



DAWANA QUINTANA

Opening New Doors

There's no doubt that real estate is both a challenging and a rewarding career. One of the greatest rewards of all is the opportunity to serve. Dawana Quintana is one who excels at that.

As a REALTOR® and team lead with The Quintana Team with Keller Williams, Dawana builds success for those around her by opening new doors.

“When you have a home, there's such a sense of security. One of the parts I love the most about what I do is helping my clients with their housing needs. In any life, it's such a big piece of the pie for them, and I like being part of that.”

GETTING HER START

Dawana earned her real estate license in 2008. It was an example of how Dawana's talent naturally came to the surface through her career.

“A REALTOR® friend of mine was showing me properties. Through the process of finding a home for my family, I kept finding options,” Dawana remembers. “My friend said, ‘You are really good at this. You should get your license and be in real estate.’ So through that first home search, and my friend's encouragement, I got my license.”

When she started, the nation was going through the heart of the economic collapse of the late 2000s.

“At the time, I had three kids under five years old. That's when I signed up for Keller Williams. That first year, I made \$25,000. I thought it was so exciting. It was the most money I had made at that time,” Dawana says. “I had been a kindergarten teacher at a private school and was working in ministry. It was my heart and passion, but it didn't pay well. I was super excited to make that money. While others were saying it was hard, I was just working as hard as I could.”

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I'm so grateful for a business like real estate. While I worked with clients and watched God do miracles for them, to see God do that for me, too, was overwhelming. It was a miraculous time in my life. I was so grateful to see how God allowed things to happen within just one month.

••• **SIGNS OF SUCCESS**

Dawana kept building from there. She doubled her results during the second year. She doubled that in her third year. Her results have continued to grow. In fact, last year in 2020, she amassed \$20 million in sales volume.

Beyond the numbers and accolades, Dawana has a deep love of family, including her husband, Frank, and their children — 19-year-old daughter, Rachel, 16-year-old daughter, Renee, and 15-year-old son, Logan.

“From the very get-go, my husband supported me. He was working a full-time job. He said, ‘I believe in you.’ He said not only will you do it, but you will also be successful at it. I’ve always had all of his support.”

Dawana also has a big place in her heart for her parents — Anthony and Bernita Fouts.

“When I went to school to get my real estate license, my father stepped in and watched the kids so I could go to school and get my license,” Dawana says. “My mom and dad are the backbone of our family. They are what makes us a family unit. When I needed to go work, my mom and dad stepped in and had some quality time with the kids.”

In their free time, Dawana and her family are national park enthusiasts. “We travel twice a year and hit 3-12 national parks on a trip. We are enjoying seeing our nation ... the beautiful creation that God made. We have visited 138 national parks. There are more than 430 national sites.”

RISING ABOVE AND MOVING FORWARD THROUGH FAITH

The ability to travel around the nation is extra meaningful for Dawana and her family.

“When my son Logan was four years old, he was diagnosed with leukemia. We were spending a lot of time at Children’s Medical Center in Dallas. That hospital is alight with the doctors and nurses. If it wasn’t for them, and the grace of God, I don’t know if he would be alive,” Dawana remembers. “He was in treatment for five years. For three of that, we were told we couldn’t be more than an hour away from the hospital. So, we couldn’t go anywhere. We didn’t know how long we would have him.”

Finally, Logan’s condition improved and a weight was lifted.

“We call our family the Quintana Five. When we got the green light from the hospital that we could go on a trip, we didn’t know how long that would be. That’s when we started doing the national park visits to make memories,” she says. “These are some of the greatest places anywhere. We wanted to do this with the kids and make lasting memories. At this point, Logan has an appointment once a year. He is in total remission.”

As those who have gone through a health scare know, the cost of medical care can be daunting. Dawana feels a deep sense of gratitude for her career.

“I am very thankful for my business. My business kept us from going under financially. Sometimes when people are going through family medical issues, it’s hard enough to go through the medical

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