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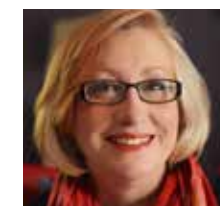
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publisher's note

Wow! Just when you think having rain every day is a problem, how about having a world pandemic? As I'm writing this our President has declared a national emergency because of the COVID 19 virus. It is obviously another surreal time in our lives with the reaction of the financial markets and the closure of businesses. I missed the part of his declaration telling everyone to go out and stock up on toilet paper. Seriously, as you are reading this in April, it is my hope and prayer that this passes on, lives are spared, and we are able to get back to what we think is normal.

On a brighter note...April's Top Producer feature is actually a team... Full Circle Team at Century 21 Maselle & Associates. They have combined their talents and strengths to win elite awards in the Century 21 brand system. They have a great story and are making it work in a big way for their clients. The April Rising Star feature is Casey Bridges with Hopper Properties. Casey had a fantastic year in 2019 and is off to a great start in 2020. Casey is a family man, spends a lot of time in the medical world and is a leader in real estate sales. Clif Smith

and No Drip Roofing is our Partner Spotlight feature for April. This family-owned company started in 2002 and focuses on quality of work, the customer, and the integrity that goes into it. We are excited to have them as one of our ad partners!

Speaking of our ad partners...I've mentioned in previous issues the importance of REALTORS® working with our ad partners. Real Producers is able to provide publications like this on a monthly basis and social events every quarter at absolutely no cost to REALTORS®. It's the generosity of our ad partners that pays for everything. It is vitally important that REALTORS® do business with our ad partners in order for us to continue. Also remember that every one of our ad partners are referred to us by a top producing REALTOR®. Please work with our ad partners!

Don't forget that you can nominate someone for the Top Producer and Rising Star features. Just connect with me at dees.hinton@realproducersmag.com.



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Dees

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Faith, Family, Life & Real Estate Coming Full Circle

at Century 21 Maselle & Associates



▶ top producers

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

Sometimes, two heads are better than one. But when you get four heads together, the results are can be staggering! Such is the case with the Century 21 Maselle & Associates Full Circle team in Clinton. Laci Pittman, Tronnie Lacy, Cindy Robertson and Emily Morgan have joined forces to create a powerhouse real estate team. Two full calendar years under their belt and they have been recognized as a Centurion Team which is an elite award through the Century 21 brand system.

Many real estate teams begin with one person as the lead agent with buyer's agents working for the lead agent to get a start in the business. The Full Circle team is different, they are experienced agents that saw an opportunity to have a different model to set an outstanding standard. Cindy, the team member with

the longest tenure in the business will celebrate her 20th year in the business this August. While Cindy's children were young, she was a stay at home mom and their family lived in five different states due to her husband's work. When her children were older, Cindy obtained her real estate license. During the early years, she actually sold Tronnie her first home in Mississippi.

While they were getting to know each other, Cindy encouraged Tronnie to obtain her license as well. After Tronnie was in the business for a few years, "I approached Tronnie about starting a team," says Cindy. "We took care of each other's business when one of us was traveling or sick. We called ourselves the "Trindy Team."

Laci entered the picture because Cindy and Laci shared sellers and had developed a business relationship. Emily met with Tronnie and Cindy a couple of years ago and got back into

real estate for a second time. The foursome developed organically. "We decided to change the team name to better fit the group. The Full Circle team name seemed to match their goals. Laci said, "It seemed to match with who we are. We offer a full suite of services, and there's really nothing we can't handle." Residential, land, commercial, industrial and property management, there isn't an area they do not touch.

Cindy says that they must often deal with people's emotions. "Life is a big emotional ride and buying or selling a home is one of the biggest events in a life. Real estate will come full circle and we recognized that this name encompassed who we are as agents and as a team." They sometimes complete each other's sentences and are very in tune with each other's workload and family life. They have worked with each other for many years and know each other's families well.



...

“We all have kids at different stages in life at all the different schools in Clinton. We are friends, but we go in many different directions. We just really click together and work well within this group.”

When Cindy moved to Clinton 22 years ago and originally started in real estate to pay for college, cars, weddings and now eight grandchildren (three in New York, and five in Mississippi -- one of which is special needs). “God has blessed me with good clients and I’m able to help provide for my family. I tend to get caught up with my clients, who often become my friends. It can sometimes get very emotional.”

Tronnie, the broker of the team, who currently serves as president of the Clinton Chamber of Commerce, is originally from California. She has been in real estate for 16 years this past February. “This is the fourth state I’ve lived in as an adult, but my husband is from Mississippi.” She’s had a varied career, from owning/managing a campground in Santa Fe to managing a restaurant. “I’ve always



wanted to get into real estate. The team has been the top Century 21 Team in the State for the past two years. We are currently 95th in sales in the country.” Tronnie has a child at Mississippi State University and another going in August.

The Full Circle team moved to Century 21 Maselle & Associates in Clinton because of its large relocation department. “Our family has made many corporate moves, so I know what that’s all about,” states Cindy. “With many corporations hiring in the area, including Continental coming online, that will mean more people will be moving to this area, and we are ready!”

Laci is the business-minded one in the bunch. Laci is from Clinton, graduated from CPSD and holds a degree in business with a major in marketing from Mississippi College and has nine years of experience working at WorldCom. “I had been laid off, and while looking for another job decided to take college real estate classes. At the end of taking the courses and passing the license test I decided to give it a shot!” She has been a REALTOR® for 17 years. She has also worked for the Mississippi Development Authority - Disaster Recovery Division managing construction/recovery grants post-Katrina and then with Grant Management Firm, Gouras & Associates. There she worked with cities, counties, developers and utility authorities on grants, loans and incentive packages. “Since I have a young daughter, real estate is that career unlike corporate America that gives me the opportunity to work in a business where I can spend time with her.” Through her grant managing/writing job, Laci learned a great deal about development and commercial real estate, and she has taken classes to begin obtaining her CCIM. “That was good experience for me, and I started out solo, before I saw the

...





“With many corporations hiring in the area, including Continental coming online, that will mean more people will be moving to this area, and we are ready!”



...

bigger picture.” Married 23 years, Laci and her husband have an eight-year-old daughter.

Emily is the artsy, creative one on the team. “My methods drive Cindy crazy, because I tend to operate on a wing and a prayer!” Emily grew up in Clinton and both of her parents are from the area. She finished at Ole Miss with a degree in fashion merchandising and business. She ended up in outside sales which was great experience for her future in real estate. “I always loved anything to do with houses,” says Emily. “I was redoing a house when I found out we were pregnant. I quit my sales job because I always wanted to stay home with my children.” Still wanting to contribute to the household income, (her husband is a firefighter) Emily decided to try real estate. “I kept having kids, and real estate was a little inconvenient at that point, so I pulled myself out of it and decided to try it later. Cindy approached me about coming on board with them and it has worked out beautifully.” Now, she has collectively four years in real estate.

All the women on the Full Circle team are active in their community. Some are on their children’s school’s PTO; others serve on their neighborhood homeowner’s board, Main Street Clinton, Junior Civic League and the Clinton Chamber of Commerce. They all attend different churches. While they live in Clinton, they service all of central Mississippi including Hinds, Madison, Rankin & Warren Counties.

“We all have different personalities that work well together,” says Cindy. “And we are all fortunate to have husbands who are supportive of our careers. We feel we are in the best situation possible.” In December of 2017, four ladies came together to create a new team, new brand team name (Full Circle), new broker (Doug Maselle), new brokerage (Century 21 Maselle & Associates) and hit the ground running with two stellar award-winning years. Tronnie said, “Our team is thankful for our broker, Doug Maselle, for encouraging our team concept, listening to our ideas, providing the new real estate technology to be successful and for just being a call away if we need anything! We want to be outstanding real estate agents for our clients and believe that our extensive experience in the business coupled with our desire to deliver outstanding service gives us the recipe for a top-notch team,” said Laci.



CASEY BRIDGES



▶▶ rising star

written by Susan Marquez
photography by Abe Draper Photography

Mapping Out A Wonderful Life

Casey Bridges is a man with a plan. “I try to keep a road map to where I’m headed,” says the determined young man. “I got into real estate to make money for my family and for the projects I’m passionate about. It’s important to stay on track.”

Casey came into real estate a bit sideways. While working as a nuclear medical supervisor at University of Mississippi Medical Center, he had a few rental houses on the side. “One of our residents was going to Birmingham for a year for training but didn’t want to sell his house. He asked if I’d handle renting it out for him while he was gone.” In doing his research, Casey realized he needed a real estate license to do that. “I took the online course while I was simultaneously studying for my master’s in health services and my wife was pregnant with my second child!”

He got his license on November 15, 2017. “It was my birthday, and our baby was just a few months old. I didn’t do much that first year because of the timing.” As word got out that Casey had his real estate license, friends began asking him if he could show them some houses. He then listed a friend’s house. “It all kind of grew organically,” he laughs.

While Casey still works full time at the hospital, he sets appointments to show houses after work and on weekends. “Sometimes it’s a family affair, and my wife, Amber (who is a rock star!), and I bring the kids along,” he says. While it can be challenging to have two careers at once, Casey says the key is to be flexible. “In the end, it’s all about solving people’s problems. I’m constantly looking for solutions.”

Casey grew up in Union, and has lived in Meridian, Flowood and Jackson before settling in Grayhawk in Gluckstadt. When he sees a need, he works to fill it. “I noticed there was no flagpole in our neighborhood, so I went to the homeowner’s association to see if I could provide one. We now have a huge flagpole that is lit at night, along with a flag committee. It’s just a great way to show patriotism and to honor those in our neighborhood who are fighting for our country.”



...

Working with charities is important to Casey, who is in his fifth year of working with the Make-a-Wish Foundation's Wine and Wishes event. "I spend a lot of time asking for donations, both financial and for silent auctions. I've gotten used to people seeing me coming and trying to avoid me! But I do it anyway, because it's something I love because it's so rewarding. In a way, I think hearing "no" so much with my charity work has helped prepare me for the real estate world! I am not afraid of "no," so I keep going ahead!"

Another thing that makes Casey so good at what he does is that he loves looking at houses. "It's something I've always loved to do. I've landed in a good place at Hopper Properties, and I'm blessed to have my two 'office moms' there, Mary Ann Roper and Allison Palmer. Both have extensive real estate experience and they walk all of us through each deal to make sure we are in compliance. I don't know what I'd do without them!"

With all that he balances, Casey says spending time with his family is his main priority. His son, Colton, is now nine and his daughter, Gabriella, will turn three this year. "Real estate has been a blessing, for sure," he says. "I'm happy to be doing this."



“In the end, it's all about solving people's problems. I'm constantly looking for solutions.”

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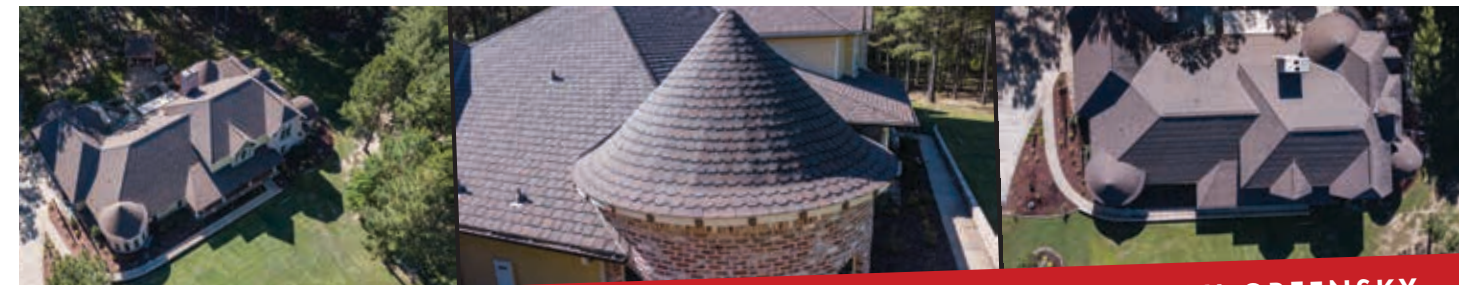
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▶▶ partner spotlight
 written by Susan Marquez
 photography by Abe Draper Photography

No Drip Roofing

Great Service and No Drips:

Clif Smith Takes Family Business into the Next Generation

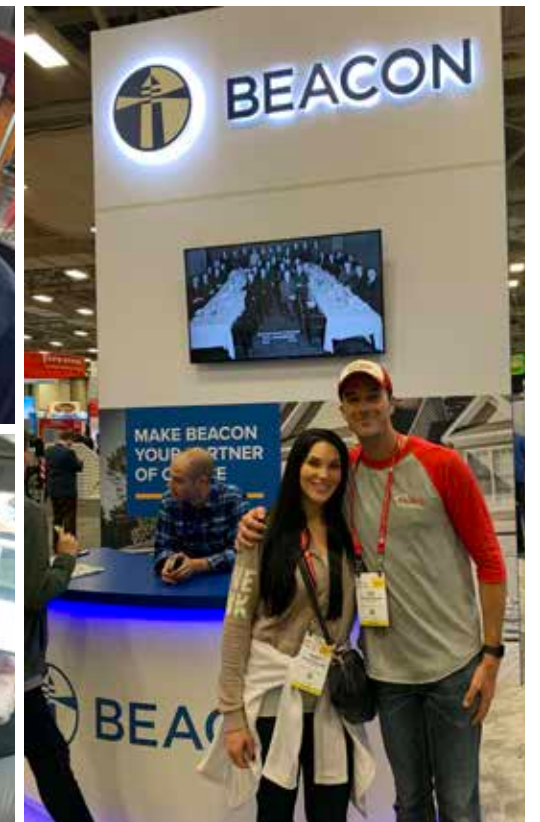
When Clif Smith sets his mind on something, he goes for it full throttle. So, when he decided to establish his No Drip Roofing business, he made some hard and fast decisions on how he planned to run his business. “First of all, I made a deal with the good Lord, that I wouldn’t worry about the money. I’d just go to work each day and do my best and let him take care of the rest.” Clif was determined to use only the best quality materials and to offer the best customer service possible. “Ultimately, it’s not about the money. It’s got to be about the quality of work, the customer, and the integrity that goes into it. The money will always follow.”

Clif says that he’s always had a heart to help people, and that the business he has today is nothing short of a miracle when he looks back on what he invested in it. “We just built on what we knew best. Three years after I started, we were the number one residential roofer in the state.”

No Drip Roofing has been in business since 2002. “We were living in Dallas, but I felt it was time to come home to Mississippi.” He moved his family to Raymond after Katrina and set up shop here. “We’ve done roofs in 14 states. In 2013 we were doing forty roofs a

week, and that almost killed us.” Clif decided to reign in his territory and focus on Mississippi. “We have transitioned into a lot of commercial work, so we’ll see where that takes us.”

The business is family-owned, and now has the second generation working there. “My wife, Gayle, helped out early on, but now my children are taking over the business. They’re grown and working with me.” Son Jarid, who is in the National Guard, and daughter Lauren are both learning the business from the ground up and plan to make this their long-term career. “I’m extremely proud of them both.” Jarid worked on and off at the business throughout high school and got his contractor’s license, coming on full time with No Drip after college. Lauren just celebrated her first anniversary with the company in March.





•••

“I am teaching them what I’ve learned in business, which begins with having integrity and putting the customer first,” says Clif. “If you go in trying to sell something, you usually won’t have much success. But if you go in with the attitude that you want to help people, then success usually follows.” Right now, the second-generation Smiths are putting in the time, often working 60 to 80 hours a week. “That’s what it takes sometimes,” Clif laughs. “I have taught them that the business has to consume you until you can get to a place where you can manage it.”

Clif’s experience as an insurance adjuster has provided him with an industry insider’s understanding of the insurance claims process. “We are experts in evaluating damage.” The recent rash of hailstorms has had Clif’s employees busy assessing damage and scheduling future work. “That’s the nature of the business,” he sighs. “We’ll go the extra mile for the first-time customers, so they’ll become long time customers.” When it rains, it pours, which for No Drip Roofing, is a good thing.



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