

Monrovia window company part of team of local contractors

By Lauren McSherry

The past few years have been tough for businesses specializing in home repairs and construction, but Phillip Rodriguez, who owns a window manufacturing company in Monrovia with his wife, Olga, has found a way not only to be more competitive, but increase sales.

He has formed what he has dubbed "a strategic alliance" with other contractors based in the San Gabriel Valley to provide a suite of services to real estate professionals and homeowners. They call themselves The A Team.

Each contractor is licensed and has a different specialization in home repair and improvements, comprising painting, flooring, windows, general contracting, termites and electrical systems.

"We prepackaged a group of us, so when a real estate professional has a client, they can refer them to us," Rodriguez said.

The premise behind the formation of The A Team has been to tap into the real estate community by offering services to real estate agents, investors and even first-time buyers.

"That's the first thing people do when they buy a home, they fix it up," Rodriguez said.

In addition, real estate agents can enlist the group's services to fix up a house that is about to go on the market. The group also markets itself to investors who have purchased a property that needs work before it can be rented out.

Rodriguez refers to the alliance, which is about eight months old, as "a one-stop location to get a lot of different things done." The group's website refers to the contractors as being professional, fair and providing quality workmanship.

There are several aspects that Rodriguez believes has made his own company,



Courtesy photo

Lead installation manager Marco Pahissa and assistant Eduardo Contreras replace nine windows with Vista Regal Series, low-e vinyl windows in Arcadia.

Vista Window Mfg., appealing to customers — offering factory-direct services that translate to lower prices, and being family-owned and a local supplier. He feels that these same factors will

attract customers to The A Team.

He first got the idea to pull together a group of experienced contractors through his business experiences because clients were

often asking if he could provide additional services, such as painting or flooring.

Marketing The A Team's services to the real estate community came naturally to Rodriguez. Through Vista

Window Mfg., he had already worked to develop relationships with property management companies, homeowner associations, investors and Realtors.

"I take the initiative to reach out to people," he said. "I don't sit in my office and wait for people to call and cry that business is slow."

Networking and building business relationships have paid off. The 4-year-old company has seven employees and a 5,000-square-foot manufacturing facility that includes a showroom in Monrovia.

Every year, the company manufactures approximately 5,000 windows. The company has also gradually been expanding its product line, branching out into entry doors and patio doors.

"We're doing phenomenal," Rodriguez said. "It's great. We're blessed in that way."

For more information, go to www.theateamcontractors.com.

CALENDAR

MEETINGS

■ CHINO VALLEY REAL ESTATE PROFESSIONALS Fridays, 8:30 a.m., 15302 Central Ave., Chino, \$3. **May 21 speaker: Marty Verstapp**, pest control, will discuss section 1 and 2 wpa revisions.

■ CITRUS VALLEY ASSOCIATION OF REALTORS, Thursdays, 9 a.m. 655 W. Arrow Hwy., San Dimas, free

■ COMMERCIAL REAL ESTATE WOMEN, INLAND EMPIRE Third Wednesdays at 12:30 p.m., 2155 E. Convention Center Way, Ontario, \$35 members/\$45 non-members, includes lunch. **May 19 speaker: Michelle Ouellette**, an environmental lawyer, will address pending updates and industry watch items.

■ EAST VALLEY ASSOCIATION OF REALTORS Second Wednesdays, 11:30 a.m., 663 New York St., Redlands, \$5 includes lunch.

■ FONTANA/RIALTO ROUNDTABLE Thursdays, 8:50 a.m., 355 E. Country Club Drive, Rialto, free.

■ NATIONAL ASSOCIATION OF HISPANIC REAL ESTATE PROFESSIONALS, INLAND EMPIRE **June 19: Installation Gala**, 4 to 11 p.m., 222 N. Vineyard Ave., Ontario, \$300, includes dinner.

■ SAN GABRIEL VALLEY WOMEN'S COUNCIL OF REALTORS Second Fridays, 1070 E. Green St. Pasadena. **June 18: Motivating secrets of top brokers and managers** \$20 members/\$25 non-members, includes lunch.

■ UPLAND/CLAREMONT REAL ESTATE PROFESSIONALS First and third Thursdays, 9 a.m., 792 W. Arrow Highway, Upland, \$3 **May 20 speaker: Ricardo Bueno**, social media consultant.

■ WEST END REAL ESTATE PROFESSIONALS Fridays, 8:15 a.m., 11200 Baseline Road, Rancho Cucamonga, \$3.

WORKSHOPS/SEMINARS

■ HOMEBUYERS May 22, 11 a.m., 14418 Miller Ave., Fontana, free.

BENEFITS

■ WINETASTING May 20, 5:30 p.m., 12467 Baseline Road, Rancho Cucamonga, \$20 includes appetizers and wine. West End Real Estate Professionals organized this event to benefit Steven's Hope for Children, Upland.

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1117 Bradford Dr, Glendora \$445,000

This great family home is located in a quiet neighborhood located with easy access to the 210 freeway. The entry opens to the spacious living room; sliding glass doors open to the covered patio & large back yard. The eat-in kitchen was recently updated with quality workmanship and materials, stainless appliances and granite counter tops. Crown molding throughout the home adds a decorator touch. There are 4 bedrooms, 1.75 baths and 1269 sqft. Both bathrooms have also been updated; the master bath even has a spa tub! The back yard has a covered patio and an open brick patio; there is plenty of room for kids and pets to run & play. Other amenities include a new roof and insulation. (T-1117-B)

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Home Buyer's Seminar

LOCATION: Century 21 Marty Rodriguez
1030 E. Route 66, Glendora, CA.91740

DATE: Saturday, May 15, 2010

Registration: 10:00 - 10:30 **Seminar:** 10:30 - 12:00

To Register:
Call to reserve your seat 626-963-7029
www.c21martyrodriguez.com

SAN DIMAS
5 BR, 3.5 BA. Custom Gated Estate on just under an Acre lot sits high atop its own private drive in San Dimas. Near Puddingstone Lake! Zoned for horse property. Double Door entry leads to formal living. Family room and living room both feature a fire place. Gourmet kitchen has Spanish tile floors, Center Island, walk-in pantry, 2nd sink w/Wet-Bar & private balcony perfect for BBQ's. Back staircase leads to double door entry into Master Suite w/sitting area, spacious walk-in cedar-lined closet, balcony with inlaid screens & custom awning. Master Bath retreat with bidet, Jacuzzi & vanity. Remodeled laundry room with Travertine tile, Granite counters, new cabinets, pedestal sink & lots of storage. RV parking in two areas. Updated in 2007. New 50 yr. roof, stucco, paint & carpet, windows & doors, awnings & more! Gated sparkling pool & spa & large side yard. 3-Car oversized attached garage with Epoxy floors. **\$899,950** (585-W)

LA VERNE
5 BR, 5 BA. Gorgeous 2 story home with outstanding curb appeal on a quiet cul-de-sac located in the prestigious Marshall Canyon Estates Gated Community. Spacious living room with fireplace leads to open family room and formal dining room. Bright kitchen with granite countertops, center island, walk in pantry and eating area. Great master bedroom with balcony access, fireplace and large walk in closet. Master bath features his and her sinks, glass enclosed shower and a separate tub. Great sized Jack & Jill bedrooms. Individual laundry room. Downstairs features a large bonus room. Stunning backyard fully landscaped great for entertaining or relaxing. 3-car attached garage. **\$899,950** (2422-D)

PASADENA
2 UNITS ON A LOT! 5 BR, 3.5 BA. Beautiful home built in 1922 with outstanding curb appeal. This property offers 2 units. Front unit features 3 bedrooms, 2.5 baths, newer windows, newer water heater, newer electrical, newer concrete driveway & patio. Hardwood flooring throughout home. Living room at entry with Batchelder fireplace & built-in bookcase. Formal dining room with built-in hutch. Bright kitchen with tile countertops, laundry area & access to basement. Master bedroom with remodeled master bath which features whirlpool tub. Great sized bedrooms. Back unit offers 2 bedrooms & 1 bath. Living room & bedrooms with hardwood flooring. Kitchen with tile flooring & eating area. All concrete backyard, great for entertaining. 2 car detached garage. **\$699,950** (67-S)

GLENDORA
3 UNITS ON A LOT! 4 BR, 4 BA. Beautiful historical "Gordon House" with lots of character & charm offers rare craftsmanship. This property features 3 units. Front unit has 2 bedrooms & 2 baths & offers quaint sun porch. Open living room with large fireplace opens to spacious formal dining room. Bright kitchen with wood flooring leads to individual laundry room. Great sized bedrooms. Covered concrete patio. 2nd unit is a studio which features covered front porch, kitchen area & bathroom. 3rd unit with living room which offers wood flooring. Bright kitchen area. Spacious bedroom with wood flooring. Property also features a 4 car detached carport area & large driveway, great for RV parking. **\$599,950** (122-V)

SAN DIMAS
2 UNITS ON A LOT! 4 BR, 4 BA. Charming duplex located in an excellent neighborhood near Pioneer Park. Both units offer 2 bedrooms & 2 baths. Within walking distance to Downtown San Dimas. 2 car detached garage for each unit. **\$489,950** (221-1)

LA PUENTE
5 BR, 4 BA. Beautiful corner lot home with great curb appeal offers 2,242 square feet of living space. Home features ceramic tile flooring throughout downstairs & main floor master bedroom. Large living room with fireplace opens to formal dining room. Bright kitchen with tile countertops & tile flooring leads to individual laundry room. Great sized bedrooms. Great backyard for entertaining offers sparkling pool & spa with additional above ground spa. Backyard also features covered concrete patio. 2 car detached garage has been converted to apartment which features living room, kitchen with breakfast counter, eating area & upstairs bedroom. RV parking. **\$439,000** (16757-A)

LA PUENTE
5 BR, 4 BA. Beautiful corner lot home with great curb appeal offers 2,242 square feet of living space. Home features ceramic tile flooring throughout downstairs & main floor master bedroom. Large living room with fireplace opens to formal dining room. Bright kitchen with tile countertops & tile flooring leads to individual laundry room. Great sized bedrooms. Great backyard for entertaining offers sparkling pool & spa with additional above ground spa. Backyard also features covered concrete patio. 2 car detached garage has been converted to apartment which features living room, kitchen with breakfast counter, eating area & upstairs bedroom. RV parking. **\$439,000** (16757-A)

AZUSA
2 BR, 1 BA. Great home within walking distance to Memorial Park. Spacious living room at entry. Bright large family room with fireplace leads to kitchen. Open kitchen with center island, eating area and formal dining room. Large concrete patio with gated pool. **\$269,000** (624-S)

LA HABRA HEIGHTS
VACANT LOT!!! Large residential lot in a scenic secluded area of La Habra Heights. **\$132,900** (001-E)

GLENDORA
2 BR, 1.75 BA. Large corner lot mobile home located in the Hacienda Mobile Home Park. Home offers new exterior paint. Large open living room with ceiling fan. Spacious kitchen with pantry. Formal dining room with built-in hutch. Large master bedroom with lots of closet space. Community offers in-ground pool. 2 car carport. **\$45,500** (208-B)

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