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RYAN
BROWN



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BRIDGING BUSINESS & COMMUNITY

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“TO ME, HOME IS SUCH A BIG PART OF WHAT AGENTS DO. HOME ISN’T JUST ABOUT THE FOUR WALLS YOU LIVE WITHIN, THOUGH. IT’S ALSO ABOUT THE COMMUNITIES WE LIVE IN.”

Ryan Brown may not be a Tucson native, but over the past seven years, he’s deeply immersed himself within the community. He is not only a successful real estate agent, he’s committed to working for the good of his family, his clients, and his community at large.

“Tucson is one of the smallest big communities I’ve been a part of,” Ryan says. “In Tucson, it feels like when you help, talk to or meet one person, you’re connecting with and impacting so many other relationships. This town is so connected.”

Rewind: From the Midwest to the Southwest

Ryan was born and raised in Staunton, IL, and attended college at Illinois State University. He obtained two bachelor’s degrees—one in finance and one in insurance—and a master’s degree in business. After graduating with his master’s in 2008, he headed to Arizona, where his brother had been living.

“My brother and his wife lived here, and I always visited,” Ryan recalls. “I thought, ‘Why am I staying in the Midwest where it’s cold?’”

Ryan landed work in Phoenix, packed up his life, and journeyed to Arizona to begin anew. However, he was unprepared for the fate that was awaiting him.

“Believe it or not, I got laid off on my first day on the job. I got my cup of coffee, ready to go. My boss called and said, ‘I just returned from our annual meeting, and we’re on a hiring freeze.’”

Ryan thought he was safe, considering he had already been hired. But his boss informed him otherwise. Dismayed and in perhaps the most challenging job market in recent memory, Ryan was left to pick up the pieces. He landed work at a bank, which helped him pay the bills. After eight months, he was offered a job in the athletic department at his alma mater, so he returned to the Midwest.

Working in college athletics, Ryan sharpened his outreach skills. He found that he was passionate about helping individuals and organizations within his community. At Illinois State University, and later, at the University of Kansas, he facilitated outreach for student-athletes and oversaw the academics for the athletics departments.

Ryan enjoyed his work, but in the back of his mind, he was still planning a return to Arizona. In 2014, that time had come. In June, Ryan moved to Tucson and began his real estate career.

Bridging Business and Community

Ryan recognized that as a real estate agent, he would have the opportunity to continue to support his larger community. Although he was new to the area, he dove in, working to understand where help was needed and how he could serve.



Dora with
a TROT
Horse



▶▶ making a difference

“I had a boss at Illinois State that always said, ‘Nobody cares how much you know until they know how much you care.’ I always took that to heart. I don’t give back so people can talk to me about houses. Sure, that happens, but it is a byproduct of the things I do. It’s all about getting to know people and how I can help them. The rest will come naturally. Serve first.”

Ryan is primarily involved with four organizations: the Tucson Conquistadores, First Tee of Tucson, Make a Wish of Southern Arizona, and TROT (Therapeutic Riding of Tucson).

Full Circle

Ryan and his wife, Dora, have two children; Andres is 11, and Alek is 2. Dora is the Program Director at TROT (Therapeutic Riding of Tucson), and she and Ryan share a passion for

community outreach. Whether Ryan is working in the real estate business, at home with his family, or supporting his larger community, his intentions remain the same—to lead with service in everything he does.

In real estate, that means working for the clients’ best interests. With family, Ryan serves by staying present with his kids and keeping his work/life balance in focus. In the community, Ryan serves by sharing his love for Tucson and elevating those around him.

“Tucson is a really special place. It’s a wonderful community that seems to always band together. It makes it a fun place to be,” Ryan smiles. “If I donate to an organization and business comes from it, great. But if not, I’ve helped a charity and people, and that’s what it’s all about.”

CHARITY SPOTLIGHT

As a former collegiate athlete and employee within athletics departments, Ryan understands the impact that sports can have on youth. That’s why many of the organizations he supports help bring athletics to local youth.

The Tucson Conquistadores are comprised of up to 60 active business and professional members (and a total

membership of 218 members) who represent a cross-section of the Tucson community.

In addition to their involvement with professional golf, the group has established the Tucson Conquistadores Foundation. Key beneficiaries of the Conquistadores’ fundraising efforts include southern Arizona youth athletic programs and colon cancer advocacy organizations. For

more information, visit tucsonconquistadores.com.

First Tee of Tucson is an international youth development organization that brings golf and its inherent values to young people through after-school and in-school programs. Ryan is the 2021 Treasurer. For more information, visit firstteetucson.org.

Make-A-Wish of Arizona helps fulfill the wishes of children with a critical illness. For more information, visit wish.org/arizona.

TROT (Therapeutic Riding of Tucson) enriches the lives of individuals with special needs using equine-assisted activities and therapies to improve physical, mental, social, and emotional well-being. For more information, visit trotarizona.org.



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