

CENTRAL MISSISSIPPI

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.

TOP PRODUCER

**KATIE &
STUART
WARREN**

A Dynamic Duo

RISING STAR

ALEX ALEXANDER

PARTNER SPOTLIGHT

RANDALL HARPER

PLANET HOME LENDING

JUNE 2020



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

©2020 C Spire. All rights reserved.



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!

WE ARE OPEN!

We are following COVID 19 guidelines to help stop the spread but still serve our clients.



Luckett

LAND TITLE INC

**CLIENTS
BUYING
OR
SELLING?**

**CHOOSE A
LUCKETT
LOCATION**

LandClosings.com

601-414-4141

JACKSON | BRANDON | MADISON

PARTEE

PHOTOGRAPHY

Portraits
Events
Weddings
Real Estate
Videography

Kayland Partee
Owner
Photographer
Videographer

f @ParteeFilms
@ParteePhotography

601-566-4568 | ParteePhotography.com

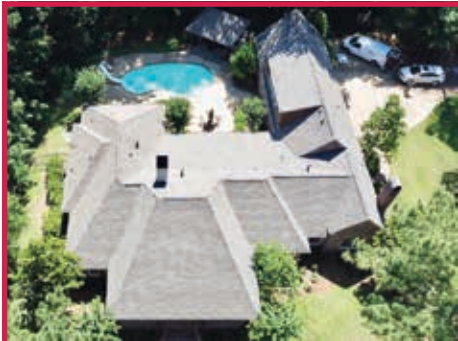


ARMSTRONG RELOCATION
& COMPANIES

Jackson's Trusted Moving & Storage Company

- Safe, easy & convenient virtual survey option
- Local, long-distance, & international moving
- Short & long-term storage
- Full or partial packing/unpacking
- Crating & specialty item packing
- White glove organization services
- Appliance and specialty item dis-/reassembly

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



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



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



TABLE OF

CONTENTS



05
Meet The
Staff



09
Publisher's
Note
Dees
Hinton



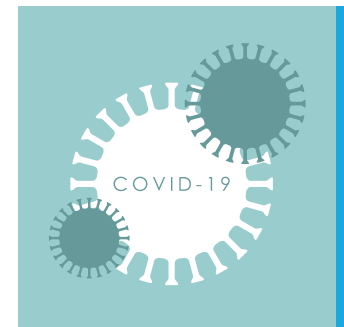
10
Top
Producers
Katie and
Stuart
Warren



16
Rising
Star
Alex
Alexander



22
Partner
Spotlight
Randall
Harper



29
Emotional
Resilience



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.

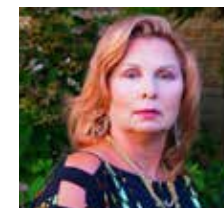
MEET THE

CENTRAL MISSISSIPPI

REAL PRODUCERS TEAM



Dees Hinton
Owner/Publisher



Dusty Hinton
Publishing Assistant



Abe Draper
Photographer



Carolyn Foley
Ad Manager



Susan Marquez
Writer



Kayland Partee
Videographer/
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

Renfroe and Perilloux
(601) 932-1011

COMMERCIAL CLEANING

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

FLOORING

Unique Flooring, LLC
(601) 591-7123

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

MORTGAGE LENDER

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

Mississippi Mortgage
(601) 316-7326

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

POOL SERVICES

Pool Works LLC
(601) 706-4516

PRINTING/COPYING SERVICES

Pinnacle Printing & Copying
(601) 944-1470

REAL ESTATE TITLE/ATTORNEY

Lockett Land Title
(601) 622-8191

ROOFING

No Drip Roofing LLC
(601) 573-7323

ROOFING & CONSTRUCTION

Watkins Construction & Roofing
(601) 966-8233
www.watkinsconstructioninc.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

We want to help you assist more buyers & make more money in 2020. Ask me how.

601-316-7326

Sean Cornwell
Loan Officer and Branch Manager
NMLS #145052 | NMLS #1760686
4343 Lakeland Dr.
Flowood, MS 39232
c 601-316-7326 | o 601-987-0077
sean@MSmortgage.com
https://MSmortgage.com

Mississippi Mortgage is a member of the Equal Housing Opportunity Lender. ©2019 Mississippi Mortgage, LLC. All Rights Reserved. Mississippi Mortgage is a registered trademark. All other trademarks are the property of their respective owners. MS 39232

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

Tie Your Closings With the Best!

James E. Renfroe
Renfroe & Perilloux, PLLC
648 Lakeland East Drive, Suite A
Flowood, MS 39232
601.932.1011 • www.MSLawfirm.biz

- Residential & Commercial Real Estate Closings
- Title Confirmation
- Title Searches
- Title Litigation
- Wills and Estates
- After-hours Closings
- Mobile, STATE-WIDE Closings
- Certificates of Title
- Business Formations
- Bankruptcy

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

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

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

The New Normal

publisher's notes, 
dees hinton

Last month, my Publisher's Note was titled "Adapt, Adjust and Carry On!" At the time, I had no idea what that would look like. It is still not clear, but what is clear is that we have a new normal. A new normal is like everything else in today's life, one half of the population is for it and the other half is against it. That is the new normal!

The new normal calls for more technology and less personal interaction. I have lived in Central Mississippi all my life. In business (and life) we have always used a firm handshake, a hug, eye-to-eye contact, and consideration of others as key essentials to building relationships. Technology takes a lot of that away. I love technology! It is great when it works! It is going to escalate with the baby boomer generation moving into retirement. That is the new normal!

Since last month's publication, Real Producers has adapted, adjusted, and carried on utilizing technology. I have had more than 30 meetings with REALTORS® on Zoom. This has been a first for me. I have saved a lot of time and gas money utilizing Zoom meetings, but I still prefer face-to-face interaction. When it is safe, I will do both face-to-face and Zoom meetings. That is my new normal!

I announced last month that our magazine is available in digital format. We are excited to announce that the digital publishing technology we are using is Issuu. Just go to the app store on your device and download Issuu to view the magazine each month. We have also posted links on Facebook and Instagram to Issuu. One of the great features of our digital issue is the ability to click on

an ad and go straight to the website of one of our industry partners. April and May issues are available to view now, and all future publications will be accessible by desktop, laptop, tablet, or phone. I hope you like it! That is the new normal!

Our social events are a special part of the *Real Producers* but until it's safe and everyone is comfortable getting together, these events are on hold.

Please do not forget to do business with our industry partners. Without their success, we would not have *Real Producers*. They are the reason that we can do everything at no cost to REALTORS®.

Let's adapt. Let's adjust. Let's carry on. After all, that is our new normal!



Be safe!
God Bless!
Dees

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!



Locally Owned & Operated
Residential Roofing Specialists



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

FREE Inspection at Listing • Insurance Claims Welcome



Commercial Advertising Editorial Real Estate Event

abedraper10@gmail.com
662.719.5707

KATIE & STUART WARREN



▶▶ top producer
written by Susan Marquez
photography by Abe Draper Photography

A Dynamic Duo

Katie and Stuart Warren, owners of Turn Key Properties, met each other in real estate school. “We met at the Real Estate Institute in 2005,” says Stuart. “What we’ve found is that real estate is always interesting, and there is no doubt that we work better together. The way I look at it is that we complement each other. Where I lack, she takes up the slack and vice-versa. We are more confident as a team.”

Katie is originally from Jackson, but grew up in West Monroe, Louisiana. She went to Mississippi State University and during the summers she worked for a real estate company in West Monroe. “It’s different in Louisiana. I answered the phones and actually did open houses.” She also worked for a home inspection company for two years.

“I originally went to school to be a nurse but realized that being a nurse was not for me. The person in the real estate firm I worked for urged me to go into real estate, so I started looking into it.” The rest is history because while in real estate school, she met Stuart.

The couple married a year and a half after they met and opened their business with two partners in 2009. “In 2014 we went on our own, opening Turn Key Properties,” says Katie. “Stuart came up with the name for the business.”

Stuart was raised in Canton. “I didn’t move too far from home,” laughs Stuart. “My dad is a business owner and an extremely hard worker. He always has been. He instilled that in us, along with a good foundation in church.” Stuart’s dad



certainly raised him right, as their business is doing very well. “We have over 30 agents. Stuart’s sister and Katie’s mother both work for the business. We try to create a stable environment where our agents can be productive. We start every meeting with a prayer, and we give all the credit for our success to Jesus Christ, who has blessed us with both strength and ability.”

...

...

Stuart and Katie also remodel homes. "We've moved 10 times in 14 years," says Katie. "It's one of the hazards of the job. We just kept finding houses we liked better than the one we were in." When they finally found their "forever home," they began a massive remodel, only to have the house burn to the ground on Mother's Day in 2017. They just started over and rebuilt on the property, and now they're enjoying their home with their two children, Austin (10) and David (8), who both attend Madison-Ridgeland Academy. ...





...

The couple has been recognized for their work by the Mississippi Homebuilders Association by being awarded Remodel of the Year in 2017. Stuart says their philosophy is to work hard and to play hard. "We can do that because we are surrounded with such a wonderful team." Two quotes that Stuart is inspired by are, "Hard work beats talent when talent doesn't work hard" (Tim Notke) and "I find the harder I work, the more luck I seem to have" (Thomas Jefferson). His go-to scriptures are James 1:2-4, "Consider it pure joy, my brothers and sisters, whenever you face trials of many kinds, because you know that the testing of your faith produces perseverance. Let perseverance finish its work so that you may be mature and complete, not lacking anything," and 2 Corinthians: 5-7, "For we live by faith, not by sight."

“ We try to create a stable environment where our agents can be productive. We start every meeting with a prayer, and we give all the credit for our success to Jesus Christ, who has blessed us with both strength and ability. ”

Stuart says the company tries to give back to the community in ways that make a real difference in people's lives. "Every year we support the Gateway food drive, and we support the Mississippi Children's Home (Canopy) by donating stockings each year. We've done that for the past six years and it's something we truly enjoy doing."

Katie says she loves what she does, especially when working with a first-time homebuyer. "They are so excited and seeing their expression of joy and knowing we had something to do with that is so rewarding. We also love helping folks find their forever homes, and we do a lot of new construction and remodels. That's where I get to use my creative side. I love to pick out things for the houses. I guess it scratches an itch, or

else I'd want to remodel my own house all the time!"

Stuart says they try to stay mindful of the importance of a home purchase. "Just because we do this every day, we can't lose the fact that we are dealing with people who have emotions. We must be sensitive to our buyers and what they need us to be during the transaction. They are making the largest purchase of their life, and we take that very seriously."



▶ rising star

written by Susan Marquez photography
by Abe Draper Photography

Alex Alexander

is a Real Estate Natural

Timothy “Alex” Alexander, II, grew up with real estate in his blood. His late grandfather and real estate prodigy, Albert D. Moore, founded the family-owned business, Albert Moore Homebuilders, Inc., in Pearl, Mississippi, over fifty years ago. This multifaceted business included real estate, insurance, home building and development. Alex stated, “Unfortunately I was a generation too late.”

It turns out that it wasn’t so unfortunate after all for Alex, because the experience he gained while hanging around in the company’s office while growing up gradually led him, step-by-step, to where he is today – *Real Producer’s* Rising Star REALTOR® for June. “I practically lived at the office. My mother sold real estate and helped with the building side of the business. My grandfather wanted me to go into

the family business as well, but I had other ideas,” Alexander said of fond family memories.

Alex recalled committing to play soccer on scholarship at Hinds Community College upon graduation from Pearl High School in 2011. “Because of my athletic background, I wanted to be a physical therapist.” After completing two years in college, Alex and his grandfather had a serious talk about the family business, a conversation that is now a cherished memory. His grandfather shared that he needed someone to take over the business when he retired. With his grandfather’s influence and heart-to-heart discussion, Alex says, “I went to Mississippi College and majored in business administration.” While in college, Alex worked alongside his grandfather and learned what books can’t teach. “I learned integrity, hard work, respect for others, and to treat everyone with dignity no matter their job title. The wisdom and knowledge granddaddy shared with me is priceless.”

...

•••

After graduating from Mississippi College, Alex went to work for his grandfather in the insurance business. Soon afterward, a business decision was made to sell the insurance company to Cris Rawson of Moore-Page Insurance Agency. Alex went right to work for Cris, never missing a beat. Starting at the bottom, Alex remembers taking pictures of agents' properties, "I did legwork and computer work before I got my insurance license in 2014 and started selling insurance."

While training Alex and preparing him to continue the family business, his grandfather entrusted him with the managing of his properties in Pearl which included 86 apartment units and 80 commercial spaces. Following in his grandfather's footsteps of making wise business decisions, Alex stated, "I decided I was not

maximizing my potential of the real estate side of the family business if I didn't get my real estate license." With real estate in his blood, he sold his first house after becoming a licensed REALTOR® in 2016. Much of Alex's time then was occupied managing the commercial properties and selling insurance.

In 2017, Alex's grandfather passed away after a courageous battle with cancer. "Just as Granddaddy did with everything else in life, he saw the bright side and took care of business despite his years of cancer treatments." Alex continued to watch and learn the business aspects of real estate from his grandfather throughout his illness. Alex reflects on a very somber moment just days after his grandfather's funeral, sitting in the big chair behind the big desk where he had talked shop with his granddaddy so many times. With folders and notes still in place, Alex knew he had big shoes to fill to carry on the work his grandfather started fifty years ago, but he knew he gotten a solid foundation sitting across from that desk.

After interviewing brokers to allow the real estate business to continue, Kay Shelton, owner of Back Porch Realty, came on board to manage the real estate business from her office in Flowood. Through

a series of events dealing with the business trusts and such, the company was prepping to sell in September 2018. "I lost my salary at that point, which spurred me to find new avenues of income," says Alex.

While he continued selling insurance, he pushed to incorporate his insurance business with the real estate business proving he could meet those needs as well. "My niche in insurance and real estate is commercial properties, but I do not run from any opportunity to fulfill a client's need. Most of my real estate sales involve some type of income properties." Having that keen business eye, Alex shares, "I became interested in other aspects of real estate in 2018 and decided to dabble in flipping houses." Because he is a "hands-on" REALTOR® and insurance



agent, Alex got into small construction projects. "I realized that was my ticket into the building aspect of business. Before even realizing it, I was evolving right back where I started in the multifaceted family business model."

Cody Berry, Alex's brother-in-law, is a trim carpenter by trade. "Using Cody's skills, we decided to partner up to flip a few homes starting in 2018," Alex says. "We did 90% of the work hands-on which gave us ample time to talk about how we could grow. He comes from a family of builders, and we grew up together in Pearl. We also married sisters." The pair formed their own construction company in 2019 called Heart of the South Homes, LLC. "We may have a new business name, but we have a long lineage in the business." •••






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



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

...

The ultimate goal, as Alex shares, is to one day get all of his business dealings under one roof. "I'd like to have a full-circle business. That's what my grandfather did. We'll have to see where this takes us."

Alex married his wife, Natalie, in December 2016. The couple has one daughter, Emerson, who is a little over a year old. The family attends the reservoir campus of Pinelake Church. "I love the outdoors, especially fishing and hunting. My wife and I used to play tennis regularly, but having a baby means we have limited time for anything of that sort." Trying to keep the priorities in order and looking back on his journey, Alex says, "It's clear I see God's plan for my life. I grew up in this business, and though I thought I wanted something else for my life, I'm where I am today because of my granddad's vision and God's plan. God is going to guide your life path; you just have to pay attention."



@realproducers

\$3MILLION
 DONATED THIS YEAR TO HELP BREAK THE
 CHAINS OF MODERN-DAY SLAVERY.

Did you know there are more victims held against their will today than ever before? That's why N2 Publishing, the company behind this magazine, is financially committed to helping end human trafficking.

And through their advertising partnerships, the businesses seen within these pages are helping us break these chains, too. Learn more about our cause by visiting n2gives.com.



realproducersmag.com

▶ partner spotlight

written by Susan Marquez photography
by Abe Draper Photography

RANDALL HARPER

Planet Home Lending

Lends His Expertise to Help Folks Get Home Loans



Growing up in Meridian, Randall always enjoyed working with numbers. It's no wonder that he ended up in a business that is all about numbers. As the Retail Sales Manager of Planet Home Lending's Flowood branch, Randall works numbers all day to find the best mortgage product for his clients. "I started in the mortgage business in 2000," says Randall. "Back then I dealt mainly with refinances. But for the past few years, it's been largely purchase money transactions, until just recently, when we've been seeing a lot of refinances due to lower interest rates and the coronavirus." ...



get on the phone, and I did not like the feeling I had when I wasn't able to communicate with him. I felt like something was wrong with my file. When I got into the business, I made it a point to be responsive when customers call, so they don't experience that same feeling. I think the reason REALTORS® and customers like working with me is because of my ability to communicate, as well

as getting the customer to the closing table in a timely manner along with giving them the right product that fits their situation."

Just as he did with Republic Finance, Randall worked in his job for a few years and got into management, then moved from town to town around the southern states rehabbing struggling offices. In 2008, the housing crash forced Randall to make a decision. "The housing market took a steep downturn, so I went into the ATM business. I eventually owned two ATM businesses with machines all over Mississippi."



After graduating from high school, Randall joined the Air National Guard and went to basic training. After training, he needed a job, as the Guard was a once-a-month commitment. "I went to work for Republic Finance in 1993. I caught on quick and was good at what I did, so I was paid to move to different markets to help rehab struggling offices." He left that business in 2000 to get into home lending.

"When I bought my first house, I didn't like the process at all," says Randall. "The loan officer at the time was hard to





Planet Home Lending

"I think the reason REALTORS® and customers like working with me is because of my ability to communicate, as well as getting the customer to the closing table in a timely manner along with giving them the right product that fits their situation."

In 2017, Randall sold both ATM businesses, which is when he was approached by a former boss in the home finance business. Randall was asked to open in the Mississippi market, and he has been here ever since.

Throughout the coronavirus pandemic, Randall says business has never stopped. "Rates are way down, and refinances are up. I'd say business has nearly doubled, which has been a blessing." With a real desire to help people, Randall says it is very gratifying to help people with their dream of homeownership. "A home is most often the biggest purchase anyone will ever make. If I can get them in a home, it feels great. We also have great success with people who have credit issues, so we can help a larger number of people. I've had customers cry tears of joy when they got their home loan because they thought they'd never be able to do so. That's what makes my job so gratifying."

Randall and his wife, Breckin, are building a new home near Pelahatchie, and because she is working from home due to quarantine, she has more time to spend choosing paint colors, light fixtures, and finishes for their new home.



The couple has three children, ages 16, 13 and 10, and attend Park Place Baptist Church. Randall also enjoys golf, hanging out with the kids and hiking. "I've been all over the United States, including Hawaii, hiking. It's something I really enjoy."



1606203



FAMILY TERMITE & ENVIRONMENTAL

601-933-1014
www.family-termite.com • office@family-termite.com

Your Local Resource



Mary Allen Bennett
601.212.4441
mbennett@firstam.com
"Your clients are my clients"


Your Favorite Word for Summer: **SOLD!**
Summer is the peak time for selling. Make sure your clients keep their cool with our great HVAC home warranty coverage.
Contact me today to get your summer selling sizzling.



firstamrealestate.com
Phone Orders: 800.444.9030




©2020 First American Home Warranty. All rights reserved.



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.



*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

The Last Stop To Your New Home.



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

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

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

601-955-1151 | jackson.certapro.com

Each CertaPro Painters® business is independently owned and operated.

EMOTIONAL RESILIENCE

As I sit down to write this in mid-March, we as a nation – **no, as humanity** – are in the firm grip of the COVID-19 pandemic.

Schools are out, businesses are closed... and it feels like everything is upside-down. Hopefully, by the time you're reading this article, things will have settled down significantly. However, in this moment, we are all taking it one day at a time; I'm seeing reactions from friends and family fluctuating wildly, everything between sheer panic and complete apathy (sometimes even in the same day or from the same person!).

We can define **emotional resilience** as the ability to cope and adapt in highly stressful or tense situations, such as the one we currently face. **Emotionally resilient people** handle acute trauma more efficiently, and they are able to bounce back more quickly in the aftermath. They also have a stronger capability to adapt to and manage life changes, both small and large. In short, these individuals grow stronger and learn about themselves and others from their negative experiences, while others barely recover or develop harmful coping mechanisms (e.g., substance abuse) or psychological disorders as a result.

What makes some people more resilient in crises than others?

To an extent, resiliency is innate – some people are naturally more easygoing than others – but it's also a skill that can be developed. Overall, emotionally resilient people tend to have several traits in common:

- **Emotional awareness:** Resilient people are conscious of their emotions and have taken time to explore and understand what they feel and why they feel it. This important form of self-care leads to higher degrees of self-awareness, allowing them to disengage from the adversity at hand, thus gaining them perspective. Their evolving consciousness also broadens their awareness of others' emotions.

• Strong social support system:

Perhaps most important, a strong support system is consciously cultivated and valued by emotionally resilient individuals. Positive social support has been shown to stimulate the release of oxytocin, a "happy hormone," whereas a lack of support from friends and family is associat-

ed with indicators of compromised physical and mental health.

- **Perception of mastery:** Resilient people believe they have control over their own lives rather than being controlled by external factors, which allows them to be proactive in dealing with stress and finding solutions for the problems at hand.
- **Sense of humor:** I'm sure we've all heard the saying, "If you can't laugh at yourself, who can you laugh at?" Emotionally resilient people are not only able to navigate difficult situations more easily, but they can also find the humor in them. Crises are not perceived as threats but rather challenges to be overcome, altering how their brains perceive and react to the stress.

As author Jean-Paul Bedard writes for *Huffington Post*, "Resilience has a lot to do with embracing past scars and the dissonance of lived experience as a road map forward and, ultimately, as a bridge to connect with others in your community." With this in mind, see you on the other side!

**Hello
home sweet home**


"I'm committed to educating my clients and guiding them towards financial success when they are purchasing or refinancing a home."


Buy or refinance today.

Katie Hatter, Mortgage Originator
601.487.1623 | (c) 601.398.8501 | (f) 601.992.6637
Katie.Hatter@YourCNB.com | NMLS# 546727

Citizens National Bank
The Power of Local™
Member FDIC


Castlewoods Banking Centre
102 Plaza Drive | Flowood, MS 39232

WE'VE GOT YOU COVERED.  **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.

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



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
nodriproofingcomp@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




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



A photograph of a modern living room with a light-colored sofa, a floor lamp, and a window with a view of greenery. The image is partially obscured by black diagonal overlays containing text.

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