

## Compass Comes to Lamorinda

We are excited to announce that we joined Compass and will be part of the team to expand the Compass brand in Lamorinda. Compass is a technology-driven real estate company that has built the first modern real estate platform. Compass is both a brokerage of unparalleled agents but also a tech company reinventing the space. As an innovative residential real estate firm, Compass empowers agents so they have more time for advising their clients. The Company has a solutions-driven mindset of a startup and the sophistication of a luxury brand with a mission to help everyone find their place in the world. To lead the industry requires the smartest tools built by the brightest minds across engineering, design, and strategy. Through their proprietary platform, Compass is changing how agents and clients navigate the process of finding or selling a home.

Founded in 2012 in New York City, Compass is now a national and global platform with the goal of "Compass everywhere", reaching every major city worldwide in the next two to three years. Since launching in 2012, Compass aimed to simplify the real estate process. With agents and teams serving vibrant communities coast to coast, Compass is now among the country's largest owned luxury brokerages. Compass CEO Robert Reffkin recently announced the Company's goal of achieving 20 percent market share in the 20 largest US cities by 2020. Growth has been fueled by raising over \$775 million in capital to-date from the likes of, among others, SoftBank and Fidelity.

While we have been very impressed by Compass's technology platform and unmatched in-house marketing and transaction support services, what sets Compass apart is its culture. The foundation for success starts with a culture of trust, respect and a world class support organization that allows agents to



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# COMPASS

## Young Moraga artist ... continued from page D1



"But then with the lingering effects of the economic problems of 2008-10, I saw that even the safe bet didn't ensure a job anymore. So I decided to throw all my eggs in one basket and switched my major to what I loved: painting and drawing." She sold her first paintings as a college student, but a career as an artist was still a dream.

During her college internships in the fashion industry, Thornton got the opportunity to see how art can work in the business world. She saw how a painting could be used to design textiles, and one of her own designs went into production. After college she worked at BCBG, an advertising agency in Los Angeles, and furthered her knowledge about how the creative arts can be used in business. Meanwhile, she continued painting on the side and submitting her work.

After two years of submitting her work to Serena & Lily, an interior decorating site that sells original art works, she was accepted and sold her first painting on their site in 2016.

By September she was ready to make art her full-time profession. She moved back to Moraga, and once again, threw all her eggs in one basket, renting a studio in Berkeley to paint full time.

When asked about her success as an artist, Thornton explained, "Some people think you are

born with a talent, but I disagree. It's something you have to put tons of work into. I enjoy the process of investing that time, instead of focusing on the end product. I read Malcolm Gladwell's "Outliers: The Story of Success," and I agree with the concept that it takes 10,000 hours to be really good at something." Thornton is well on her way to her 10,000 hours, as she spends 10-12 hours almost every day at her workshop at Maker's Workspace in Berkeley where she paints her floral canvases with acrylics and gouache (an opaque watercolor). She also believes in keeping her energy in the right mindset, as she explains, "I live life with an abundance mindset and staying positive." She uses a vision board as inspiration; there she posts images of others' work she admires and where she wants her career to go. "I hope Anthropologie is a stepping stone to accomplishing more goals," she adds.

Thornton also believes in inspiring other young people to follow their dreams. She has spoken to girls at the Santa Catalina School in Monterey and is open to speaking to other school groups in the Bay Area. Contact her through her website [bridgettethornton.com](http://bridgettethornton.com) or see more of her designs on Instagram: @PaintandPetals.

