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SEPTEMBER IS OVARIAN CANCER AWARENESS MONTH



Hello September!

Once again Dees has allowed me to use his Publisher's Note to remind everyone that September is *Ovarian Cancer Awareness Month!*

Unfortunately, all types of cancer seems to be rampant. Early detection is key. It is vitally important for men and women to visit their health care providers regularly and listen to their bodies.

Why is it important to know about ovarian cancer? Because it is referred to as the silent killer. In many cases, it does not produce noticeable symptoms until the disease is in advanced stages.

Symptoms associated with ovarian cancer can sometimes be mistaken for other common problems. Women and MEN need to know the facts about and symptoms of ovarian cancer. Why men also? Because women get so busy taking care of family, their homes and working, they sometimes don't stop to take care of themselves. So men, if your wife, mother, daughter or sister mentions any of these symptoms over a period of time, encourage them to talk to their doctor!

Here are the facts:

While Ovarian Cancer is the 11th most common cancer among women, ovarian cancer is the fifth leading cause of cancer-related deaths among women.

Ovarian Cancer is the deadliest of gynecological cancers.

There is no test for early detection of Ovarian Cancer.

We must know the symptoms and see our doctor if any of the following persist for more than 2 weeks:

SYMPTOMS:

- Bloating**
- Pelvic or abdominal pain**
- Difficulty eating or feeling full quickly**
- Urinary symptoms**
- Fatigue**
- Indigestion**
- Back Pain**
- Pain with intercourse**
- Constipation**
- Menstrual irregularities**

For more information about Ovarian Cancer, visit <https://ocrahope.org>.

Cindy



SEPTEMBER BIRTHDAYS!

- Sept. 4 Tiffany Kinslow
- Sept. 5 Liston Sage
- Sept. 6 Brian Lott
- Sept. 8 Jenny Winstead
- Sept. 11 Ryan Ainsworth
- Sept. 12 Stephanie Kitchens
- Sept. 12 Stuart Warren
- Sept. 13 Ben Hill
- Sept. 14 Tiffany Wade
- Sept. 17 Victoria Prowant
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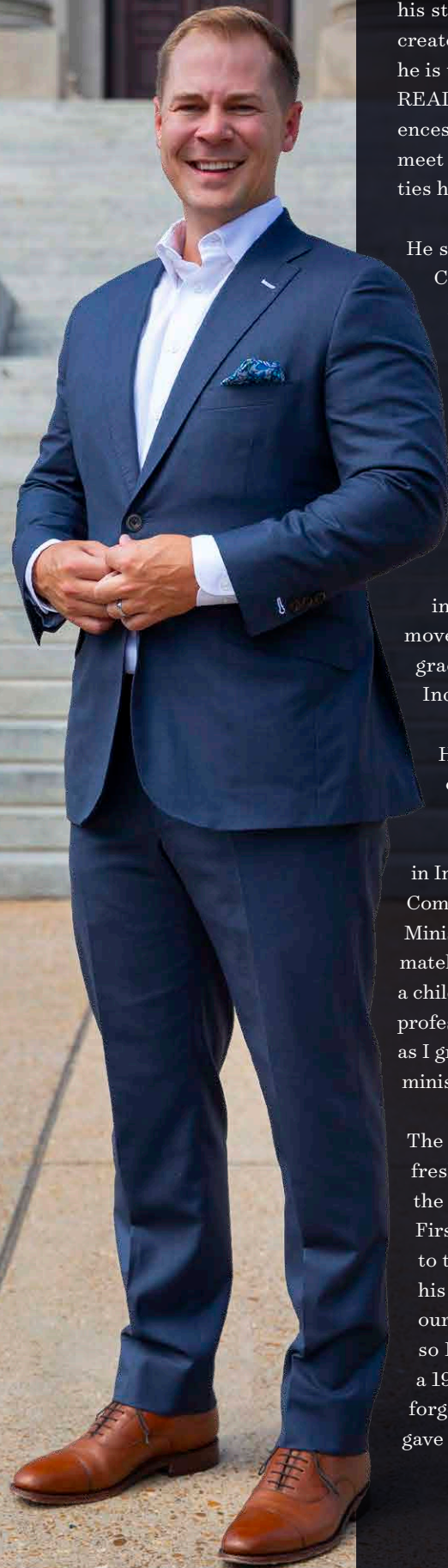


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DAVID OSTRANDER



David Ostrander has lived in a lot of places in his life and he's had a lot of experience in different fields. Those things, coupled with his studies in college, seemed to create the perfect set-up for where he is today. As a top-producing REALTOR®, David says his experiences in life have prepared him to meet the challenges and opportunities he faces in this profession.

He spent his early years in Clinton before moving to Lafayette, Louisiana at age seven when his parents divorced. "We moved there to live with my grandparents," David says. "My grandfather was a pastor who had a profound impact on who I am today." He spent his middle school years in Knoxville, Tennessee then moved back to Mississippi where graduated high school from Indianola Academy.

His life brought him full circle when he returned to Clinton to attend Mississippi College. David majored in Interpersonal and Public Communications with a minor in Ministry. "I wasn't sure what I ultimately wanted to do," he says. "As a child, I would love to have been a professional basketball player, and as I grew older I planned to be a minister like my grandfather."

The second semester of his freshman year David took a job as the Children's Ministry Intern at First Baptist Church in Brandon to take some financial strain off his mother. "A sweet member of our church donated a car to me so I could drive to work. It was a 1999 Toyota Corolla. I'll never forget that car, or the people who gave it to me."



In his junior year of college, David went to school every morning, drove to work at a gym in Brandon, then back to Clinton to host a radio show every night. This ultimately led to him moving off campus to reduce the commute between work and school. When he graduated, David worked at a local radio station selling advertising time. He then went on to sell copiers and printers. From there, he got into human resources and ran wellness programs for large companies, which he enjoyed. Yet he had a nagging desire to be self-employed.

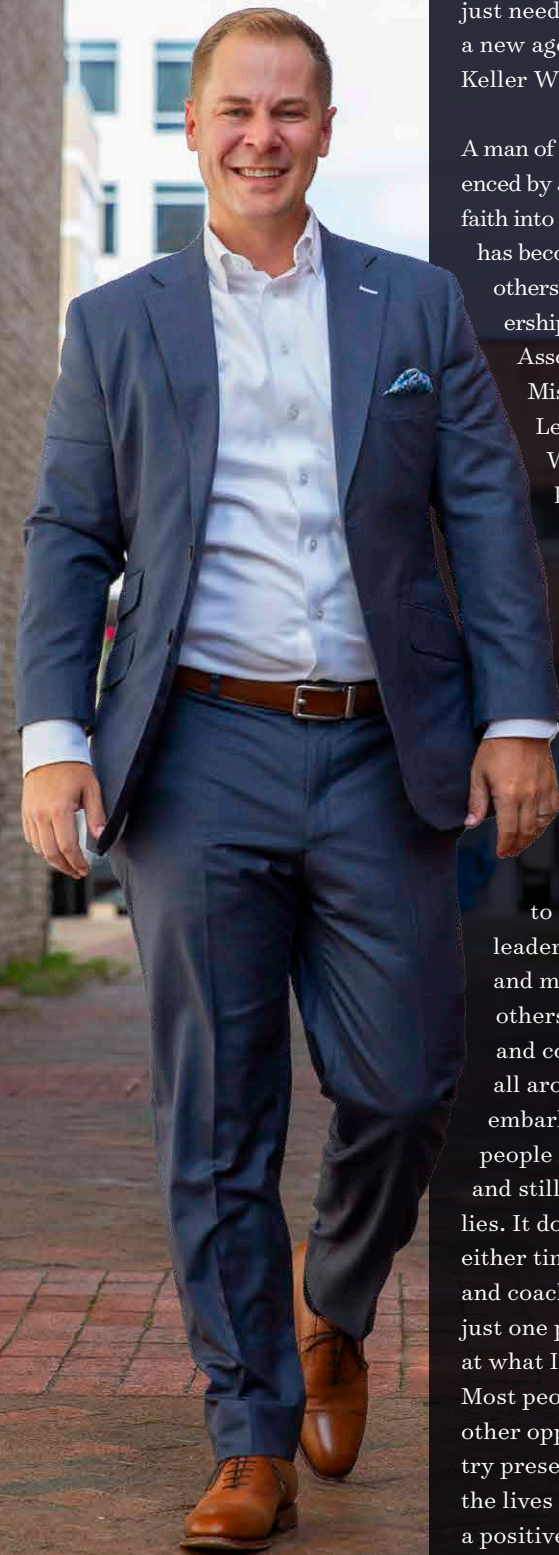
"I stepped away from the corporate world and worked in my buddy's landscaping business while I tried to decide what my next step would be." His friend was also a REALTOR® and he encouraged David to get his license. "It's something I had considered, yet didn't want to be like everyone else getting into real estate. But one day my friend asked me if I thought it was more secure to create my own income or to let someone else determine my income." That was a thought-provoking conversation for David, and timely, too. He and his wife had a newborn at home.

David's son was born in March 2016, and David got his real estate license in November that same year. It didn't come easy. "I was never a good student. I took a real estate course online and failed the test twice before sitting in the classroom to take the course. That made all the difference. By the time I sat for my broker's exam, I passed it on the first try. I'm a great student when I'm studying things I'm passionate about. When I am passionate about something, I go all in and I want to learn all I can."

His wife, Karey, was very supportive. "Our thought process was that we were young enough that if this career didn't work out for me, I could always get another job," David says. "She comes from an entrepreneurial family, and her dad has been in real estate for a long time, formerly as a

“

FOR ME,
SELLING
HOUSES IS
JUST ONE
PIECE OF
THE PUZZLE.



builder and in the commercial world. She knew in her heart that this was something I could do.”

He spent a few months working in a local brokerage before moving to Keller Williams. “The people at the brokerage where I started are some of my best friends today. I just needed a little more training as a new agent and found my home at Keller Williams.”

A man of faith, David says he is influenced by John Maxwell, who takes his faith into the business world. David has become a mentor and trainer for others, stepping into several leadership roles with the Mississippi Association of Realtors, Central Mississippi Realtors, the Agent Leadership Council at Keller Williams, president of his homeowners association in Country Place in Pearl, and he serves on other boards outside of real estate. He has been identified as a go-to expert in his field as a guest on Supertalk Radio, and as a consultant to state elected politicians and other local organizations.

David has also traveled to speak on topics such as leadership, real estate trends, and motivating and encouraging others at Keller Williams offices and conferences in other states all around the country. “I’ve embarked on a path of teaching people how to make a good income and still have time for their families. It doesn’t have to be a choice of either time or money. I love to speak and coach. For me, selling houses is just one piece of the puzzle. I look at what I do as bigger than selling. Most people in this business miss the other opportunities that this industry presents. My passion is to impact the lives and careers of others in a positive way while putting those



things into practice in my own life.”

David’s inspiration comes from his family. He and Karey have two sons, Everette (8) and William (4). When he’s not working, David enjoys spending time with his family. “You can usually find me playing baseball or fishing with my boys. And during the summer I cut grass – a lot. I do our yard and I keep my grandmother’s yard in Brandon. But really, that’s just an excuse to visit with her especially since my grandfather passed away about a year ago. I am between two spectrums of life: I’m experiencing my kids growing up while also experiencing the later years of my grandmother’s life. It’s time that we’ll never get again, and I know it is precious.”

David has discovered that time is more important than money. “You can get more money, but you can’t get more time. It spends itself in its present moment. You can’t save time, nor can you get it back. Scientists can’t invent more minutes. There are 168 hours per week on a chessboard. You can move priorities, but not time. Make sure you carefully evaluate and use your time in a way that makes a difference.”



“
YOU CAN
GET MORE
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YOU CAN’T
GET MORE
TIME.”



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Darrick CARSON JR.

Born and raised in Vicksburg, Mississippi, Darrick Carson Jr. has become a rising star in the real estate industry in Central Mississippi. But real estate wasn't always on his radar. After graduating from Warren Central High School, Darrick attended Hinds Community College in Vicksburg. "I didn't know what I wanted to do in life, but I had an option of what I could do."

That option was a career with the U.S. Army Corps of Engineers. "I worked in the library there while I was earning my associate degree and I was told that I'd get paid in accordance to my education. The more education I had, the more I would get paid."

Darrick took additional online classes due to Corps requirements. He left the library to work on another campus, going to work for the Vicksburg District as an intern in emergency management and as a paralegal. "I enjoyed the work, but returned to the library when I was offered a full-time job there." While working a full-time position in the library, the opportunity to become a real estate professional presented itself.

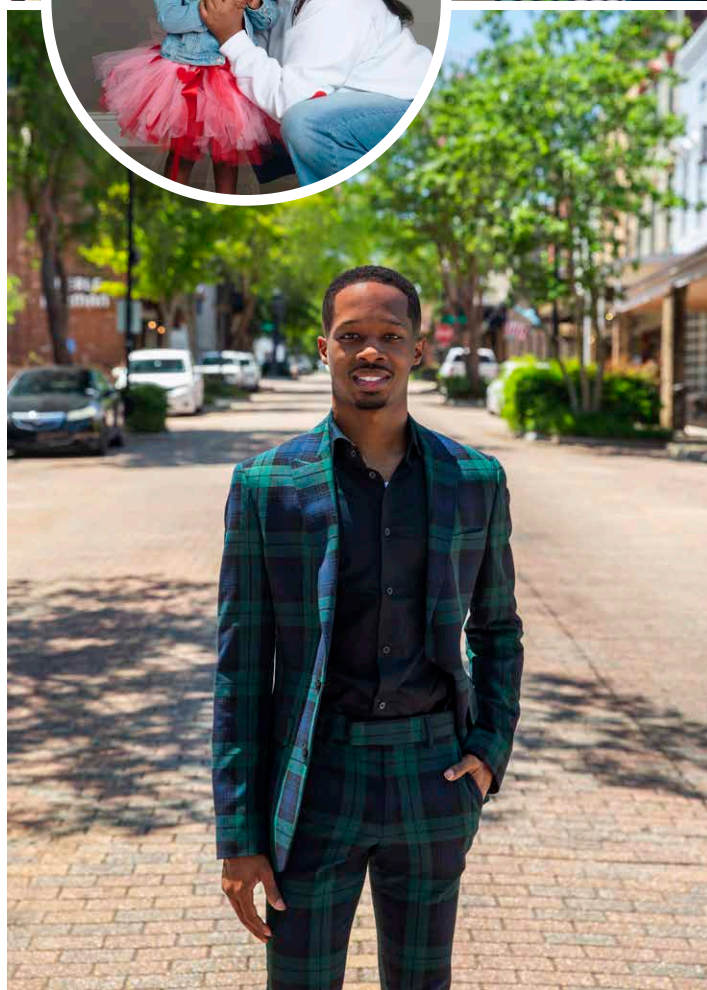
Darrick talked with his cousin who was in real estate. "He was successful buying and flipping houses, and he enjoyed his work. I began exploring avenues I could take." Darrick signed up for the Proeducate real estate course online. "It was way more affordable than college tuition," he says.

The hard part was finding a broker he liked. "That was more difficult than I thought." About the same time Darrick and his wife, Porche, were looking to buy their first home. "My wife found our agent, Jimmy Stuart, online. He had good reviews and she said she felt good about him." Jimmy worked on the Julie Davis team at REMAX Connection. "I told him I was working on getting my real estate license, and toward the end of the home buying process, Jimmy encouraged me to talk with Julie."

Darrick went to talk with Julie before he even closed on his home. "She and her top agent, Missy Bray, did the DiSCTM assessment on me, and I failed miserably. However, the interview went great. They saw something in me they liked."



“
I didn't know what I wanted
to do in life, but I had an
option of what I could do.
”



Darrick got his license in June 2021. He let his employer at the U.S. Army Corps of Engineers know he would be leaving his job. By late July to early August, Darrick went all in. "It was a scary time for me," he says. "We had a new baby." He had to get it right.

For Darrick, the team approach was the right choice. "They had a proven system. They fed me leads and I did a lot of cold calling. I really hopped in on faith, and I have never looked back."

Right away, Darrick says he enjoyed the freedom that being a REALTOR® gave him. "As a business owner, I have the flexibility to be more available to my family. I was able to hold my baby daughter close, which was such a joy. She was a dream child."

Darrick has been very successful in this industry. "I am a man of faith. I follow Jesus. My favorite part of this business is building relationships." He gained his family's trust when he sold his aunt's house. "It sold quickly after getting multiple offers. From that point on my family has been spreading my name to all their friends. They have been my biggest supporters."

Now Darrick works as an independent agent with ARX Point Realty. "Now I assume the overhead. I'm



As a business owner, I have the flexibility to be more available to my family. I was able to hold my baby daughter close, which was such a joy.

SHE WAS A DREAM CHILD.



determined not to buy a lead. I am building relationships and getting my name out by word of mouth. I talk to people in Walmart and Target and anywhere else I go. Yet, Facebook is where most of my leads are generated. This fact has pushed me to be more active on social media platforms. I want to build relationships in person and online.”

With a territory that stretches from Vicksburg to Morton, up to Yazoo City, and down to Mendenhall, Darrick says he loves every moment of it. He credits his wife for his decision to go into real estate. “I took the leap because of her encouragement. I have always been a very cautious person – to the extreme that I didn’t like to walk on grass as a kid. I’ve never really liked change. I thought at first I might try to do it part-time, but I didn’t want to wait on growth. My wife had my back, so I went all in.”

His family is growing. Darrick and Porche’s daughter, Portland, is now four years old. Son Porter is one. The couple lives in Jackson. Darrick loves spending time with his family whenever he can, but Wednesday evenings are reserved for playing basketball with friends from school. “That’s my re-set for mid-week,” he says. The family is active in their church. They attend St. Mark Church of Christ in Mound Bayou, Mississippi.

“My children are my motivation,” Darrick says. “I want more for my kids, and I want my family to be OK. I always heard stories about people having bad experiences buying or selling a home, so I make it my goal to ensure people have a positive experience. A deal can be so sensitive, so I try to be the trouble shooter. I’m big on protecting the seller’s equality. I want people to be happy with their homes. I believe that will always be my secret to success.”

Darrick Carson Jr. and Timothy Orey



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▶▶ partner spotlight

Written by Susan Marquez
Photography by Abe Draper Photography



MIGHTY STRONG MOVERS

Joshua and Arlisious Armstrong know that moving is stressful. Putting your cherished belongings in the hands of strangers and trusting them to treat your property with respect is a big deal. And that's just part of making a move.

The Armstrongs want to help eliminate that stress from their clients' moving day. Their company, Mighty Strong Movers, has won multiple awards based on excellent customer reviews for the services they provide, including being named one of the top ten movers in Jackson based on Google reviews.

While they knew each other in high school, Joshua and Arlisious reconnected later in life, resulting in a love match that carries over into their business. Both are from the Jackson area and now live in Madison.

Joshua has over 31 years of moving experience. "My father did moving on the side, and throughout middle school and high school, I helped him. I liked this business and I decided that I would start my own moving company."

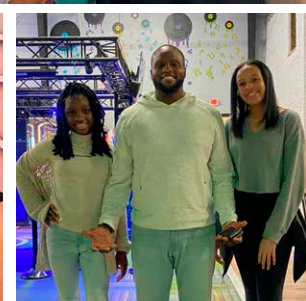
He did just that, seven years ago, when he founded Mighty Strong Movers. The company's name Mighty Strong Movers came from a combination of Joshua's name and what he felt customers would search for and wanted to see when movers arrived on moving day. The scripture displayed on the trucks from his oldest daughter, who drew him a picture with the verse Joshua 1:9 written on the page. "*Be strong and courageous! Do not be terrified or discouraged, for the Lord your God is with you wherever you go.*" That verse has become

a directive, laying the path for how Joshua wanted to set up his business. It was so important to him that he had it painted prominently on the side of his trucks.

A true family business, Arlisious has joined Joshua to help make things run smoothly. "He does all the quotes, moving and logistics, and I handle the accounting, payroll, insurance, and anything else that needs to be done."

When Might Strong Movers started, Joshua was working a full-time job during the week and doing moving jobs on the weekends. "When Covid hit, he had to make a decision," recalls Arlisious. "He decided to go all-in."

The company now has four trucks and two trailers, with six full-time



movers and four part-time workers. “We have a great crew of movers,” says Joshua. “We select and train all staff and movers to ensure comprehensive and quality moving services. They learn how to shrink wrap and package items, use dollies properly, and the best way to move on different floor types. When customers have softwood floors, we can’t use dollies to roll furniture in. Everything must be hand-carried.” Arlisious adds that each new worker must train directly with Joshua before working jobs on their own.

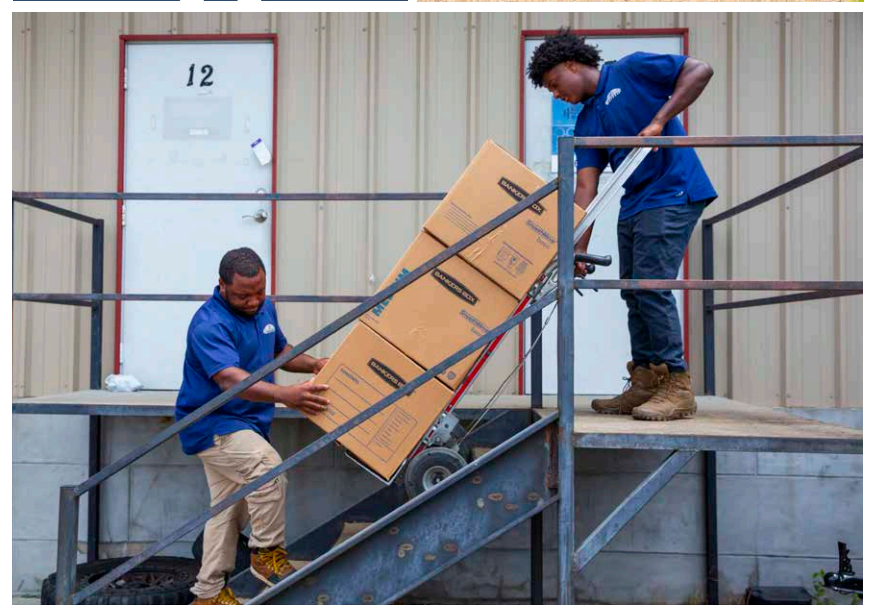
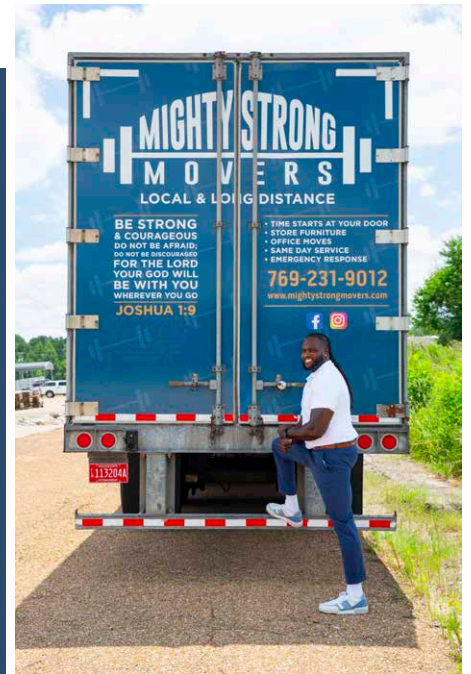
A full-service moving company, Mighty Strong Movers handles residential and business moving, both local and long-distance. “We work with a lot of apartment complexes and we even have state contracts with government offices as well as colleges and universities,” Joshua explains. “We also do a lot of company relocations. We have been busy moving the Chancery Court building in Meridian.”

Joshua says he has worked to develop great relationships with area REALTORS®, working with them to help ensure a stress-free moving day for their clients. And the company has recently expanded their services to offer both temporary and long-term storage.

While most of their moves are in the central Mississippi area, they have numerous long-haul trips under their belt. “We worked into it,” says Joshua. “We had to get the proper insurance to drive long distances. We have traveled as far as North Carolina and frequently traveled to and from Florida, Texas, and Georgia.”

Joshua says the company also works with a lot of designers to do deliveries. “We work with local designers and we work with some designers to deliver furniture to beach houses they are designing. We have also done restaurant moves and we work with

“
We have a great crew of movers. We select and train all staff and movers to ensure comprehensive and quality moving services.
”



senior living facilities. We understand the uniqueness of each job and tailor our services to each customer’s specific needs. We offer an array of services such as loading and unloading, furniture rearrangement, internal moves, and delivery.”

One of the secrets to their success is their competitive rates. “We offer hassle-free services, but most importantly our moving experts always protect and handle every item they move with care and pride.”





“
 We work diligently to go above and beyond our customers' expectations, making every effort to simplify their residential and small business relocation.
 ”

Repeat customers and the satisfied customers who give them great reviews are everything to the Armstrongs. “We work diligently to go above and beyond our customers' expectations, making every effort to simplify their residential and small business relocation.”

The Armstrongs have two daughters. Aubrey (17) is attending Xavier University in New Orleans, and Reagan (11) is a student at Desoto County School.

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▶ where are they now?

VICTORIA PROWANT



Victoria Prowant: July 2019 Cover

Victoria Prowant was our very first Cover Feature in July 2019. We caught up with her recently to see what has changed in the last 5 years!

WHAT CHANGES HAVE OCCURRED IN YOUR CAREER SINCE YOU WERE FEATURED?

When I was featured in the *Central Mississippi Real Producers* magazine, I was the Managing Broker of another brokerage. Since then, I took a leap of faith. Together with my husband, we opened Southern Homes Real Estate and this fall we will be celebrating our 5th Year in business.

WHAT CHANGES HAVE OCCURRED IN YOUR PERSONAL LIFE SINCE YOU WERE FEATURED?

Since being featured in the magazine, my life has been a journey of both highs and lows, much like anyone else's. We've faced challenges as a family, particularly with addiction, which remains a daily battle we are committed to fighting. Life often

"I pursued passion. I absolutely love what I do. I am 100% committed to be the best I can be and I believe when you put your heart and soul into something you are very passionate about, the results will be evident."



presents a different reality than what social media portrays and I believe that's true for every household. These challenges test your marriage, your faith, and even make you question your abilities as a parent at home and a leader at work. But through it all, I've learned that if you continue to work hard and keep faith in your heart, God will handle the rest.

WHAT DO YOU THINK HAS CHANGED THE MOST IN THE INDUSTRY IN THE PAST 5 YEARS?

In recent years, the real estate industry has seen a dramatic shift, moving from one extreme to the other. We witnessed historically low-interest rates, which, coupled with extremely low inventory, led to a booming housing market that seemed almost frenzied. Buyers were eager and homes were flying off the market at record speeds.

However, the market landscape has shifted again. We're now facing much higher interest rates and the market is adjusting accordingly. Inventory levels are steadily increasing, which reflects the broader economic uncertainty we're all feeling. One of the most pressing challenges our industry faces today is eroding home affordability, which we are all hoping will improve as interest rates drop some as expected in the near future.

Another significant change that has shaken our industry this year is the recent NAR (National Association of Realtors) settlement. This settlement has altered the way we do business, leading to changes in many of the forms and contracts we use daily. I believe

this shift, though challenging, will ultimately be beneficial for our industry. It will elevate the standards of our profession and ensure that we continue to adapt and grow in response to these evolving conditions. We just need to remember that the challenges today will bring opportunities tomorrow.

WHAT ARE YOUR REAL ESTATE GOALS FOR THE FUTURE?

My personal real estate goals run parallel with our brokerage's goals:

- To continue building a high-performing team of agents and creating a thriving environment for everyone to be successful.
- To become a better mentor to my team of agents to help scale their business and my business while maintaining the high standards that will lead to that success.
- To prepare our agents to grow as leaders of our industry within our market and ensure long-term sustainability.

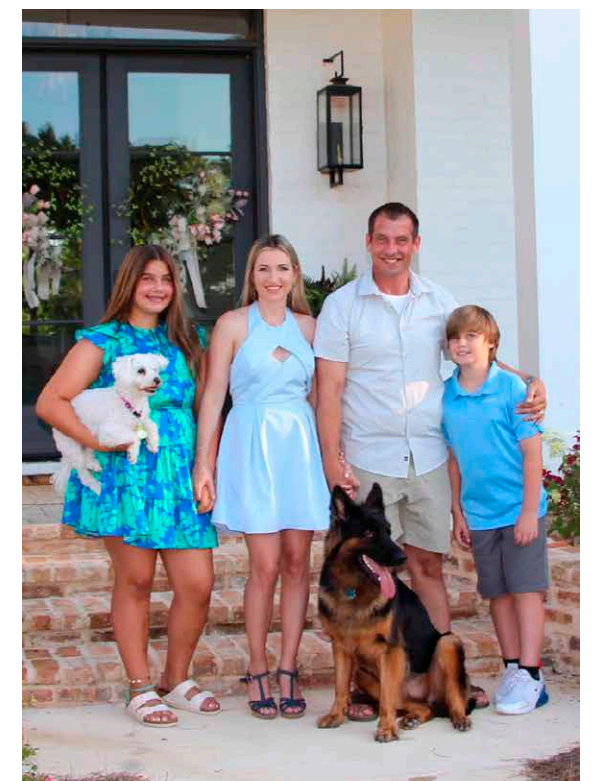
WHAT WOULD YOU SAY IS YOUR SECRET IN YOUR CONTINUED SUCCESS?

Always be professional and play well with others. After all, we all

play on the same playground...so be kind, your peers will respect you for that. I think that is so important.

I pursued passion. I absolutely love what I do. I am 100% committed to be the best I can be and I believe when you put your heart and soul into something you are very passionate about, the results will be evident. The focus needs to be on serving others more than being successful, success will follow.

I implement systems and processes that help me with efficiency. This allows me to manage a wonderful team, maintain my own book of business, maintain





quality family time at home and enjoy personal time. I am able to accomplish those things by setting goals every year that push my boundaries so I can continue to grow personally and professionally while making an impact on the industry and my community.

WHAT ADVICE WOULD YOU GIVE TO NEW OR ASPIRING REALTORS®?

Stay Ahead of Industry Trends: enroll in courses, attend seminars, and participate in industry events to remain at the forefront of real estate developments.

Focus on your branding and the one thing that sets you apart and make that your roadmap to elevate your career.

Always put your client's needs first. Focus on providing exceptional service and building trust. Success will follow.

WHAT DO YOU LIKE BEST ABOUT THE REAL ESTATE INDUSTRY AND WHY?

Meeting new people, building new relationships and cultivating the old ones. Real estate brought me lifelong friends, lifelong lessons and taught me perseverance and

patience because God knows we all need it in this industry.

Also resilience, as this business is a true rollercoaster with many ups and downs.

Being able to stay calm and push through any situation, any transaction and any market conditions.

WHAT DO YOU LIKE LEAST ABOUT THE REAL ESTATE INDUSTRY TODAY AND WHY?

High market volatility and pressure on agents to be available 24/7 and to meet increasingly demanding expectations. Recent legal challenges, such as the National Association of Realtors (NAR) settlement, have introduced changes to the way real estate transactions are conducted, leading to uncertainty and adjustments for agents.

HOW DO YOU ACHIEVE A WORK/LIFE BALANCE?

I often feel like that is the one thing I do not achieve quite well and need to put more effort into doing it better. I definitely struggle with setting "work hours" and need to do more delegating. The expectations of me are high

and this is a very demanding business to be in. But I am doing much better, so I am taking baby steps towards balance. Honestly, I do not see a "balance" in my near future. It would make it impossible to manage and maintain my book of business, produce the volume, and climb up the ladder. All these things require much sacrifice and that does not bring work/life balance unfortunately. So I make the best of it and take it one day at the time.

IF YOU WERE NOT IN THE REAL ESTATE INDUSTRY, WHAT WOULD BE YOUR CHOSEN CAREER AND WHY?

I think I would love to be a travel agent so I can go on cool trips and travel the world.

DO YOU HAVE ANY NEW HOBBIES?

Self-care might not be considered a new hobby but is my new priority. I try to take a couple of hours daily to focus on my physical and mental health, even if all it entails is going to the gym in the morning and taking a long bath with Epsom salt in the evening while listening to a great podcast or something positive and inspiring.

WHAT IS THE BEST VACATION YOU HAVE BEEN ON IN THE PAST 5 YEARS?

We have visited some beautiful places, but visiting my brother who lives in France was the best. We made some wonderful memories with my brother and his family. I also had a chance to visit with my childhood friends whom I have not seen in 20 years.

IF YOU COULD HELP ANY CELEBRITY BUY A HOME, WHO WOULD IT BE AND WHY?

Taylor Swift, so my daughter can finally agree that I am the coolest mom.



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5

YEAR PUBLICATION CRAWL PHOTO RECAP!

Photos by Abe Draper Photography

What a great night celebrating 5 Years of *Central Mississippi Real Producers*!

Our 5 Year PUBLICATION CRAWL was another successful night of networking, food, drinks, music, door prizes and connecting our Preferred Partners and REALTORS®. We had a record REALTOR® turnout!

Congratulations to our "Cover of the Year" Winners:

- 1st Year - Victoria Prowant
- 2nd Year - Meshia Edwards
- 3rd Year - Allan Summerlin
- 4th Year - Stephanie Kitchens
- 5th Year - Tiffany Wade

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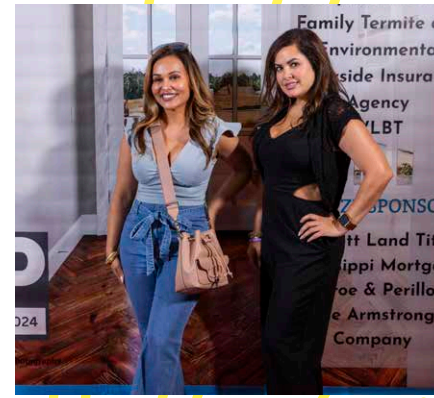
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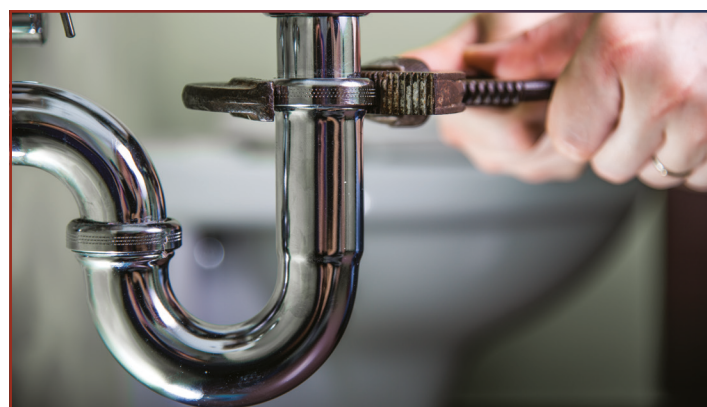
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