



RISE

REALTORS® Inspiring Service Excellence

Honor Roll

July 2023 Honor Roll

Cruz Acosta
eXp Realty

Bryan Baylon
Keller Williams
Northeast

Brenda Chavez
Tierra Antigua
Realty

Christina Chesnut
OMNI Homes
International

Jaylene Clausen
Real Broker AZ

Paul Eide
DeLex Realty

Tara Finch
Haymore Real
Estate

Kimberly George
Long Realty
Uptown

Gloria Guerrero
West USA Realty

William Iannelli
Iannelli and
Associates

Serena Jones
Coldwell Banker
Northland

Angela Larson
Keller Williams
Realty

Natalie Livermore
RealtyOneGroup
Mountain Desert

Shane Peters
DeLex Realty

Thuy Pham
HomeSmart

Mary Platt
Silver Alliance
Realty

Thomas Platt
Silver Alliance
Realty

Matias Rosales
Realty One Group
Gateway

Marcia Skidmore
Keller Williams
Realty Sonoran

Julia Varner
ProSmart Realty

Shelly Watne
The Shelly Watne
Group

Linda Watts
Exit Realty Sun
City

Rochelle Young
Realty ONE Group
13

Kudos!

**From one Arizona REALTOR® to another.
Thank you for elevating your profession!**



Kudos!
July 2023

Angela Larson - Nominated By: Taylor McFarlane

"Angela not only goes above and beyond to help her clients, but she does it with the right balance of patience and urgency. She has experience not only in sales but in the full spectrum of real estate and wealth building. She wants her clients to succeed in life and real estate. The tools in her toolbox are on full display to help others. Her kindness goes further than a working relationship as she is ultimately one of the most generous and caring people I know."

Bill Iannelli - Nominated By: Brent Heiden

"Bill has been my broker for 13 years and is always available to any of his agents here and in Prescott. If you have a question about a transaction, advice on an offer, or just his many years of experience in a situation. It is very refreshing to have someone who is so knowledgeable and always there to listen. Many kudos to one of the Best Brokers out there!"

Brenda Chavez - Nominated By: Ashley Talavera

"Brenda is always going above and beyond for her clients and fellow realtors. She educates and advocates for her clients. Brenda gives back to her community and is easy to talk to and listens! Thank you Brenda for contributing to our Realtor community and always Rising above!"

Bryan Baylon - Nominated By: Jena Hadlock/Jamie Baylon/Devin Smith

"Bryan is my team leader and I have been on his team for almost 2 years. He goes above and beyond to make sure everyone is reaching their goals. I wouldn't be where I am now if it wasn't for him. Our team has grown tremendously since I joined and watching him grow in his role has been quite amazing. His main goal is to help people become their best selves so they can live out their God-given purpose and being able to see him make this come into fruition is very special." - **Jena Hadlock**

"He has been a Realtor for 6 years and within those years, he has been a dedicated asset to Keller Williams Northeast Realty and his business. I have been his client for several homes and it has been an enjoyable experience. His influence has encouraged me to pursue real estate as well." - **Jamie Baylon**

"As our team lead, he is committed to our education and excellence. I am grateful to have someone as our leader who sacrifices his gain for the team's overall success." - **Devin Smith**

Cruz Celina Acosta - Nominated By: Leslie Mendez

"She is always willing to work and help out a fellow Realtor. She is very knowledgeable and a great co-worker."

Christina Chesnut - Nominated By: Heather Poulin

"I'm a new agent and recently met Christina. We work for completely different brokerages. She always answers my calls, helps me figure out tough situations, is an ear when I'm having a bad day, and helps navigate my billion questions. As a new agent, it's nice to find people who genuinely support you especially when they have nothing to gain from it other than seeing you succeed! She deserves to be recognized!"



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Gloria Guerrero - Nominated By: Dawn Dutra

"Gloria has been such an inspiration to me in my journey as a new realtor. Since the moment I discussed becoming a realtor until now, she has been a friend, a guide, a mentor, and an inspiration. As a friend she has encouraged and supported my career with advice, consultation, and sometimes even hugs. She has guided me along the way to find answers and even to questions I didn't know I had. As a mentor she has walked me through contracts, listings, and marketing- asking for nothing in return. She has inspired me to continue as a Realtor and to be respectful in all my dealings with others. Gloria has truly and with all her heart helped this novice realtor blossom into an efficient and kind sales person. I could only hope to work with other realtors as genuine as her."

Jaylene Clausen - Nominated By: Whitney Brashear

"Jaylene is truly one of a kind. She is patient, caring, and goes above and beyond for her clients plus her team. Jaylene and her husband recently started her own team within our brokerage and a handful of us didn't think twice about going with her. Jaylene has trained me as a newer agent and is truly available anytime of the day. She has worked with us hours on end to submit our first contracts. She wants you to be the best agent you can be. Jaylene has numerous clients and as you can see in her reviews is AMAZING at what she does. There is nothing too big or too small for her clients that she won't do. To know Jaylene is love Jaylene. Jaylene embodies what it means to be a Realtor in today's day and age."

Julia Varner - Nominated By: Lorena Urtiz

"Julia is an exemplary Realtor. She assisted in making our transactions together extraordinary transactions, by demonstrating excellent communication, integrity and professionalism. She treats all parties with fairness and upmost respect. She is always willing to go above and beyond for her clients! Working with Julia has been a perfect experience."

Kimberly George - Nominated By: Melinda Eslinger

"I am Kim George's Designated Broker. I have worked with her for the last 12 years and her service to her clients is impeccable. Kim has a way working with new buyers and of the mature population explaining all the forms and walking them through the process every step of the way. Her very last transaction this month she had a probate estate in which had to be handled very delicately with many family members and she embraced the family and was able to sell at a much higher price than the family thought would happen because Kim knew her market and she received rave reviews from the family. She had to juggle sibling personalities as well as educate them on compliance and fair housing in regards to compliance. There is way too much to include but if I have a lead come in the office that has to be handled very gently, Kim is my agent!"

Linda Watts - Nominated By: Angelique McCoy

"Linda was an amazing realtor to me while I went through the home buying journey. She took the time to educate me and opened my eyes to possibilities I wasn't aware of, encouraging me to give real estate a try due to my increased interest in it. Even though I'm not with the brokerage she's associated with, she has been an amazing mentor. What a shining example of what a professional realtor looks like!"



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Marcia Skidmore - Nominated By: George Wanner

"She goes above and beyond her responsibilities with each client. Her honesty, integrity, compassion, professionalism, and attitude are attributes rare in today's world."

Mary and Tom Platt - Nominated By: Julie Goldammer

"Tom and Mary were co-listing agents on a recent transaction with me. I represented the Buyer. I want to recognize them for 3 things:

1. Communication - It was refreshing to have a phone call answered promptly and professionally. I started out speaking to Tom at the beginning of the interaction, while my clients were still in the showing stages. Tom was kind, considerate and to the point. It felt like he was working hard to help his Seller client, but in a collaborative way. He got back to me when he said he would, with the answers to a few questions we asked.
2. Organized - Once we went under contract, I began to interact with Mary. They have a nice system. They are practical, thoughtful and organized. The balls weren't getting dropped or forgotten while we were in escrow. Mary prepared a fact sheet with all the information a Seller passes along to a Buyer (utilities, keys, openers, past service providers for pool, landscaping, etc.) in case the Buyer wanted to keep these services. It was, again, a pleasure to see them deliver this touch point for the benefit of their client's buyer.
3. Professional Care - I felt they cared about not only their Seller client, but wanted a positive experience for the Buyers, as well. They did not just forget about the property while we were in escrow. They attended the inspection, they checked in on continued services, and made sure the home was ready for the final walkthrough after the Seller had moved out of state.

All of these little details seem obvious, but are not part of many transactions. I always try to put my best foot forward in my transactions, but they inspired me to be even better in my client activities. I want to recognize them for making this last transaction one of the more pleasant and thorough experiences I've had in several years."

Matias Rosales - Nominated By: Shelley Ostrowski

"Matias is currently serving as the Yuma Association of Realtors President while having a successful Real Estate Career. Matias is a mentor and holds "Tech Tuesday" classes to help new and experienced agents grow their online presence and is always available for a question or guidance. He is a member of the San Luis AZ City Council and he was recently named #11 in the Nation and #3 in the Southwest for agent production."

Natalie Livermore - Nominated By: April Selby

"Outstanding support , communication and professionalism with all transactions. Fantastic personality."



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Paul Eide - Nominated By: Jeff Cayton

"Paul is an amazing Realtor who always puts his clients first, goes the extra mile, acts professionally, and serves his profession well."

Rochelle Young - Nominated By: Lynn Saks

"Rochelle has been a Realtor for only a couple years. She has had hurdles to overcome, lack of support and unavailable brokers. She had to find the resources to answer her questions on her own. She now has a brilliant broker and continues to grow her business and her knowledge. She is the educated agent! She started a team and I have been the lucky recipient of her knowledge, support, generosity, and grace! She deserves this recognition for never giving up and for challenging herself everyday to be Better than her best!"

Serena Jones - Nominated By: Lauri Mackey

"Serena Jones started her real estate career much like we all do. Floundering a bit in realizing what it took to actually run your own real estate business. Creating a referral business and learning, learning, learning. While Serena was an introvert by nature, she also was compassionate and helpful by nature. As her business grew, many of her colleagues and fellow agents recognized her leadership qualities and convinced her to start her own brokerage. With wrecked nerves, but lots of perseverance, grit, and encouragement, that's exactly what she did. She learned that self-care was more important than how many deals you had going on and then shared that with her agents. She figured out systems and efficiency and how to mentor her agents both in real estate and life.

It would be seven and a half years later with a thriving, albeit small boutique brokerage, after having started the Broker's Forum, serving on numerous committees both locally and for AAR that she was approached to become a managing broker for a larger organization that her world would change again. Armed with the knowledge of self-care, armed with broker knowledge, armed with compassion and a no BS policy, she was given the opportunity to serve over 60 agents so that her reach could be felt farther than ever before. While it was sad to close her own brokerage, having the opportunity to serve more agents made the choice easy. I am blessed to be one of her agents that she has mentored along her own journey. I have benefitted from her knowledge and commitment to doing the right thing for her agents, the clients we serve, and the public we protect. I am proud of Serena as a friend, a broker, and just as an overall outstanding human. She is an exemplary example of taking something from ordinary to extraordinary in this next phase of her career."

Shane Peters

Nominated By: Ashley Bowers

"He's a lovely person. With a different brokerage and mentors free of charge. Works with me with referrals. Has helped me with CE classes. Teams up and is kind and patient with lots of knowledge. He's successful and wants to share his success. Great example of a realtor in our community."



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Shelly Watne - Nominated By: Dave Rodgers

"Shelly has always personified the utmost level of respect, consideration and true empathy for each person involved throughout her transactions. Enhance this with her intelligence and knowledge of sales, escrow, title services and formal lending requirements. She comes highly recommended throughout our entire realtor community."

Tara Finch - Nominated By: Nicole Hall

"Tara is dedicated and committed to providing a high level of customer service to her clients and customers. Her can-do attitude combined with her bright and cheery personality makes her a joy to work with! She exemplifies the qualities, ethics, and morals that any broker would be proud to employ. She deserves recognition for her outstanding work ethic and extraordinary job as a REALTOR!"

Thuy Pham - Nominated By: Shirley Desear

"I have had the pleasure of working with Thuy over the last year and let me tell you she does not like attention. She would never seek recognition which makes me want to recognize her even more. She has been working in this market for over 20 years and has managed to keep a top-tier reputation in this small-knit community. She is extremely ethical and fair with everyone she transacts with. This industry can feel pretty disheartening sometimes but watching Thuy run a great book of business without compromising her ethics inspires me to be the same kind of agent.

I have witnessed her decline double-siding deals, include another agent in transactions that did not require two agents, discount her own commission to continue to pay buyer agents 3%, and pay referral fees to agents (like myself) who didn't expect/deserve them. Thuy continues to prioritize her clients and reputation over chasing her own desires on a daily basis all while wearing Jordans. She is a great negotiator and businesswoman but also easy to work with, kind and humble. That combination is rare. She is rare and deserves to be recognized for it."