

'The Real Estate Team Playbook' co-authored by Dana Green

Submitted by Jennifer Ries

Lafayette real estate expert, Dana Green, has joined forces with acclaimed co-authors Steve Shull and Jonathan Lack to introduce "The Real Estate Team Playbook." This collaborative effort represents years of dedication and fulfills Dana's longstanding dream to give back to the industry she holds dear.

Dana Green's impact on the real estate landscape has been profound, marked by her commitment to excellence and a passion for sharing knowledge. "The Real Estate Team Playbook" is a testament to this commitment. Unlike any other resource available, this book is tailor-made for real

estate teams, providing a step-by-step guide to building and leading high-performance teams.

"The Real Estate Team Playbook" fills a crucial gap by offering practical insights and strategies specifically designed for building and leading high-performance real estate teams. The collaboration with Steve Shull, a renowned real estate coach, and Jonathan Lack, a seasoned strategy and operations guru, brings a unique blend of expertise to the playbook.



Photo provided

Third from left: Real Estate Team Leader, Dana Green with her co-authors, Steve Shull and Jonathan Lack, and Compass' CEO Robert Refkin

A naturalist's reflections on November and December

By Toris Jaeger



The invasive French Broom

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Traditionally, November is the month of being thankful for all of life's gifts. We are thankful

for life, freedom, health, family and friends. We are thankful for a career that sustains financially and makes us happy. We are also thankful for the gifts of Mother Nature!

Clean air, water, land and the contributions of the flora and fauna in the ecosystems of chaparral, grasslands, Oak woodland, wetlands, riparian, mountains and desert and ocean.

Each ecosystem has an animal and plant that needs it.

Let's hope that in the near future we can be thankful for a world with no war and guns killing people and wildlife.

December is the month of giving: We give gifts to our families and friends, and kindness and patience are our great gifts. We can also give back to Mother Nature by planting trees and plants that attract the pollinators, bees,

birds and butterflies. We can pick up litter that will eventually find its way into our creeks to flow into the ocean.

We can also help by removing non-native invasive plants.

At the top of the list, French Broom, Vinca, Star Thistle, Spurge, Orem, Horse weed, Hemlock, and Chinese Parsley. These invasive plants should be pulled up by the roots before they put on seed, and should be placed in your green waste bin.

Some great Natives you may want to plant are: Ceanothus, the Salvias. Manzanita, Toyon, Twin Berry, the Honey suckles Yarrow, and the other Ribes. The Native Milkweeds, Narrowleaf and Showy.

Let's do what we can to work with Mother Nature to heal the Earth.