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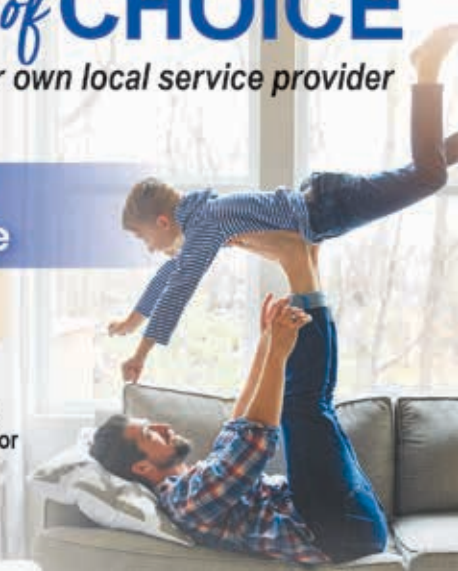
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▶▶ publisher's note: dees hinton

Relationships

A Key to Success in Business and Life

February is a month dedicated to celebrating relationships. We have so many kinds of relationships in our lives: romantic, family, friends, neighbors, business, etc. Nurturing and growing relationships is extremely important in all areas of life to have a well-balanced, fulfilled and successful life.

Every REALTOR[®] and ad partner we have interviewed for a feature has said in one way or another that relationships are key to their success.

Central Mississippi Real Producers is dedicated to developing and nurturing relationships within the real estate industry. We share the stories of the top real estate professionals and our ad partners in this publication and online. We tell about where they

came from, their families, their journey to their profession and who they are as an individual as well as in their career. We have some very interesting people in the industry with a wide range of life experiences!

We also bring everyone together at events to meet and get to know each other in a relaxed, social atmosphere. People will naturally want to do business with people they know and enjoy. Our events are a chance to talk and get to know each other with no pressure. Anyone attending the invitation-only events is either a top REALTOR[®] in Central Mississippi or a partner who has been referred to us as an excellent provider in their field. We are creating and growing an elite network within the real estate community.

Our goal and mission are simple: To identify, promote and enhance the relationships of top REALTORS[®] in Central Mississippi and connect these REALTORS[®] with the top industry partners that help them sell more real estate.

Central Mississippi Real Producers is all about Relationships!

We are tentatively planning an event in March and hope that we will all be able to safely come together! We will keep you posted on the time and place.



top producer

Kim GRIFFIN

Written by **Susan Marquez**
Photography by **Abe**
Draper Photography

SELLING REAL ESTATE IS A WAY OF LIFE FOR KIM GRIFFIN

Kim Griffin grew up ten miles from Oxford, Mississippi in a small town called Abbeville. Surrounded by family, she knew she did not want to venture far from North Mississippi when it came time for college. This led her to attend Northwest Community College, where she was also a member of the cheerleading squad. Following her time at NWCC, she attended Ole Miss to pursue a degree in elementary education. Her father served as the Lafayette County Tax Assessor and Collector for 30 years, which opened a door for Kim to

accept a position working for a company that reassesses county values. Little did she know that this opportunity would be an early gateway into the world of real estate.

Shortly after marrying her husband Don, they were transferred to the Rankin County area with his job as a banker. Kim pursued an opportunity working at an orthodontist's office in the area. "I did that for years, but by the time our daughter Dani was in middle school, I wanted a more flexible schedule to be able to attend her

activities. She was a dancer, cheerleader, and she was involved in other things as well."

Thinking she might want to open a gift shop or antique shop, Don told Kim he thought she would be good at real estate. "That wasn't even on my radar at the time," she laughs. "But, like my dad, I do love working with people, so I decided to give it a try." Kim took classes in real estate at Hinds Community College but did not tell anyone she was doing it. "Jeri Mateer, a long time REALTOR® in the Jackson



...

area, was my teacher. She taught me so much, and I am so grateful to her. We continue to stay in touch and I have even gone back to speak at some of her classes. I encourage anyone interested in real estate to take those college-level courses, as the education you get is invaluable.”

The day Kim was to take her real estate exam, she had a family emergency, so she dropped everything and drove to Oxford. She rescheduled her exam and upon doing so was given very short notice of her new testing date. “I was so worried that I may not be prepared in time. The day I took the exam, I had to wait to see if I passed or failed. When the lady came out to tell me that I had passed, I screamed so loud people came running out to see what was happening! I gave her a big hug!”



Kim went to work with The McCaughan Company and broker, Sara McCaughan, and she has remained with the same agency since the beginning. “Sara is like family to me; she and so many others have taught me so much over the years. Both Sylvia Drake and Dale Pruitt were instrumental in my early training, for which I am forever grateful.” Kim says that The McCaughan

Company is a relatively small agency with approximately 20 agents. “I like working in a smaller agency because we truly support each other and put our clients first.”

A lot has changed since Kim began selling real estate 22 years ago. “We used to sell out of a book with pictures of houses in it,” she says.



“

TO ME, IT’S NOT A JOB. IT’S SUCH A HUGE PART OF WHO I AM AND IT ALLOWS ME TO CONTINUOUSLY BE OUT THERE SERVING OTHERS.



...

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“And we had pagers. Clients would page us, and we would call them back at our convenience.” She laughs that she may one day write a book about all her real estate adventures. “The first client I ever had took a year and a half to find their dream home. They looked at homes from Mendenhall to Canton, but the silver lining is that while I was driving them around, I learned my way around all of the different areas.”

Finding her niche, Kim says she loves what she does. “I will probably be writing a contract on the day I die,” she jokes. “To me, it’s not a job. It’s such a huge part of who I am and it allows me to continuously be out there serving others.”

COVID-19 has affected the way she works, but Kim says she is adjusting. “I have always been a go-to-work person. I need to get dressed and go to the office to feel like I am being productive. When I first started, I went to the office every day even if it was just to wait on the office phone to ring. I have always felt like I was accomplishing something if I was spending time at the office. However, during COVID, I’ve realized that I can work from home and continue to serve my clients well.”



When she is not working, Kim is “Weezy” to two precious granddaughters, Louise (4) and Phoebe (5 months). Dani, and her husband, Neil Polen, live in Ocean Springs, so Kim says she enjoys visiting them often. She also loves to bring the girls home with her for a weekend at Weezy and Grumps’ house. A social person at

heart, Kim loves spending time with her friends, going to the beach and shopping. “I also love to help decorate houses. It is not unusual for me to stage a home for my clients or to help them decorate once they move in. That is just something that comes naturally to me, and I truly take pleasure in doing it.”

“

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▶▶ rising star

Written by Susan Marquez | Photography by Abe Draper Photography

JUSTIN HAMIL

A REALTOR® with a Servant's Heart

Justin Hamil's roots in Madison County run deep. His grandparents first moved to the area in 1970, when they opened their popular restaurant, Hamil's Barbeque. "As early as I can remember, I worked in the restaurant," says Justin. That work taught him the value of working hard and serving other people. "My grandmother sat at the cash register, and while there were often lines of people out the door waiting to get in, she would take the time to talk to each one, often asking them if they knew Jesus." The love she had for Jesus and that personal attention meant a lot to many people, and it did not go unnoticed by Justin. "I saw the effect she had on people."



...

I realized that buying a home requires good guidance from a professional who understands all the intricacies of the deal.

Justin grew up in Madison and graduated from Madison Central High School in 2010. He chose to stay home and attend Holmes Community College, where he met his wife, Alix. After graduating from Holmes, he went to work for the Ridgeland Recreation and Parks Department, where he did all kinds of work from ballpark maintenance to setting up city-wide events such as Balloon Glow, Kids Fest, Heat Wave Classic Triathlon just to name a few. "It was hard work, but I really enjoyed it." Working for the Recreation and Parks Department allowed me to meet so many great people and make life-long connections throughout the city from city officials to local residents. But Justin felt led to go back to the place where he grew up. "I went back to manage Mama Hamil's restaurant for three years."

Working in management taught Justin more life lessons, including how to manage employees. When he and Alix were ready to purchase their first home, they went house-hunting and through that experience, Justin learned how much he enjoyed looking at houses, and he also learned how much went into the process of purchasing a home. "I realized that buying a home requires good guidance from a professional who understands all the intricacies of the deal." That sparked an interest in Justin, who studied for the real estate exam. "It was something I thought I'd do on the side," he says.

Justin went with Exit Moves Real Estate on recommendation from Alix's cousin, Ryan Ainsworth, who served as Justin and Alix's REALTOR® when they purchased their home. As he began closing deals, he realized that he really enjoyed it and wanted to pursue real estate full time.

When Exit Moves closed their office, Justin was not sure where he wanted to go. "I prayed about it. At the time, Alix managed Material Girls, and the owner was Whitney Foster. Whitney's brother, Skipper Giordano, is the principal broker at Trihelm Properties. I reached out to Skipper and he said they had had their eye on me, and that my call came at the right time. They were expanding their operation and needed a new agent."

Real estate is a career that suits Justin perfectly. "I have always had a servant's heart," he says. "I like helping other people, and real estate is one way to do that." The real estate industry is one that Justin excels in. "My biggest challenge lately has been trying to find inventory."

Justin and Alix live in Providence in Gluckstadt with their two sons, Grayson (age 4) and Gunner (15 months). They attend Pinelake Church Madison Campus. While it sometimes feels as if he is working 24/7, Justin says he manages to find time to travel with his family. "We enjoy traveling and get to Gulf Shores whenever we can. It's like our second home." Justin says they are drawn to the water. "We actually got married on a beautiful beach in Hawaii."

Justin believes that having roots planted in God's word, family and hard work is the best formula for success.



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▶ partner spotlight

Written by **Susan Marquez** | Photography by **Abe Draper Photography**

Like most young men, Tyrone Keyes did not have a solid secular plan for his life. His faith, though, played a major role in where he is today, the owner of T & M Contractors. Raised in Joliet, Illinois, Tyrone's father was murdered in 1973, and his mother felt the need to relocate. She moved her family of 11 children to Laurel, Mississippi in 1975, where she received extended family support.

After Tyrone graduated from Northeast Jones High School in Laurel, he went to work for a surveying company. He spent 17 years working for the company until a friend encouraged him to move to Jackson. "He told me there was quite a bit of construction work in the area," says Tyrone. He moved to Brandon Mississippi with his wife, Carla, and started his business, T & M Contractors, in 1997. The "T" is for Tyrone, and the "M" is for Mrs., as he credits his wife's ongoing support for the success of the business. His brother-in-law, Roderick Flowers, his cousin, Robert Agee, and his brother, Michael Keyes, work along with him.

Since 1982, Tyrone has been involved in building Kingdom Halls throughout Mississippi and Alabama. A Kingdom Hall is the place of worship used by Jehovah's Witnesses, used to organize the ministry of "preaching the good news of the Kingdom" and for Bible education and instruction. "I love the ministry," Tyrone says. "It is very important to me. It brings me great joy to spark the interest of someone to read

...

Tyrone Keyes

T & M CONTRACTORS

T & M Contractors Has Roofing Covered



...

the Bible.” In the beginning, Tyrone explains, the building of the Kingdom Halls was called “quick build,” as the halls were built in two days. Tyrone helped build approximately 125 structures, thus learning the trades of the roofing and about the construction business. “I liked roofing because it was physical work; I would rather be outdoors than inside working behind a desk. It was work many people did not want to do but I enjoyed it.”

T&M Contractors handles all type of roofing: shingle, metal, and modified TPO. They work on roofs throughout the Jackson Metro area, all along the Mississippi Gulf Coast, and the Alabama Gulf Coast, but he will go wherever his services are needed. “I’m headed to Oregon soon to work on a metal roof,” he says. The company works closely with REALTORS®, to ensure properties for sale have a good roof before going on the market. “A good roof makes a world of difference,” Tyrone says.

Roofing is not his only profession. Tyrone works doing bat remediation. “In 2008 the economy was bad; I needed work,” he says. “I received a call requesting remediation help for a bat problem at Harrison Central High School on the Mississippi Gulf Coast.” Tyrone explains that bat work most often involves roof work. “You have to repair the area in the roof where the bats are getting in.” This work has taken him as far as Colorado. “I’m working at a Louisiana Tech dormitory next week.”

Tyrone is grateful for the opportunities he has had in life. “I am grateful for my business, and for the opportunity to engage in my ministry.”



“I liked roofing because it was physical work; I would rather be outdoors than inside working behind a desk.”



Deliciously Healthy Super Bowl Snacks

By Shauna Osborne

Let's face it: Lots of us love Super Bowl Sunday for one reason that has nothing to do with football: snacks! The slow-cooked chili, the cheesy dips, the tangy wings...what's not to like? Well, for one thing, the calories (and the sodium and so on). Although it almost feels like sacrilege to say "healthy" and "Super Bowl" in the same sentence, with some minor modifications, we can still indulge in the foods we love for the big game, without the junk food hangover.

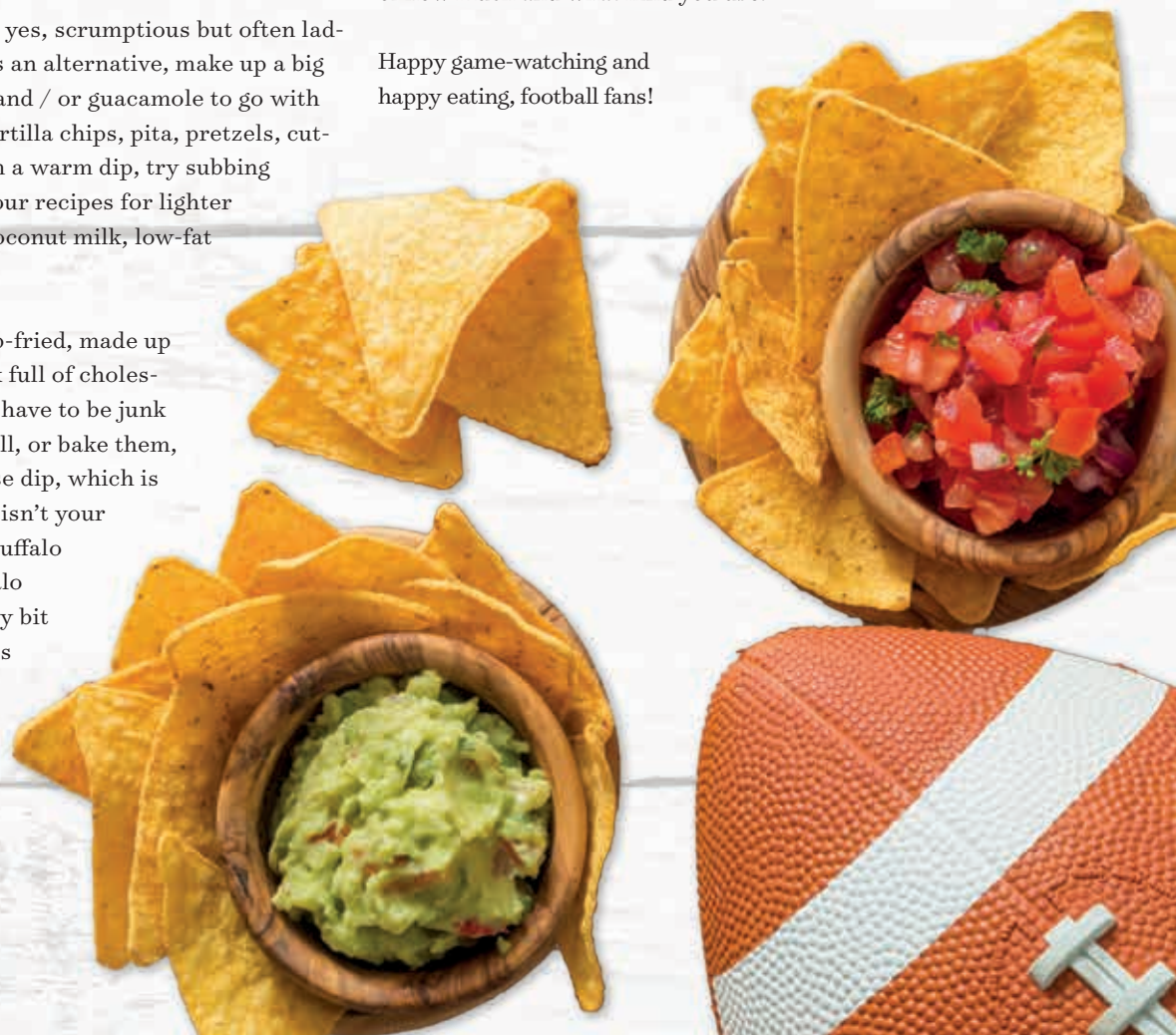
Chili: Mmm, the ultimate cold-weather comfort food! Instead of a greasy, beefy chili, opt for lean turkey, or even go meat-free, cutting down on saturated fat and calories significantly. The addition of beans and whole grains, such as brown or wild rice, farro, or barley, will pack a protein and fiber punch, and you can sneak in extra vitamins with the delicious addition of cubed sweet potatoes, zucchini, peppers, and carrots!

Dips: Super Bowl party dips are, yes, scrumptious but often laden with fatty meats and dairy. As an alternative, make up a big batch of pico de gallo, hummus, and / or guacamole to go with your favorite healthy dippers (tortilla chips, pita, pretzels, cut-up veggies). If your heart's set on a warm dip, try subbing out the sour cream or mayo in your recipes for lighter options (low-fat Greek yogurt, coconut milk, low-fat cream cheese).

Wings: Wings are generally deep-fried, made up of mostly fat and skin, and chock full of cholesterol and sodium. But they don't have to be junk food! Instead of frying, roast, grill, or bake them, and certainly skip the blue cheese dip, which is incredibly calorie-laden. If meat isn't your jam, you can capture that bold, buffalo flavor without it by serving buffalo cauliflower bites, which are every bit as tasty and much lighter in carbs and calories.

Pizza: It's hardly Super Bowl Sunday without pizza, when, according to Domino's, over 2 million pizzas are delivered to sports fans across the country. This year, skip the delivery and make your own healthier slices. Choose a thin, cauliflower, or whole-wheat crust to cut down on calories and carbs, and pile on the veggies and red sauce for added vitamins, fiber, and minerals. Cheese will add calcium and protein to your pie, but be mindful of how much and what kind you use.

Happy game-watching and happy eating, football fans!



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