

Erich Reichenberger, Airpark branch manager, and the Pioneer Title Agency team in the Kierland office



# The Scottsdale Airpark's *Pioneer Spirit*

By Alison Bailin Batz

There is something to be said for a mom-and-pop business to not only stay in the family for nearly 30 years, but to grow into one of the most successful businesses in Arizona even through the worst of economic times.

The family, in this case, is the Newlons. The business is Pioneer Title Agency.

And, perhaps most surprising in today's climate, the industry is real estate.

The Newlon family founded Pioneer

Title Agency in 1985 with the basic mission of providing exceptional service to Arizona's smaller communities. Unlike many businesses, Pioneer grew from exceptional service to areas such as Thatcher, Pinetop, Show Low, Sierra Vista, Douglas and Page rather than jumping headfirst into Maricopa County at its onset.

By 2007, when most major title agencies in Arizona were shutting their doors—

Pioneer was expanding. In fact, they finally made the move to the Scottsdale Airpark with an office at 14850 N. Scottsdale Road.

"We are unique to this area in particular in that we are wholly independent title insurance agency, meaning our earnings not only stay in Arizona, but support the state and local communities we serve," said Pioneer Title Agency Vice President and Airpark Branch Manager Erich Reichenberger.

...continues on page 44

**CARING** **INSIGHTFUL** **Intelligent**  
**Knowledgeable** **FRIENDLY**  
**TRUSTWORTHY** **SINCERE** **Understanding**  
**Professional** **HONEST**

## DON'T TAKE OUR WORD FOR IT.

In a recent survey of our clients, they used the words above to describe our staff and what it's like working with us.

At Strategic Asset Conservation, we specialize in savings vehicles and strategies that protect principal and gains during down years, and lock in growth during good years, with reasonable growth every year. Our team has expertise in the retirement and income planning needs of East Valley residents and believes that the final decision regarding your assets is always yours.

*Safety. Growth. Simplicity. Does your retirement have this?*

To learn more, visit [www.go2knight.com](http://www.go2knight.com) or call us at (480) 661-6800 to schedule a complimentary financial review.



**STRATEGIC**  
ASSET CONSERVATION

8800 E. Raintree Dr., Suite 220  
Scottsdale, AZ 85260



(480) 661-6800 | [www.go2knight.com](http://www.go2knight.com)



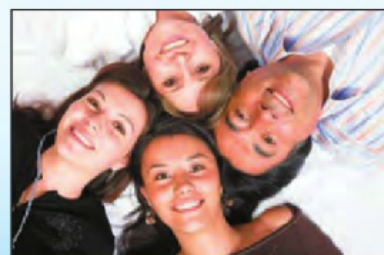
Thomas K. Brueckner, CLTC

## Cosmetic & Family Dentistry

Comprehensive Dental Care  
For The Entire Family

**Renuka P. Kumar, D.D.S.**

We accept most Dental Insurance



## FREE Teeth Whitening

(\$300 Value)

\*for new patients with a  
paid complete exam, full mouth  
x-rays & cleaning. 1 per family.

9295 E. Thunderbird #103  
[www.drrenukakumar.com](http://www.drrenukakumar.com)

**480-767-6918**





The Animal Hospital at

*Terravita*



SW corner of Carefree Highway and Scottsdale Road  
34462 N. Scottsdale Road, Suite 100 • Scottsdale, AZ 85266  
480-575-8347 • [www.terravitavet.com](http://www.terravitavet.com)

#### Our Services Include:

Stem Cell Therapy  
Grooming  
Pain Management  
Arthritis Management

*We are a military family,  
ask about our  
Vets Helping Vets Program*

**\$5 Off**

Dog or Cat  
GROOMING  
By appointment only

...continued from page 43

Reichenberger and his office focus specifically on offering Airpark residents and beyond:

- Title insurances, both for owners and lenders
- Title insurance background checks
- Homeowner's policies
- Trustee's sale guarantees
- Judicial guarantee reports
- Escrow services
- Developer services
- Land acquisition title research and insurance
- Construction loan title services
- Subdivision trusts
- Foreclosure services
- Multiple compliance guideline services
- Post-foreclosure title policies
- Accounting services

But the true secret to their success? Their people.

Reichenberger—as well as the Newlon family—believe not only in investing in their people, but empowering them to invest into their communities as well.

Under its "Pioneer Title Agency in Action" community relations umbrella, each team has the ability to sponsor local sports teams, organize fundraising walks and donate to causes near and dear to their hearts. Pioneer's management and staff are empowered to take an active role in the communities where they physically live and work.

In 2013 alone, Pioneer donated time, not to mention more than \$205,000 in financial support, to more than 200 organizations across Arizona, including:

- 100 Club of Arizona
- American Cancer Society
- Arizona Community Foundation
- Arizona Special Olympics
- Big Brothers Big Sisters
- Calais Campbell Celebrity Poker Invitational
- Hospice of the Valley
- March of Dimes
- National Bank of Arizona's Women's Financial Group
- Relay for Life

"Our mission statement is a 'Commitment to Service,' which means a commitment to serving our customers, our teammates and each of our communities every single day," said Reichenberger. ■

More: [PioneerTitleAgency.com](http://PioneerTitleAgency.com); [erich.reichenberger@ptaaz.com](mailto:erich.reichenberger@ptaaz.com).

# SIP THE FINEST MARGARITA



Cantina LAREDO.  
*modern mexican*

Experience the modern side of  
Mexican cuisine

Taste guacamole made fresh  
at your table

Savor fresh seafood and steaks with  
authentic sauces

GILBERT SanTan Village 480.782.6777  
SCOTTSDALE Promenade Center 480.951.3807

**CELEBRATE CINCO DE MAYO!** [cantinalaredo.com](http://cantinalaredo.com)