

# EXECUTIVE

AGENT MAGAZINE

Executive Agent Magazine - Idaho Edition - April, 2022



*the* Moore  *Team*  
MY IDAHO DREAM HOME





FINANCE of AMERICA  
- MORTGAGE -

*DF* Devin Fahrner  
NW Regional VP | Mortgage Advisor  
NMLS # 399405

## Your Lending Team Leader

With over two decades in the mortgage and consumer finance industries, Devin has worked in almost every position in the industry and enjoys the experience and challenges of virtually all aspects of mortgage and finance. Devin is also a proud Veteran of the Marine Corps and truly enjoys helping our Veterans. Devin's business model is very simple: listen, evaluate specific needs, and tailor a loan program to the details of each unique situation.



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**LYNN MOORE**

*Executive Agent of the Month*

If you're in the market to buy or sell a home in the Treasure Valley, you won't find a Realtor® more dedicated to your dreams than Lynn Moore. This hard-working real estate entrepreneur and community booster has spent nearly 20 years honing her professional knowledge.



**FEATURED PROFESSIONALS**



**SUSANNE SCHLADOR**

Finance of America Mortgage

Susanne Schlador begins each day with renewed purpose — to be her clients' trusted mortgage equity advisor for life. This is a charge she takes seriously, recognizing that buying a home is a life event that requires careful planning and strategic action.



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## APRIL, 2022

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# CHOOSE TO ENJOY LIFE!



**W**e have a choice to make our life interesting and exciting, or we have a choice to get into the mundane of life. When we get into the mundane of life, life escapes us, to be gone... never to return. Very few of us actually take it up as a challenge to enjoy life and to make it exciting.

Most of us just slip through life. We drive through life as if we are driving on a highway without choosing to go left or right. We just keep going where the road is going, and at the end, we arrive at a destination that we may not have decided to reach. But because we did choose to go where we want to go, we have reached and arrived somewhere else.

Stop! Don't just drive through the highway of life, but think who are you? What do you want? Where you want to go? If you keep going where you are going, will you get to where you actually want to go? When you get to where you were going, will you be happy? These questions must always be on the top of our minds, and they must decide the direction and where we are going.

*RVM is a 'Positivelife' philosopher, an Author, Speaker, Poet, Singer, Philanthropist and Motivator.*





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**Susanne Schlador**

Mortgage Advisor

NMLS-929383



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# AN UNWAVERING COMMITMENT TO CLIENT SERVICE

Written by H. K. Wilson

Susanne Schlador begins each day with renewed purpose — to be her clients’ trusted mortgage equity advisor for life. This is a charge she takes seriously, recognizing that buying a home is a life event that requires careful planning and strategic action. With a decade of industry experience and a heart of service, Susanne meets every client where they are to help them craft their best mortgage plan.

Originally from California’s Bay Area, Susanne spent the better part of her teenage years in rural Idaho, in the town of Riggins, where her love for the mountains and rivers, skiing and rafting and all things adventurous was born. She returned to California, earned her degree in business administration from California Polytechnic State University, and went on to work in corporate marketing. Susanne and her husband eventually moved back to Idaho, where she established a successful natural skin care company. As their three children grew older, Susanne says her husband encouraged her to enter the mortgage industry, something she had always wanted to do.

“I couldn’t have broken into such a dynamic industry without his support,” she says. “I’ve always been interested in why people do what they do and how they make consumer decisions. Honestly, that’s what created my niche. I would call myself a strategic planner. I can serve my clients best when they are forthcoming with their situation. Once I understand what they need, I can develop a strategy and give them the information they need to put it together.”

Unfortunately Susanne’s life changed when she lost her husband of 23 years just a few years into her mortgage career. Then, Finance of America Mortgage Northwest Regional VP Devin Fahrner recruited her to join his office. “I had known Devin from my first day in the business and always considered him one of the most brilliant people in the industry. I was in the depths of grief, figuring out my place in the world as a single woman who had lost the love of my life. He gave me a

soft landing, a place to be myself. He and Taylor Irvin (also Northwest Regional VP) have been the most phenomenal mentors and friends. They gave me a place to be successful while grinding out all the craziness that goes with having your life turned upside down. In a way, the mortgage business saved my life.”



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For Susanne, one of the key takeaways from her loss was finding purpose in helping others.

“When you go through that kind of harsh reality, you wonder how to make sense of the world and create meaning. I soon discovered purpose in authentically connecting with my clients and helping them with their goals. It’s a unique stamp I bring. A lot of them are going through an exciting time when they’re buying a home. And others are going through a major shift in life and I get to stand with them in that moment.”

In addition to finding a professional family at Finance of America Mortgage, Susanne says she has also found the company with the best loan products in the marketplace. “I really believe that. We can do everything everyone else is doing plus so much more! From HELOCs to our proprietary Flex products that evaluate income in a number of different ways to help self-employed borrowers. My strength is having a deep understanding and awareness of all we have to offer and lining that up with the client. In my initial interview with borrowers, asking the right questions leads me to the right fit for them. There’s often an entire array of possibilities when putting a file together that are product driven, and our variety of product offerings means that we are able to help more clients than ever before. I enjoy complicated scenarios, and I typically

ponder on them until I find a solution. Once I set things in motion, I have a team behind me that carries the torch with me for an excellent borrower experience.”

Susanne has received hundreds of five-star reviews from people she has helped to purchase or refinance a home. They all highlight her professional knowledge and service as well as her genuine care for their best interests.

One stated: “I’m so thankful for having worked with Susanne! She was a calm voice in the midst of a COVID crisis, when there were so many moving parts. I say ‘voice’ because we didn’t actually meet her face to face, due to the lockdown. Susanne was quick to respond to all our questions, and there were many. Most of all, Susanne made us feel like we were more than just voices over the phone — we were people making a very important change in our lives who needed her professional, yet personal touch.”

Susanne’s business doubled in 2020 which earned her a spot in FAM’s Presidents Club in 2020 and again 2021, a testament to her unwavering commitment to her clients. “This company embodies my personal philosophy, that you can always fine-tune and become better,” she says. “Throughout our organization, that is one of the things that differentiates us and our service.”



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- 5. Affordable Housing** – Provide affordable home buying opportunities for veterans and service members who have gone through VAREP's homeownership education counseling services.



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# DID YOU KNOW YOU CAN CREATE MIRACLES?

**D**id you know that you can create miracles? Yes, that's right. You can create miracles. In fact, our main purpose on this planet is to create miracles. Keep in mind that sometimes a miracle is nothing more than a shift in perception. It's looking at something where at one point seems absolutely impossible to achieve, then with a shift in the way that you're thinking, that impossibility suddenly becomes very possible.

**All miracles start with a single thought... and idea. Stay with me here and allow me to make my point.**

Besides being dead, what do Thomas Edison, Alexander Graham Bell and the Wright Brothers have in common? All three were inventors. Well, there was a moment in time where the light bulb, the telephone and a flying machine were just seed possibilities in the minds of the inventors.

But the more attention and intention they gave to those thoughts, the more similar thoughts—or “like- thoughts”—came into play. And the more like-thoughts that came in to play, the stronger their vibration to the Law of Attraction was, and so on and so on.

Eventually, those small insignificant thoughts multiplied and evolved into powerful beliefs. And those beliefs eventually led to taking action, which played out into their experience and the Universal Law delivered wonderful circumstances, conditions and people to work in their favor, and their desires began to manifest.

Were they confronted with challenges and doubts along the way? Absolutely! But they kept forging ahead. Until one day, behold, on all three accounts,

a miracle took place. What once seemed impossible, even ridiculed and laughed at by the great majority, became a miraculous happening for all to witness and praise. And all three, like all other inventions, discoveries, works of art, business endeavors and dreams that come true, theirs started with one simple thought—a simple shift in perception. A seed possibility. That, my friend, is how miracles happen.

Here's my point. Thoughts are the first step for all things to be. If you believe it hard enough and work hard enough, it will become reality.

Not only does the above statement rhyme, but it is also a fact. Our greatest gift is the power of thought. And I don't mean just the ability to decide between a salad and a sandwich for lunch. I'm talking about the ability to change your environment with your mind! It is the foundation of free will. Thoughts are pure energy that can take you to the highest of highs, or the lowest of lows.

Each and every one of us has the power to shift our way of thinking to transform our lives from failure to success, from unhappiness to fulfillment and from lack to abundance. You didn't think you were that powerful, did you? Well, you are! We all are! It's just that most of us don't know it. People are more in control of their lives than they think.

*Steve Rizzo is a personal development expert, comedian and author known as the Attitude Adjuster. Steve worked as a comedian, sharing the stage with Jerry Seinfeld, Rodney Dangerfield and Ellen DeGeneres, among many others, before becoming a motivational speaker and author. He has been inducted into the National Speakers Association's Speakers Hall of Fame. Visit his website at [SteveRizzo.com](http://SteveRizzo.com).*



# How to Solve Any Problem That Gets in Your Way...

-BY JIM ROHN

When you're faced with a problem, ask yourself these practical questions to solve it. You know the importance of applying discipline and effort to overcome any problem that stands in your way. But some problems call for more than steely determination—they require you to step back and apply some mental power.

If you're faced with a roadblock like this, put it all down on paper. When you write a problem down on paper, you take the emotion out of it. With the emotion gone, you can look at the roadblock objectively. You can figure out what you did right. You can figure out what you did wrong. You can figure out how to change it.

Here's what you do: Pick a problem out of your head and pull out a piece of paper. Draw a line down the middle of the paper. On the left-hand side, jot down the problem in detail.

We've got so much going on in our heads that it may just be difficult to isolate this particular problem. Just state it the best you can.

On the other side of this paper, you're going to write some solutions. There are three questions to ask yourself to generate those solutions, to solve almost any problem.

The first question you need to consider is this: What can I do? You don't want to go any further than that if you can solve the problem yourself. Start jotting down any options that come to mind. Lay out the alternatives. Then begin analyzing them. "Let's see, number three... no, that one would take too long. I haven't got that much time. OK.

Number two? Not sure. OK. Let's look at number one. Maybe the one I thought of first is my best one."

If that doesn't seem to work, here's the second problem-solving question: What could I read? Maybe there's a book on your problem. Somebody may have spent a lifetime trying to figure out this problem. You could receive the instant benefit of this person's advice if you take the time to look. Maybe it's concisely written somewhere. You don't need to reinvent the wheel. If you do your homework, you just may find the solution.

Start taking notes on what you're reading. Book number one: This guy's crazy. Book number two: This guy's too shallow. Book number three: This guy's got some interesting things to say about this problem.

If that still doesn't work, then ask question number three: Who could I ask?

What should you have ready when you ask somebody to help you? You've got your notes to show them. You say, "You know, I've tried my best to figure it out myself, and it has left me short. Here are some of the books I've read. Here are my notes. I've researched this material, and I'm still confused. Could you possibly help me?"

You can't believe how willing people will be to help you if they know that you're willing to help yourself.

I promise you, if you try these ideas and ask these questions when you've got a problem, you'll be able to solve just about anything that gets in your way.



# NOMINATION FORM

Nominate a fellow REALTOR® to be featured in one of our feature stories; on the cover as Executive Agent of the Month, or as a special feature story. All candidates must be nominated by a real estate professional. The selection process includes a questionnaire, personal interview, reference check and final approval by the Advisory Council. Candidates are evaluated based upon professionalism, length of service and uniqueness of story, as well as industry and community involvement.

## DO YOU KNOW SOMEONE TO **NOMINATE?**

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*Your attitude, not your aptitude, will  
determine your altitude.*

*-Zig Ziglar*



# STAND OUT

-BY JON GORDON

It's not enough to just show up to work. In today's economy you must stand out at work to differentiate yourself and your company.

When I think of who stands out, I think of Publix Super Markets. When you shop in their grocery stores and can't find an item, their employees are trained to walk you to the aisle and take you to the product you are looking for. I personally can attest this has saved me hours of time and the embarrassment of wandering aimlessly around the store looking for the very thing my wife sent me there to get. I would even venture to say that Publix has improved my marriage. : )

Les Schwab Tires also stands out. When you drive up to their tire centers their manager or crew will run outside to greet you with a sincere welcome and smile. I was recently talking about Les Schwab to a CEO on the west coast and he said, "I love that place. That's where I take my car. They actually run outside and greet you when you pull up."

You see, when you do things that stand out, people notice. Then they talk about you to others. They become a powerful and free source of advertising for you. And most of all they become loyal customers.

Courtney from American Airlines stands out. He works at DFW. I was taking a flight from Dallas to Miami last week. It was a long week of travel and speaking engagements. The gate agent wouldn't let me take my carry-on-bag on the plane because he said there wasn't room. (I later found out there was plenty of room). As I was about to board the plane

I saw Courtney. He was dressed like a manager so I told him my situation and that I really needed my bag on the plane and that my recent flights with American have not been great experiences. He asked for my claim ticket and said he would be right back. A few minutes later he came back with my bag. When I asked him for his card, because I wanted to write the airline, he said "You don't need my card. This is between you and me. I just want to make a difference and make you love my airline."

Courtney made a big difference, not only in my day but in my decision to fly American again. He's an example that one person who decides to stand out can make a difference.

So, if you are reading this Courtney, thank you. The difference you made is just between you and me...and the hundred thousand people that read this. : )

When you stand out, people notice, they talk about you and they tell others.

Standing out doesn't take a lot of time and money. It doesn't require a complicated process.

Standing out is about doing the little things that show people you care about your job and you care about them.

- See more at: <http://www.jongordon.com/articles-standout.html#sthash.Lg3evHEH.dpuf>



Know of a Realtor® doing **amazing** things?  
**NOMINATE** them to be our next  
**Executive Agent of the Month**



# EXECUTIVE

AGENT MAGAZINE



the Moore  Team  
MY IDAHO DREAM HOME





## Connecting Heart and Home

Written by H. K. Wilson - Photography by Elsberg Studio

If you're in the market to buy or sell a home in the Treasure Valley, you won't find a Realtor® more dedicated to your dreams than Lynn Moore. This hard-working real estate entrepreneur and community booster has spent nearly 20 years honing her professional knowledge so that her clients will have every advantage in this increasingly competitive marketplace.

Lynn has earned numerous professional designations from the National Association of REALTORS® for the purpose of providing better service to her clients, including Accredited Buyer's Representative (ABR); Certified Residential Specialist (CRS); ePRO®; Graduate, REALTOR® Institute (GRI); Military Relocation Professional (MRP); Seniors Real Estate Specialist (SRES); and Seller Representative Specialist (SRS).

She is also the recipient of many of the industry's most prestigious awards for production and service excellence. Most recently, she was honored as 2022 Agent of the Year by RateMyAgent, an independent

reputation management company that evaluates agents based upon sales performance and verified client reviews. She was previously named Idaho Housing Agent of the Year in both 2020 and 2017 for her work with first-time homebuyers.

When Lynn bought her first home at only 18 years of age, she experienced an excitement that has remained with her ever since. These many years later, she brings that same enthusiasm to every transaction she completes on behalf of her clients, whether it is their first home or their forever home. "I'll never forget the senes of living the American Dream by actually buying my own house," she says. "I didn't think it was possible. If I can make everybody feel like I did when I bought, that is the biggest joy I can get. It's such a feeling of accomplishment, and there's the pride of ownership and the thrill of painting the rooms whatever color you want. Once I got into the business, it helped me to see how people wanted to be treated. I took everything that I wish had been done for me and brought it to the table."

*the*  
**Moore**  **Team**

MY IDAHO DREAM HOME





Lynn and her daughter Tiffany LaMae Moore make up The Moore Team. As the team's client care specialist, Tiffany shares her mother's passion for home ownership and dedication to client service. "I can't live without her — she is so amazing," Lynn says. "When I'm talking to a client on the phone and she hears what they're asking for, they have it in their inbox before I even hang up the phone. She sits at the desk manning emails and managing paperwork while I'm out showing properties and meeting with clients. She makes sure every detail is being taken care of and nothing slips through the cracks."

Above all else, Lynn has a servant's heart, and it shows

in the way she conducts business, treats people and gives back to her community. She considers referrals the finest compliment for a job well done, and she receives many. She also receives heartfelt, five-star reviews that clearly demonstrate her authenticity and care.

A first-time buyer said: "Lynn was super caring for my family and I, and worked around the clock to make sure we got the things we wanted in a home. She treated us as her own children! She works hard and fast and does amazing! Lynn made buying our first home easy and as stress free as possible! I recommend her to everyone!"



Another happy client stated: “Lynn is amazing! If you are looking for a Realtor® who is honest and will treat you like family, look no further. Lynn will guide you through the complete process of home buying or selling, and you will be blessed by knowing her.”

A native of South Dakota, Lynn has lived in the Nampa area for nearly 40 years. She is a local home school pioneer, a golfer and tennis player, and most recently, a Harley enthusiast. She always looks for opportunities to make her home community a better place to live, and in that spirit, she gives a portion of proceeds from every transaction to Children’s Miracle Network. Lynn considers her parents and Jesus her greatest mentors in life, and her favorite quote is from Zig Ziglar: “Among the things you can give and still keep are your word, a smile and a grateful heart.”

If you’re fortunate enough to work with Lynn, you’re bound to walk away feeling special. She is a knowledgeable advisor, a fierce advocate and a caring listener. “I don’t care if it means showing someone a hundred properties, I will take the time to find that perfect home. I never want them to settle. And when we’re done, the relationship continues. I can honestly say I love all of my clients, and I think of them like family.”

Lynn Moore — The Moore Team  
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## 2021 | TOP AGENT AWARD WINNER



TOP 5% AWARD

**Lynn Moore**



As a Realtor® for over 17 years and a resident of the Treasure Valley for nearly 40, Lynn knows the area like the back of her hand.

She works in all areas of the Treasure Valley including Boise, Eagle, Meridian, Nampa, and Caldwell, as well as our beautiful outlying areas.

Working almost exclusively by referral, Lynn is an honest, hardworking, ethical, and energetic agent that will get the job done. She has an authentic, contagiously positive attitude. You may start working together as first-time acquaintances, but you will quickly become family, with many of Lynn’s clients coming back for every real estate need. Whether buying your first Treasure Valley home or selling your third and looking to downsize, Lynn says, “I offer you a servant’s heart and hard work!”



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## PANORAMIC VIEWS

6053 Marmount Ct, Boise, ID

Enjoy panoramic views of Boise's foothills! This home features a two-story master with massive windows, oversized walk-in closet, a master laundry, and private stairs up to the master retreat area adjoining to the private fitness room. The rest of the home includes a massive kitchen, an office, a glass Zoom-office upstairs, and a bonus room with wet-bar. **\$3,082,876**

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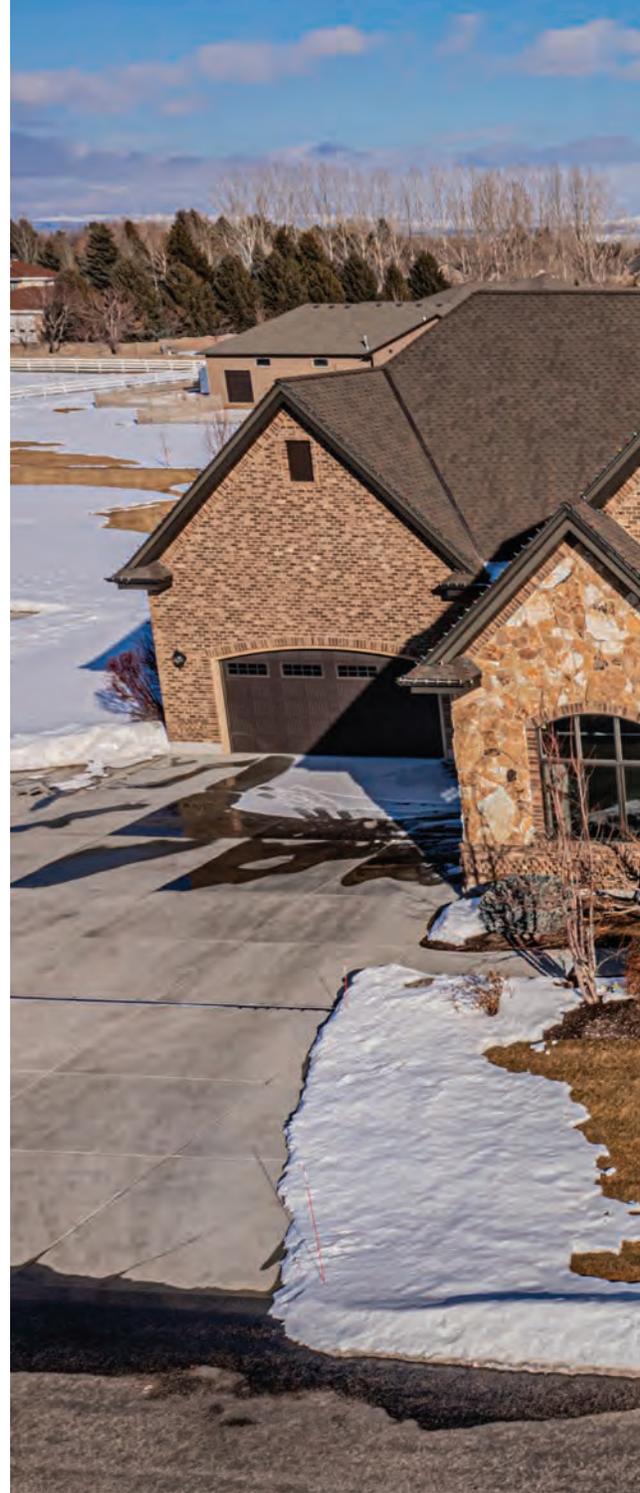


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A CROWN JEWEL OF IDAHO FALLS. No expense was spared on this 10,200 sq ft 7 BR 6 Bath executive home complete with its own indoor gym. Exceptional value at \$1,700,000 (\$167/sq ft.) Work remote or retire and enjoy the quiet, friendly, easy going life style of Eastern Idaho with World Class fishing, hunting, skiing, recreational activities, Yellowstone, Jackson Hole, Tetons and more. Come live 'the dream'!

**Offered \$1,700,000**

### JERILYN RINDFLEISCH

Broker's license DB22389

Idaho 1st Class Properties

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rjrindfleisch@earthlink.net

www.idaho1stclassproperties.com









## OCEAN FRONT VILLA

22102 Pacific Coast Highway, Malibu, CA

Spectacular two-story Mediterranean-style Villa offering 60' of sandy beach frontage on famed Carbon Beach nicknamed "Billionaires Row," with Catalina, ocean, and white water views from Palos Verdes to the Malibu Pier, and beyond. 4 bed | 4 bath.

**\$21,750,000**



**CHRIS CORTAZZO** DRE # 01190363

COMPASS

**Tel: 310.457.3995**

[chris@chrisortazzo.com](mailto:chris@chrisortazzo.com)

<https://chrisortazzo.com>

**COMPASS**

EXECUTIVE AGENT MAGAZINE 37



Wake up to the sun glistening off the ocean, eat breakfast in your outdoor sitting room surrounded by lush tropical landscaping, work from your dedicated home office complete with expansive ocean views, sip a cocktail at days end on your lanai-style deck listening to the sound of the waves kiss the shoreline while the sun sinks into the horizon.  
**5646 Dolphin Place, La Jolla, CA** **Offered \$18,885,000**



**MICHELLE SERAFINI**  
DRE #01411969  
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Tel: 858.829.6210  
michelle.serafini@compass.com  
VillaDelfinoLaJolla.com







## WOODS COVE COTTAGE

678 Diamond St. Laguna Beach, CA

This Multi-level Modern Craftsman Cottage Masterpiece in Woods Cove features 4 bedrooms, 3.5 baths with stunning ocean and coastline views. Hardwood floors, vaulted beamed ceilings and a cozy fireplace greet you as you enter this home. 2 primary suites each featuring walk-in closets, ensuite baths, fireplaces and private decks make this home ideal for multi-generational living. The gourmet kitchen features granite counters, walk-in pantry, island and a five-burner stove. Enjoy the sunsets and the city lights from the numerous viewing decks or while relaxing in the hot tub. A peaceful garden area is situated in a serene canyon setting below the home. A 2-car garage with additional parking make this home ideal for entertaining, family living or a weekend beach retreat. A very special property amidst all Laguna has to offer with its fine dining, world renowned art galleries, charming shops and stunning beaches. [www.678Diamond.com](http://www.678Diamond.com). **\$3,650,000**



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[shauna@shaunacovington.com](mailto:shauna@shaunacovington.com)

<http://shaunacovington.com>







## CUSTOM-BUILT MASTERPIECE

1701 Crestview Avenue, Seal Beach, CA

Spectacular custom-built masterpiece! This magnificent estate was created with the finest luxury materials and craftsmanship. A sweeping curved staircase, hand-carved fireplace mantles, coffered and tray ceilings, media room, en-suite bedrooms, and a 9-car subterranean garage are all part of the true beauty that lies in this estate which marries art and luxury into everyday living. 3 Beds, plus maid's quarters, 4.5 Baths, 5,876 Sq.Ft., Lot size 8,375. **Price: \$4,900,000**



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# VILLA LA FLEUR

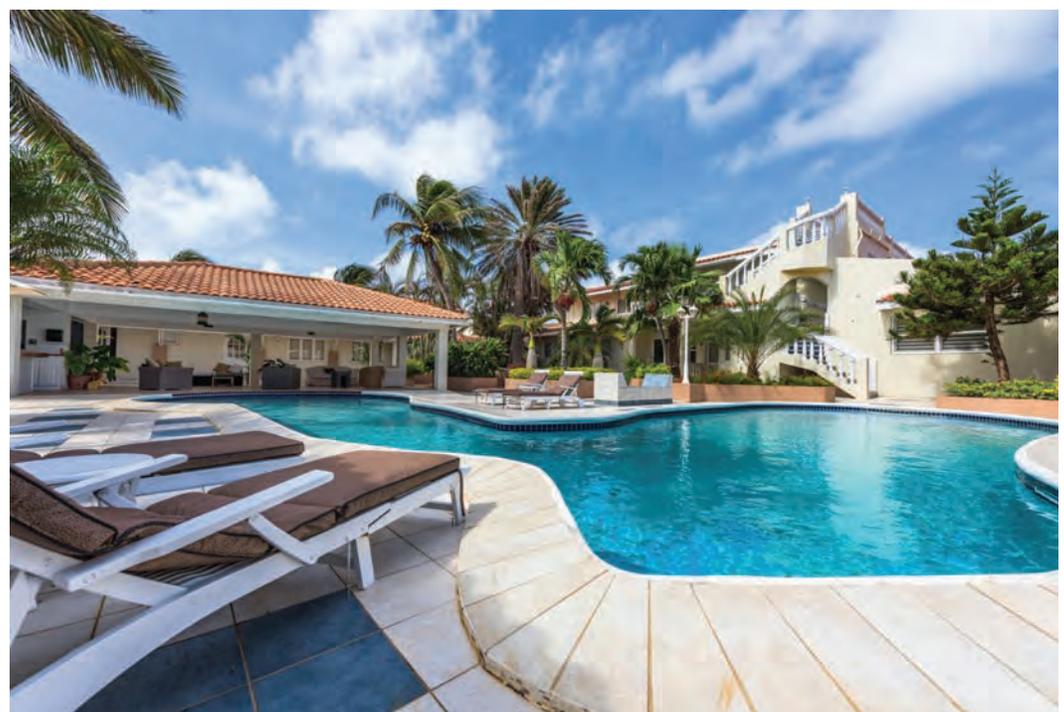
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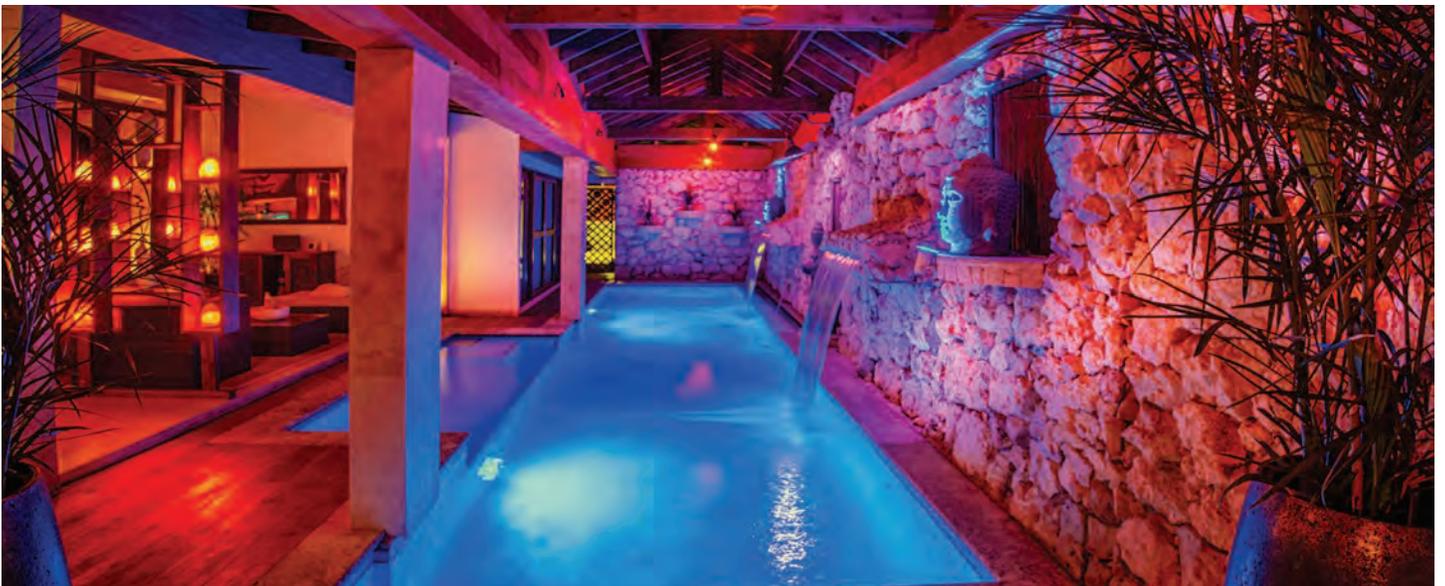


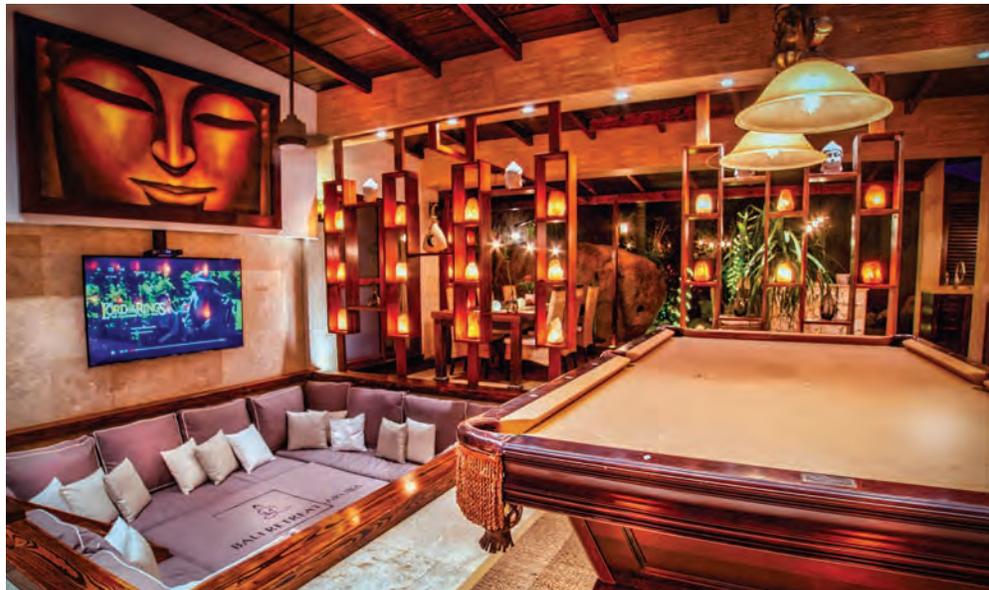
ALEX CYBUL

## Aruba Villa Rental

Located just across the beach is the Full Mansion Arashi that will genuinely take your breath away. If you are searching for accommodation best suited for 16 guests, then there is nothing better than this property. You will have a fantastic time at this sprawling property with your friends and family. There are a total of seven large bedrooms and nine full bathrooms. There ample living space in this property as there are five king beds, two queen beds, and four sofa beds. This townhouse is fully equipped with all the amenities that you can ask for, such as a Wi-Fi facility, parking facility, great outdoor and indoor space, large pool, patio, and much more. Enjoy your time in this property as there is a lot to explore in and around the area.







BaliRetreatAruba.com  
IG & FB: @baliretreataruba  
Paraguana 7, Noord, Aruba  
BaliRetreatAruba@gmail.com

Bali Retreat Aruba is a unique vacation home inspired by South East Asia, featuring a resort-style pool amidst giant boulders, a cave, Buddha statues protruding from an imposing rock wall with waterfalls cascading into the heated indoor lap pool, private cinema, yoga pavilion, and a beach volleyball court.

# DON'T STOP CHASING YOUR DREAM!

In the mid 1970s, a man named Sylvester had a dream of one day becoming a movie actor, but couldn't find a talent agency in New York City willing to take a chance on him. After being turned down by hundreds of agencies, he was so broke that he couldn't afford to pay the heating bill in his apartment. It got to the point where he couldn't even buy food for his dog and was forced to sell him to a stranger for \$25. Sylvester and his wife argued constantly about their lack of money and she wanted him to give up his dream and get a job to pay the bills.

Two weeks after he sold his dog, he watched a boxing match between Muhammad Ali and "The White Hope" Chuck Wepner. For 15 rounds, Wepner battled the champ and took the best that Ali could dish out, but would not give up. Sylvester was so moved by Wepner's display of passion to keep fighting that he began writing a movie script immediately after the fight was over. He wrote continuously for twenty straight hours and finished the script in one sitting. Over the next several weeks, he showed his boxing script to a number of movie producers, but was rejected each time and told that his script was sappy and too predictable.

## Motivation for Success

Finally, Sylvester found a producer who liked what he had written and offered to buy the script for \$125,000. He agreed to sell the script, but only if he was allowed to play the starring role in the movie. The producer told him

that there was no way on earth he would let an unknown actor star in the movie, so Sylvester turned down the offer and walked away. The producer really liked the script and called him back a couple of weeks later with an offer of \$250,000, but like before, refused to let him have the starring role in the movie. Once again, Sylvester turned him down. The producer then offered a staggering sum of \$325,000 for the script without him in the movie and again, Sylvester refused to sell the script. Eventually the producer agreed to take a chance and let Sylvester play the starring role in the movie, but would only pay him \$35,000.

Once Sylvester was paid the \$35,000, he went back to the liquor store where he had sold his dog weeks earlier with the hope of finding the man and buying back his best friend. After waiting outside the store for three days, he found the man and offered him \$500 to buy his dog back. The man rejected that offer, but eventually sold the dog back to Sylvester for \$15,000 and a part in the movie. The name of the movie was Rocky and it won the Academy Award for Best Picture of 1976 and turned Sylvester Stallone into one of Hollywood's biggest movie stars.

"A little more persistence, a little more effort, and what seemed hopeless failure may turn into glorious success."  
– Elbert Hubbard



# EXECUTIVE

AGENT MAGAZINE

## SEARCHING FOR OUR NEXT COVER



DO YOU KNOW SOMEONE  
TO **NOMINATE?**

Submit Nominations to:

FArrias45@gmail.com

Tel: 949.297.8323



**Our bone marrow transplant reunion  
is now standing room only.**

Each year, City of Hope invites bone marrow transplant recipients and their families to attend the "Celebration of Life" event. It's a joyous time during which survivors of blood cancers such as lymphoma, leukemia and myeloma embrace their health, their life and each other. It began more than 35 years ago when City of Hope created what is now one of the largest and most successful bone marrow transplant programs in the world. In fact, we've completed over 11,000 transplants and, according to national reports, our outcomes are among the best in the nation. The goal of curing cancer isn't just something we work at. It's what we live for.

If you have cancer, make us your first call. Or ask your doctor for a referral. We accept most insurance.

**800-826-HOPE**

# WE LIVE TO CURE CANCER.



City of  
Hope™

Science saving lives.

[cityofhope.org/bmt](http://cityofhope.org/bmt)

# #BEEEXCEPTIONAL

Three people graduated from high school on the same day 15 years ago.

Two are modestly successful. They have good positions in the real estate industry, making good money when the market is strong and slowly building a comfortable future for their families.

The third is a trailblazer. A millionaire many times over. The founder and owner of one of the fastest-growing companies in their industry.

### *What was the difference?*

They were all smart and ambitious. They came from remarkably similar backgrounds and families. Their education and career paths were almost identical.

The truth is there are a lot of smart people who work hard.

It's not innate intelligence, talent or even dedication that makes the biggest differences in people's lives and careers.



### **Beyond the hard work, major success is a factor of two things: what you know, and who you know.**

Some people have the knowledge and connections to accomplish big things. Others do not.

This is how people have been making things happen for centuries.

This is why I co-founded NAHREP, the National Association of Hispanic Real Estate Professionals, 21 years ago.

So that Latinos in the real estate and mortgage industries would have the information and connections to become exceptional.

With L'ATTITUDE, our vision has now expanded to include even more industries including media, entertainment, tech, and politics.

Some of the people that attended NAHREP at L'ATTITUDE in 2021 were 8 Fortune 100 CEOs, a dozen leading venture capitalists, and over a hundred top entrepreneurs and tech start up founders, including two new Latino billionaires.

NAHREP is the place for exceptional people. Find out more about individual and corporate membership on our website or call 877 2-NAHREP.

visit us at [WWW.NAHREP.ORG](http://WWW.NAHREP.ORG)