



DANIELLE OCKER-RIVAS

Helping Your Family Make The Right Move

Written by H. K. Wilson

Continuing a legacy of service through real estate, this team's slogan is "Let Our Family Help Your Family Make the Next Move." Danielle embraces her heritage with pride and gives her all to ensuring that her clients' expectations of service are fully realized. "Our clients are building their wealth with us, and we need to be trustworthy, accountable and honest. All that is based on communication and strong listening skills. We want people to know we are really invested in them and their future, and that we're here to help them build wealth continuously through ongoing generations."

Danielle describes Karen as the "face and rainmaker" of the team and Debbie as the "negotiator and problem solver." She says, "Clients see us as a united front in terms of getting the job done with the best outcome. Together, we have a lot of knowledge, and in addition to our communication and attention

to detail, I feel our greatest strengths come back to serving. It's about pausing and listening, seeing what clients really need. We take the time to slow down a bit and build a relationship. That's what sets us apart from our peers."

With 65 years of combined real estate experience, this team of professionals holds the prestigious Residential Real Estate Council (RCC) designation, one that requires rigorous training and is only held by three percent of Realtors® nationwide. Through their network of other CRS Realtors® and the outstanding professionals at Berkshire Hathaway, this team is able to serve clients wherever they go, connecting them with well-qualified agents in other states who have the same level of expertise. This is important, since many of their clients are relocating outside of California or purchasing second homes elsewhere.

Connection, caring and community have long been a way of life for Danielle Ocker-Rivas, Realtor® at Berkshire Hathaway HomeServices California Properties and member of Team Karen and Debbie.

Growing up in Upland, volunteerism was a family tradition. Danielle earned her bachelor's degree in fashion and marketing from Woodbury University, and parlayed her skills into a successful first career in customer relationship management with Penske, Nordstrom and Target. After relocating to Orange County, Danielle decided to join her mother, Karen Ocker, and Karen's longtime business partner, Debbie Browne, in real estate. This was a perfect forum for Danielle to express her deeply rooted care for people alongside her considerable marketing and client service abilities.



"Our client base is made up of a lot of baby boomers, so we're helping them transition into their next homes, their parents' homes, and many of their children are buying their first homes. We love being part of that multigenerational experience, and as a multigenerational team, we have the perspective to understand exactly what they are experiencing at each of their milestones."

A client who recently sold her home with Danielle expressed her feelings about the experience on Zillow. She wrote: "Danielle was extremely professional, eager to help, timely and prompt, and in all ways made the sale of our first home seamless and stress-free. She was always available and quick to respond to our many questions. Additionally, she assisted in helping find our new home and in all ways made a big life event seem easy. We would highly recommend her services to anyone!"

Community service remains an important part of Danielle's life outside of real estate, as well. She is an enthusiastic supporter of Women Helping Women (WHW), an organization that assists clients who are returning to the workforce with wardrobe selection, computer classes, and work placement. Danielle's grandfather started the vol-

unteer fire department in his home town on Long Island, and she has several family members who are first responders. In keeping with that tradition, she and her husband, Erick, are members of their local Certified Emergency Response Team (CERT) and are neighborhood captains ready to jump into action during a disaster.

Danielle and her team think of real estate as something greater than just business as usual. Working with them is an invitation to belong to a special community. "No matter who you are, once you work with us, you become part of our family. We stand by that. All of our vendors are also family-run businesses. We enjoy the people we work with, and to us family is forever."

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