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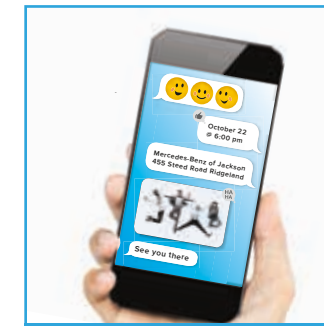
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IT'S FINALLY FALL

Hello, Everyone



This is the fourth monthly publication of *Central Mississippi Real Producers*. I have met with many REALTORS® over the past six months developing relationships, listening to your stories and relaying what *Real Producers* is all about. Our mission is simple. We strive to inform, inspire and connect with the top-producing real estate agents of Central Mississippi. Our mission also includes developing relationships with the top industries that work with REALTORS®, so that you can sell more houses. We accomplish this through our monthly publications, quarterly networking events, and social media.

The one thing that stands out to me from listening to the stories of our featured agents and affiliate partners is that God is at the center of their lives and has led them to the success they now enjoy. That is what makes my role so fulfilling. Getting to share what God is doing in the lives of real estate professionals. I have been very blessed by God throughout my life and hopefully, through *Real Producers*, I will be able to help others on their journey.

If you are a top-producing agent or broker, I would like to meet you, hear your story and possibly feature you in our magazine. If you would like to nominate a top producing agent to feature, that would be great too. My email address is dees.hinton@realproducersmag.com.

Fall is a great time of the year! Football, hunting and finally some cooler weather. It is also time for our Real Producers Launch Event. Please check out the event invitation that we have included in this publication. We are going to have good food, beverages and great door prizes for REALTORS®. If you are receiving this publication, then you are invited to the event and it's totally free! The event is **October 22** so **"Save the Date"** and come enjoy some fun.

In closing, I want to thank you for the opportunity to get to know you and hear your stories. If I haven't met you, then I look forward to that happening soon.

Have a great fall season and keep selling those houses!

God Bless!

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THE McHann TEAM,

BRITTANY AND BRAD MCHANN AND CARRIE WILSON

Teamwork is the Key to Brittany and Brad McHann's Success



► cover story
written by Susan Marquez
photography by Abe Draper Photography



They are married to each other. They work together. And yes, Brittany and Brad McHann even finish each other's sentences.

The couple started an official team through the Real Estate Commission, and they work together day in and day out, not only selling Real Estate, but raising their two children, son Maddox, age four and daughter Kennedy, age one. They are Clinton through and through, growing up there, and attending Clinton High School before both going to Mississippi College.

"I was a singer-dancer in Attache, Clinton High School's show choir that is top in the nation," recalls Brittany. "Brad was on the stage crew, and a friend introduced us. It turns out he was my neighbor down the street!" Their romance continued throughout college, where Brad majored in accounting and then earned his MBA with a concentration in management information systems while Brittany majored in business administration. The couple dated for six and a half years before marrying in 2010.

Brad went to work at his family's railroad construction company, McHann Railroad in Edwards. "That had always been my plan. The company was started

by my grandfather forty years ago, and my dad ran the company. I worked there from the time I was fourteen." Brittany was interning for the University of Mississippi Medical Center in their new location at Southpoint Business Center in Clinton. "I did a co-op job there during college and was part of their administration team for the hospital."

But there was a problem. Despite having a great job, Brittany was not happy. "I realized early on that the cubicle lifestyle did not match my personality," laughs Brittany. About that time in 2009, Brad was purchasing his first home. "Brittany knew my real estate agent," says Brad, "and she really enjoyed the home buying process. She decided to take a Real Estate class at Mississippi College as an elective her senior year, and she was instantly hooked. Brittany started selling Real Estate for Godfrey & Ivy Realty Inc. in Clinton right after graduation."

About five years in, Brad made some changes in his life. "Brittany needed help, and I realized that the family business was not what I wanted to do for the next thirty years, so I got my Real Estate license and began helping her." A year later, Brad came on full time with Godfrey & Ivy Realty. "Looking back, it's been such a blessing to us to see the Lord's hand

...

and timing with everything. We are beyond blessed!”

Shortly after both being full-time agents, Brittany and Brad found out they were expecting their second child. They knew they had to find extra help. That’s when they brought in Carrie Wilson to help continue to grow the real estate business. “It was a no-brainer; Carrie has an understanding of the housing market, is up to date with design trends, and has an acute sense for details,” states Brittany. Carrie is also a graduate of Clinton High School and Mississippi College. She and her husband Adam, also have two young children.

Carrie stated, “I thought about getting my real estate license but wasn’t really too sure about it. One day Brittany mentioned it in conversation and encouraged me to pursue it, and that really got my wheels turning. My daughter was in school, and my son had started at mother’s morning out, so I had some free time that I was looking to fill. After a meeting, some real estate courses, and a state exam later, I am now part of The McHann Team!”

With Carrie on board, it allowed Brittany to focus on being a mom for a little while. “The timing was perfect,” says Brittany. “It was very comforting knowing I had someone like Carrie to cover me while I was out. She picked up on the business quickly and has a way of making people feel like they are the only clients we are working with.”

Both Brad and Brittany have their strengths in their work. “I love the staging and listing process, and Brad enjoys doing the paperwork, which I’m not too fond of doing. It works out great for both of us.” Brad says he loves helping people get to their end goal. “Whether they are buying or selling, I understand the process can be stressful, so I try to eliminate as much stress as possible. I also love the negotiation aspect of real estate.



It’s a fine line, but everyone must feel like they’re winners. If done right, that can happen!”

Brittany says she loves meeting new people and hearing their stories, which is something she does all the time in her job. “I get to meet new clients, and through the process of finding a house, we build relationships that often continue long after closing.”

As if the team doesn’t already spend enough time together, the couple buys and flips houses using Carrie’s husband, Adam, to do all the remodeling. “We recently finished our largest flip in six years,” says Brad. “We found a 4,500 square foot foreclosure on three acres right here in Clinton. We gutted it and hired an interior designer, Melanie Bryant, to help make it our own, and we just recently moved our family in on May 20, 2019, and we couldn’t be happier.”

With a well-balanced real estate team, it allows for a little more time and energy to be spent in other areas. Brad and Brittany are big into CrossFit training. “We have been doing CrossFit for over seven years,” says Brad. “We both recently became LL certified trainers. We coach a few classes a week at CrossFit Chi-Rho here in Clinton. It allows us to do something else that we love while helping others, physically, mentally, and spiritually.”



“ I get to meet new clients, and through the process of finding a house, we build relationships that often continue long after closing. ”



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Tye Densford

From Geologist to Restaurateur to REALTOR®: Tye Densford Found his Way to a Career He Loves



Tye Densford only thought he wanted to be a geologist. He studied geology at Mississippi State University with the goal of working in the family oil business. Tye was born in Jackson but left when he was six to move with his family to Jacksonville, Florida. He chose to come back to Mississippi for college because it was a family tradition. “Almost everyone in my family went to Mississippi State.”

Tye went to work in the oil business just as he had planned – for ten years, long enough to experience two oil crashes. “I went to work for my uncle, Steve Craft, after leaving Mississippi State,” Tye recalls. “The first time I experienced an oil crash, I got out of the business and opened a restaurant.”

That made sense, as Tye worked in a restaurant while in college. “I was a sous chef for Joe Broussard, a New Orleans chef who owned a popular restaurant in Columbus. I learned both the front and back of the house while working there and felt like I knew enough to open my own restaurant.” Tye opened Portabella’s in Byram. “It only had a few tables. It did well, so we opened in a larger space across the street. I also opened a restaurant called Tye’s in downtown Jackson.”

Led back to the oil business, Tye worked as VP of operations for all the Craft companies. “I got remarried, life was great, and then the oil business crashed again. That last crash did me in. I realized the oil business is the most volatile business ever. You can do great one month, then you wake up and your salary is cut in half. Then it’s cut in half again. I just couldn’t keep doing that.”

Tye had to decide what his next step would be. His mother is a REALTOR® in Jacksonville, and his late grandfather had his broker’s license in Jackson for as long as Tye can remember. “I felt it would be a fairly easy transition from oil and gas to Real Estate. I grew up hearing about Real Estate from my mother and grandfather, and in the oil and gas world, I dealt with a lot of property issues, mostly land and what’s underneath it.”

Once he got his license, Tye had to decide where to hang his shingle. “My mother is with a small indepen-

dent brokerage in Jacksonville, and I had worked for a small independent brokerage in the oil and gas industry, so I felt that would be a good fit for me. But my mom suggested I start with a large company because there is value in the training you receive in a firm like that.” Tye went to work with Keller-Williams in Flowood with a game plan of staying there six to eight months. “I went with them for the experience and training, and I was fortunate to have been mentored by some great people.”

Tye was introduced to broker Steven Milner and the two talked over lunch. “A week later, I hung my shingle at Milner Realty, Inc. I knew this was the right place for me. Steven is a little bit younger than me, and we’ve become good friends.”

With three years of selling Real Estate under his belt, Tye feels he is finally enjoying the fruits of his labor. “Real Estate is an intense business. The hard-

er you work, the better the reward.” He has established his main niche in Rankin County and says the best part of his job is helping to make dreams come true for his clients. “A home is so much more than four walls. It’s a place

where people will live for a long time. I love working with first-time homebuyers as much as I do those who are buying their forever home. Just last week, I had five closings and one was for a retired couple who was making their last home purchase. It was such a positive and meaningful experience.”

One of Tye’s most memorable experiences in selling homes was working with HGTV’s *Lakefront Bargain Hunt* television show. “I got a call from a casting company in New York. I was

“ You don’t go to work every day expecting the phone to ring. You must work to make that happen. I’d say about 80% of my listings or buyers are either repeat business or referrals. That means the world to me when someone wants me to sell the home, I helped them buy, or when they refer me to their family and friends. ”



...

the buying agent for a couple who were friends of mine. They wanted to purchase a home on the Reservoir.” For five days, a film crew shot footage of Tye as he showed various homes to the couple. “In the end, they purchased a home in Arbor Landing. The whole experience of working with HGTV was fascinating, and one I won’t soon forget!”

Tye views each phone call he gets from a prospective seller or buyer to be a blessing in his basket. “You don’t go to work every day expecting the phone to ring. You must work to make that happen. I’d say about 80% of my listings or buyers are either repeat business or referrals. That means the world to me when someone wants me to sell the home, I helped them buy, or when they refer me to their family and friends.”

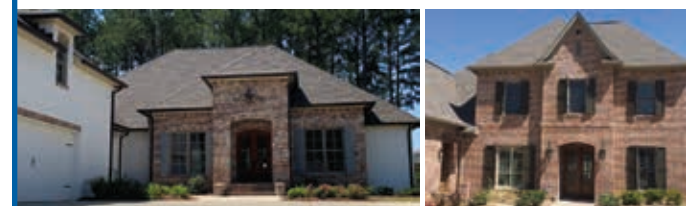
When he’s not selling Real Estate, Tye enjoys time with his wife and family. “With four kids, I stay busy. I spent the month of June on the road with my oldest daughter, who plays softball.

Just last week I spent the evening at Brandon High where my 12-year-old was cheering in her first football game. I know that the older they get, the more they’ll be involved in, and their activities will become our activities as well.”

One thing Tye really enjoys when he can find the time is metal detecting. “My grandparents own the Gibbs-Von Seutter home (c. 1836) in Raymond and I grew up looking for coins and Civil War bullets on the property. A friend of mine turned me on to a real metal detector. We would explore confederate and union soldier campsites and other places he had permission to go. We would find powder flasks, bits from horses’ bridles, buttons from uniforms and other pieces of history that were so intriguing to me. The thought of something being over 150 years old and the last person to touch it was the person who lost it so long ago is fascinating to me.” Tye says part of his collection is on display in the Gibbs-Von Seutter home and the rest of it is stored away in his home.




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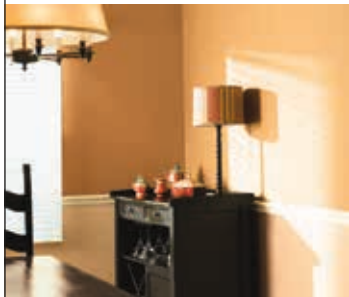

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Abe DRAPER

PHOTOGRAPHY

▶ partner spotlight

written by Susan Marquez
photography by Kyle Hancock



Snapshot of a Real Estate Photographer

From the time he got his driver's license, Abe Draper was never without a camera. "I had plenty of disposable cameras, and a few cheap cameras," he recalls. Abe enjoyed taking snapshots of his life, from friends and family to interesting things he saw while driving down the road. Never trained in photography, he learned by doing. He would study the photos he took, analyzing the lighting and composition, to figure out what looked good and what didn't. "Even at parties, I'd make people move into the light so they would look better. Even with disposable cameras, I was aware of lighting. I wanted to figure out how to shoot pictures to make them look as good as possible." Photography was a hobby that he enjoyed, but never really thought about it beyond the snapshots he took as a teenager.

Abe was born in Nashville and lived there until he moved to his mother's hometown of Merigold, Mississippi, when he was twelve years old. "It was a slower pace, close to family, and was really a good move for us."

As a child, Abe learned to love the country life and the wide, open fields of the Delta. He attended Bayou Academy in Cleveland and went on to college at Delta State, where he majored in business and psychology. Unfortunately, there was a bit of a problem with his major. "I hated every class. I just didn't like anything I was taking."

Frustrated, he wasn't sure what he should do. But his girlfriend (now his wife), mentioned that because he always had a camera with him, he should consider majoring in photography. "I blew off that idea for another semester, during which time I was even more miserable in school. So I talked to my family and friends and decided to give photography a go."

That's when things clicked for Abe. "I loved every class. I knew that's where I was supposed to be." He got a job working for the *Cleveland News Leader*. "I was on call 24 hours a day to shoot house fires, high school sports and local politicians." Abe had no training in photojournalism, but he learned on the job. His boss gave

him some pointers, especially on sports photography, and he became more aware of news photography in other publications. "I had never shot subjects in motion, which is almost all I shot when covering sports. That was new to me, fast action and shooting at night."

Abe's mother and grandmother showed their faith in Abe when they bought him a professional camera. "I told them I'd pay them back, but they said it was an investment in my future. The fact that they took a bet on me and believed in me just motivated me even more." Abe continued to work for the newspaper through his senior year until he began working in earnest on his senior thesis.



"I documented the volunteer fire department in Bolivar County. My neighbor was a volunteer fireman, and I learned the real struggles those guys endure at their own expense. They purchase their own equipment and use their own vehicles to go into dangerous situations in order to save lives and help their community." Abe was a freshman in college when 9-11 happened. "I studied the amazing photos of first responders and that really resonated with me."

After college, Abe and his girlfriend, Jenni, married and moved to Ridge-land. She was a nurse at St. Dominic and Abe worked for Charlie Godbold, a commercial photographer in down-town Jackson. Slowly Abe took on clients, developing his own business. "I did some agency work and shoots for small businesses. I shot for magazines, newspapers and other publications."

Abe began doing commercial real estate shoots for a couple of national companies. "I shot hotels, manufacturing facilities and the like for auction sites." He learned he needed different lenses, lighting and techniques - both for shooting photos and processing them - for Real Estate photos. "I had a couple of friends from college who were starting in Real Estate. They were using professional photography, which was newer, especially for RE-ALTORS®. "I did a couple of shoots and the REALTORS® I shot for had good success. A few of them wanted to hire me for everything they did."

By focusing on higher-end Real Estate, Abe created his own niche. "I don't just swoop in and take snapshots of properties. I go in and adjust the lighting to get the best photo possible. And, I don't process everything with cheesy automatic settings. I put a lot of time into the photo editing, so the client gets the best possible results." Abe's business has grown

...

mostly by word-of-mouth. "I love promoting the REALTORS® and they, in turn, recommend me to others. I really enjoy taking quality photos to help an agent sell a house. That's what really motivates me in this business."

What's impressed him the most about working with REALTORS® is how committed,

driven and family-oriented they are. "Most are also very strong in their faith. I haven't found that as much in other industries." Abe says he's always worked on faith. "Most of the time, my calendar two weeks out is empty, then it will fill up three to four days in advance."

While he used to enjoy golfing, kayaking and fishing, all

his spare time now is spent with family. "My daughter is on a travel soccer team, and I know it won't be long before our four-year-old son will be into something, too. Right now he's a big ball of energy! I know I'll get to do those other things again someday, but I wouldn't trade anything for where I am right now."




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BRAVE NEW GIRLS

For more information, contact Lindsey Herr at lindsey@herrfirm.com or 601-856-8225.

As a Youth Court public defender, Lindsey Herr has seen first-hand many of the challenges faced by teen girls today. "Being a teen girl isn't easy. It's sometimes horrible and awkward. You couldn't pay me to be 13 or 14 again!" In her role, Herr realized that many of the problems the girls were having included anxiety and depression. "They may have been in youth court for drug use or shoplifting, but those are really only the manifestations of other problems that aren't being addressed."

While Herr says the Youth Court staff does a good job, they aren't equipped to "show up" for the girls in a way they need. She had a conversation with Jessica Carr Culpepper, an attorney Herr worked with in juvenile drug court. Herr is no longer working in drug court but stays connected. "We had similar feelings and decided we wanted to do something different."

That something is Brave New Girls, an organization that helps girls become their best selves. "The goal of Brave New Girls is to give teen girls in the tri-county area a place to come together and talk about what's really impacting their lives," explains Herr. "We are a peer support group focusing on promoting healthy life choices, relationships, and goals." Although the program was born out of the Madison County Juvenile Drug Court, it's not just for those involved in the Drug Court system. "We are open to all girls in the tri-county area and we



welcome anyone who is interested in joining and bringing their life experiences to the table."

Herr says there is a lot of depression and anxiety among teen girls today. "There is a huge issue with social media. Girls are finding themselves in positions we never had to deal with. Almost all the girls we've worked with have received inappropriate pictures and messages from adult men. Sadly, many of the girls think that's a normal part of life." Some of the girls have been suicidal. "I had a 15-year-old tell me that it took her a long time not to be depressed to the point of taking her life. People tend to look at teen girls and label them as dramatic when it is often depression, whether chemical or situational."



Herr and Culpepper are quick to say they are not counselors, but they are good listeners who have made the commitment to show up and be there for the girls who attend the bi-monthly meetings. "We meet in Madison at my office, because it seems to be a central location. We feed them dinner,

The organization was formed in November of last year and has already had several guest speakers, including Ashley Crandall, who started her own organization called The Kindness Project. "Hearing from people who are in the community and doing good things is inspiring for our girls. We want women who have come from different backgrounds to tell their stories."

Parents are advised up front that what is said in the meetings stays in the meetings, "unless there is a danger of them hurting someone or someone hurting them. Then we'll speak up and share what's going on with the parents or authorities." A few parents were skeptical at first, but with so few resources out there,

“In the face of adversity, girls today have got to be brave.”

usually pizza, and try to get them to be comfortable around us and the other girls. We are not trying to take the place of a therapist or church groups. We want to work with other organizations in the community."

Ice-breaker exercises are held to help the girls establish trust with one another. "We usually go around the room and share our highs and lows from the past couple of weeks. We share what's gone good in our lives, and what's been a problem. Sometimes we call them victories and fails, but it's basically a check-in." There is a planned curriculum on different issues, such as how to handle inappropriate advances from boys. "We talk about healthy relationships and boundaries with family and friends. We also talk about how to handle emotions when family members don't show up."

the parents accept the fact that the group is a safe place for their daughters to share things in private. Often, the parents are happy that someone is validating their daughters' feelings and repeating the same things they have been saying to their girls.

Herr says she has met with school principals and has gotten good buy-in. There is no cost to the girls who participate in the program. "We have had someone donate our website, www.bravenewgirls.org, and now I'm working on Instagram because we want to try to meet girls where they are, and that's a social media platform they like."

The organization was named Brave New Girls because that's what Herr said she and Culpepper wished they had been just that when they were teens. "In the face of adversity, girls today have got to be brave."

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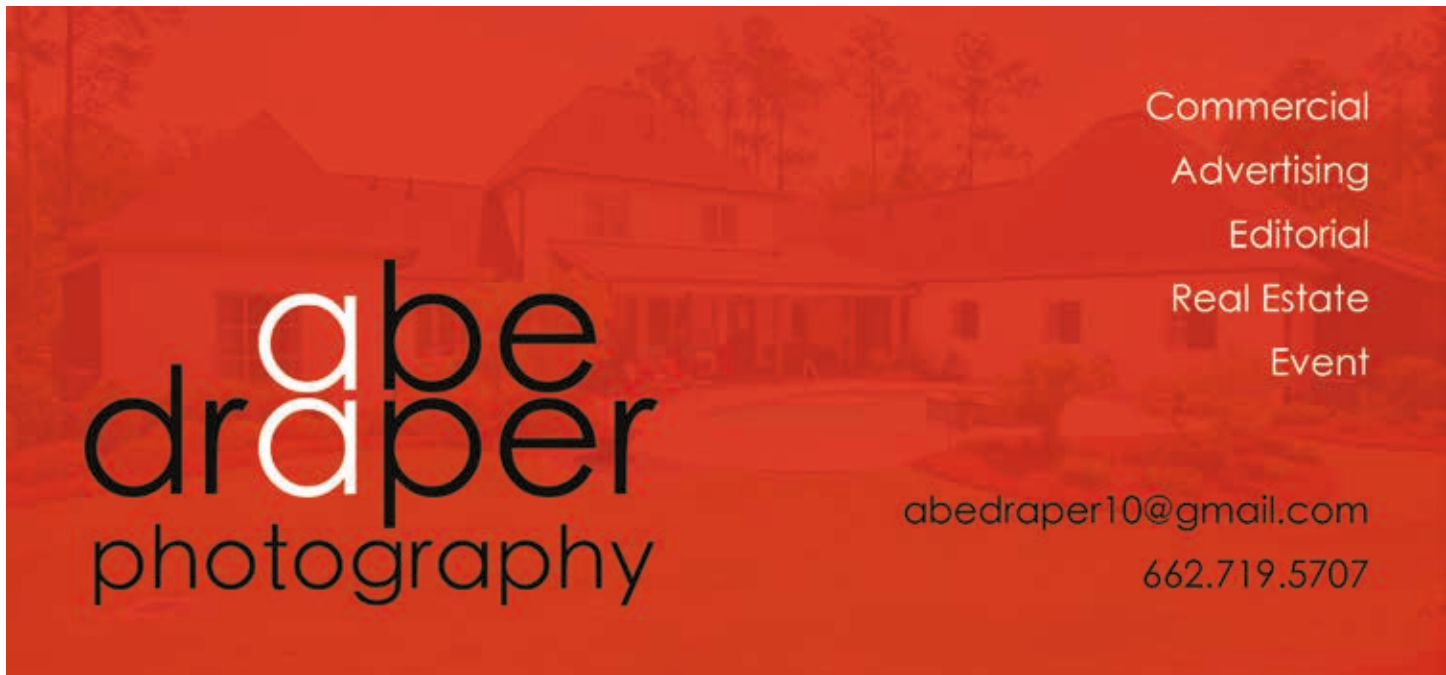
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