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The A Team at  
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**Page 20: Spring Network  
Event Information**

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Rachel Webre  
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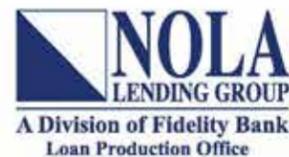
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▶ publisher's note

# Wheely Happy

By **Gina Miller**

**You love your cars.** How do I know? Because I asked you what I should get and NEVER before has a social media post generated so many comments! You people have some carpinions! *That's car...combined with opinion...get it?! You get it.*

I took those opinions and decided to go car shopping. After a full day of test driving, I found a perfect fit for me...a black Audi Q5. The big decision was color...I stood in the car lot with my husband and sales associate and looked back and forth between the white and the black...the white...*champagne and yoga*...the black...*bourbon and business*. I went with the black. This is my first ever black car! Can you believe it? I've had white, red, maroon, gray and silver, but never black!

I feel kinda chic, y'all.

Then to top it off, Audi Baton Rouge decided to partner with us and help us celebrate our local rock-star, car-loving REALTORS®. Sweet.

I wholeheartedly believe who we are hinges on who we surround ourselves with.

This opportunity has brought so many blessings into my life. The additional income and resource to purchase a new car is great, but the friendship and community I've found tops anything and everything else. I am constantly inspired and encouraged by

the hardworking individuals I get to meet for coffee, lunch or over a Zoom® call. My work ethic, attitude, daily habits and disposition is better because of who you are and what you have taught me throughout our conversations and getting to know one another.

One of my favorite authors, Seth Godin, said, "You can listen to what people say, but you will be far more effective if you listen to what people do." You are receiving this magazine because you are a doer.

**You are not talking a big game, you are living a big life.**

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And I am better for having been here.

**Gina**

**\*\*\*We are doing our best to make sure we have your current mailing and email address on file. Please Please Please, email or text us your contact details so you don't miss another issue!**

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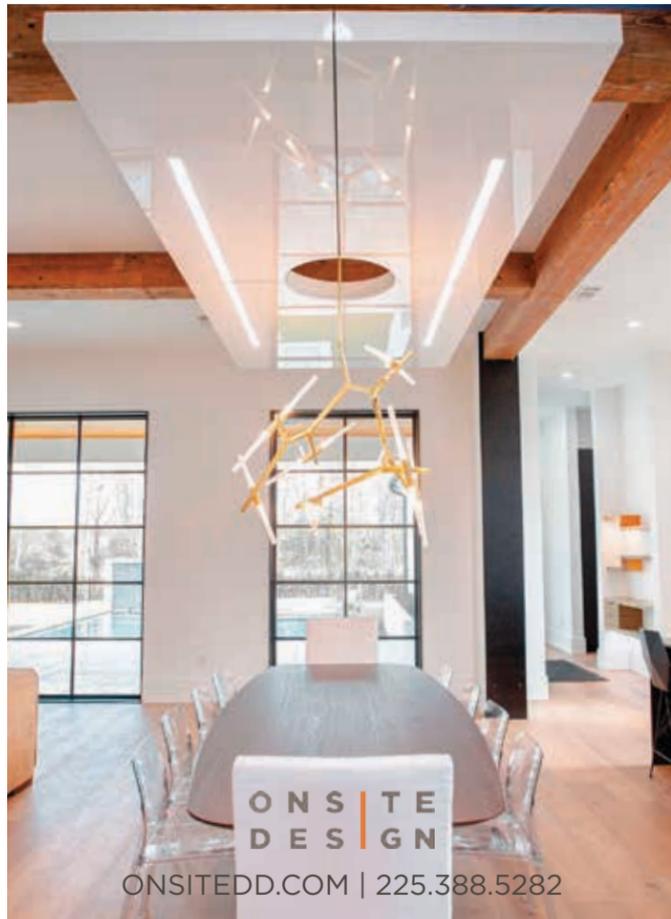
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# The A-Team

## T A I L O R M A D E

The A-Team at Eustis Mortgage loves what they do and how they do it. Their unique all-hands-on-deck approach to the business sets them apart in all of the best ways. With a team of four licensed loan officers, accessibility and experience are their greatest assets.

### Geaux Local

When it comes to getting what you need in a mortgage, there's no doubt that going local is a wise decision. Eustis Mortgage has been locally owned and operated for 65 years. Anthony Williams, founder of The A-Team has been in the business for nearly two decades. Now, he's leading

a team of local experts with one goal – happy clients.

“Our team stands by a motto of tailored mortgage solutions for client's individual needs.”

For Anthony's team of Louisiana natives, the distinctive ins and outs

of doing business in the boot are second nature.

“That's so important in the mortgage world because folks are dealing with people all over the country who may not know our market, our laws, and it could be something as simple as property taxes and how they're handled or insurance being more expensive due to weather,” he said.

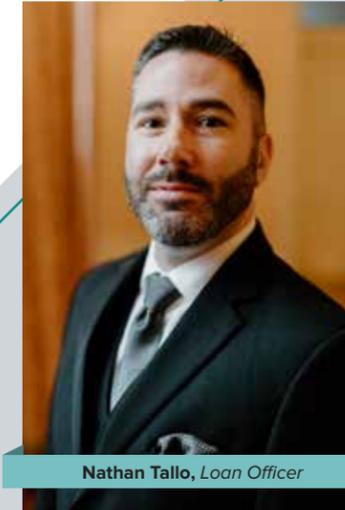
Anthony joined Eustis in 2012 and since then his



Anthony Williams, Loan Officer

focus has been on growing a team of knowledgeable and helpful loan officers to help REALTORS® and homeowners in the Greater Baton Rouge area. Over the years, Eustis Mortgage has grown in the Greater Baton Rouge area, to three offices in Prairieville, Denham Springs and Baton Rouge.

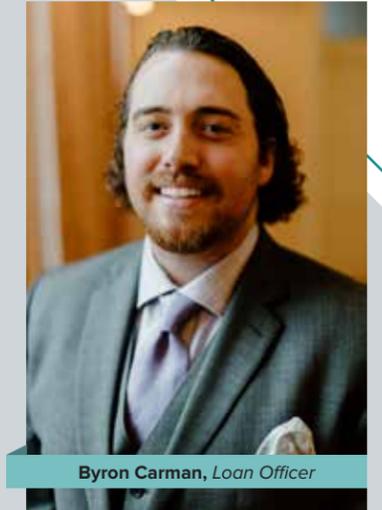
Anthony forged his own path to leadership office operations – and the path less traveled paid off. Instead of finding people with mortgage



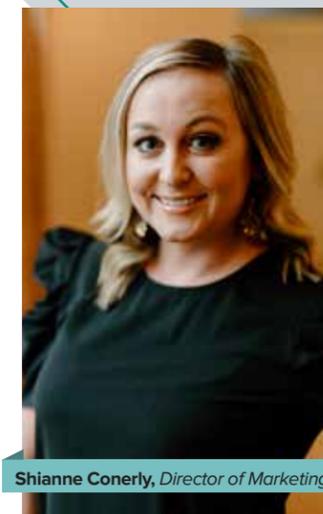
Nathan Tallo, Loan Officer



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“OUR TEAM STANDS BY A MOTTO OF  
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experience, he brought people in from outside of the business with diverse backgrounds and trained them on how Eustis does mortgage origination. Now, his core staff have more than 60 years of combined experience in the industry and have finalized more than 4,500 transactions together.

Instead of assigning clients, each team member works on a different aspect of each client’s process. When you work with Eustis Mortgage, you don’t get just one contact. You have access to loan officers Anthony, Nathan Tallo, Megan Hillensbeck, and Byron Carman. Their all-hands-on-deck

approach means faster answers, round-the-clock accessibility and all-around better service. The support staff is just as an important part of the lending process with back-office support to make sure everything runs smoothly and every client gets to the closing table with a smile. “They are as integral to our office as the loan officers,” Anthony said. “Everyone is an asset.”

The team doesn’t just come together for the sake of getting clients great results, though. From hunting and fishing, community outreaches, gymnastics and cheer with their kiddos,

the team enjoys time spent together having fun.

“That’s the beautiful thing about being a family. We can work hard and play hard together,” Anthony said.

And when a problem arises, they solve it the same way – together.

For the A-Team at Eustis Mortgage, loans are their lifestyle and clients become their friends.

“We don’t come to work,” Anthony said. “Because it’s not work, it’s our passion.”



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Years of Experience - 11

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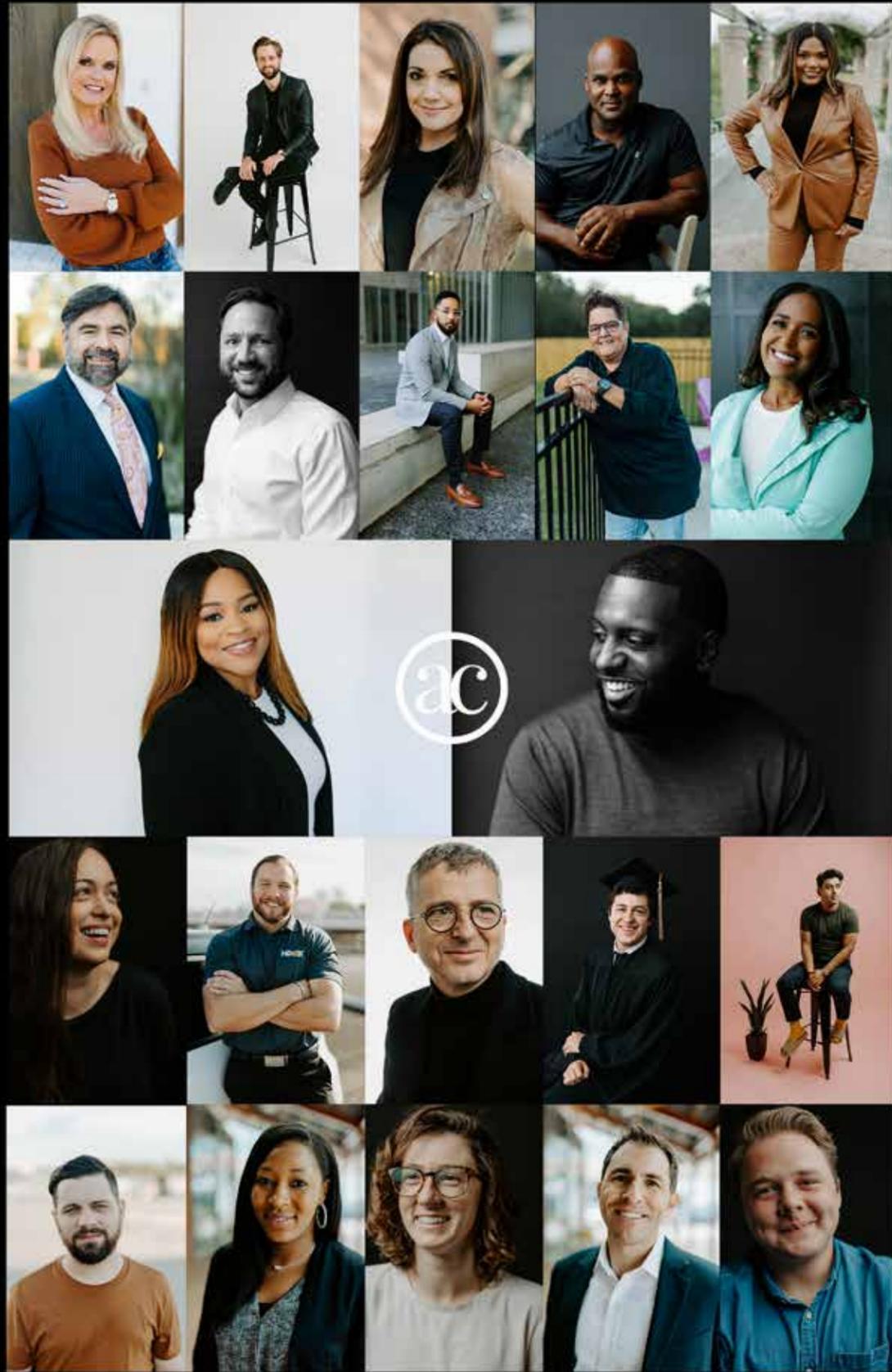


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By Breanna Smith Photos by Aaron Cox

# It's In Her Heart Christie Farris



*I hope to encourage people to go find ways to give back.*

There's no better way to build confidence than helping others and surrounding yourself with positive people- just ask Rising Star Christie Farris with Keller Williams Red Stick Partners. Real estate was something the Baton Rouge native grew up with and always had an interest in pursuing. She watched her mom work as a real estate agent throughout her childhood and knew one day she would, too. But one aspect of the business was an unexpected, yet welcome surprise.





“

*Give what you can and be true to yourself.*

Christie's grandmother, Cornbread, her kindness mentor.

“I had no idea I would also be a counselor,” she said. “I didn’t know how much I would be able to give back to others.”

It’s a role she takes great pride in – both inside and outside of the real estate world. Her beloved grandmother, a gentle country woman with simple ambitions who everyone called “Cornbread,” taught her the value of helping others early and often.

Christie took note of how Cornbread gave back, even with the little bit she had. She always had some money for the church and time to spend helping others.

After her house flooded in 2016, Cornbread moved in and Christie became her caretaker. The two always had a close bond but became even closer in those years. Eventually, she needed more involved care, and the two began the process of finding the best senior care facility for her – Williamsburg Senior Living Community. Cornbread passed away in 2019, and Christie found herself

trudging through one of life’s toughest storms. Instead of hunkering down, she turned to her grandmother’s advice – *give what you can and be true to yourself.* She got involved in volunteer work. It was exactly what Cornbread would have wanted her to do, and it changed her life.

Now, Christie is a regular at Williamsburg. She’s a lover of all things breakfast and often shows up with doughnuts and coffee, ready to sit and chat with anyone who may want to tell a story or relish in the company of a visitor before she begins her workday.

“You can go talk to them for just 20 minutes, and it changes their whole day,” she said. “You don’t have to have a whole lot of time, just pop in and do something good.” She doesn’t stop at coffee and doughnuts, though. She also helps host casino nights, painting parties, plays bingo with the group and assists with other activities. And she doesn’t stop at Williamsburg Senior Living, either. She also volunteers with St. Vincent de Paul,

Habitat for Humanity and the Cystic Fibrosis Foundation, on top of serving with REALTORS® in Action and participating in the Young Professionals Network Leadership Program through the Greater Baton Rouge Association of REALTORS®.

“I really enjoy finding opportunities to give and serve anywhere I can and where my time can make an impact,” she said. “I hope to encourage people to go find ways to give back and watch how it improves their lives for the better.”

Volunteer work does not have to be challenging or time-consuming – and the good that comes from it goes more than one way.

“If you’re having a bad day and you go volunteer, you change your perspective. It changes your whole world... When you put good out in the world, it comes back.”

All of the good Christie has put out into the world is evident in her bright smile and contagious confidence. Her



warm, inviting demeanor is backed by a crystal clear sense of who she is and the message she wants to share with the world. In true Christie fashion, she points to those around her as the reason for her success.

“The reason I did so well last year is because I put myself around positive people, and focused on serving others. I didn’t understand for so long how much I needed other people...and as REALTORS®, we need each other.”

But surrounding yourself with just anyone won’t do.

“Positive, good people – put yourself around them and watch how things change. Just watch.”

Christie is more than happy to share how she rose to the top. “It doesn’t have to be a scarcity mindset. Give back to people, show people what you did, help other people, and it’s going to propel you. Just go put some good out in the world – it’s going to come back to you.”

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» cover story

By Breanna Smith | Photos by Aaron Cox

# Marie

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## BROUSSARD

### No Looking Back

**If at first you don't succeed, try, try again.** A lesson Marie Broussard with Coldwell Banker ONE has come back to over and over. "It seems everything I do, something tests me that first year, whether as a business owner, a REALTOR® or my love of fishing," said Marie.





Marie has been the Top Producer with Coldwell Banker ONE for 7 years in a row.

When she sold Broussard Paper Inc., the business she owned and operated for more than a decade, Marie found herself totally lost and not knowing what career direction to take. “My husband and I started investing a little in real estate and knew we wanted to do more, so I thought, you know what? I’m going to go get my real estate license, it can’t be too hard, if I like it good and if not, I didn’t feel I had a lot of time and money invested,” she said. “Ha ha, little did I know back then.”

**Sticking With It**

Marie’s first year in real estate was in 1997 and it was far from a walk in the park. She put in very long hours, cried a good bit and cleared \$6,000 by the end of the year. “I thought REALTORS® are absolutely insane, if I’m going to put in all this time and

clear \$6,000 this is surely not for me,” she said.

That first year her husband gave her a flower arrangement in a soup bowl. Laughing he said, “Well, this way you always have a soup bowl you can get in line with.”

“I didn’t think that was funny, even though it was.”

Not known for being a quitter, she vowed to give herself one more year in the real estate business. From that point on she never looked back.

“That seems to be the story of my life,” she said with a laugh. When Randy, her husband of 42 years, took her fishing for the first time, Marie caught every tree limb and they left

totally frustrated with each other and intended never to fish together again. But they didn’t give up that easily. Randy started teaching Marie how to cast a fishing pole into their swimming pool. The backyard became her new training ground, and before long, they were back in the boat, catching more fish and fewer trees.

“I can hit a knot on a tree now. I can throw a rod with the best of them,” she said with a proud grin.

Randy and Marie also enjoy traveling the world together - from Alaska to Hawaii, Australia to the Bahamas and everywhere in between. One of their favorite new getaway spots is their vacation rental beach house they purchased last year located in

# When she gets the hang of things, there’s no limit to what Marie will, or can accomplish.

Port Aransas, Texas. It was a way of investing in real estate and get enjoyment out of it at the same time.

Even though real estate and fishing had rough beginnings, Marie stuck with both. She’s not afraid of putting in the hard work necessary to make success happen.

**...And Succeeding**

When she gets the hang of things, there’s no limit to what Marie will, or

can accomplish. She does not set lofty goals, but instead depends on a simple daily list of to-dos.

“Every morning, I write a ‘things-to-do list’ for the day, which consists of work and personal. I don’t set production goals ever for myself. I live with the mindset if I get my things to do list accomplished, everything else will follow.” To say her strategy works is an understatement. Marie has been Coldwell Banker ONE’s Top

Producer for the past seven years. In 2020, she earned the Coldwell Banker International Elite Award, which is the top 2% of Coldwell Banker Realtors globally. This is to only name a few. She has had numerous awards throughout her career.

Marie says her Assistant/REALTOR® Sue Alexis has been her game-changer for the past eight years. “Without her, there’s no way I could keep producing the production I am



Pictured here: Bronier Boyce, a REALTOR® mentee of Marie and Sue Alexis her assistant and also a REALTOR®.

... “I can truly say, I always felt God knows how much we can handle and how much we can’t.”

doing.” The dynamic duo work in tandem as a resource for their clients, knowing that making time for every question and offering their knowledge is their greatest asset to those they serve. “Whether it’s a co-worker, a buyer or a seller, knowledge is crucial. My first broker used to say, all we can give our clients is time and knowledge.’ This still stands true today. She was 100% correct. Knowing the legalities and intricacies of real estate is not effortless, but trudging through that difficulty is what makes you more knowledgeable and a stronger REALTOR®.”

Learning you can’t control every situation is probably one thing she

struggles with, but that struggle always leads her to her faith. “I can truly say, I always felt God knows how much we can handle and how much we can’t. There is always a reason things work out or they don’t. If you can keep reminding yourself, you are only here to guide, and not control, it makes life and work a whole lot easier. We may not know what that reason is today but sooner or later if you are quiet enough and observant enough...the answer is right before your eyes.”

**...And Sharing.**

“Look as much as I love my job and all its success, at the end of the day, it’s about my family and friends,” she

said. With Randy retiring this month, her focus is on enjoying and sharing her blessings.

“It’s the knowledge I can pass on to other REALTORS®, it’s mentoring new REALTORS® like our Bronier Boyce, it’s being with my family on amazing family trips, it’s fishing and ragging my brothers about my fish being bigger than theirs,” she continues. “It’s walking in a store and spoiling my two grandbabies Olivia and Claire and spending as much time as I can with them, it’s sitting on my porch drinking wine with my friends, it’s having Sue by my side for the last eight years which allows me to do these things. For all this and more...I am forever grateful. I have truly been blessed!”



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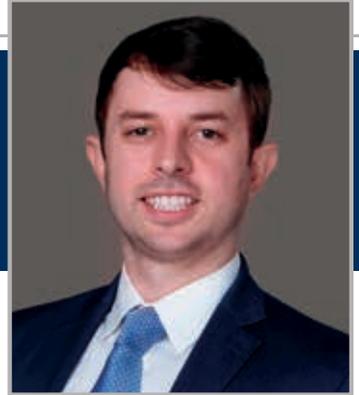
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