

# TABLE OF CONTENTS

	<p><b>06</b> Preferred Partners</p>		<p><b>10</b> Welcome Mat</p>		<p><b>12</b> Happy Hour</p>
	<p><b>14</b> Celebrating Leaders: Travis and Soula Conte</p>		<p><b>18</b> Partner Spotlight: CalPro Inspection Group</p>		<p><b>22</b> Cover Story: Mariana Pappalardo</p>





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# Travis & Soula CONTE

*Approaching Real Estate with Integrity, Faith, & Service*

*Travis and Soula's journey in real estate is a testament to the power of dedication, collaboration, and a commitment to exceptional client service. Both hailing from different backgrounds, their paths converged at Notre Dame, where they laid the foundation for their life together and a career built on integrity and excellence.*

Travis, a San Carlos native, and Soula, originally from Wisconsin, found their passion for real estate early on. Travis got his start in the industry while in high school, hosting open houses and immersing himself in the intricacies of property transactions. He met Soula at Notre Dame, who was studying biology and biochemistry, but worked as an assistant for a small boutique broker during her freshman year.

Upon graduating, Travis joined Berkshire Hathaway, where he had the opportunity to work closely with industry leaders and refine his approach to real estate. Meanwhile, Soula's journey led her through roles managing successful teams and honing her skills in interior design, enriching their combined expertise. Although they'd previously worked separately, once Travis and Soula got married they decided to work and grow their business together.



*"Joining forces was a huge step in our business, personally, and professionally. What works is that we each have clearly defined roles. It was hard at first trying to figure out the flow of work and regular life. But we've been very intentional about setting work time where we discuss work. I think being intentional about our schedules and on the same page in terms of business has been great." – Soula*

Their partnership is centered on recognizing the value of personalized service and long-term relationships over transactions. Above all else, they prioritize client trust and satisfaction. Operating as a duo with no intentions of expanding their team, Travis and Soula have streamlined their operations to maintain a high standard of service.

They leverage their deep-rooted network and industry connections to provide comprehensive solutions, including market knowledge, interior design insights, and reliable vendor recommendations.

▶▶ celebrating leaders

By Nick Ingrisani  
Photos by Ashley Maxwell Photography



*“One thing we do working with clients is to try not to be short-term as a REALTOR®, but a long-term advisor. We help clients map out financial goals, trust attorneys, and set their families up for generational success. Sometimes pushing clients to wait and grow their wealth in different ways. Being a long-term advisor helps clients to fully trust us.” – Travis*

Their success is not limited to professional accolades but is deeply intertwined with their personal values.

*“We try to do everything based on our faith. We want to serve people and give them the right info as we would want ourselves. We are Christian and we really cherish and value our relationships and serving each other wholeheartedly.”*



*We try to do everything based on our faith. We want to serve people and give them the right info as we would want ourselves.*

Their Christian values drive their commitment to serving others wholeheartedly, ensuring every client receives the same level of care and attention.

*“Clients have grown to expect a level of service from us because we provide such a high level of service. Keeping it just Travis and I means we can give each client the same level of attention, detail, service, and professionalism because we’re not transactional.” – Soula*

Travis and Soula’s long-term philosophy underscores their approach to every client interaction, where the goal is not merely to close deals but to empower clients to achieve generational wealth and success.

Looking ahead, Travis and Soula remain committed to their current business model, emphasizing their consistency and reliability of service in favor of trying to expand into a larger team. Meanwhile, Soula is building up her interior design business to complement their real estate services, offering clients a holistic approach to home buying and remodeling.

“We’re a well-oiled machine,” Soula remarks, reflecting on their meticulously planned schedules and structured approach to business and personal life. Their proactive marketing strategies and seasonal business rhythms ensure they stay ahead in a competitive market while allowing them the freedom to pursue personal passions, such as hiking, fishing, and sailing in California’s scenic landscapes.

Travis and Soula’s story is a testament to the enduring power of trust, service, and unwavering dedication. Their partnership and client-focused approach seamlessly combines their expertise and integrity to enrich the lives of their clients. As they continue to navigate the ever-evolving real estate landscape, Travis and Soula remain steadfast in their mission to deliver exceptional service and create lasting impacts in the lives of those they serve.

