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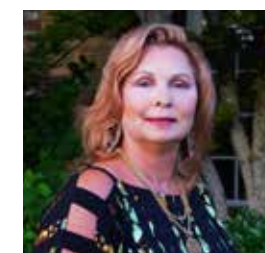
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publisher's **NOTE** Dees Hinton

Let's get REAL - This movement is about to catch fire.



ABOUT THIS

MAGAZINE

We realize that Real Producers is a new concept here in Central Mississippi, and some of you may be wondering what it's all about. That is why we have created a "FAQ's About This Magazine" page. Here we will answer the most commonly asked questions around the country regarding our program. My door is always open to discuss anything regarding this community – this publication is 100 percent designed to be your voice!

What movement am I referring to? Real Producers started three years ago and is now in over eighty markets across the nation. Our Central Mississippi Real Estate professionals and industry partners will now get to enjoy some opportunities previously not available.

This magazine has been successful because of its ability to connect top producing agents with preferred partners and with each other. There are many other reasons that make it successful but at its core, that is what this is all about.

The vision is simple, we want to be the one-stop-shop for top producing agents in every market across the nation. How do we do that? In my opinion, there are three main groups of people that stand to benefit from this monthly publication: the REALTORS® featured, the Partners that advertise and the Publishers who produce the magazine.

What's in it for the REALTOR®? It is truly a badge of honor to receive the magazine. Being in the top 300 out of 2,000+ agents is an accomplishment in itself. There are countless perks to being featured in the magazine but one of my favorites is the element of humanizing a local legend in real estate.

What's in it for our Partners? The struggle is real. How do we connect with influential, top producing agents in our mar-

ket? How do we cultivate relationships with this group? Our Partners get constant exposure through the monthly magazine and the quarterly events. The hard work is done. Partners just need to show up!

What's in it for the Publisher? Our Publishers have the unique ability to connect with a group of people that is otherwise pretty difficult to get in front of. We are all busy building our own businesses. Our Publishers are entrusted with featuring top agents, connecting our Partners and producing content on a regular basis.

Where do you fit in all of this? It's simple. Connect us with people. Who should be on the next cover? What business is catering to the top REALTORS® at a high level. What REALTOR® has a special story that needs to be told – perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way.

Join the movement.

▶▶ faq



Q: WHO RECEIVES THIS MAGAZINE?

A: The top 300 agents in Central Mississippi MLS. We pulled the MLS numbers (by volume) from January 1, 2018–December 31, 2018, in the Central Mississippi area. We cut the list off at #300, and the distribution was born.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: It's really simple – every feature you see has first been nominated. You can nominate other realtors, affiliates, brokers, owners, or even yourself! Office leaders can also nominate realtors. We will consider anyone brought to our attention, because we don't know everyone's story, so we need your help to learn about them. A nomination currently looks like this: you email us at dees.hinton@realproducersmag.com with the subject line, "Nomination: (Name of Nominee)," and explain why you are nominating them to be featured. It could be they have an amazing story that needs to be told – perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way. The next step is an interview with us to ensure it's a good fit. If it all works out, then we put the wheels in motion

for our writer to conduct an interview and for our photographers to schedule a photo shoot.

Q: WHAT DOES IT COST A REALTOR®/TEAM TO BE FEATURED?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! We are not a pay-to-play model. We share real stories of real producers.

Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a "preferred partner" in the front of the magazine is a part of this community. They will have an ad in every issue of the magazine, attend our quarterly events, and be a part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have recommended every single preferred partner you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our goal is to create a powerhouse network, not only for the best realtors in the area, but the best affiliates, as well, so we can grow stronger together.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: If you have a recommendation for a local business that works with top REALTORS®, please let us know! Send an email to dees.hinton@realproducersmag.com.



victoria

P R O W A N T

OF THREE RIVERS
REAL ESTATE

TOP SERVICE WITH AN INTERNATIONAL FLAIR – VICTORIA PROWANT’S HARD WORK PAYS OFF

From a tiny country in eastern Europe to the greater Jackson, Mississippi metro area is quite a distance, but for REALTOR® Victoria Prowant, the journey was meant to be.

Prowant is from Moldova, a tiny landlocked country, located between Romania and Ukraine. Born in the USSR, she was studying banking and finance in college when she noticed some fliers on the steps of one of the buildings on campus. “I wondered why someone had left them there when a garbage can was so close by.” She was going to throw the fliers away when she noticed one said, “Do you want to go to America?” It was enough to pique her interest.

“That was in 2006, not long after Katrina,” Prowant recalls. “I was 19 years old, and I was sent to Metairie, Louisiana and lived in housing with other exchange students. The idea was to be immersed in the culture and to learn the language. I spoke no English, but I got a job at Wendy’s. I rode my bike to work each day and I was there for a few months before it was time to return home.” Upon her return, she realized she made more every two weeks working at Wendy’s than

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



•••

the combined monthly income of both her parents. “I wanted to go back and work, so I’d have money saved for after graduation.”

She applied to come to the United States again, and her contract was for Gulfport. “I really paid attention and saw that the American dream can be a reality if you put your heart and determination into what you do. Anyone can be successful here if they work at it.” Prowant applied to Mississippi College, and her hours

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•••

from school in Moldova transferred. It didn't take long for her to get her bachelor's degree in business, then to go on to earn a master's at MC.

While at Mississippi College, Prowant was the manager of the IHOP on I-55. A handsome young man named Austin Prowant came in often to eat lunch. "He worked at the Mercedes dealership down the road. We talked and in time, I went to the dealership and bought a car from him. We started dating and eventually we married. He always says that he gave me a really good deal on that car I bought, and I kid with him saying that if he knew that later he would be making the payments on it he would've given me a better deal!"

The couple owned a rental property, and they acquired a couple of more properties. "I decided to get my Real Estate license so I could get deals on properties faster," explains Prowant. She got her license in 2012 but what happened next surprised her. "I began getting clients, and I enjoyed building those relationships and helping them with buying or selling their homes." Austin took notice of



her success and he retired after working 20 years in the car business, getting his Real Estate license in 2017. Both work at Three River Real Estate in Flowood, where Victoria Prowant is a Managing Broker. "I am humbled and honored to be associated with a Christian-based company, and to help the agents in the company grow in Real Estate and become successful."

Prowant stressed that she and her husband work independently. "I like things a certain way. I guess I'm weird that way," she laughs. "I am very organized and meticulous, and even my handwriting is very neat." Being organized is essential to the working mother of two young children. "I am always a REALTOR®; therefore, my phone always rings, and I need to be available when my clients need me. I try to be patient because our philosophy at Three Rivers is that clients come first. Buying or selling a home isn't just a transaction, it's a life-changing experience."

As a REALTOR®, Prowant has proven her success. She did \$26.5 million in volume last year. She has even been an agent to three generations in the same family. "That really blows my mind, because I've only been doing this a few years." Prowant says it's rewarding for her to teach other agents, to be a mentor and to give back. She is part of the 2019 Leadership for the Mississippi Association of REALTORS® and serves on several committees including Professional Standards, Best Practices, Young Professionals Network and the Grievance Committee. "It's important to be involved. It not only helps our industry, but it helps me to be a better agent."

Prowant balances work and home life with the help of her parents, who have moved to the United States. "They live with us and having them here certainly helps with my success. They are the most loving babysitters, my house is always clean, and dinner is always ready when I get home!" The Prowants have two children, Ariana (8) and Alexander ("Alex," 6). Dinner time is a no-phone zone, when the phone is put on silent for one hour. "That's important to our children. My husband and I spend a lot of time on the phone for our jobs, and my children see us working hard. But they look forward to the times when they have our undivided attention." Another no-phone zone is their weekly family movie night. "We do that on either Friday or Saturday night, with all of us piling up in my bed to watch a movie together."

The family looks forward to their annual vacation. "We have a family tradition of opening a package on Christmas day that tells us where our vacation destination will be. We leave the next day and return on New Year's. Since *Home Alone* is a favorite movie to watch every Christmas, we took a trip to New York last year. The kids loved staying in the hotel from the movie and seeing other places from the movie such as the bridge in Central Park."

The Prowants enjoy dining out and do so a couple of times a week. "That's when I usually order steak, which I love." Favorite restaurants include Shapley's, Table 100 and Half Shell.

Of course, anyone who works does it for the income they earn, but Prowant says she is most passionate about seeing people's dreams come true. "One of my favorite Zig Ziglar quotes is 'You can have everything in life you want, if you will just help other people get what they want.' I have found that to be true. If you do the best job you possibly can with all your heart and soul, you will succeed, and the money will follow."

The family attends Pinelake Baptist Church, where Prowant teaches the four-year-old Sunday School class. "We give glory to God for all we have in this life. We have been richly blessed."

MEET CHRISTI CHANDLER AND PAM MCGEHEE

A Strong Team Creates
Winning Results



It was a match made, well, not exactly in Heaven; but it was in a Bible study at Broadmoor Baptist Church in Madison. “Pam and I became friends,” says Christi Chandler. She and friend Pam McGehee had much in common. In addition to being in the same Bible study group, they were both busy moms who had sons the same age. “My Phen is the same age as her Parker. They are both 11 and they’re great friends.” Christi and Pam are also very involved in sports, from children’s basketball and baseball games, to attending college football games. They know from their sporting experience that a strong team is important.

Chandler is from Brookhaven, where she attended Brookhaven High School before attending Ole Miss where she majored in marketing and communications. She married a Mississippi State fan. “We have a mixed marriage,” Chandler laughs. Her husband, Blair, is a mortgage banker. “I used to travel a lot before I had kids, then I got into branding my husband’s mortgage business. I fell in love with the marketing side of things. I figured if I could be effective marketing mortgages, which are pretty boring, then how much fun would it be to market a house?”



Chandler's husband was skeptical, but her dream to become a REALTOR® grew stronger. "I stayed home with my kids almost through elementary school. Even then, I was busy volunteering. I have to be moving - I can't stay still!" She finally got her Real Estate license in February 2017 and started selling with W Real Estate in Madison. "I got my foundation there," says Chandler.



ways on the go. We love it." Being part of a team has made traveling to games easier for Chandler. "Pam covers for me and I cover for her, so it works out great."

McGehee just returned from taking her 17-year-old daughter, Tae', to see a concert in New Orleans. "It's nice to have that flexibility," she says.

McGehee was pursuing her Real Estate license at the same time. Chandler had made the decision to move to eXp Realty. "I had watched Mark Metcalf build himself up so quickly. He formed eXP in Mississippi and I was impressed with how technological-savvy he was. With my marketing and mortgage background, I was impressed with eXp's cloud-based technology. This company goes above and beyond MLS listings. Even our state meetings are digital using avatars. It made sense to me."

The road to Real Estate began early for McGehee, who says she's wanted to be a REALTOR® since she was a young child in her hometown of Pelham, Alabama. "I always loved seeing inside houses and seeing how different they are. I used to go to open houses in my free time before I had children. I also always wanted to be a wife and a mom, so that worked out well for me, too." McGehee had a later-in-life baby, son Clayton, who is now 6. "Once all my kids were in school, I went for it. I went to classes and got my Real Estate license. I'm so grateful to my husband, Kelly, who has been so supportive of my career in this very demanding business."

McGehee joined Chandler at eXp. "That pretty much thrust Pam and me to where we are today. Real Estate is a good fit with my background and joining eXp literally poured Miracle Grow on my business!"



Married 16 years, Chandler also has a daughter, Bayli Ballard, age 12. She is into basketball while son Phen plays baseball and basketball. "We spend our summers on the side of a baseball field. Phen's on a travel team, so we're al-

The best part of McGehee's job is the relationships and even friendships she's made. "I've always loved building relationships. I love to help people. If you know anything about the Enneagram, I'm a two, or a helper. I get a high off helping people reach their goals. That gives me great personal satisfaction."

Chandler is now the broker on their team. "Mississippi passed a law last year that requires every team to have a broker." She has recently sold their family's home so they can move closer into Madison. "It's not fun selling your own





home, because it's personal! But it's a good exercise for me to go through to remember what my clients are going through." McGehee says it takes great effort to stand out and get prospective clients to consider using their team. "Once someone chooses us, we feel a real sense of obligation to do everything in our ability to get the highest amount for their home and to sell it as fast as possible."



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HERR

Law Firm, PLLC

PUTTING ALL THE PIECES TOGETHER:

CLOSING ATTORNEY

LINDSEY HERR

Lindsey Herr looks at Real Estate closings as a puzzle. “All the pieces need to fit together perfectly.” Fortunately for area home buyers and sellers, Herr’s very good at putting together puzzles.

Originally from the southwest Virginia town of Martinsville, Herr attended the University of Mary Washington in Fredericksburg, Virginia where she did a double major in Biology and

Philosophy. “I was interested in both,” she laughs. “But I knew after my sophomore year that I wanted to go to law school. I just didn’t take the traditional route that most do, taking classes in political science and such.” Herr applied to law schools all down the Eastern seaboard and across the South, all the way to Arkansas. But it was a personal note on her acceptance letter from Mississippi College in Jackson that helped Herr make her decision. “I interned at Court Services that handled juvenile probation, and I wrote my essay on juvenile justice and why I thought

it was important. The dean of the MC Law School wrote that I should check out their family law studies.”

When it was time to apply for state bars, Herr was interested in North Carolina, but she had interned with Staci O’Neal, who had her own small law firm in Madison. “I learned from Staci that in a small firm, it’s an eat-what-you-kill type of situation, and she stressed that it was a hard way to do law, but I liked working in a small firm. I worked with Staci for two years before she decided to run for judge in Madison County.” Herr says she went through the campaigning process with O’Neal and was secretly probably the only person who didn’t want to see her win. “Selfishly, I wanted to keep working with her.”

O’Neal had been prepping Herr to manage the day-to-day duties at the law firm should O’Neal win the election, which she did in November 2016. “I had a decision to make,” says Herr. “I could go to a larger firm or start my own firm. After talking with my husband, we decided that I should go with the latter.” Herr hung her shingle on Herr Law Firm on January 1, 2017.

Herr says she wears several different hats at the firm. “Megan Copley works with me, and we do some family law, which is her main area of focus. That includes divorce, child custody adjustments, name changes and adoptions.” Outside of her law firm, Herr works as a Youth Court public defender and she runs a support group for teen girls. “I always have a low level of drama going on in my life,” she muses.

To balance that drama, Herr says she enjoys practicing Real Estate law. “The reality of practicing law is that when someone seeks counsel from an

attorney, it’s usually because life is not going well for them. But when someone’s closing on a house, folks are generally happy. Someone’s selling a house, and someone’s buying a house. Both parties are accomplishing something they want to do.”

Herr’s *entrée* into the world of Real Estate law happened almost by accident. “Staci asked MC Law School to send an intern. I went, and she asked if I knew anything about closings. I had no clue!” But she learned and found that it “scratched an itch” for order. “I like the money part of it,” she laughs. “I like the element of getting all the money where it needs to go and to make everyone happy. It makes me happy because someone’s getting a house at the end of the process. I decided early on to do all the work on closings, from first request to sitting at the table at the end. I work with a lot of personalities, but in the end, I enjoy putting all the pieces together.”

Sometimes closings don’t go as expected. “I had a situation where a couple was selling their first house. They were going to build another one, but had not yet begun construction, so they were going to live with the husband’s parents. The wife was emotional about selling the house where their children were born, and all the memories

...



written by
Susan Marquez
photography by
Abe Draper
Photography



band, Matt, have sold their home in northeast Jackson and are purchasing a home in Madison. "We had a delay on the closing of our home, so we are living with my parents," she laughs. "It was great to sit in on the closing of my parents' home when they moved here from Virginia."

Herr's spare time is spent with her husband, Matt, and their 18-month-old daughter, Penny. "Before Penny was born, I enjoyed running. But now my activities revolved around a toddler, such as teaching her to swim. I would eventually like to be a gardener, but I didn't inherit that gene!" Herr says her mother is a wonderful gardener who can't understand why Herr can't make things grow. "The plants in my office look good," she laughs. "Of course, they're fake!"

Her family and helping others are what drives Herr. "I got into small law, and Real Estate law, because it not only makes me happy, but it gives me the opportunity to be present for my daughter. I don't want to take work home with me at night. I really had no maternity leave, but because I had my own firm, I was able to take my daughter to work with me when she was an infant. It was not unusual to have other people rock her during a closing. In the end, I want to provide good service. It's easy for attorneys to think they're God's gift to man, but I enjoy showing young women how they can make a good living and have a healthy work-life balance. That's how I try to make everyone happy at the end of the day!"

••• that came attached with it. And while the husband was excited to be in his parents' home, it was clear the wife wasn't that excited. She burst out crying. I can handle a lot of things, but when someone cries that hard, it's difficult for me to recover."

Closings have become even more personal for Herr, as she and her hus-

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