

CENTRAL MISSISSIPPI

REAL PRODUCERS.®

CONNECTING. ELEVATING. INSPIRING.



TOP PRODUCERS
**FELIX & RASHIDA
WALKER**

RISING STAR:

Jenny Winstead

PARTNER SPOTLIGHT:

Michael Dier,
Watkins Construction and Roofing

**CENTRAL MISSISSIPPI
REAL PRODUCERS
LAUNCH PARTY**

DECEMBER 2019



Give your bottom line a boost with C Spire Fiber.

We are partnering with realtors like you to help spread the word about homes with access to 1Gbps C Spire Fiber.



Through our referral program, your clients get two free months of Mississippi's fastest internet, and you **get \$50 for each successful referral**. Our housewarming gift to both of you.

cspire.com/realtors | realtors@cspire.com

©2019 C Spire. All rights reserved.

FOR ALL YOUR ROOFING NEEDS.



T&M CONTRACTORS

ALL TYPES OF SHINGLES • METAL ROOFING (COMMERCIAL, RESIDENTIAL, STANDING SEAM)
EPDM • TPO • MODIFIED • COPPER AWNINGS • COPPER DORMER
COPPER CHIMNEY CAPS, TEE-PEES, CRICKETS • SPECIALIZE IN FINDING ROOF LEAKS

TYRONE KEYES • 601-927-4556 • RBC2TYRONEK@GMAIL.COM

SATISFACTION GUARANTEED • IN BUSINESS SINCE 1996 • LICENSED / BONDED • FREE ESTIMATES • INSURANCE CLAIMS



2300 Lakeland Dr ♦ Flowood, MS 39232

Phone: 601-944-1470

imaging@pinnacleprint.net

www.pinnacleprint.net

- ◆ COLOR PRINTING & COPYING
- ◆ SIGNS & BANNERS
- ◆ PROMOTIONAL PRODUCTS
- ◆ FULL-SERVICE BINDERY
- ◆ FREE LOCAL PICK-UP AND DELIVERY



CALL OR EMAIL US TODAY FOR A QUOTE ON YOUR NEXT PROJECT!

Novel Paper

Thank You

LET US HELP YOU GIVE THANKS.

Stationery and Design Services
www.NovelPaper.com
@novelpaper

UNIQUE FLOORING LLC

Zach Etheridge, Owner
Kathy Burks, Decorator – 601-212-4232
Member: Rankin Co Chamber, HBA of MS

601-591-7123
756 Trickhambridge Rd. | Brandon, MS 39042

zach@uniqueflooringllc.com | www.uniqueflooringllc.com

TABLE OF CONTENTS



09
Publisher's Note
Dees Hinton



10
Central Mississippi Real Producers Launch Party



18
Top Producers
Felix and Rashida Walker



24
Rising Star
Jenny Winstead



28
Partner Spotlight
Watkins Construction and Roofing



34
Shower Power

HONEST ASSESSMENTS • RE-ROOFING • REPAIRS • RESIDENTIAL/COMMERCIAL

Don't wait until after the home inspection to call a roofer!

A FREE inspection the moment you list a home can be less stressful for the client and realtor!

OWENS CORNING ROOFING **PLATINUM** PREFERRED CONTRACTOR

Locally Owned & Operated Residential Roofing Specialists



Watkins Construction & Roofing
601-202-0938
www.watkinsconstructioninc.com

FREE Inspection at Listing • Insurance Claims Welcome



If you are interested in contributing or nominating a Realtor® for certain stories please email us at dees.hinton@realproducersmag.com

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of N2 Publishing but remain solely those of the author(s). The paid advertisements contained within the *Central Mississippi Real Producers* magazine are not endorsed or recommended by N2 Publishing or the publisher. Therefore, neither N2 Publishing nor the publisher may be held liable or responsible for business practices of these companies.

MEET THE CENTRAL MISSISSIPPI REAL PRODUCERS TEAM



Dees Hinton
Owner/Publisher



Dusty Hinton
Publishing Assistant / Ad Manager



Susan Marquez
Writer



Kayland Partee
Videographer / Photographer



Abe Draper
Photographer

If you are interested in contributing or nominating REALTORS® for certain stories, please email us at dees.hinton@realproducersmag.com.



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

CLOSING LAW FIRM

Mumford & Mumford, PLLC
(601) 540-6861

COMMERCIAL CLEANING

Dust In The Wind Commercial
Cleaning Service
(601) 506-6413

FLOORING

Unique Flooring, LLC
(601) 591-7123

FOUNDATION REPAIR

Tradeco Solutions
(601) 460-4004

GUTTERS

Dun-Rite Gutters, Inc.
(601) 605-0000

HOME INSPECTION

Smith Home Inspections
(601) 310-3199

HOME WARRANTY

First American Home
Warranty
(601) 212-4441

Home Warranty of America
(601) 572-7522

INSURANCE

Jeff Zachary - State Farm
Insurance
(601) 362-4100

INTERNET, PHONE,

TV SERVICES

C Spire Fiber
(855) 438-1009
www.cspire.com

LAW

Herr Law Firm, PLLC
Lindsey Herr
(276) 732-8670

LAW FIRM

Susan G. Pinkston, PLLC
(601) 955-9562

MARKETING/DESIGN/ART

Novel Paper
(601) 909-8811

MORTGAGE LENDER

Citizens National Bank
(601) 484-5803
Www.yourcnb.com

Planet Home Lending
(601) 421-9667

MOVERS/RELOCATION

Armstrong Relocation,
United Van Lines
(601) 856-8504

PAINTER

CertaPro Painters of
Jackson Ms
(601) 955-1151

PEST CONTROL SERVICES

Synergy2
(601) 624-6360

PHOTOGRAPHY

Abe Draper Photography
(662) 719-5707

Beck Photographic
(601) 291-5274

POOL SERVICES

Pool Works LLC
(601) 706-4516

PRINTING/COPYING SERVICES

Pinnacle Printing & Copying
(601) 944-1470

ROOFING

No Drip Roofing LLC
(601) 573-7323

ROOFING & CONSTRUCTION

Watkins Construction
& Roofing
(601) 966-8233
www.watkinsconstruc
tioninc.com

ROOFING CONTRACTOR

Dickerson Contracting, LLC
(601) 502-4032

T&M Contractors
(601) 927-4556

TERMITE &

PEST CONTROL

Family Termite and
Environmental Inc.
(601) 933-1014

TITLE AND ESCROW SERVICES

Advantage Closing &
Escrow Inc.
(601) 214-3824

VIDEOGRAPHY/ PHOTOGRAPHY

Partee Photography
(601) 566-4568

*Dust in the Wind
Commercial Cleaning*

Real Estate Move In/Out, New Construction, Weekly, Bi-weekly, and Monthly

Kitchen/Bathrooms, scrub, sanitize, & disinfect

Toilets, Tubs, Showers, Sinks, Counter Tops, Cabinets, Appliance & Mirrors

Vacuum & Mop

Take Out Thrash

All Rooms, Clean and Dust

Blinds, Baseboards, Ceiling Fans, Windowsills

Furniture Polished

Make Beds, Clutter Removal & Organizing

Staging

Mitzi Alford (601) 506-0413

THESE ARE PICTURES OF WHAT WE DO,

lift, level and stabilize concrete, driveways, pool decks, patios and foundations utilizing high density polyurethane foam. Less expensive than replacement, less down time, less mess.

WE CAN HELP YOUR CLIENTS GET THEIR HOUSE MARKET READY IN LESS TIME AND FOR LESS MONEY.

Free estimates for your clients. LifeTime Transferable Warranty.

TRADECO SOLUTIONS, LLC

DAVID STRAIN

David@TradecoSolutions.com
601-460-4004
www.TradecoSolutions.com
@TradecoSolutions

LIFETIME WARRANTY

Buying a home?

Get a great rate, fast online approval, and trusted advice from a five-star mortgage lending team.

★★★★★ Flowood, MS Team

RANDALL HARPER
Retail Sales Manager
601-882-0767
NMLS ID#1325728

MASON NOOE
Mortgage Loan Originator
601-882-0768
NMLS ID#1179797

RUSSELL HOOD
Mortgage Loan Originator
601-882-0769
NMLS ID#1538138

Planet Home Lending
WE'LL GET YOU HOME

Five-star rating based on actual third-party customer reviews gathered by SocialSurvey on 3/15/19.
© 2019 Planet Home Lending, LLC | 321 Research Parkway, Suite 303, Meriden, CT 06450 | www.nmlsconsumeraccess.org | NMLS ID #17022

Now Offering Video Walkthroughs!

Beck PHOTOGRAPHIC

Tom: 601-594-5704 tom@beckphotographic.net
Kasi: 601-291-5274 kasi@beckphotographic.net
Coco: 601-212-7020 coco@beckphotographic.net
www.beckphotographic.net

SUSAN G. PINKSTON, PLLC
Attorney At Law



Residential & Commercial Real Estate Closings
Title Insurance | Title Curative | Oil & Gas



After Hours Availability
30+ Years Experience



601-957-9460 | susan@susanpinkstonpllc.com

350 Arbor Drive, Suite D
Ridgeland, Mississippi 39157

The Last Stop To Your New Home.



**Mumford
& Mumford**
ATTORNEYS

Of Counsel Advantage Closing & Escrow, Inc.



ADVANTAGE
CLOSING & ESCROW

c.smalling@advantageclosingandescrow.com
kamesha.mumford@advantageclosingandescrow.com

KAMESHA B. MUMFORD, ESQ. • CHRIS SMALLING, PRESIDENT
ALTA Best Practices Certified Compliant by HA&W, LLC Compliance Success

100 Webster Circle, Suite 1 • Madison, MS 39110
Cell: 601-540-6861 • Office: 601-919-0045

► publisher's note:
Dees Hinton

KEEPING IT **REAL**

**IT'S THE JOYOUS
TIME OF THE YEAR!**

Winding down 2019 is the perfect time to unplug and regroup. Turn down the noise – the media, the stress, the “to-do’s” – and turn up the volume on family, friends, and feasting. It’s also a good time to reflect on this year and all the good it brought and to set some intentions for 2020.

I have been incredibly blessed over the past year to get to know many of you and be able to highlight you and tell your stories.



Thank you for granting the Central Mississippi Real Producers team access into your lives. We can't wait to see what's next in 2020.

In closing 2019 let's remember to keep Jesus as the reason for the Season!

Merry Christmas and Happy Holidays!

Synergy² Pest

**Termite Inspections In
24 Hours
Guaranteed!!**

WHAT WE OFFER
Quick turn-around on real estate termite inspection reports, pest services, and a new realtor rewards program.

601-624-6360
www.synergy2ms.com

▶ event recap

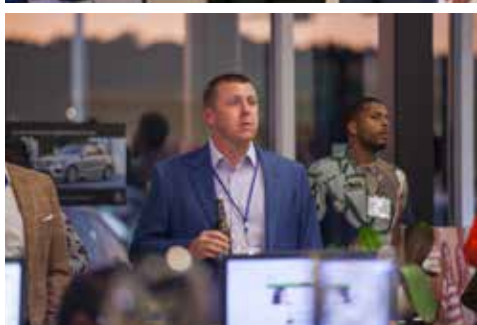
photography by Abe Draper Photography

Central Mississippi Real Producers

LAUNCH PARTY

We had a blast at our Central Mississippi Real Producers Launch Party with many of the best real estate professionals and top industry partners networking together. Thanks for coming and celebrating with us! We can't wait to see you at our next event. Thanks to our event sponsors, Watkins Construction and Roofing, Citizens National Bank and Mercedes of Jackson!









**PAINTING.
QUALITY.
PEACE OF MIND.**

Contact CertaPro Painters® of Jackson MS today for your FREE estimate!

601-955-1151 | jackson.certapro.com

CertaPro Painters®
★★★★★

Each CertaPro Painters® business is independently owned and operated.



Dun-Rite Gutters, Inc.
Have it Done Right by Dun-Rite
We specialize in 6" half round Aluminum & Copper

- Top Quality Gutter Installation, Repair & Cleaning Services
- Competitive Prices from Copper Gutters to Leaf Guards
- Free Estimates & Professional Consultation
- 2 Year Warranty on Installations

Mark Dungan, Owner
601-605-0000
Madison, MS

www.DunRite-Gutters.com



WE'VE GOT YOU COVERED. **HWA** Home Warranty of America **13 mo. WARRANTY**

- ✓ FREE Seller's Coverage
- ✓ No cap on refrigerant
- ✓ VIP concierge service for agents
- ✓ Online orders and claims
- ✓ Re-key service

YOUR LOCAL REPRESENTATIVE



Melissa Harmon
Account Executive
601-572-7522
Melissa.Harmon@hwahomewarranty.com

HWAHomeWarranty.com
Exclusions apply. See contract document for details. ©2019 Home Warranty of America, Inc.



HERR
LAW FIRM • pllc

**Providing closings
for the
tri-county area
and beyond.**



7736 Old Canton Rd, Suite C
Madison MS 39110
601-856-8225
Lindsey@herrfirm.com



**Combine Home & Auto.
Save big.**

Jeff Zachary, Agent
101 Lake Court, Suite B
Jackson, MS 39232
Bus: 601-362-4100
jeff@jeffzachary.net

Good things happen when you combine your home and auto insurance with State Farm®. Like saving an average of \$894.* Plus, you'll have a good neighbor like me to help life go right.
CALL ME TODAY.

State Farm®

*Average annual household savings based on 2016 national survey of new policyholders who reported savings by switching to State Farm.

State Farm Mutual Automobile Insurance Company • State Farm Indemnity Company, Bloomington, IL
State Farm County Mutual Insurance Company of Texas, Dallas, TX • State Farm Lloyds, Richardson, TX
State Farm Fire and Casualty Company • State Farm General Insurance Company, Bloomington, IL
State Farm Florida Insurance Company, Winter Haven, FL

1606203



Hello
home sweet home

“ Getting your dream home doesn't become reality through magic, but I will work hard to make it seem like it does. ”

Buy or refinance today.
Greg Shows, Mortgage Originator
601.607.3725 | (c) 601.573.9262 | NMLS# 746590

Castlewoods Banking Centre 102 Plaza Dr. | Flowood, MS
Madison Banking Centre 114 Grandview Blvd. | Madison, MS
Pear Orchard Banking Centre 744 South Pear Orchard Rd. | Ridgeland, MS

Citizens National Bank
The Power of Local™
Member FDIC

Equal Housing LENDER



TOP PRODUCERS



top producer 
written by Susan Marquez
Photography by Abe Draper Photography

Felix & Rashida WALKER

A PASSION FOR REAL ESTATE

In their personal life, Felix and Rashida Walker are a true power couple. They met in high school, “maybe even junior high,” Rashida recalls. “Our first date was Valentine’s Day. He took me to where Char is now, in Highland Village, but back then, it was Shoney’s. I remember we had the breakfast buffet!” Since that time, they’ve never left each other’s side.

In their work life, the power couple status remains. They are a spousal team at their company, W Real Estate, LLC in Madison, where it’s obvious that helping people buy and sell homes is their passion.

Their road to real estate wasn’t a straight one, however. Both Rashida and Felix attended Tougaloo College in Jackson. Married at 21, they left Tougaloo when they had their first child. “I was working at Skytel, and Felix was selling cars and beginning to invest in real estate. “He was buying and flipping houses,” says Rashida. “I was helping him market them, but I wasn’t at all interested in being in full-time sales. Back then, I said I’d never take a job where I didn’t know when I’d get paid!”

Rashida went back to school at Jackson State University and earned a degree in political science.

Felix took some courses in real estate at JSU and convinced Rashida to get her real estate license. “I got my license in 2007 and went into real estate full time with Berkshire-Hathaway.” In the meantime, Felix is working on what Rashida describes as “wonderful projects” throughout the tri-county area. In 2010, Felix got his license. “I had plans of getting my brokers’ license,” says Felix. “I had always had ideas of having my own business.”

The couple began to pray in earnest. “Everything we do, we do in prayer,” Rashida says. “We prayed for a solid year and began to get confirmation along the way. One Sunday at church our pastor prophesized over us, telling us ‘The Lord is telling you to go!’ He had no idea what we had been praying about. We knew it was time.”

In 2016, the couple stepped out. “Rosemary Stovall had been our broker,” says Rashida, “and we had her full support. She helped us get off the ground and she guided us to a stratosphere we could never have imagined for ourselves.”

Rashida describes their company as a small boutique firm. “We fully intended for it to just be me and Felix. We have been very intentional in who we represent, and when we started, we didn’t feel the need to have other agents.” Now the company has 13 agents, two of those in “testing phase” waiting to get their license. “The company grew organically,” laughs Rashida. “We have always been top producers, but now we are finding ourselves on the opposite side of that, in a service and training position. We have always had a heart to serve others, so it’s a natural fit for us to groom others in this business.”

The Walkers are very goal-oriented, and in early 2018, they set a goal of selling 100 houses by the end of the year. “At the end of December, I asked Felix how we were doing, and he said he needed to look at the reports. He came back in and told me we had sold 101 houses!” About 100 houses a year is what they typically sell. “We are performance-driven,” says Felix. “We strive to build lasting relationships with our clients and other REALTORS®. We believe in the power of providing a superior home-buying experience from start to finish.”



W Real Estate represents a lot of buyers and sellers of residential real estate, and now Felix is branching out into land and commercial real estate. "It's fun to see that part of the business grow," says Rashida. "We are full time with this, and we are a full-service company. We also have a property management company where we manage four to five executive rental homes in Madison County. "Our business is based on the promise of God. We think of him as the owner, and we are the CEOs who run the business. We start our meetings off with prayer and we are big prayer warriors for anyone who has special intentions they'd like us to pray for. We are like family here. We believe in the power of Jesus Christ and all he brings to us. We have an opportunity to reach people through the realm of real estate, and that's a blessing to us every day."

Rashida jokes—seriously--about the "miracle of real estate." She and



Felix have been in a situation where they were able to pray for healing in a marriage. "We learned the wife was planning on leaving and the husband had no clue. We prayed for that couple, and they are still together!" The couple also leads a monthly prayer gathering the first Monday of each month where REALTORS® get together. "I pray over their businesses,



families and any prayer requests they have," says Rashida. "We have seen God move mountains when we hear the meeting start with REALTORS® sharing their praise reports."

The couple has three daughters. Jessica, 28, is a nurse and has two children, Legend and Kalani Grace. Jaeda, 23, is a fashion design student in Atlanta and the youngest, Brooklyn, is 14. The family lives in Madison and Rashida says they live for





football season. “We are huge New Orleans Saints fans. We love to go see them play in New Orleans.” They also enjoy trips to the beach to relax. “We really love the Rosemary Beach area.” But it’s their involvement in their church, New Horizon Church International, that keeps them grounded here. “Felix is the head of the Deacon board, and I am over the women’s ministry. We have over 1600 women in the church.”

The Walkers are involved in their professional community as well. Rashida is president of the Mississippi Chapter of the Women’s Council of REALTORS® and she’s on the CMR Board of Directors and will be first vice president in 2020. Felix serves on the MLS board of directors.

When they are not rooting for the Saints, traveling to the beach or busy with their church, Felix and Rashida love spending their downtime hanging out at home with family and friends on the weekend. “I love to cook,” says Rashida. “Folks who follow me on Facebook know that I share my recipes quite often. It’s something I love to do.”



▶ rising star

written by **Susan Marquez**
photography by **Abe Draper Photography**

PUSHED OUT OF THE NEST, RISING STAR **JENNY WINSTEAD** HAD TO LEARN TO FLY

Sometimes, you have a plan for your life, but God surprises you with a plan bigger than you could dream for yourself. “You have to prepare for your plan but be open for what God has in store for you,” muses Jenny Winstead. She should know. She went to college to be a graphic designer, and that’s what she did for 17 years, “but God pushed me out of my comfort zone,” she laughs. “It was as if he pushed me out of the nest and I had to fly!”

Jenny was born and raised in Greenville, Mississippi, then moved around a bit before moving to Jackson when she was 13. When she was a junior in

high school, she met Shan, who was a senior. “We dated for five years before getting married.” After graduating high school, Jenny attended Hinds Community College where she majored in graphic design. She went to work for a non-profit as a graphic designer and she built a successful freelance career.

“In 2009, my mom learned she had cancer on the same day my second child was born. Twelve weeks later, she died. My boss told me it would be fine for me to work from home, so that’s what I did, until 2014 when a new CEO for the non-profit wanted me back in the office.” For four years, Jenny had

thought about getting into Real Estate, but she never really did anything about it. Although she was comfortable in her job and the work was consistent, she still had a nagging “what if” deep down in her spirit until she finally decided she would take the Real Estate exam without telling anyone. “I passed the exam and the next day I was laid off due to budget cuts. Within thirty days, the company shut down, thirty years after it was founded.”

That was the nudge Jenny needed to pursue a new career. “I felt that a door had been slammed shut on my comfort zone. We had just built a new house, and I had two boys in private school. My original plan had been to tiptoe into Real Estate, but God had a different plan for me!” Despite being somewhat shy and reserved, Jenny knew she could sell. “I have a history of being a good salesperson. At 25, I was one of the youngest sales directors for Mary Kay cosmetics, with 30 people under me and a car to show for it! I was the kid who sold the most candy bars in high school because I wanted to win the grand prize, and I was an artist who was always making things to sell. I suppose I never wanted to be in the corporate world, sitting behind a desk all day.”

Encouraged by her sales history, and motivated because she knew she wanted to have a job that allowed her the freedom to be a mom, she took a serious look at Real Estate. “My husband, who is a State Trooper with the Mississippi Highway Patrol, was super supportive of me. We’ve always been supportive of each other’s dreams.” Jenny went to work at Keller-Williams, where their protocol with new agents is to assign a mentor. “Victoria Prowant was my assigned mentor, and she was an instrument the Lord used in my life to help build my confidence. She believed in me when I didn’t believe in myself. Once again, God was reassuring me that He had me every step of the way.”

Jenny hit the ground running, getting her first listing the day after she got her license, and selling it in nine days. “I had a closing every month for six months, which was encouraging. While the future was so unknown and money was scarce, I felt strongly about tithing, because I knew God would get us over the rough patch if we just hung in there.”

Her career has taken Jenny further than she ever imagined. “I had a bigger sphere of influence than I



•••

realized, and it has continued to grow due to the people I'm meeting through Real Estate. I sold \$14 million last year and have been ranked #11 in the MLS. I have sold over 150 homes in the three years I've been doing this."

Both Victoria and Jenny are affiliated with Three Rivers Real Estate now. "Tena Myers was the managing broker at Keller-Williams when I started there. She wanted to get back to her own business, so she re-opened Three Rivers Real Estate. Victoria went with Tena, and I followed Victoria." It's been a good move for Jenny, who says Tena has vast knowledge and experience in the industry. "Both Tena and Victoria have been so helpful to me." The company has grown to 50 agents in three years.

Jenny used her graphic design skills to create the logo and branding for Three Rivers Real Estate. "I feel that my graphic design background has been extremely helpful in my Real Estate business. My experience and knowledge are on the marketing side, which has created a nice little niche for me. I have been able to take properties that haven't sold and show them in an appealing light and sell them. Knowing how to market a property successfully has been great for my business."

The most satisfying part of her job is when Jenny receives a phone call from someone who wants to buy or sell a home. "It feels great that they are putting their trust in me, and I love helping others, which is why I was drawn to Real Estate to begin with. I feel I have a true purpose now. I love guiding



people through the process. It can be time-consuming, stressful and difficult. We see people at their best and at their worst. On any given day, there are a lot of different tasks, and a million little details, but in the end, it is all more than worth it!"

Jenny and her husband have recently moved to Rankin County. Their oldest son, Cole, is 18 and

studying poultry science at Hinds Community College with plans on going on to a four-year college. Blaise is 10, is in the fourth grade and loves his new home. "It's been a long, wild ride," laughs Jenny. "But I have assurance that I'm doing the right thing. I am thankful God pushed me out of the nest, because now I am now flying high!"



partner spotlight ◀◀
 written by Susan Marquez
 photography by Abe Draper Photography



WATKINS

CONSTRUCTION AND ROOFING

MICHAEL DIER: He's Got You Covered with Watkins Construction and Roofing

Realtors® have enough on their plates without having to race the clock for inspection repairs to be made. That's why Michael Dier suggests Realtors® schedule a roofing inspection soon after they list a home for sale. "Typically, a house gets listed, there's an offer, then there's some back-and-forth negotiations before both parties agree on a price. That's when the time crunch begins! The home inspection process begins followed by the crunch to have repairs done before the closing date."

Sound familiar? Michael says it happens all the time, and he'd like to eliminate that stress by providing honest roof assessments on the front end. "If the roof has hail damage, it is a long process to

get it fixed that involves insurance, adjusters plus the time it takes to do the work. With the average time frame of 30 to 60 days to sell a home, that can become very tight."

Michael is the owner of Watkins Construction and Roofing in Jackson. As licensed general commercial contractors, they handle all things roof-related as well as repairs including sheetrock, painting and flooring.

Born and raised in Byram, Michael graduated from Terry High School and pretty much went straight to work. "I went a few semesters to Hinds but working is my thing. I like to work!" He started out working for Watkins at \$10 an hour. "Steven ...





••• Watkins was my best friend, and Bud Watkins, his dad, owned the company. We worked there together for a long time. My first job there was as a commercial metal roofer.”

Over time the company did more and more jobs. “We did over sixty roofs after Katrina in 2005, then in 2009 we did a lot more roofs in Clinton after a hailstorm there. We were very selective in choosing our labor, making sure we were always conscientious with people’s property. Because of that, the company grew and grew. As the Watkins family moved into used car sales, I took over the construction and roofing side of their business, and in July of last year I bought them out altogether.”

When Michael assumed ownership of the company, he opened a new location on High Street in Jackson. He continues to run Watkins as an elite roofing company with a hometown feel. “Some people think we are a chain or franchise, because we have such a strong professional appearance. We are a big-time

company, but we are also a family-owned company and we have good people working here. We say that TRUST is just the beginning of what we build. We are projected to grow 40% in business this year, and we only market residential roofing replacements and repairs! We’ve built our business on playing the long game, which in the end really reduces stress for both the Realtor® and the seller.”

Michael still has family in the Florence and Terry areas. He and his wife, Sallie, have settled in Madison with their two children, Addie (11) and Alec (7). “We enjoy the life we have here. We are surrounded by families with children and there is always something we can do as a family.”

This year Michael participated in the American Cancer Society’s “Real Men Wear Pink” campaign to raise funds for cancer research and to provide funds directly to cancer patients for rides to chemo and much more. Read more about the “Real Men Wear Pink” campaign in the January issue of *Real Producers* magazine!

Holidays and Home

May the magic of the season cast a warm glow throughout your home as you gather with loved ones. Wishing you a wonderful holiday!

Thank you for your support throughout the year.

 **Mary Allen Bennett**
Area Manager
601.212.4441
mbennett@firstam.com

 *First American Home Warranty*

Web: firstamrealestate.com | Phone Orders: 800.444.9030

©2019 First American Home Warranty Corporation. All rights reserved. 40101 09/2017 400 1/19



FAMILY TERMITE & ENVIRONMENTAL

601-933-1014

www.family-termite.com • office@family-termite.com



 **POOL WORKS**

POOL WORKS IS A LOCALLY OWNED AND OPERATED COMPANY THAT STRIVES FOR PERFECTION AND OVERALL CUSTOMER SATISFACTION.

- NEW CONSTRUCTION
- RENOVATION
- SERVICE/REPAIRS
- MAINTENANCE
- POOL SCHOOLS
- RETAIL STORE

601-706-4516

1139 OLD FANNIN ROAD, SUITE R | BRANDON, MS 39047 | SALES@POOLWORKSMS.NET | WWW.POOLWORKSMS.NET




LICENSED & BONDED | FREE ESTIMATES | FINANCING THROUGH GREENSKY INSURANCE CLAIMS | ALL TYPES OF ROOF SYSTEMS | FAMILY OWNED

 **No Drip**

ROOFING & CONSTRUCTION

FULL SERVICE ROOFING AND RENOVATION CONSTRUCTION COMPANY

601-371-1051

5625B 18 West • Jackson, MS 39209
nodriprooingcomp@gmail.com



BUYER INSPECTIONS • SELLER INSPECTIONS • MOLD TESTING

 **Smith Home Inspections, LLC**

With Smith Home Inspections, you will get a lot more than just an inspection. **The best part is it's Free!**

90 Day Warranty | MoldSafe | SewerGard | RecallCheck
a Full Concierge Service and More!

To learn more, or schedule an inspection online, visit www.SmithHomeInspectionsLLC.com



Joshua Smith
Certified Home Inspections
MHIB #0681
601-310-3199



▶▶ making a difference



SHOWER POWER

MOBILE SHOWER UNIT

PROVIDES DIGNITY TO HOMELESS

written by Susan Marquez

Photography by Abe Draper Photography

In what some may think is an unlikely friendship, it's getting to know a homeless man named Benny Flowers that spurred Realtor® Teresa Renkenberger to take action to help him and others like him. "I met him when my family was passing out bags with warm clothes and blankets a couple of winters ago," she recalls. "Almost a year later, I saw him again and tried to give him a hat, but he said he still had the hat I gave him the year before."

Teresa started talking with Benny, learning his story and getting to know him. One day it occurred to her that there were some things she didn't know about

the homeless man. "I asked him how long it had been since he'd had a shower and he said it had been over a year. He bathed the best he could in convenience store bathroom sinks, using paper towels."

Unable to get Benny out of her mind, she asked her husband, Wells Richards, how they could help with a few temporary fixes. She figured if they can put a shower in an RV, then showers can be put in a box truck. She found an old food truck for sale and went about figuring out how to convert it into a shower truck. "I had no idea how to do that, so I went to Bruce Wood at JH&H Architects in Jackson. I had ...





sold a house for Bruce, and I asked how much he would charge to draw up plans to convert the truck. He said there would be no charge, and what I got back was very elaborate – like complex house plans!” Teresa got soap and soap dispensers donated, and several businesses stepped up to help. She formed a non-profit with a board of directors. “I found people who wouldn’t mind going out and asking for donations. I am not an asker, I’m a giver, so that’s not my area of expertise!”

The Shower Power Mobile Shower Unit has two showers and private dressing rooms. It is due to hit the streets before the end of the year. “There are 2,000 homeless people in the Jackson metro area,” she said. “I have a goal of one person at a time, to get them off the street; into a job and into a house, apartment or some sort of living area other than the street.” Teresa says Larcru, a local hair salon, will provide free haircuts and there are people who have volunteered to minister to the homeless they serve, including introducing them to God. “Some people may not be ready to meet him, but we’ll be there for those who are.” Teresa says she discovered that one of the hardest things about being homeless is the inability to stay clean. “Providing them with a hot shower not only makes them feel better physically, it helps to restore their dignity.”

Teresa is the kind of person who wants to fix or help or rescue anyone she sees in need. “I don’t know how many we can help,



but our impact is huge. If we can help one person at a time, that may not sound like a lot, but think about the effect it will have on that one person!”

To carry the project through, donations will be needed. “There are so many expenses I never thought about, such as insurance. We have a website, www.showerpower.ms, where people can go to volunteer or to donate money. I’m happy it was laid on my heart to do this. I made a friend in Benny, and I saw a need. Sometimes that’s all it takes to be a difference-maker.”





THE BIG EVENT

CONNECTING • ELEVATING • INSPIRING

We're seeking the most influential titans in real estate to present at **THE BIG EVENT** – the nation's first invite-only gathering of the top 5% of real estate agents, coming September 2020.

**NOMINATE A SPEAKER:
RPSPEAKERS.COM**

RP REAL PRODUCERS.



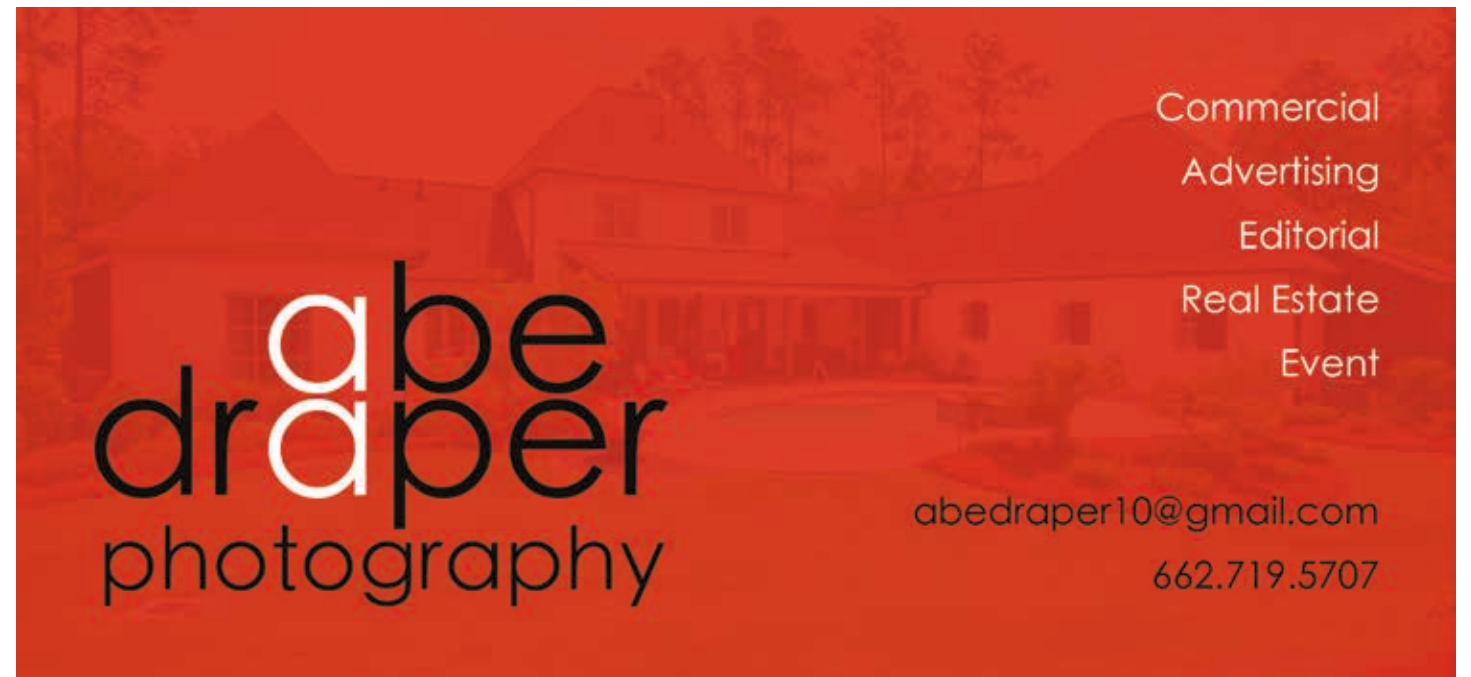
ARMSTRONG RELOCATION & COMPANIES

Jackson's Trusted Moving and Storage Company

- Local, long-distance, and international moving
- Short and long-term storage
- Full or partial packing/unpacking
- Crating and specialty item packing
- White glove organization services
- Appliance and specialty item dis-/reassembly

Agent for **United**

1223 Highway 51, Madison, MS 39110 | 601.856.8504 | Jackson.ArmstrongRelocation.com



Commercial Advertising Editorial Real Estate Event

abedraper10@gmail.com
662.719.5707



Licensed & Bonded • Insurance Claims Specialists • Financing Available • Free Estimates • All Types of Roofing Systems • Serving All of Central MS



DC DICKERSON CONTRACTING, LLC



Contact info:
info@dickersonllc.com | (601) 502-4032
website: **www.dickersonllc.com**





PRSRT STD
US POSTAGE PAID
DALLAS, TX
PERMIT NO. 3649



MS_Central Mississippi REAL Producers

PARTEE

PHOTOGRAPHY

Portraits
Events
Weddings
Real Estate
Videography

**Kayland
Partee**
Owner
Photographer
Videographer

 @ParteeFilms
 @ParteePhotography



601-566-4568 | ParteePhotography.com