



RACHEL TISKEVICS

▶▶ real producer
Personal Photos provided by Rachel Tiskevics
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Rachel Tiskevics Real Estate, eXp Realty

A Journey of Faith, Family,
and Real Estate Success



In the dynamic world of real estate, few stories stand out as distinctly as Rachel Tiskevics'. As a top-producing agent she has carved a remarkable path in the industry over the last seven years.

EARLY YEARS AND FOUNDATION: Rachel's roots trace back to Pella, where she was born into a Dutch family. Growing up on a small acreage, she experienced a simple yet enriching life, fostering creativity and innovation. Her parents, both multi-faceted individuals, instilled in her a strong work ethic and a deep love for creativity. Reflecting on her upbringing, Rachel

shared, “Acreage and small-town life prepared me for a life of creativity and innovation. If you didn’t have something easily accessible, you figured it out.” Riding horses with neighborhood friends, making clay pots by the creek, and swimming in the pond in the summer, and ice skating and playing hockey in the winter were among her favorite activities of childhood. Being raised in a musical family, music was always at the heart of the home. Singing, playing the piano, and hosting family, friends, and church events were a regular occurrence.

ENTRANCE INTO REAL ESTATE:

Rachel’s entry into real estate began in Nashville, TN in 2006, when her husband, Don took a job that moved their family to a place they’d been visiting for several years to see family. While living in the Riverwalk development, just off the Harpeth river, Rachel homeschooled her sons in the morning, and opened up the model homes for the builder in the afternoon. “It was the perfect fit!” She’d bake chocolate chip cookies in the oven, and brew a pot of coffee so the house smelled like “home”. Her oldest son would practice his violin on the balcony, while the other two played quietly in the great room. With a husband deeply involved in the building industry, the couple always contemplated real estate investments. However, Rachel’s decision to obtain her real estate license in 2016 was fueled by a desire to contribute actively to the family income. She recalled, “At first, it just made sense. Then it became an actual calling. I knew it was what I was ‘supposed’ to do in this season of life.” They now own four investment properties besides their home, two of which are Airbnb’s on Broadway St in Pella.

NAVIGATING CHALLENGES:

Entering the real estate scene in a smaller, “old school” market posed its own set of challenges. Trained in Westown, Rachel faced pushback while trying to introduce elevated practices to Pella. Overcoming resistance, she focused on consistent hard work, finding solutions, and maintaining a positive mindset. She shared her approach, stating, “I decided early on to go ‘all in,’ so no matter how many referral partners I had to sign up with, no matter how far I had to go outside of my area and comfort zone, I just showed up and did the work.”

FAITH, WORK ETHIC, AND CUSTOMIZATION:

One of Rachel’s standout qualities is her unwavering faith, which she credits for keeping her



strong and resilient in the face of industry challenges. Her work ethic, a blend of consistency and determination, has set her apart. Rachel’s approach to customization—avoiding the “cookie-cutter” mentality—reflects her belief that every client deserves a unique experience tailored to their needs. As she puts it, “I’m not a ‘cookie cutter’ person. Variety is the spice of life, so I try to provide that experience for each of my clients.”

PASSION FOR MUSIC, ART, AND HORSES:

Rachel’s passion for music as a singer/songwriter and her role in serving on worship teams at church are integral aspects of her life. Growing up in a musical family, she cherishes the vibrancy that music brings to her home and family. Once aspiring to be an

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art teacher, her path switched gears at the age of 18 when she decided to go to college in Stony Brook, N.Y. and study Bible and music. A good choice, since she met her husband, Don there, and they have been married for over 32 years. Additionally, her love for horses, also cultivated during her childhood on an acreage, is a cherished part of her identity.

THE MOST REWARDING ASPECT:

For Rachel, the most rewarding part of her real estate business is the relationships she's built. Transforming clients into friends and becoming an integral part of the local community has been a rare and beautiful experience. She emphasized, "The relationships I've made – I can't tell you how many of my clients have become friends, how many business professionals and organizations I've come to know and be a part of."

FUTURE GOALS:

Looking ahead, Rachel aspires to manage a small real estate office, fostering growth and development among her team. Her vision includes obtaining a broker license and helping agents reach their full potential. She shared her goals, stating, "I'd love to have 3-5 agents on my team, obtain my broker license, and help the agents grow into the very best agents they can be."

LIFE BEYOND REAL ESTATE:

Rachel's life extends beyond the realm of real estate. As a wife, mother of three sons, three "daughter-in-love's", and a grandmother ("Rae") of two grandsons, she values quality time with family more than anything. Outdoor activities at home, including harvesting the pears and mulberries, planting various things in the garden, or riding around on the property on the four wheeler, acreage life has extended into her own family as well. Exploring different parts of the country on shared vacations, playing challenging board games, (Catan is a family favorite) putting together puzzles, and shared hobbies like pickleball create bonds that go beyond the demands of her profession. She shared her family's interests, saying, "We love spending quality time together just talking about various things. We cook and bake together, share insights and ideas, play pickleball and board games, and go hiking or skiing on occasion. My family is my "Why". Without them, I wouldn't be doing what I'm doing today. Their support and encouragement mean the world to me."



BALANCING ACT:

Maintaining a work-life balance is a priority for Rachel. Starting her day early for personal reflection and ending it with moments shared with her husband, even if it's watching TV shows together, underscores her commitment to a harmonious life. She revealed her approach, saying, "Every day I just have to be intentional about setting aside some time for myself and my family."

MESSAGE TO ASPIRING AGENTS:

Rachel's advice to up-and-coming top producers is simple—be the best version of yourself, collaborate, and focus on making every client's experience a positive and memorable one. For the top 300 agents and new entrants, she emphasizes continuous collaboration, goal-setting, and a commitment to improvement. As she puts it, "Just be the very best you can be. Work well with everyone. There's no need to be defensive or rude. Our goal should be to be a memory maker."

LEGACY AND GENEROSITY:

Rachel hopes to be remembered for her authenticity, availability, and generosity. Her passion for building a team and contributing to the local community exemplifies her commitment to giving back. She expressed her desire to be remembered for, "Being there. Showing up. Being available. Being real. Being myself, and not trying to be like everyone else."

In conclusion, Rachel Tiskevics is not just a real estate success story; she is a testament to the power of faith, hard work, and a commitment to creating meaningful connections. Her journey serves as inspiration for those aspiring to make their mark in the real estate industry—stay humble, be the best you can be, and be generous to others, for true success lies in giving.