

KATIE Horn

▶ rising star

By Brandon Jerrell
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A MOM, A WIFE, A BUSINESSWOMAN

Many people find themselves in situations where they feel stuck in their careers. This month's Rising Star, Katie Horn with The Donnelly Group, is living proof that anyone who desires more can find it.

"Like many people, I work a different career than I got my degree in. I am a mom and wife who has very typical responsibilities to raising a family, and just figure it out as I go along," Katie shares.

"But, when I was a new mom, I was deeply feeling like I wanted more growth in my career. For so many reasons, I wanted to become a REALTOR®. One day I just did it. I jumped in feet first and never looked back."

Always Helping Others

Katie grew up in the East Valley, and since her mother was also a REALTOR®, she has lived in many homes throughout the Chandler and Gilbert area. She graduated from Arizona State University in 2014 with two bachelor's degrees. "I began to work in my field right out of college as a child therapist, and although very rewarding work, did not provide the desired lifestyle for my family and me."

In her early 20s, she moved to San Diego for a change but came back to the Valley to start a family. "When my husband and I got pregnant, we had a moment of clarity. At the time, we were living in California, renting a place on the beach, living a lifestyle we couldn't really afford," she explains. "We knew we had to begin thinking about our future, so I left my job, and we made a move back to Chandler, where we had the support of our family."

After moving back to the valley as a new mom, Katie decided to stay home with the baby, but after a few months, she felt something to be desired in her professional career.

"I thought in those beginning moments I had to pause everything in life for this tiny baby, but I didn't enjoy feeling like I didn't know the next step in my career. That's when I decided to go to real estate school."

During this time, Katie started a personal training business. She would bring her baby with her in a stroller to train during the day; then, at night, she would go to real estate school.

Her entire goal was to find a career where she could still spend time with her kids. "All these changes and hard work happened with a four-month-old. It was hard, but it made me feel fulfilled to be growing personally and professionally."



"I have always chosen previous jobs that were geared toward helping and serving others, so I knew real estate was right in line with that."

Dedication to Family

Being the daughter of Gina Donnelly, who is the founder of The Donnelly Group, Katie recognizes the "powerhouse" that is her mother: "she is certainly the most inspirational businesswoman I know."

"I remember being young and going on showings with her and hearing her negotiate over the phone on car rides. I grew up around the industry, and it was a family dynamic I was used to, but now I was in the driver's seat," she explains.

With the juggling of a busy schedule, Katie quickly learned that she thrived in such busy environments. She notes how fulfilling it is to set a goal and reach it. She also notes that "working for yourself is AWESOME!"

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“Once I had my second daughter, I didn’t even think twice about needing to pause my career to be a mom,” she explains. “I closed two transactions within a month of my daughter’s birth. I showed up to my weekly meeting with a 2-week-old baby, and everyone thought I was crazy. I love that I can do both.”

Katie goes on to share that her ultimate goal is for her two daughters to one day see all that she does is for them. “I want to be the mentor that my mom was to me. To show them they can be a mom, a wife, and a businesswoman — if that is what they choose.”

Finding More in Life

Katie wants others to recognize that she was in a situation many find themselves in now. She wants them to know that they can realize their desire for more in their life.

“All I had to do was put in the work to start and build my real estate business, then the success followed. It was not easy, but it was the right decision for my career and my family.”

“I think anyone who desires more in their life or doesn’t feel their cup is filled can find something out there that they can be successful in, and it’s OK if that takes years to find. It’s also OK if your original plan doesn’t work the way you expected. It’s part of the process.”

In her career in real estate specifically, Katie lists three major keys to her success. Firstly, she states that education is key: homebuyer workshops, financial peace university, and market update presentations. Secondly, she notes the importance of genuine relationships — a theme that can never be overstated within this industry. Thirdly, following the same direction as the importance of genuine relationships is the need to never make it about the paycheck. “Don’t be in it for the paycheck, be in it for your clients. If you only care about the paycheck, I think people can feel that.”

There is no doubt that Katie’s passion is for people. Katie’s skills lie in service to others, and she operates each and every transaction with that mentality.



As a final note, Katie wants to recognize that she couldn’t be where she is today without the immense support from her husband, clients, and partners at Prosmart, Amerifirst, and Premiere Title.

Congratulations to Katie Horn, this month’s Rising Star! She is a prime example of the results that are to be had from hard work and dedication.

Website: DonnellyArizonaHomes.com