

BATON ROUGE

REAL PRODUCERS.®

CONNECTING. ELEVATING. INSPIRING.

TOP PRODUCER

LEIGH MOSS

ALSO IN THIS ISSUE

RISING STAR

REBECCA SOTILE-KNIGHT

PARTNER SPOTLIGHT

THE RYAN LARUSSA TEAM AT GMFS

THE BIG EVENT INVITATION

SAVE THE DATE!

MAY 2020

**You find the perfect home.
Let NOLA Lending find the perfect financing.**



Ryan Thomassie
NMLS# 350514



Joey Piel
NMLS# 365511



Shannon Babin
NMLS# 419401



Trey Hereford
NMLS# 89575



Connor Brooks
NMLS# 1370606



Katie Meiners
NMLS# 1125723



Kelby Blalock
NMLS# 1657246



Susanne Wampold
NMLS# 1553575



Rachel Webre
NMLS# 1913085

NOLA Lending Group has the experience and expertise to guide home buyers through the financing process quickly and effectively. With Loan Production offices in Baton Rouge and Prairieville, plus all over the South, our lending specialists can assist your clients in determining which type of loan is the most appropriate and affordable. Nobody knows Baton Rouge like NOLA Lending Group.

- VA Loans
- Conventional & FHA Loans
- Jumbo & Condo Loans
- RD Loans – Finance up to 100% of home value¹
- Purchases & Refinance
- Local Lenders with Personal Touch



NolaLending.com



¹Available only in select markets to qualified borrowers. Financing cannot exceed 100% of the subject property's fair market value. Consult your tax advisor regarding deductibility of interest. The services and products advertised are not approved or endorsed by HUD, USDA, the Department of Veterans Affairs, or any government agency. This does not constitute an offer to lend. All loans subject to credit approval. Not all applicants will qualify for all products offered. Loan programs subject to change without notice. Fidelity Bank NMLS Co. ID 488639



t-shirts
banners
signs
decals
koozies
&
much
more.

Give us a call or email us for pricing.
Locally owned and operated

call #225-439-3151
itsjustprint.com

RESIDENTIAL DESIGN
REAL ESTATE DEVELOPMENT
LAND PLANNING

ONSITE
DESIGN

ONSITEDD.COM | 225.388.5282

GULF COAST
TITLE, INC.

Over 40 years of experience in providing Title Services and Title Insurance




RESIDENTIAL AND COMMERCIAL TITLE SERVICES

27170 HIGHWAY 42, SPRINGFIELD, LA 70462
4701 BLUEBONNET BLVD., SUITE A, BATON ROUGE, LA 70809
225.295.8222 • WWW.GCTITLE.COM

Bill Adcock

Summar Kasem

TABLE OF CONTENTS

	05 Preferred Partners		07 Meet the Team		08 Publisher's Note
	10 Rising Star		16 Partner Spotlight		20 Cover Story

If you are interested in contributing or nominating REALTORS® for certain stories, please email us at gina.miller@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 *Baton Rouge 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.

PREFERRED PARTNERS



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!

ARCHITECTURAL DESIGN + BUILD

OnSite Design LLC
(225) 388-5282
onsitedd.com

ELECTRICIAN

Circuit Breaker Electric LLC
Michael Webster
(225) 202-2875

HOME WARRANTY

Home Warranty of America
Lydia Hodges
(985) 869-6111
www.HWAHomeWarranty.com

Old Republic Home Protection
Webb Wartelle
(225) 241-2088
www.ORHP.com

HVAC SERVICES

Cajun Coolers
Branden Brignac
(225) 456-1335

INSPECTIONS

HDMK
Kiel Harton
14635 S. Harrell's Ferry
Suite 2B
Baton Rouge, LA 70816
(800) 312-4365
www.HDMK.net

INSURANCE AUTO - HOME - BUSINESS

Safesource Insurance
Aundrea Allen
(225) 300-4500
safesourceins.com

MORTGAGE LENDER

Eustis Mortgage
17557 Old Jefferson Hwy
Prairieville, LA 70769
(225) 266-0109
www.LendingLouisiana.com

GMFS Mortgage
Ryan Larussa
4651 Durham Place
Baton Rouge, LA 70816
(225) 324-5633
gmfslending.com/
ryanlarussa

Key Lending Solutions
(225) 291-7901
www.keylendingsolutions.com

NOLA Lending Group,
A Division of Fidelity Bank
(800) 220-2497
www.NOLALending.com

MOVING COMPANY

Skinny Wimp Moving
(985) 630-0225
skinnywimpmoving.com

PHOTOGRAPHY

Aaron Cox
(318) 453-1609
aaroncoxphoto.com

PRINTING SERVICES

It's Just Print
(225) 439-3151

ROOFING

Eagle Quality Roofing
Franklin Salgado
(225) 620-8626
eaglequalityroofing.com

TITLE COMPANY

Commerce Title
(225) 308-9544
www.commercetitle.com

Gulf Coast Title
(225) 295-8222
www.gctitle.com

Titleplus
(225) 709-3500
www.titleplusla.com

VIDEOGRAPHER

Brady Crane
(225) 252-3989
CraneRealEstateVideo.com



COMMERCE TITLE
CLOSE WITH CONFIDENCE

BBB ACCREDITED BUSINESS

BEST PLACES TO WORK IN BATON ROUGE

Closing since 1983

PERKINS • BLUEBONNET • ASCENSION

WWW.COMMERCETITLE.COM



HDMK
HOME INSPECTION > PEST CONTROL

SWARM
season is upon us

\$100 OFF
TERMITE TREATMENT (NEW CUSTOMERS ONLY)

\$79
QUARTERLY PEST CONTROL (NEW CUSTOMERS ONLY)

HDMK.net >>> 888.401.HDMK

In these wild times we must choose courage and know that fear is a feeling. The fight is not over yet.

As for business, we are business as usual and closing loans and helping the cause.

We have been around for over 20 years and with some companies having to shrink back, GMFS is in full force.

INTEREST RATES ARE EXCELLENT FOR REFINANCES AND PURCHASES.

Be a blessing to someone today!

PURCHASE • BUILD • REFINANCE



Ryan Larussa
Mortgage Loan Officer
NMLS #96565

Siedda Hines
Mortgage Loan Officer
NMLS #1581575

Adam Woods
Mortgage Loan Officer
NMLS #1779427



**4561 Durham Place, Suite C
Baton Rouge, LA 70816
225-214-5153**

License No. 65239

Circuit Breaker Electric L.L.C.

Michael Webster
OWNER/ELECTRICIAN

OPEN MONDAY - FRIDAY
SATURDAY & SUNDAY BY APPOINTMENT ONLY
circuitbreakerelec@gmail.com

OFFICE - 225.658.2903 | MOBILE - 225.572.7963

Hotter Temps are On The Way

CALL AND SCHEDULE YOUR A/C CLEANING TODAY

CAJUN COOLERS
HEATING & AIR

225-456-1335

Branden Brignac
cajuncoolersllc@gmail.com

MEET THE BATON ROUGE

REAL PRODUCERS TEAM



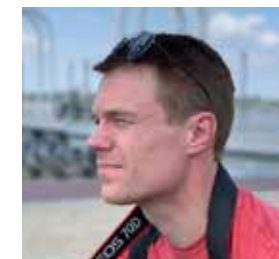
Gina Miller
Owner/Publisher
225-337-3277



Carolyn Foley
Ad Manager



Breanna Smith
Writer



Brady Crane
Videographer



Aaron Cox
Photographer



Jacques Favret
Attorney

Cissy Whittington
Notary Settlement Agent
& Marketing Manager

David Morgan
Attorney

Kristen Spring
Attorney

John Murphey
Notary Settlement Agent
& Marketing Manager

**Competitive Standard Rates • Customized Fee Structures
State of the Art Technology • Proactive, Consistent Communication**

Locally Owned, Independent Real Estate Title Company based in the Greater Baton Rouge Area

5 Locations To Serve You!

225-709-3500 • www.titleplusla.com • info@titleplusla.com



ROLL THE DICE.



publisher's note



I was clueless in Vegas with some time on my hands.

I'd never gambled before, so I sat down at the table next to a man that looked like he had gambled a time or 200 with his stacks of chips and aromatic cigar, and asked him how to play...

He hands me a \$5 chip and says, *Roll the dice.*

Okay.
I roll.
And rolled.

And rolled well enough to solicit the attention of the table

boss to mosey on over and check the dice. He obviously saw the crowd, heard the cheers and saw me jumping up and down and high-fiving strangers. We were a rowdy, chip-collecting bunch and it drew some attention.

A fun 30 minutes later, with lack-of-knowledge-odds stacked against me, I had over \$2,000 and some new friends.

Winners make friends easily.
Beginner's Luck?
No.
It was not luck.
It was participation.

Standing by and just watching others win will not make you a winner.

What if I'd only watched the man roll the dice and gather higher stacks and never asked him how to play? This man had the knowledge I needed if I wanted in the game and the instructions were simple...

Roll. The. Dice.

The individuals receiving this publication have the knowledge we need. They are already at the table, in the game and doing really well. For the past five months, thanks to this new endeavor, I've had the incredible privilege and opportunity to sit across the table from some of the brightest and best in our real estate community. I've asked questions, taken notes, laughed with you, and cried with some of you, too. This road has not been easy for some of you. You have pushed through the odds, stayed at the table and kept rolling.

With the latest event in our country, COVID-19, we've had unexpected and necessary modifications to the way we conduct our businesses. We experienced social distancing and an impasse on our face to face meetings and gatherings to help dampen the spread of the so-called Invisible Enemy. Each day is bringing new news and information, so by the time this article gets to you, I don't know what our lives will look like, but I do know this... You are the best of the best, and as a good friend told me when I began this brave new adventure...

"You didn't get this far to just get this far."

I am grateful for this opportunity to surround myself with successful players. What you continually surround yourself with, you eventually become. It's inevitable.

I am here to champion YOUR success.

It does not take much to champion others. All it takes is a decision. A decision to elevate, inspire and celebrate someone. The partners that have joined us at *Baton Rouge Real Producers* are here to celebrate your businesses and successes. We look forward to sharing not only the stories of our top producing agents, but we want to give you a behind the scenes look into some of the businesses that you refer to your clients. This month we focused on The Ryan Larussa Team over at GMFS Mortgage. I remember feeling like a celebrity when I entered his office. The atmosphere was so positive, individuals I'd never met before waving and saying "hello!"...I left feeling like I had made three new best friends in Ryan, Adam and Siedda. They have a way about them that makes others feel seen and heard and I know so many of you have done business with them and are thankful for the work they do! Look throughout the pages of this book, recognize the partners that are here to champion you along with us, then reach out. **This is about relationships and community, and what we are building here is going to strengthen both.**

If you participate.

I love celebrating you. It is my honor and I'm here for it.

Participating,
Gina



AGENTS AND PARTNERS: Please email gina.miller@realproducersmag.com with subject line "BADGE" to request this image to be used on your social media pages and website.

We Know How To Spot Wind, Hail, and Storm Damage & Can Help You File Your Claim

Don't leave money on the table
Let the experts at Eagle Quality Roofing help you get the best coverage and service.
Call for your FREE Inspection.



(225) 620-8626

www.eaglequalityroofing.com
eaglequalityroofing@gmail.com

OLD REPUBLIC HOME PROTECTION

STAY COOL!
Your clients are covered.



ORHP covers the cost of adding refrigerant when completing an A/C repair.

Call me today to learn more.

Webb Wartelle
Senior Account Executive
800.282.7131 Ext. 1285
Cell: 225.241.2088
WebbW@orhp.com
my.orhp.com/webbwartelle



People Helping People

Exclusions and limitations apply. In some states, A/C coverage is an option and additional fees are required. See plan for complete coverage details. This is a paid advertisement.



REBECCA SOTILE-KNIGHT

Confidence Community & Connections

Rebecca Sotile-Knight exudes a quality of confidence and professionalism that feels like she's been in the business for over a decade, so it's no surprise that the Donaldsonville native, currently working with Berkshire Hathaway, is this month's Rising Star.

FAMILY FIRST

The support of her family propelled her career. Her late father, Mark Sotile, Sr. was her biggest advocate and supporter from the very beginning.

"He desperately wanted me to do real estate," said Rebecca. "He saw my gift of understanding and passion for working with people and knew I could succeed at this."

She still talks to him every day when she prays.

She is the youngest of five, by about a decade, and admits her dad was much more lenient when she decided to venture out into the real world. Her parents made sure she had the necessities and her brother, Mark Sotile, Jr., offered up his family's spare bedroom for her to call home.

The Sotile name creates an instant connection she's proud to carry forward.

When she married Jacob Knight, she never thought twice about hyphenating her name. "Donaldsonville natives travel in packs," she said. "We're everywhere."

GRACE PERIOD

Rebecca admits it was a slow, difficult start. She was 23 when she got licensed and at that time, none of her 20-something friends were looking to buy homes or investment properties.

She learned to give herself a lot of grace during the first two years. She didn't set her sights on a six-figure salary; instead, she focused on learning the ropes and making genuine connections with clients.

Rebecca acted as a buyer's agent during her first real estate transaction, and when the couple said they were interested in buying a foreclosed condo she didn't opt-out or panic. Rebecca told them she wasn't sure how to handle purchasing a foreclosed property, but she would learn.

During a property tour, another agent approached the couple and offered to represent them in the purchase. They refused. Rebecca's transparency and open phone line meant more to them than experience, they told her. And when their son was ready to buy his first home, they called Rebecca.

...

▶▶ rising star

By Breanna Smith
Photos by Aaron Cox

•••

“There’s no better feeling than that,” she said.

As iron sharpens iron, she attributes much of her success to the confidence she gained working with Summer Rathmann and Katy Caldwell of RE/MAX Realty. They saw the same thing as her dad and suggested she dip her toes into real estate when she worked as a marketing manager with their firm.

“They took me under their wing and taught me everything,” she said. “But more than that, they taught me from the beginning how to handle myself as a seasoned agent.”

Summer and Katy have developed different business styles over their decade-long careers, and Rebecca jumped at the opportunity to learn from both and develop her own.

“There’s not a right or wrong way to do real estate, there’s just a right way to do it for yourself.”

COMMUNITY CALLING

Once her grace period was up, she felt that she was truly making a difference in people’s lives by walking with them through real estate transactions, but she wanted to find a way to truly give back to the community.

Rebecca interned at a few non-profit organizations while pursuing her degree in public relations from LSU. She knew she could make a bigger impact by partnering her time with the mission of a non-profit, so she dove into volunteering with the Cystic Fibrosis Foundation and American Cancer Society.



Rebecca was named a Capital City’s Finest Runner-Up by the Cystic Fibrosis Organization in 2018. She organized and hosted a 37-team volleyball tournament, raising nearly \$10,000 to help find a cure to the rare, genetic disease that makes it difficult to breathe and shortens lives.

“It really was a proud moment for me,” Rebecca said. “It proved to me that we as individuals can make a difference in our communities. You just have to be willing to work hard.”

She was inspired by Michelle Lanoix, a surgical sales executive and American Cancer Society board member. As soon as she met Michelle she thought, “If she’s doing all of this, I can do something.”

Rebecca and dozens of other volunteers worked under Michelle’s leadership to organize the 2019 Baton Rouge Best Dressed Ball, one of the largest and most successful local fundraisers. The event brought in more than \$1 million in donations.

REAL RESULTS

As she heads into her fifth year as a real estate agent, Rebecca feels like she’s hit her stride.

“Once you commit to your stride, things fall into place,” she said.

She works hard for her clients because she understands how emotionally involved a real estate transaction is for many people. Real estate has never been a numbers game for Rebecca.

“I am not a numbers-driven person, I am a people-driven person.”

Whether it’s reviewing king cakes on her Instagram story, helping a family find their forever home or volunteering, Rebecca Sotile-Knight brings an uplifting and understanding attitude to everything she does.



“There’s not a right or wrong way to do real estate, there’s just a right way to do it for yourself.”

Rebecca with her husband, Jacob, and family dog, Remi, announcing their family will be expanding in July. Photo by Caitlin B Hebert





Home Warranty of America
Serving New Orleans, Baton Rouge,
St. Tammany, & Tangipahoa Parish

Take The Worry Out Of Home Ownership With a Home Warranty



Lydia Hodges, Sales Representative

“Lydia and her team are the highest of professional in any industry. From the initial meeting, we were blown away with her knowledge, research and ideas of how to help us best market our listings. Always present, she returned texts, calls and e-mails seemingly around the clock. We from the bottom of our heart thank Lydia and her team for everything they do to continue supporting our team through assisting with new orders to follow up with existing clients.”

Juli Jenkins Team
KW First Choice
#1 Producing Team

Call today to find out about our current promotion!
985-869-6111 • LHodges@hwahomewarranty.com

Easy Orders or Claims Online 24/7

www.hwahomewarranty.com | Customer Service - 888-492-7359

Ask about our 100% FREE Sellers Coverage



Relax–We'll Handle The Details

BUY. REFINANCE. RENOVATE.

Fixed Rate and Adjustable Rate
FHA, VA, and USDA Loans
Jumbo and Conforming Loans
Conventional Financing
Renovation Loans



Special Programs for Non-Traditional Borrowers also available

Equal housing lender. Information is subject to change without notice. This is not an offer or extension of credit nor a commitment to lend.



Anthony Williams VP-BRANCH RETAIL SALES MANAGER, SA, LOAN OFFICER
Nathan Tallo SR. LOAN OFFICER
Megan Hillensbeck LOAN OFFICER
Byron Carman LOAN OFFICER

17557 Old Jefferson Hwy.
Suite 101,
Prairieville LA, 70769
(225) 725-LOAN
LENDINGLOUISIANA.COM



NMLS# 70345

AMERICA'S BEST REAL ESTATE AGENTS
RECOGNIZED



BE PART OF THE NATIONAL REAL PRODUCERS MOVEMENT
FOLLOW US ON INSTAGRAM TODAY

@realproducers

HURRICANE SEASON BEGINS JUNE 1ST!

Do you know what your hurricane deductible is?
May be as high as 5% of your coverage!
Call me and let's make sure you do.



Aundrea Allen
Independent Insurance Agent

www.safesourceins.com
aundrea@safesourceins.com
O: (225)-300-4500 • M: (225) 333-6220



BEST COVERAGE. BEST RATES. ONE-ON-ONE SERVICE.



CRANE REAL ESTATE VIDEO

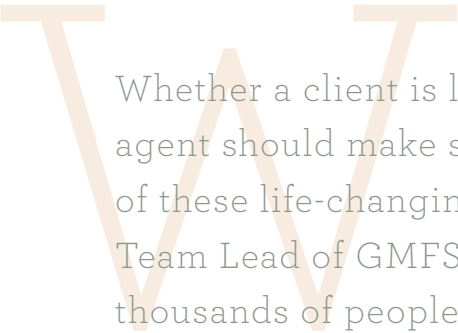
Real estate video is an essential tool when marketing your listings. The main benefit of video is the time-saving element and unlimited exposure. Video Tours are the best way to give the buyer the "being there" experience.

BRING THE LISTING STRAIGHT TO THE HOMEBUYER!

CraneRealEstateVideo.com | Facebook.com/CraneRealEstateVideo | cranerealestatevideo@gmail.com



The Ryan Larussa Team
Adam Woods,
Siedda Hines,
Ryan Larussa



Whether a client is looking to buy, build or refinance, every real estate agent should make sure their clients are taken care of when making any of these life-changing decisions. Ryan Larussa, Senior Loan Officer and Team Lead of GMFS Mortgage Sherwood (NMLS #99209), has helped thousands of people confidently finance and refinance residential properties for 20 years with a value-added, client-based philosophy.

Being in business during the 2008 housing bubble burst, the 2016 flood and the most recent COVID-19 has seasoned Ryan and his team. From these catastrophes, they have learned how to optimize their business and come back even better.

“When the chips are down, you have to push forward and do the best you can with the team around you,” Ryan said.

Adding Value to Every Interaction

Larussa and his team pride themselves on adding value to client interactions and make a point of evaluating every day through the same lens: *“Did we learn something? How did we add value?”*

“If you don’t bring value, you’re going to get left out,” he said.

Financing or refinancing a home is an important decision with significant financial repercussions. It’s a process that literally changes lives. Many clients like to focus on the numbers—the rate and closing costs—but Larussa said that’s not the most important question.

“It’s what are your dreams and goals?”



partner spotlight

By Breanna Smith
Photos By Aaron Cox

The Ryan Larussa Team at GMFS Mortgage

CHANGING LIVES ONE
MORTGAGE AT A TIME



The dynamic of this team is a gift that spills over positive energy and encouragement to their clients and everyone else blessed to know them.

“We know that if we help enough people, and we do the right thing every single time for the client, we’re going to be taken care of and blessed throughout the process.”

••• He’s made a career of matching clients’ answers to that question with the right programs to get the best numbers for nearly two decades. GMFS Mortgage offers a variety of residential mortgage programs, like 100% mortgage financing, first responder mortgages, first-time homebuyer, rural development home loans and VA loans for veterans, just to name a few. And all with an A+ rating with the Better Business Bureau. The company also earned the Torch Award for Marketplace Trust.

Matching people with the right programs can easily become the best financial decision someone has ever made, Ryan said, and he’s honored to be in the role of helping fellow native Louisianians arrive at those successes. He counts the value-added, not the effort exerted.

“We know that if we help enough people, and we do the right thing every single time for the client, we’re going to be taken care of and blessed throughout the process.”

Even after nearly two decades, he admits he still gets “a pretty cool burn” in his belly when a first-time home buyer closes on a property. It’s a decision that can often leverage people into new and improved financial situations, helping them establish themselves for the future.

“Adding value to others is the surest way to add value to our own lives.”

Client-Based Culture

GMFS services between 90 and 95 percent of their own clients which means they don’t sell off loans, instead they take care of them. To date, the Baton Rouge GMFS office has helped more than 100,000 clients. Larussa and his team worked with more than 260 families in 2019 alone, growing from the 200 families in 2018.

The culture at GMFS Baton Rouge is centered around clients and exceptional service. It’s part dedication to high-quality service and a lot of good, old-fashioned southern hospitality you can expect from a Louisiana business.

GMFS offers the comfort in knowing that when issues arise, there’s an office of people waiting to hand you a cup of coffee and solve the problem. After the devastating flood of 2016, Ryan said more than 4,000 of his clients’ homes were damaged. His team worked directly with each one of them to offer solutions, comfort and even a shoulder to lean on during an emotional time.

Approximately 65% of Ryan’s February 2017 closed loans were from borrowers impacted by the Louisiana flood. His dedication to helping previous clients and people across the community earned him the National GMFS Mortgage Loan Officer of the Week title in March 2017.



Being local goes a long way, especially in Louisiana. While he predominantly works in the East Baton Rouge and Ascension Parish areas, he is also licensed in Alabama, Mississippi, Tennessee and Texas. He holds licenses in those areas so he can assist clients when life brings them outside of Louisiana.

For Ryan and his team, the most important aspect of business is building relationships with real estate agents, builders and home-buyers. Not only is it good for business, it’s good for life.

Ryan isn’t just after helping people who enter the walls of the GMFS Baton Rouge office, he often takes to Facebook, YouTube and Twitter, where he posts helpful tips and videos for home buyers and property investors.

It’s easy to see why Ryan Larussa and his team are ranked second in the Baton Rouge area and fifth in the state, but he gives all credit first to God, then to GMFS and his team members, Siedda Hines and Adam Woods, and Sarah Delaney who helps in day-to-day operations.

Ryan and his team bring clarity to John C. Maxwell’s quote, “Adding value to others is the surest way to add value to our own lives.”



Ryan and his wife, Chantelle, and children, Madison and Braydon.



LEIGH MOSS

WORKING
TO CHANGE
THE WORLD

▶▶ cover story

By Breanna Smith
Photos By Aaron Cox



Baton Rouge native Leigh Moss has a passion for helping people that has helped her earn a spot among the top 20 agents in the city and it all started with a simple question, *“Why not me?”*

Leigh hit the six-figure salary mark within months of becoming a real estate agent. Soon after, she hired Emily Jocius as her assistant and what she likes to refer to as her Chaos-Coordinator.

After two years as a solo agent, she began the Leigh Moss Group with Keller Williams to keep up with business demand.

Since breaking into the market in April 2015, Leigh has consistently met—and helped the real estate agents in her group meet—six-figure salary goals. However, she doesn’t require those on her team to do real estate the same way she does. Instead, she created a business model that fosters the development of unique approaches.

“That’s the great thing about Leigh, she creates a space for everybody to be able to shine in whatever they’re good at,” Emily said.

“She didn’t just create a business, she created an environment.”

Other agents and entrepreneurs began asking her the secret to her success so often that she launched a public speaking career to keep up with demand. Leigh will tell you there’s no secret, just a recipe of equal parts self-care, positivity and work ethic. It’s a lifestyle she’s



...

“

She didn't just
create a **business,**

she created an
environment.

”

- Emily Jocius

...





Leigh with her husband, Lenny and daughters, Ellianna and Amelia

“ I felt God putting this on my heart as young as 12 or 13 but knew it was a massive risk... there’s no guarantee you’re going to make it. ”

Manda a co-founder of Manda Brothers Provisions Co. and the Downtown Kiwanis Club.

“[They] taught me how to be a leader and a community advocate and really leave a legacy,” Leigh said. “That’s important to me.”

After a decade in a corporate career, and with a new home and new baby, Leigh launched her real estate career.

“I felt God putting this on my heart as young as 12 or 13 but knew it was a massive risk...there’s no guarantee you’re going to make it.”

She sold her first home in July 2015, and with little knowledge of local price points, gave herself a pat on the back for the \$385,000 price tag only to realize later that it was nearly double the median sale price of a home in Baton Rouge.

•••

working hard to share with women in the community through her newest venture, The Relentless Retreat.

“There’s a common misconception that work-life balance is something easily achievable. Leigh recognizes that it isn’t and puts in the work required to create a balance and make it all flow,” Emily said.

NEVER TOO EARLY.

Leigh’s feet hit the floor at 4 a.m. every day—as a wife and mother of two, it’s the best time for her self-care routine. She exercises, writes in a prayer journal, listens to a personal development podcast then gets ready—*false eyelashes and all*—before getting the little ones ready to head out the door by 7 a.m...all without a drop of caffeine. She gave that up cold turkey nearly two years ago.

Instead, her fuel is her passion for helping people combined with the entrepreneurial spirit inherited from her dad, Paul Savant, founder of The Bug Man and grandfather, Bennie

“From then on out I had this mentality of **Why Not Me?**”

It’s not just a question she asks in the office. When it comes to creating a community of strong, relentless women, she asked the same question. Last year, she felt God calling her to host an event for women in her community while attending a professional development event in July 2019.

Within four months, she pulled together 17 local vendors, a venue and a panel of speakers all while fundraising to offer the event for free.

On November 16, 2019, the first-ever Relentless Retreat was held at St. Joseph’s Academy. It was a day where women came together to share stories of hurt and struggle and experience triumph and connectivity.

“At the end of the day, she wants to help people and change the world,” Emily said.

Leigh’s taking it one step at a time. First, with her career. Now, with her world.



The Leigh Moss Group
Alicia Cavell, Elizabeth Burns, Leigh, Emily Jocius, Ashley Bordelon, Anna Boykin



home matters ◀◀
By Shauna Osborne

GET “On Board” THE CHARCUTERIE TRAIN!

Did you read the title of this article and ask yourself, “What *is* charcuterie?!” This French term, though hard to pronounce (“shar-cu-tuh-ree”), refers to an assortment of meats paired with different accompaniments, such as crackers, fruit, cheeses, and sauces, and it’s growing more popular by the party here in the U.S. There’s a certain art to putting together the perfect charcuterie tray, once considered a holiday or special occasion dish. As we move into picnic and garden party season, check out the following suggestions for making your next gathering deliciously successful!

The first rule to remember when preparing charcuterie for your gathering is **there are no rules**. Obviously, you will likely want to include the basics – meats and cheeses – but otherwise, have fun with this! Choose items – local, if possible – you and your guests will enjoy as well as those that will work well together visually, keeping in mind any known allergies. Here are some *key components of a good charcuterie board*.

Meats: Choose a variety of meats, such as prosciutto, salami, pepperoni, ham, chorizo, and pâtés; you’ll need approximately 2-3 ounces per guest.

Cheeses: Make use of diverse soft and hard cheese options with varying milk types and colors, such as brie, havarti, gouda, hot pepper, cheddar, mozzarella, or blue cheese, soliciting suggestions from the cheese counter employee if needed. You’ll need approximately 2-3 ounces per guest.

Nuts and Seeds: Go big or go home! Marcona almonds, spicy nut/seed mixes, caramelized nuts, and even chocolate-covered nuts or raisins are great choices.

Fruits/Veggies: Mix in a colorful assortment of (preferably in-season) fresh and dried fruit, such as grapes, berries, sliced apples, dried apricots, dates, and figs, as well as herbs like basil, rosemary, or thyme. Olives and other pickled or cured vegetables

delightfully complement cured meats and provide beautiful color to the board.

Sauces, Breads, and Other Accompaniments: Add a few spreads, jams, and mustards; honey and olive oil with balsamic vinegar work well here too. Go for artisan breads, a toasted baguette, and gourmet crackers with different shapes, textures, and flavors to keep things exciting.

Once you have your delectable ingredients chosen, decide how you want to assemble them. Begin with your cheeses and small bowls of various canapés, arranging the rolled-up meats around them. Scatter crackers and bread around the space, then add fruits, nuts, and herbs to keep the colors of your platter balanced and beautiful. Don’t forget to choose a **lovely foundation** for your charcuterie spread, such as a large bamboo cutting board, marble slab, or ceramic platter.

Last, consider **beverage pairings** for your delightful delicatessen. Wine is most often paired with charcuterie (though a good scotch, bourbon, or rye will certainly work) to harmonize with the fattiness and saltiness of the proteins. Stick with less complex wines with subtle tannins and low alcohol, such as crisp, white wines (sauvignon blanc, pinot grigio, riesling, and sparkling white wines like prosecco) and lighter and fruitier red wines.



THE BIG EVENT

CONNECTING • ELEVATING • INSPIRING

September 15-17, 2020

SECURE YOUR SEAT

RPBIGEVENT.COM

You're invited to the most exclusive gathering of real estate titans in 2020. Don't miss your chance to network with the best, learn from national speakers, and elevate your earnings.



Skinny Wimp Moving Co.



AWARD-WINNING MOVING COMPANY WE ALWAYS HUSTLE!

**EXTREMELY POLITE
EXTREMELY FAST
EXTREMELY CAREFUL**

GOT JUNK? WE'LL HAUL IT AWAY!

CALL NOW

225-751-WIMP (9467)

or request a FREE QUOTE online

www.skinnywimpmoving.com

USDOT #3221406

The Right Loan...The Best Terms...The First Time



AUBER "SKIP" SHOWS III
Owner/Partner
NMLS# 118490

JOHN "GREG" FOY
Owner/Partner
NMLS# 118477



"Experience the Difference"

Conventional

FHA

VA

Rural
Development

Construction

CAFA
Grant Program

Jumbo

10311 Jefferson Hwy Ste B3 | Baton Rouge, LA 70809 | (225) 291-7901 | keylendingsolutions.com



aaroncoxphoto.com

318.453.1609

info@aaroncoxphoto.com