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COVER STORY

# Jason ELLIS

**RISING STAR**

Dalton Richardson

**COMMUNITY GIVEBACK**

Theresa Germano

**SPECIAL FEATURE**

Barnabas Horse Foundation

**MEET THE PARTNER**

Stephanie Midgett

DECEMBER 2021



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**Bill Poulin**  
Publisher / Owner



**Anita Jones**  
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**Jeremy Kierez**  
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**Margaret Geiger**  
Social Media



**Anna Price**  
Ad Strategist



**Dave Danielson**  
Writer



**Donald Hovis**  
Photographer

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Peace to you this holiday season!

▶▶ publisher's note

# Happy Holidays!



We hope you have been able to finally gather with your friends and family over Thanksgiving and are planning to cherish the December holidays with your loved ones as well. It truly is a magical time of year.

Congratulations to all of you for the amazing success you have had this year! We have enjoyed watching it and sharing it here in our magazine and on social media. You are such an inspiration to so many.

We published our first Real Producers magazine one year ago in December 2020. We have loved every minute of this new journey. Thank you for all of your support. We know we have the best real estate community in the best area in the country.

The love you have for our little slice of paradise and the way you share it with newcomers is just a part of your success. What we see in each of you, is a heart of service and paying it forward. It humbles and inspires us.

We loved seeing you at our Friendsgiving Fall Party! We had so much fun. Olga Kazakova, owner of Design the Sign, said, "You look around and this truly is a gathering of the best of the best REALTORS® here!" Bill and I love being a part of this.

May God bless us, everyone!



We are always looking for great content. Please email me with your ideas at [anita.jones@realproducersmag.com](mailto:anita.jones@realproducersmag.com).

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# DALTON

## RICHARDSON

A SURE SIGN OF SUCCESS IS A TIRELESS COMMITMENT TO HELPING OTHERS

### ▶ rising star

Written by **Dave Danielson**  
Photography By **Jeremy Kierez**, High Tide Content

A sure sign of success is a tireless commitment to helping others go the distance toward their dreams.

That is what Dalton Richardson does.

As a REALTOR® with Century 21 McAlpine Associates, Dalton puts his dedicated drive to work for his clients each day.

“One of the parts I love the most about what I do is making people happy. It’s reassuring to me that I have done an excellent job for them,” Dalton says. “I feel like when I go to bed at night, I’ve put in my honest day’s work, and no one goes to bed wondering what is happening with their deal.”

#### GETTING A FAST START

Dalton earned his real estate license in July 2019. As Dalton came of age, it did not take long for him to pursue his future in real estate.

“For me, my interest in real estate started in high school. I was given an assignment for one of my classes to interview someone in the community about what they did. I chose REALTOR® Kevin Sansbury,” Dalton says.

“During our conversation, I remember Kevin telling me that, with real estate, you could put forth a lot of effort and see a lot of results, or you could put forth minimal effort and get minimal results.”

After high school, Dalton attended Coastal Carolina. He planned to transfer to Clemson to pursue a career in structural engineering.

“I realized that wasn’t what I wanted to do. So, I changed my major to marketing, which helps me in this business,” Dalton remembers. “I’ve always been a people person and good at selling things. Getting out of college, I sold wine and did T-shirt promotion sales, but did not find this fulfilling.”

#### REWARDING COMMITMENT

Dalton took night classes to earn his real estate license.

“I saved about \$10,000 right out of college. I gave myself six months to make it in real estate,” he says. “With no income, I got down to having less than \$500 to my name.



At that time, I had one transaction on the books within my first four months in real estate. Several closings followed quickly after. In the process, I learned about land development and this year has been nothing short of a blessing.”

Dalton has had a tremendous 2021. By February of this year, he had already matched his sales volume from all of 2020.

As Dalton says, “the secret to his success is no secret.”

“I had the great people at Century 21 McAlpine Associates who helped me as I was getting started out, including Chris Sansbury, who supported me in learning about land development and contract law, Teddy Hucks, who helped me with customer service and learning how to treat clients, and Kevin McDowell, in the areas of land development and new construction.”

“The approach a person follows has more to do with success than what he is actually doing,” he points out. “I had the great people at Century 21 McAlpine Associates who helped me as I was getting started out, including Chris Sansbury, who supported me in learning about land development and contract law, Teddy Hucks, who helped me with customer service and learning how to treat clients, and Kevin McDowell, in the areas of land development and new construction.”

#### FAMILY FOUNDATIONS

Away from work, family is central to Dalton’s satisfaction in life, including his mother, Kim, and his stepfather, John Cherry.





“Through time, they have bought and flipped a lot of homes that we lived in. John has a great construction background, and has built his own houses,” Dalton says. “He is the person who has taught me the most.”

Another positive impact on Dalton’s life came from his older brother, Bradley Reavis, who passed away in 2016 at the age of 35

“I remember the day my brother was diagnosed with a stage 4 brain tumor. He was sitting in the hospital bed, and we were all upset,” Dalton says. My brother also said something that has stayed with me ever since. He quoted 1 Corinthians 10:13, “God does not put anything in your life that you can’t handle and if he does, he will give you a way to withstand or bear it.”

In his free time, Dalton is a big sports enthusiast and loves the outdoors. “I have a passion for hunting and fishing and love taking my dog to the river. If I am not enjoying my leisure time, I am working on the house, a shed, or just about anything,” he says. “I also like to spend a lot of time fixing and repairing things for other people.”

When it comes to giving back to the community, Dalton supports organizations like The Ability Experience, and Camp Smiles ... programs that assist those with disabilities in a summer camp program.



#### GRATITUDE AND FOLLOW-THROUGH

As Dalton thinks about his relatively young career in real estate, he feels a deep sense of responsibility for those he serves.

“I remember a year after I got into the business, I bought my own house. I was my own REALTOR® for that transaction. It can be the most exciting and stressful time of someone’s life. I want my clients to know they can get their questions answered, no matter what time of day it is,” Dalton says. “I always let them know they can contact me any time. If I don’t have the answer, I will find it for them.”

Dalton exhibits a true brand of selfless service for those around him.

“I like working hard for people. I tell clients that I want them to feel comfortable with everything we do,” he emphasizes. “I’ve always wanted to do good business with good people.”

**“ I LIKE WORKING HARD FOR PEOPLE. I TELL CLIENTS THAT I WANT THEM TO FEEL COMFORTABLE WITH EVERYTHING WE DO. ”**



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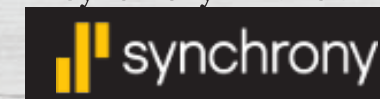


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# stephanie MIDGETT

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Written by **Lindsey Wells**  
Photography By **Donald Hovis**,  
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## How Can I Make Someone's Day a Little Better?

Old Republic  
Home Protections

*“How can I make someone's day a little better?”*

Stephanie Midgett begins each morning by posing this question to herself. Like sunshine on a rainy day, Stephanie finds sheer joy in putting smiles on the faces of everyone she meets and helping those in need.

So, it is no surprise that Stephanie's job revolves around doing just that. As a senior account executive at Old Republic Home Protection (ORHP), she is a beacon of light during life's unexpected moments.

A tobacco field in Swansboro, NC, is where Stephanie learned to value hard work. “I learned enough that I couldn't wait to get my driver's license and get out of those fields,” Stephanie said. “I've been working ever since.”

Before making home warranties her specialty, Stephanie was a real estate agent for eight years. When an ORHP account executive approached her in January 2018 with a proposal to transition into the home warranty industry, Stephanie took a leap of faith.

This career change proved to be a life-changing move. “As real estate agents, we all wake up every day looking for the next job. I certainly had no idea this is where I would find it,” Stephanie said. “I was like that little piece of paper that gets caught up in a Dirt Devil and never seems to stop spinning. Then, I took a leap of faith, which has been my saving grace. If you ever think there's not a greater force looking out for you, believe me—there is.”

As a one-stop shop for home warranty products, ORHP is built on helping homeowners protect their homes and budgets with simple, reliable solutions 365 days a year. A group of real estate agents founded the company in California to protect their commissions from breakdowns after closing. Over 45 years later, ORHP is a preferred home warranty company among real estate agents nationwide. “We don't market to the public; we market directly to REALTORS®,” Stephanie said.

“That's why we try so hard to establish working relationships and business partnerships with our agents. I do not have a job without my wonderful agents, who put their trust in me and Old Republic. That trust is not taken for granted—I treasure it!”

Unexpected breakdowns on appliances and mechanical systems can only be covered by a home warranty,

Stephanie loves living near the water!



“  
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not a homeowner's insurance policy, which is only suitable for covering the loss from incidents like fire, storms, or vandalism. ORHP's trusted network of service providers takes the guesswork out of choosing a technician so clients can focus on the important matters at hand.

At ORHP, they pride themselves on their premier HVAC coverage. "HVAC systems and roofs are the most expensive replacements that a homeowner can face. With the proper coverage, we make that replacement manageable," Stephanie said. Many of their competitors' plans have rust

exclusions, meaning that a unit is not covered if it's rusty. "We cover rust, and we also have no age limit, unlike others."

In honor of the company's motto, "People Helping People," ORHP recently opened a new call center in Charlotte, North Carolina. "Unlike so many other companies, our two call centers are both in the United States—a huge plus," Stephanie added.

Perhaps one of ORHP's most significant benefits is Stephanie herself. Stephanie's real estate background and personal commitment to agents are unmatched. "I know how hard it can be to close, and I understand an agent's liability and risk," she said. "These days, buyers want to get to closing as soon as possible and forget that the agent is there to protect their best interest. I want to protect that agent and prevent future liability issues."

As many know, Stephanie was diagnosed with breast cancer in March 2020. While the world had already stopped turning amid COVID-19, Stephanie faced chemotherapy, surgery, and radiation. "Thanks to my wonderful team members and our outstanding health insurance, I am one of the lucky survivors," Stephanie said.

Stephanie's family includes her husband of 36 years and two pups, Bogue and Layla. During the spring and summer, Stephanie and her husband enjoy taking the dogs on the boat to a sandbar and soaking up the sunshine and peacefulness of the salty air.

Animals hold a special place in Stephanie's heart. Fifteen years ago, someone dropped a cat off in front of her house, which eventually attracted kittens and feral cats from all over. To this day, Stephanie has had 58 cats spayed, neutered, and vaccinated at her own expense. "Not all have survived over the years, but I know in my heart that I gave them the best life I could," she said. "God's creatures are not meant to suffer around my home."

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» a mortgage loan that is not used enough...

Written By **Carl Monsour**, Bank of England Mortgage

## HOW CAN A REVERSE MORTGAGE BE USED TO **BUY HOMES?**

Many older Americans do not realize you can purchase a home using a reverse mortgage. Reverse mortgages can help your clients create a more comfortable living and retirement. Instead of making house payments, they can let the house pay them! With a down payment and some basic qualifications, this should be a popular option for those 62 and older. While this option is not for everyone, let's review some of the loan's parameters so we can offer it to those it will help greatly.

### What Is A HECM For Purchase Loan?

A HECM (home equity conversion mortgage) for purchase loan, also known as a reverse for purchase, is a government-insured loan that gives homeowners 62 and older the convenience and flexibility to purchase a new home while eliminating mortgage payments. You make a down payment and let your HECM for purchase loan cover the rest. And yes, you read that correctly, no mortgage payments as long as you continue to pay for property taxes and homeowner's insurance and keep the home maintained.

### Here are some of the other basic benefits of a reverse for purchase:

1. Eliminate monthly mortgage. Free up cash to cover other important expenses, such as -health care, paying bills, or simply spoiling the grandkids!
2. Improve cash flow. Use the funds from a reverse mortgage to purchase "more home" and improve your cash flow.
3. Right-size to the right home. Move closer to family and friends or match your lifestyle needs with a lower-maintenance home.

### How a HECM for Purchase Loan Works

A HECM for Purchase loan combines a reverse mortgage with the equity from the sale of your previous home – or from other savings and assets – to buy your next primary home in a single transaction. Regardless of how long you live in the home or what happens to your home's value, you only make one initial payment toward the purchase, provided that you pay property taxes, insurance, and maintain the property.

### Who Qualifies for a HECM for Purchase Loan?

- You must be age 62 or older (a non-borrowing spouse may be under age 62).
- Your new home must be your primary residence (borrowers must occupy the property within 60 days of closing).
- You must have a sufficient down payment to purchase your new home and meet the financial requirements of the HECM program.

### Features and Protections

The HECM reverse mortgage product has had improvements over the years so that it can better meet the needs of older Americans. Currently, there are important protections in place to ensure that it can continue to help consumers for years to come.

- You must complete reverse mortgage counseling with an independent counseling agency.
- You must undergo a financial assessment to ensure you are able to meet the financial obligations of the loan, which includes the ability to pay your property taxes and homeowners insurance.
- If your spouse is younger than 62, they can qualify as an eligible non-borrowing spouse and remain in the home even if you leave or pass away, so long as they continue to meet all loan obligations. (Borrower must continue to pay for all property charges, which include property taxes, homeowner's insurance, and any homeowner's association dues/fees as well as maintain the home.)

Knowing about this loan type could just help you gain a new client base.

Bank of England Mortgage is here to assist you with any and all questions you may have about this valuable product. We have a team of reverse mortgage specialists to concentrate on this type of business only. If you know anyone or have questions yourself, don't hesitate to contact us locally at (843) 970-3120.

**Carl Monsour (NMLS # 145101) is the manager of the Myrtle Beach region and can assist you or your clients in learning more about this under-used mortgage product. His direct number is 843-970-3120; call or text him now.**

For informational purposes only. Information is subject to change without notice. This is not a commitment to extend credit. All loans are subject to credit approval including credit worthiness, insurability, and ability to provide acceptable collateral. Not all loans or products are available in all states or counties. A reverse mortgage is a loan that must be repaid when the home is no longer the primary residence, is sold, or if the property taxes or insurance are not paid. This loan is not a government benefit. Borrower(s) must be 62 or older. The home must be maintained to meet FHA Standards, and you must continue to pay property taxes, insurance, and property-related fees or you will lose your home. Bank of England is not affiliated with any government agency. Bank of England Mortgage is a division of Bank of England. NMLS 418481. Member FDIC.

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Written by **Dave Danielson**

Photography by **Jeremy Kierez**, High Tide Content



## THE BARNABAS HORSE FOUNDATION

# THERESA GERMANO

### REINS AND REWARDS

One of the most powerful ways of working through issues does not rely on any kind of technology. It is about building special bonds.

Equine therapy harnesses the possibilities that take shape when horses and people spend time together, building bonds on a deep level.

One of those who has an up-close-and-personal role in seeing that and making it happen is Theresa Germano. As a REALTOR® with Century 21 Broadhurst, Theresa plays an active role volunteering with the Barnabas Horse Foundation ... fulfilling its purpose of encouraging hope and healing through fellowship with horses. Her broker, Jaime Broadhurst, has been a long-time donor to this organization.

“Since I’ve lived here, spending time at Barnabas has been one of my favorite past times and is very therapeutic in these weird times,” Theresa says. “I found out about Barnabas just by googling Therapeutic Horse Farms and they popped up. I was looking for a farm similar to where I volunteered in Ohio.”

#### HANDS-ON EXPERIENCE AND IMPACT

Every Sunday, you are likely to find Theresa at the Barnabas farm.

“I usually am there helping to feed the horses, bringing in the horses, and grooming them if needed, as well as fly spraying then throwing hay



Jaime Broadhurst has been a long-time donor and supporter of BHF.



or filling hay bags and mucking stalls and paddocks,” Theresa says. “I have just recently started to work with the special needs kids and adults on Saturday morning.”

One of Theresa’s favorite parts is enjoying what Barnabas Horse Foundation Founder Sue McKinney calls ‘round pen time’.







“This is where we work one-on-one in a round pen with one of the horses,” she explains. “Horses react very similarly to emotions as people do and are extremely sensitive to them. So, this gives us an opportunity to shine some light on things we struggle with so we can become better communicators and connect better with the people in our lives.”

#### FULFILLING MOMENTS

Theresa enjoys the bonds with these magnificent animals herself, too.

“This is when your issues come out. The horse I work with in the pen on a given day depends on the mood I am in. If I feel like I need a challenge, I will work with a more challenging horse that may have some trust issues like Angel,” Theresa says.

“When I need an easy session and maybe just need acceptance, I will work with a horse like Pete who just loves to be around people. I love round pen time even though it can be a little scary because stuff does come to the surface when you are trying to build that healthy relationship with the horse.”

Theresa’s favorite horse is named Complements.

“We call him Comp. I have not actually worked with him in the round pen yet, but he is next. But on days I feed, he always allows me to hang out with him and talk, scratch, and snuggle with him. That may sound weird to an outsider but it’s one of the best feelings ever when a horse trusts you and wants to be with you.”

#### SPREADING THE WORD

Ever since moving to the area, Theresa has enjoyed a truly rewarding experience with the Barnabas Horse Foundation.



“Sue and the rest of the Barnabas family have given me a place to belong since I moved down here. I always know I can call on them or go to one of the farms when I need some horse time or someone to talk to,” she emphasizes. “I am so grateful for that and for the round pen time they provide. I haven’t been able to do a lot of time but I’m looking forward to many more sessions.”

In addition to her volunteer work with the horses, Theresa has also played a key role in fundraising for the Barnabas Horse Foundation.

“We organized a guest bartender event to raise money for Barnabas. As part of that, Jamie Broadhurst was the bartender, and he brought in a lot of



“  
HELPING OTHERS  
AND HANGING  
WITH HORSES IS  
MY HEAVEN.  
”

people. It was just a couple of hours but fun and successful,” Theresa explains. “I would like to do more of this type of fundraiser for them in the future.”

#### RAPID RISE

In addition to her work with the Barnabas Horse Foundation, Theresa started her journey in real estate in February 2021. Early in her career, Theresa worked in the restaurant industry. She had worked as Home Inspector, and she managed commercial real estate in Ohio before moving to the area in March 2020.

“As a single mom, I had the opportunity to work as a server or bartender to support my family. After my kids were grown, I realized I was very burned out in the restaurant business. So decided to pursue my love of real estate,” she says. “I was hired to help manage commercial properties and was involved in helping oversee refurbishing of some old houses in Ohio. I realized I loved looking for the old houses, looking through them, and redesigning them. So, when I left Ohio, I thought that I would pursue my passion here.”

#### FAMILY FOUNDATION

Away from work, Theresa looks forward to time with her family, including her two children — Erin and Jeremy — and her four grandchildren — Dominic, Andi, Isaac, and Samuel.

In her free time, Theresa likes to be outdoors and spend time hanging out at the beach. She also enjoys shell hunting, boating, car shows, going to flea markets, exploring new restaurants, and enjoying wine tastings.

When you talk with Theresa, it is easy to see the passion for life, including the work she does with others professionally and through caring ventures such as the Barnabas Horse Foundation.

As she says with a smile, “Helping others and hanging with horses is my heaven.”

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# BARNABAS HORSE FOUNDATION

*Sue McKinney, Founder*

Written by  
**Anita Jones**  
Photography by  
**Jeremy Kierez,**  
High Tide Content

**Animals can offer an extraordinary amount of emotional support. They are sometimes used in therapeutic settings to help clients navigate challenging emotional experiences.**

**Horses are keen observers and are vigilant and sensitive to movement and emotion. They react to a person's energy much like people respond to that person. If a client is congruent (their internal state matches their external state) the horse may mirror a client's behavior or emotions, conveying connection that allows the client to feel safe. This also allows for clients to maintain a sense of self-awareness, using the horse's behavior and interactions for feedback and opportunities to check in and process what is happening in the moment.**

**"Hippotherapy" is the term used to describe equestrian therapy for humans. The proven therapeutic bond between horse and human dates back to antiquity. The Greek physician Hippocrates, known as the "Father of Medicine," wrote about the therapeutic potential of horseback riding. According to hippotherapy professionals, horses have an acute, innate sixth sense to read human emotion and can therefore be highly effective in helping to treat PTSD, abuse, depression, and autism, as well as giving those with physical or emotional disabilities peace, joy, and fulfillment. Equine-assisted therapy has proponents and beneficiaries around the globe.**



Barnabas Horse Foundation is a non-profit organization offering trauma-focused equine-assisted therapy for anyone affected by trauma. BHF also offers special-needs therapeutic riding.

President and founder, Sue McKinney, is a long-time local, who turned her love of horses and children into a healing program. She named it Barnabas, whose Hebrew meaning is, "Son of consolation, exhortation, and comfort." Barnabas Horse Foundation currently is located on two farms, and they have twenty-six horses. BHF hosts over 150 therapy sessions each month. Sue says, "It is our mission to encourage hope and healing through fellowship with horses."

She continues, "God placed a vision on my heart that I could not ignore during one of the darkest times of my life. Knowing first-hand how horses can help someone who has experienced trauma, it seemed like the right thing to do."

"In 1975, my parents offered me a horse if I would move peacefully to Myrtle Beach from California. Thus began my journey of love, hope, and healing with horses."

"I grew up in Myrtle Beach riding and showing horses, working for horse trainers, and eventually got my degree in Horse Farm Management, which included genetics, pre-veterinary courses, horse nutrition, and equine husbandry. My family is my heartbeat and my reason for trying to make this world a better place. Jeff and I have been married for 28 years, and we have five children, four grown and one still at home. Family time for us involves get-togethers for meals, camping, and boating. We are quite a rambunctious group when we are together – laughing, telling jokes, sharing memories, playing games, and just loving each other. When I am not working, I enjoy camping, boating, reading, time with my friends and family, and snuggling with my three dogs."

## MANAGING VULNERABILITY

As clients might find themselves vulnerable when trying to open up about emotional challenges, past experiences, or life transitions, the horse can offer a reference point to use for processing. If something feels too painful to speak of, it can feel a bit easier for clients to process using the horse as an example, or to align their experience with the horse's experiences in the moment.

McKinney explains, "Equine-assisted psychotherapy may reduce therapy by as much as six months when compared to traditional talk therapy. Horses will respond to us much the same way people do, giving insight into patterns that may no longer serve the client. When someone has experienced trauma, they can get stuck in the lower regions of the brain – meaning there is a mental block that keeps them from moving forward in their life. This type of therapy helps integrate the whole brain, beginning with the brain stem, then the diencephalon, to the limbic system, and finally to the neocortex. Repeated exercises, in partnership with the horse, will enable the client to create new neural pathways to the neocortex. **Simply put, it helps to rewire the brain through rhythmic, patterned, predictable outcomes.**"



Sue reports, “In 2007, we purchased two horses for our family. In 2011, inspired by a traumatic event for a family member, BHF started coming to life. In January 2013, we started seeing our first clients, children aged 3-17 years old. In 2014, we added women in crisis. In 2015, we added equine-assisted learning for veterans. Special needs therapeutic riding was added in 2016.”



Sue excitedly continues, “This year we began services for first responders. What I thought was going to be a part-time gig has turned into my dream job! We are working with the biggest-hearted, most compassionate team of people. To date, Barnabas has helped over 1,000 people in the community to find hope, healing, and peace.”

“I’m shocked at how fast we’re growing,” Sue says. “Currently, we are partnering with eight area therapists.”

“There’s a huge need,” said McKinney. “I wish we had more hours in the day. We are trauma-focused. We partner with the rape crisis center, and we are restarting a veterans’ program. We see a lot of kids with anxiety and clients who have witnessed horrible things.”

#### HOW IT WORKS

Barnabas supplies horses, a safe environment, and ten highly trained equine professionals who help interpret the horses’ body language and assist the therapists, who are always present at the sessions.” A new client gets to meet all of the horses, and then selects the one they want to partner with. Depending on what the therapist is trying to accomplish, the client may be on the ground or may be on horseback.

Sue relays, “Our job is to read the horses’ body language. For example, a therapist might ask a client ‘How are you doing today?’ and the client says, ‘I am fine; there’s nothing bothering me.’ The horse can pick up that the client might be hiding something. We communicate that and then the therapist can say to the client, ‘You’re telling me you’re okay, but the horse is telling us something different. What’s going on?’”

Sue is a wealth of information in this field and shares, “Equine-assisted therapy is an ever-evolving field. The more we learn of neuroscience and the effects of trauma on the brain, the better we can understand how to help the clients create new neural pathways, recognize unhealthy patterns, and equip them to have healthy, connected relationships.”

“No relationship is ever forced,” Sue explains. “This is especially important when working with victims of crime. It is about forming healthy, attuned connections, not domination or control. We begin with the brain stem where the fight, flight, or freeze reactions occur. Then we engage the diencephalon through rhythmic, patterned movement. This opens up the limbic system where emotions come from, and

relationships are built. From there, if we cannot get through the ‘block,’ we work to create a new neural pathway to the neo-cortex, the abstract thinking part of the human brain. Imagine it this way, if you are on your regular route to work and there is an accident, you have two choices: 1.) stay stuck or 2.) take a different route. “

Sue reports, “Our biggest program is the trauma-focused, equine-assisted psychotherapy program, keeping us extremely busy five days a week. The client’s counselor will schedule a time with us. The sessions will vary as her team will take the temperature of their client – and develop a game plan with the counselor. Some take longer than others, some are more resistant. We let them lead.”

Barnabas partners with the therapists – to define the day’s agenda and what needs to be accomplished. If it is grooming a horse – the client is asked to put their hand on the horse. This builds trust and gives them tools in their toolbox for anxiety or depression. The goal is to bring them in the present. They might get on the horse and walk them. The movement of horses at a walk mimics being in utero. It is calming and the client is able to regulate themselves through breath and movement, helping them to become relaxed, calm, and focused.

“Horses can also be very empathetic,” explains McKinney. “They are a powerful – great biofeedback machine. There are so many stories I could tell you. On a personal level, I had a good friend die suddenly and I was distraught. I walked out to the pasture and my personal horse came from the back of the field to be with me and comfort me. She just rested her head up against my chest and stood there for the longest time. This is because we had an attuned, healthy relationship. Horses are herd animals. We are part of their herd, and they see us as family. The horses are family to us as well.”

Barnabas, a nonprofit organization, does not charge for its services and fundraises to cover expenses. They do ask for a donation from the special needs program participants. The four full-time staff members are paid through the SC Attorney General’s Office by the VOCA (Victim of Crime Act) grant. BHF was founded because of McKinney’s own experience and originally funded with her own money. She feels like Barnabas was her saving grace, and BHF hopes it can be for other families as well.

When asked what Sue finds most fulfilling about her work, she replied:

1. The smiles of a special needs child
2. Seeing a veteran or first responder find peace
3. Helping victims of crime find hope and healing, moving from victim to survivor
4. The compassionate hearts of the Barnabas volunteers

Barnabas is here to help anyone who is a victim of crime, veteran, or first responder or has special needs. “Please reach out to us!” Sue implores.

#### GET INVOLVED

Barnabas has an extensive Wish List of items on the website and appreciates any donation large or small. There are also opportunities for event sponsors and therapy horse sponsors. Volunteers are the heartbeat of Barnabas: from caring for the therapy horses, assisting with special needs, fundraising, administrative duties, etc. They have something for everyone who wants to be involved!

<https://www.barnabashorse.org>

Check out our website for more details.  
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►► cover story

Written by  
**Dave Danielson**  
Photography by  
**Jeremy Kierez,**  
High Tide Content

# Jason JELLIS



## PUTTING IT ALL TOGETHER

In an industry and market filled with moving parts, unexpected challenges, and new opportunities, clients depend on your expertise to see them through.

One of those who excels as an all-around industry leader is Jason Ellis.

As broker/owner of JTE Real Estate, Jason has a true gift for putting it all together and making all of the pieces work in harmony for those around him.

“That’s one of my favorite parts in what I do. I enjoy putting the deals together and making them work,” Jason explains. “I enjoy those and pushing those past the goal line. I enjoy the deal itself, including the negotiating part of it and the whole action of the transaction.”

### AN EARLY VIEW OF THE FUTURE

Jason earned his real estate license in 1997. But his story in the business started at the very beginning of life.

“My parents had a brokerage since before I was born. My mother was in residential real estate and my father worked in the commercial side. It’s all I’ve ever known,” Jason remembers. “Even in high school, I worked during the summer at the county assessor’s office in my hometown in West Virginia. I also helped out in the business during college breaks.”

### MOVING AHEAD

As Jason came of age, he moved to South Florida. There, he worked as a mortgage broker and also served as a licensed real estate agent.

“It was challenging working in South Florida as I got my start in my early 20s because I was not as familiar with the market there. But I gained good experience, working with one of the top producers, doing his open houses, and helping with his work.”

•••



When I talk with newer agents, one thing I tell them is, do not focus on the commission. You have to be focused on your clients' goals and it's up to you to get them there. ”



...

#### REWARDING STEPS

In 1999, Jason had a new opportunity.

“That’s when Mike Morino offered me the chance to move to Myrtle Beach and run Legends Golf Resort,” Jason remembers. “That’s where I honed my skills. Mike helped a lot with that growth process.”

Through time, Jason’s record of results has continued to skyrocket. In fact, in 2020, he recorded an impressive \$32 million in sales volume. This year, he is on target to reach an astounding total of \$42 million in sales volume.

What makes his achievements even more remarkable is the fact that Jason works his business by himself, without a team or an assistant.

#### A FULFILLING LIFE

Away from work, Jason treasures time spent with his family, including his wife, Kelly, son Troy, and their three daughters — Mary, Ayla and Natalia.

“One of our favorite things to do is traveling to warm, tropical locations like Fort Lauderdale or the Bahamas,” he says.

When it comes to giving back to the community, Jason has a wide range of organizations that he supports. In addition, he’s a big believer to supporting local businesses and causes.

#### LEADING THE WAY

As he reflects on his own successful career, Jason offers advice for those who are getting started on their own journey in the business.

Another key ingredient for success is honesty and transparency when it comes to answering client questions.

“If you do not have the answer, don’t make something up ... just say you will research it and get back to them,” Jason points out. “When you are honest about that, it also adds validity to every other answer that you give them because they will know that you will only tell them what you feel confident about.”

...





It is satisfying to see everything fall into place or sometimes making it fall into place.



••• **BRIGHT FUTURE**

Those who have the opportunity to know and work with Jason appreciate the fact that they can trust him to do what's best for them.

"I always tell my clients that I treat their money like it's my money," Jason says.

As Jason looks to the future and continues to make a positive impact on those around him, he is excited about a new venture.

"Right now, in addition to my regular real estate business, I am marketing an amazing community in

Sunset Beach, NC, called Thistle Golf Estates. The developer has an agreement with Classic Homes of Myrtle Beach, and I am marketing 53 house and lot packages. The developer is selling an additional 38 large golf course home sites," Jason says.

"I enjoy taking something from the ground up, marketing, websites, graphic designs, etc. It is like a real estate transaction; it is satisfying to see everything fall into place or sometimes making it fall into place."

Day by day, Jason Ellis makes a difference for his clients and his community ... in the process putting it all together for them.

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**FUN FACT**

Margaret's company is named after her birthday - December 31.

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*Christmas*  
&  
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