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RE/MAX HAS NEW DIGS

by: Jackie Devine



It takes a team of players including staging designers, appraisers, home inspectors, property managers, contractors, bankers, mortgage loan officers, and government agencies to move the ball down the field, but it requires disciplined real estate agents and brokers to pass the 10-yard line and score a touchdown.

Always on the hunt for a story, I wondered, why those seasoned pros, the RE/MAX team, decided to the change locations on the playing field.

When I stepped in the doorway of their new digs, I had my answer: location, location!

Opening the interview, I asked Mike, "Why real estate, and why in Fairfield?"

He explained, "I majored in Ag Economics at Texas A & M and took quite a few real estate courses as well. After I graduated, although I enjoyed what I was doing in wholesale foods, I felt a different calling for my career. So, I took a shot at real estate back in 1991 and realized it was a perfect fit for me.

"It called forth my problem-solving skills, satisfied my desire to work with a team, and addressed my fascination with industry trends and real estate topics." Mike continued, "I thoroughly enjoyed interacting and mingling with people while helping them find the perfect home.

"Then as now, when buyers lay out their criteria, the three biggest things I sell them on in Fairfield are the family atmosphere, the smalltown feeling, and the schools. No other neighborhood compares. I've sold a lot of houses to scores of people, and I've shown them a variety of areas. But, it seems the majority of them migrate back to Fairfield. They tell me the character of Fairfield is different than the Woodlands or other communities.

"Whether a client is working with our team or me, they consistently experience agents that are self-motivated, friendly entrepreneurs. They are tenacious, hard working and able to hustle. Our staff has a genuine interest in houses, architecture, and design, which is important to our customers."

Ironically, Mike's comments were also the perfect description of Pam, his wife, partner, and RE/MAX office manager. Pam obtained her real estate license in 2011, and handles day-to-day operations, sells, and provides staging and decorating services for clients.

Pam is an entrepreneur in her own right. At the age of 19, she purchased a furniture store in Beaumont Texas. After operating it for 10 years, she relocated to Houston and began climbing the corporate ladder working with such recognized names as Fingers, Star Furniture, Levitz and The Room Store.

A few years ago, she laughed, "I recognized Mike was having a lot more fun than I was. So I decided to make a career change and joined the RE/MAX team."

"After operating out of our former location for twenty-five years," Mike explained, "Our office became too small. We were recruiting new agents and lacked the space for expansion.

Then, Bob Elberger with Concorde Realty Development contacted us about the site at the N.E. corner of Mason and Cypresswood. We knew we wanted to stay in Fairfield and recognized it was a perfect

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(Continued from Cover)

location, so it was a natural fit for us.

"As we planned the build-out and design of the office," Pam ex-plained, "we wanted it to be inviting, light, bright, and open. Focusing on agent development and training, we knew we needed a large conference room that could easily accommodate 15 to 20 people. Plus, we wanted additional office space and a "Bull Pen" with Wi-Fi where agents could hook up their computers.

The Schroeders are heavily involved in supporting the community of Fairfield and their favored charities. For every home they sell, they make a donation to Texas Children's Hospital.

In September REMAX sponsored an ice cream give-away to thank everyone in Fairfield for their twenty-five years of success and to celebrate back to school.

"We are hosting an Open House Grand Opening on Friday, October 12th." he continued, "We will have a DJ, mobile food truck, beer, wine, and cocktails. We want to thank the many people of Fairfield over the last 25 years who have entrusted our brokerage with the biggest financial decision of their lives...the purchase of their home. We also want to salute all of our amazing agents for their hard work and dedication, for making our business possible, and for making our dreams come true."

December 1st, they will kick off their 12TH Annual Toys For Tots drive. Their annual Pictures With Santa event will be held at the office from 10:00 to 3:00. Santa will arrive on the Fire Truck about 10:00 am, weather permitting. They will also have a silent auction where all the proceeds go to Texas Children's hospital.

Mike said, "I can't emphasize enough that I don't work for a living; I love what I do. I enjoy helping people whether it's helping people buy or sell homes or developing agents to become peak producers."

They want the community to know that they are looking forward to developing new agents and would enjoy showing them what the big red, white, and the blue balloon is all about. They also have additional office space for lease to seasoned agents or newbies who want to get in the business.

They have a room for community events, business meetings or clubs, and invite Fairfield residents to call if they are looking for a space to meet.

Pam and Mike have three grandchildren 18, 8, and 7. Their son Ricky and his wife Audrey live in Lakewood Forrest and operate an evaluation service and appraisal firm.

In closing, Mike said, "Amateurs practice until they get it right. Our professionals practice so they don't get it wrong. At RE/MAX, we strap on our helmets and shoulder pads every day to help our agents, clients, and residents score a touchdown in the perilous, yet rewarding, home-buying game of life."



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Senior and Volunteer Spotlight

by Jackie Devine and Jill Bright

Recently, local Cypress seniors visited the George Bush Presidential Library and Museum. Bill and Beth Wilson accompanied me out to the lovely Barbara Bush memorial and gardens. On the way, Bill told me of the time he spends at A&M because of his involvement with the Corps of Cadets.

As a Missourian, I knew little Corps history and asked Bill to grant me an interview. He agreed but said the Texas Aggie Corps of Cadets Association had just published an article on Beth and him---of which I requested and received in short order. It was a perfect accounting of my friends and their dedication to the things they hold dear. Jill Bright, the author of the article, graciously granted me permission to reprint it. I hope you enjoy reading it as much as I did.

Volunteer Spotlight: Bill & Beth Wilson by Jill Bright

When William "Bill" and Beth Wilson took their son, Jonathan '08, to Freshman Orientation Week (FOW) in 2004, little did they know that the Corps of Cadets would not only change his life but theirs too. Jonathan is a first-generation Aggie and, much to the Wilson's delight, chose to join the Corps.

As a senior in high school, Jonathan spent the night with Squadron (SQ) 2, and thought he would be a Gator. At FOW, however, he was assigned to SQ 3, and he became a Thunderbird, although he remained friends with the Gators. Taking an active role in Jonathan's Corps experience, the Wilsons came to College Station for all of the march ins, reviews, and outfit BBQs. They met other SQ 3 parents and quickly developed a friendship with Henry '66 and Linda Goodwin, whose son, Michael '03, was in SQ3.

The Wilsons started helping at the outfit BBQs and attending the Goodwin's tailgate. The Wilsons met Don Crawford, Executive Director of the Texas Aggie Corps of Cadets Association (CCA), at the CCA trailer, which began the foundation for a relationship that still goes strong to this day. As CCA members, Crawford asked them to volunteer at Rally to the Guidons in 2009. "I remember being surrounded by Ol' Ags waiting to get their shirts," recalls Bill. "There was so much excitement in the room and we just loved it! We were hooked." Since that time, the Wilsons have rarely missed the opportunity to volunteer at CCA and Corps events.

In 2015, the Wilsons chose to move to Cypress—exactly 67 miles from the A&M Koldus garage—in order to be closer to College Station. "We really wanted to be close enough that we could reach College Station easily and not need to spend the night," says Bill.

Although Jonathan graduated in 2009 (with a bachelor's and a master's degree), the Wilsons never stopped attending SQ 3 BBQs. They would purposely seek out those Cadets whose parents lived out of state and most likely could not visit often and try

to make them feel special and part of a "family away from their family." They have "adopted" Cadets and are known to some as "my Aggie Parents."

Bill is blessed with the love of photography and has taken photos of Cadets for the last 14 years. Each time he returns to Aggieland, his backpack is loaded with photos in separate Ziploc bags with different years and outfits on them to hand out accordingly. He also faithfully shares his photos with the CCA to be passed on to other parents through the CCA's Flickr* account.

As one could imagine, the Wilsons are in high demand because of their devotion and loyalty to volunteering. When people ask them to volunteer, Bill says, "We would love too, but let me check our calendar." He checks his calendar to make sure there is not a CCA or Corps event that conflicts. "The CCA and the Corps are our number one priority," says Bill. "We will not miss a CCA event!" In the past ten years, Bill can recall only missing a few, and only recently because of the birth of their grandson, Wesley.

When the Wilsons are not volunteering for the CCA or the Corps, they are active in the Harris County Republican Party and spend as much time with their grandson as possible. A recent photo received of Wesley from Bill included a note that says: "Sending you a photo of why we need to stay in good health. Eighteen years from now, I want to be at FOW when our grandson checks into the Corps." What a legacy to carry on with proud grandparents right there to cheer him on from the sidelines.

The Wilsons are not only Aggie parents, but also Aggies for life. After the first visit to A&M they fell in love with the University, the Corps of Cadets, and with the CCA. "We volunteer because the CCA strongly supports the Corps," says Bill. "The Corps makes leaders and the Cadets are some of the finest young people we have ever known." The Wilsons have played a large role volunteering at the CCA for many years. The CCA could not do it without Bill and Beth and we are honored to have them not only as wonderful volunteers, but also as members since 2004! Thank you Bill and Beth for all you do for the CCA!

The Corps is known as the "Keepers of the Spirit and Guardians of Tradition" because the cadets are charged with preservation and execution of time-honored traditions. Whether it's the Ross Volunteer Company conducting a three-volley salute at Silver Taps or Aggie Muster, Parsons Mounted Cavalry firing the Spirit of '02 cannon every time the Aggie football team scores, or caring for Reveille, Texas A&M's official mascot, the Corps of Cadets ensures Texas A&M traditions live on, just as they have for over 140 years.

If you are interested in finding more out about the Corps of Cadets Association, please checkout their website: corpsofcadets. org.

21st Annual Salute to the Stars Gala

Thursday, October 18, 2018, the Cy-Fair Educational Foundation (CFEF) will host its 21st annual Salute to the Stars Gala at the Berry Center. Our underwriter, Cy-Fair Federal Credit Union along with major sponsors IBI Group, Dally+ Associates and Prairie View A&M University join us in celebrating Cypress-Fairbanks ISD 2017-2018 Teachers of the Year. The evening's celebration is highlighted with teacher drawings, a guest speaker, dinner, entertainment, raffle and live auction.

The gala honors a Teacher of the Year from each campus for their outstanding dedication to students in Cypress-Fairbanks ISD, along with two paraeducators and two support staff selected for their notable work on campus. Salute to the Stars has raised more than \$3 million for innovative staff development programs for district teachers and instructional leaders, and scholarships for graduating seniors. At the 2017 Salute to the Stars, the Foundation presented the District with a check totaling \$95,190.72 for staff development programs. This past May, Cypress Fairbanks ISD students were awarded over half a million dollars in scholarships from the Foundation.

CFEF was established in 1970 as a non-profit to raise money to fund a scholarship for high school graduates in the area. Over the past 48 years, the Foundation has grown tremendously through

the efforts of the Board of Trustees and the generosity of the Cy-Fair Community. The Foundation has awarded over \$8 million in scholarships to more than 1700 graduating seniors. CFEF is a 501(c)3 non-profit organization, all contributions are tax deductible, as allowed by the law.

Sponsorships are available for Salute to the Stars, for more information please contact Marie Holmes at marie@thecfef.org or 281-370-0144.





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Breast Cancer Survivors Give Confidence to Others

by Jackie Devine



Whether a friend or family member is newly diagnosed or in the midst of cancer treatment, she has a lot on her mind and plenty to think about. Giving her another tuna casserole might be helpful, but gifting her a Pink Warrior Calendar might give her hope. And, in the final analysis, faith in the future is a priceless commodity," claims Christine Lewis. "Hopefulness can make a big difference in the outcome of her treatment. Without it, she doesn't have much to look forward to during her journey through breast cancer."

"My vision," says Christine, "is to help restore confidence in breast cancer survivors while providing hope for the newly diagnosed by creating a calendar of women that have survived breast cancer. Targeted to the general market, my objective is to create a refined, tasteful, and creative work of art—not just an-other fundraising calendar but something that fosters the expectancy of healing.

"In the future, after we have launched the calendar, I am considering publishing a 'lookbook' for reconstructive surgeons. Another of my plans includes establishing a modeling agency that is similar to

typical agencies but offers the services of cancer patients models to support the expanding marketing needs of the related



medical industry and suppliers of products and services," she explained.

According to Christine, this year, she is concentrating solely on the calendar. Currently, her primary focus is to obtain funding for the photo shoot and completing the calendar. Other product lines are at least 12 months away.

The Pink Warriors are planning to have signing events which will be published at https://www.pinkwarriorcalendargirls.com/save-the-date. Those interested will be able to purchase calendars (which can be pre-ordered; advance orders re-ceive a \$5.00 discount). Schedules will also be available on the site. "If readers want to order a calendar and have it delivered by mail, they can order online. Or," Christine added, "if they would like the shipping fee waived, we will post events where they can order a local calendar and have a meet and greet."

Anyone interested in donating items to an upcoming silent auction can contact Christine to arrange to pick up donations. For those interested in sponsoring an event, please submit a proposal of what you have in mind. We will get back to you promptly to arrange something. Likewise, if you are interested in hosting a calendar signing, meet and greet, or other public relations event, feel free to contact us. All of these inquiries can be sent to calendargirls@att.net.

"Lastly," concluded Christine, "if local women who are newly diagnosed would like to join a group of women to help comfort and guide them through their treatment I can also direct them to a wonderful group of pink sisters. We meet for lunch once a month, but some of us can also reach out more often."





