

CENTRAL MISSISSIPPI

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.



RISING STAR

Brooke Witcher

PARTNER SPOTLIGHT

Luckett Land Title, Inc. -

Enjoli Nolen

ICON IN THE INDUSTRY

Phil Landers

Tom Smith

A LAND MAN WHO
LOVES HIS WORK

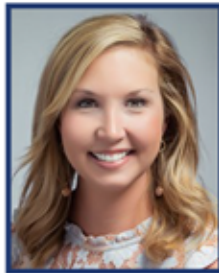
Photo by Abe Draper Photography

JANUARY 2021

Your Home Loan Specialists



Brian Lott
601.214.0555
NMLS# 109405



Jennifer Walker
769.203.0784
NMLS# 367043



Chris Honea
601.624.3900
NMLS# 546371



Kathryn Walsh
601.946.0003
NMLS# 83104



Will Harris
601.596.5757
NMLS# 926522



Ashley Jones
601.467.5498
NMLS# 1506130



Britni Gwin
615.415.9388
NMLS# 1096633



Garrett McMullin
601.497.1430
NMLS# 1954411



Adam Price
601.248.9110
NMLS# 1697723



Matt Root
601.341.9427
NMLS# 546753

NOLA Lending Group has the experience and expertise to guide home buyers through the financing process quickly and effectively. With Loan Production offices across the state of Mississippi, 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 Mississippi 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



Mississippi Loan Production Offices:
Ridgeland · Vicksburg · McComb · Natchez · Hattiesburg
601.707.0101 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

BENCHMARK HOME INSPECTIONS



Trusted Home Inspection Services

Offering home inspection services for buyers, sellers, and agents.

Stephen Bryant | Owner
601.813.6287
benchmarkinspections@yahoo.com
MHIB #0780

www.benchmark-inspections.com

Dust in the Wind Commercial Cleaning



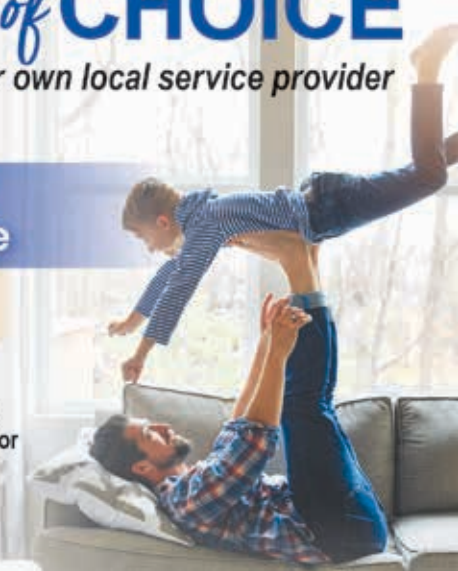
Real Estate Move In/Out, New Construction, Weekly, Bi-weekly, and Monthly
Kitchen/Bathrooms, scrub, sanitize, & disinfect
Toilets, Tubs, Showers, Sinks, Counter Tops, Cabinets, Appliance & Mirrors
Vacuum & Mop
Take Out Thrash
All Rooms, Clean and Dust
Blinds, Baseboards, Ceiling Fans, Windowsills
Furniture Polished
Make Beds, Clutter Removal & Organizing
Staging

Mitzi Alford (601) 506-0413

Freedom of CHOICE to choose your own local service provider

14 Months of Coverage

- FREE Sellers Listing Coverage
- NO EXTRA COST for Washer, Dryer, Kitchen Refrigerator
- 24/7 LIVE Call Answering



Chris Gipson
District Sales Representative
C: (601) 255-8866
O: (877) 977-4949 x269

ChrisG@homewarrantyinc.com
homewarrantyinc.com



MEET THE CENTRAL MISSISSIPPI REAL PRODUCERS TEAM



Dees Hinton
Owner/Publisher



Abe Draper
Photographer



Carolyn Foley
Ad Strategist



Susan Marquez
Writer



Kayland Partee
Videographer/
Photographer



Cindy Raborn
Assistant Publisher/
Event Coordinator

If you are interested in contributing or nominating REALTORS® for certain stories, please email us at dees.hinton@realproducersmag.com.

TABLE OF CONTENTS



04
Meet the
Staff



09
Publisher's
Note
Dees
Hinton



10
Top
Producer
Tom Smith



16
Rising Star
Brooke
Witcher



22
Icon in the
Industry
Phil
Landers



26
Partner
Spotlight
Lockett
Land Title,
Inc.
Enjoli
Nolen



If you are interested in contributing or nominating a Realtor® for certain stories please email us at dees.hinton@realproducersmag.com

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *Central Mississippi Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

PARTEE PHOTOGRAPHY

Portraits
Events
Weddings
Real Estate
Videography

**Kayland
Partee**
Owner
Photographer
Videographer

f @ParteeFilms
@ParteePhotography

601-566-4568 | ParteePhotography.com



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



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





This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

CLOSING LAW FIRM

Renfroe and Perilloux
(601) 932-1011

COMMERCIAL CLEANING

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

GUTTERS

Dun-Rite Gutters, Inc.
(601) 605-0000

HOME INSPECTION

Benchmark Home
Inspections
(601) 813-6287

Smith Home Inspections
(601) 310-3199

HOME WARRANTY

First American
Home Warranty
(601) 212-4441

Home Warranty Inc.
(877) 977-4949 x255
homewarrantyinc.com

Home Warranty of America
(601) 572-7522

Old Republic Home Protection
707-580-2460
my.orhp.com/carenmessina

INSURANCE

Andy Eaton
Insurance Agency
(601) 939-0102

Jeff Zachary -
State Farm Insurance
(601) 362-4100

LAW

Herr Law Firm, PLLC
Lindsey Herr
(276) 732-8670

**MOLD TESTING
& REMEDIATION**

Green Home Solutions
(601) 988-7840

MORTGAGE LENDER

Citizens National Bank
(601) 607-3725
Www.yourcnb.com

Mississippi Mortgage
(601) 316-7326
www.mississippi
mortgage.com

NOLA Lending
(985) 612-2132

Planet Home Lending
(601) 421-9667

MOVERS/RELOCATION

Armstrong Relocation,
United Van Lines
(601) 856-8504

PEST CONTROL SERVICES

Synergy2
(601) 624-6360

**PHOTOGRAPHY &
VIDEOGRAPHY**

Abe Draper Photography
(662) 719-5707

Partee Photography
(601) 566-4568

**REAL ESTATE
TITLE/ATTORNEY**

Luckett Land Title
(601) 622-8191

ROOFING

No Drip Roofing LLC
(601) 573-7323

**ROOFING &
CONSTRUCTION**

Watkins Construction
& Roofing
(601) 966-8233
www.watkins
constructioninc.com

ROOFING CONTRACTOR

Dickerson Contracting, LLC
(601) 502-4032

T&M Contractors
(601) 927-4556

**TERMITE &
PEST CONTROL**

Family Termite and
Environmental Inc.
(601) 933-1014

Synergy² Pest

**Termite Inspections In
24 Hours
Guaranteed!!**

WHAT WE OFFER
Quick turn-around on real estate termite inspection reports, pest services, and a new realtor rewards program.

601-624-6360
www.synergy2ms.com

Let Us Work for You and Your Clients by Providing the Best Home Insurance Rates Possible
We have many different companies to shop and compare rates

ANDY EATON Local Agent • Personal Service • Over 35 Years of Experience
601-939-0102 • aeaton9300@aol.com

Andy Eaton Insurance Agency

OLD REPUBLIC HOME PROTECTION

Your home warranty company should work as hard as you do.

We're grateful to support you and your clients with superior home warranty coverage.

Contact me to learn more.

Caren Messina
Account Executive
800.282.7131 Ext. 1347
C: 707.580.2460
CarenM@orhp.com
my.orhp.com/carenmessina

People Helping People

This is a paid advertisement.

Don't Let MOLD Kill The Deal

Whether you are on the selling or buying side of the transaction, mold is never something you want a home inspector to find. We can get the issue cleaned up for your client before mold kills the deal!

Green Home SOLUTIONS
We Make Air Better!

CALL **800-SOLUTIONS**
OR VISIT **GREENHOMESOLUTIONS.COM**

Hello
home for the holidays

“Getting your dream home doesn't become reality through magic, but I will work hard to make it seem like it does.”

Citizens National Bank
The Power of LocalSM
Member FDIC

Greg Shows, Mortgage Originator
NMLS# 746590
601.607.3725 | (c) 601.573.9262

Buy or refinance today.

Castlewoods Banking Centre 102 Plaza Dr. | Flowood, MS
Madison Banking Centre 114 Grandview Blvd. | Madison, MS
Pear Orchard Banking Centre 744 South Pear Orchard Rd. | Ridgeland, MS

Dun-Rite Gutters, Inc.
Have it Done Right by Dun-Rite
We specialize in 6" half round Aluminum & Copper

- Top Quality Gutter Installation, Repair & Cleaning Services
- Competitive Prices from Copper Gutters to Leaf Guards
- Free Estimates & Professional Consultation
- 2 Year Warranty on Installations

Mark Dungan, Owner
601-605-0000
Madison, MS

www.DunRite-Gutters.com

Your Local Resource

Mary Allen Bennett
601.212.4441
mbennett@firstam.com
"Your Clients are My Clients"

Setting Goals for 2021?

I can help you boost your production and reduce your marketing costs. Get your business off to a fresh start in the coming year.
Let me show you how!

firstamrealestate.com
Phone Orders: 800.444.9030

First American Home WarrantySM

►► publisher's note: dees hinton

HAPPY NEW YEAR!

Answers to the Most Frequently Asked Questions

Answers to the Most Frequently Asked Questions

We have some exciting things planned for 2021 and look forward to sharing them with you!

As we have been meeting and talking with you over the last 18 months, we are often asked several of the same questions. Here are the answers to some of the *most frequently asked questions* so you can get to know us better.

What is Central Mississippi Real Producers?

We are three-fold:

We are a monthly publication that identifies, connects and promotes the top real estate agents in Central Mississippi by telling their unique, personal stories and sharing their successes. We also feature an ad partner each month so that the real estate professionals can get to know them on both a professional and personal level too!

We have quarterly events that bring together the top 300+ REALTORS[®] in Central Mississippi and our Ad Partners in a fun, relaxed social atmosphere so they can meet and develop relationships.

We utilize social media and a digital platform so that the stories, information and connections are readily available on your phone or computer.

How can I get the magazine?

The publication is mailed monthly to the top 300+ REALTORS[®] in Central Mississippi and to all of our Preferred Partners. It can also be found online at Issuu.com.

How do you choose who is featured?

Many of our Top Producer and Rising Star features are recommended to us by people in the industry. We also feature one of our Preferred Partners each month. If you know someone who you think has a great story and is doing well in the business, please recommend them to us. We would love to hear their story!

Tell me about the events.

The events are quarterly – held at different locations each time. They are relaxed, fun social events that bring together the top 300 REALTORS[®] in Central Mississippi with our Ad Partners so they can meet and develop relationships.

We have food, drinks, entertainment, door prizes and much more!

When is the next event?

We are tentatively planning our next event for Early March 2021!

How do I know when and where the events are?

About two months prior to the event, we will promote the event in the magazine and online. We will also send out invitations by e-mail and mail about three weeks prior to the event.

How do I become a Preferred Partner?

Our Preferred Partners are the best in their respective industries. Most are referred to us by REALTORS[®] and then we contact them. If your business works in the real estate industry and you would like to be one of our Preferred Partners, contact us! We would love to discuss how we can connect you with more REALTORS[®] in the industry and produce more business.

How can I contact Central Mississippi Real Producers?

DEES HINTON
Owner/Publisher
dees.hinton@realproducersmag.com



CINDY RABORN
Publishing Assistant/
Event Coordinator
Cjrabor27@gmail.com

▶▶ top producer

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

TOM SMITH

A Land Man Who Loves His Work



After a lifelong career in retail, Tom Smith no longer has to go to work. “I get to go to work,” he says. “My agents make it fun for me to go to work each day. They keep me energized.”

Tom founded Tom Smith Land and Homes in 2002 after moving back “home” to Mississippi following his last retail stint in Atlanta. Born in Meridian, Tom’s father bought a newspaper in York, Alabama, when Tom was about seven or eight years old. He spent his childhood between York and Meridian before heading to Mississippi State where he played football and was a member of PIKE fraternity. With a degree in business administration, Tom went to work for Walmart®. “At that time there were only 141 Walmart stores in the country,” he says. “My first paycheck was for \$154.” Despite that, Tom stayed on with Walmart, which turned out to be an ideal company to learn about business, commercial real estate and life. He moved up through the ranks, becoming the youngest store manager in the company’s history, then the youngest division manager. Tom got close to Sam Walton, who became a mentor for him. “We worked together

to create the Walmart Superstore concept and opened more than 150. I loved Sam Walton as much as I did my own dad.”

Tom left Walmart after working for the company for 25 years, three years after Sam Walton died. He was recruited by a California company, Fry’s Electronics where he served as CEO for almost five years. Tom was again recruited for a CEO position with Bradlees’s, an upscale Boston-based retailer. “Boston was a great place to live from May through Thanksgiving, then it was just too cold!” Tom had an opportunity to move south to Atlanta where he served as the CEO of the North American operations of W.H. Smith, a bookseller and sundries chain found in airports around the world.

“I loved everything about that job until 9/11 happened,” says Tom. “That incident hurt the travel world,

and businesses began to shut down. W.H. Smith sold the North American operations which put me out of a job. I played golf in Atlanta for the next six months before coming home one night and telling my wife I wanted to move back to Mississippi.” Luckily, Tom’s wife, Ellen, was on board. The couple purchased a home in Lake Caroline in 2002 and are still there today. “We love it here,” he says.

Ellen, a Chicago native with a master’s from Pepperdine University, sold the businesses she owned and joined Tom in selling real estate. “I got into real estate as a hobby,” he says. “I’ve always loved land, and being outdoors, and I realized that no one in Mississippi was specializing in land sales.” Tom did his homework, calling on landowners and real estate offices around the state. “If someone had land for sale, chances were that they didn’t know much about it. No one could tell me the land’s history, or what kind of timber was on it. I realized that there was a real market for someone who specialized in selling land.”

As a 50-50 partnership, Ellen handles the home sales and accounting while Tom focuses on land. They soon realized that their hobby had become their passion as the company began



...



to grow. “We started out with the goal of exceeding everyone’s expectations. We did not want clients to have any reason to go anywhere else. We have always given exceptional customer service. We feel that if we offer a product that satisfies someone’s needs, they will be loyal to us going forward. Our motto is ‘Expect More. Get More.’ Clients do expect more from us and we guarantee that they’ll get more.”

Because he was so serious about knowing all he could about selling land, Tom decided to become an Accredited Land Consultant. “There are only 532 Accredited Land Consultants in the world. It took me longer to get my ALC

accreditation than it did for me to graduate from college! It’s like having a master’s degree in land sales.”

In order to reach his target market, Tom says the company participates in several trade shows each year. “We do shows like wildlife extravaganzas and hunting shows in multiple states to promote our land.” The company sells large tracts of land, and Tom says they have been busier than ever this year. “Business is phenomenal. We sell anywhere from five acres to tracts of 10,000 acres or more. Right now, we have property in 75 of the 82 counties in Mississippi, as well as land in Louisiana, Arkansas, Alabama and Missouri. We are licensed in all those states.”

Ellen and Tom have two daughters, Kit, an Ole Miss graduate who works in logistics in Memphis, and Samantha (named after Sam Walton!), who is a senior at St. Andrew’s in Ridgeland.

Tom says that the company’s success has little to do with Tom Smith, the man, and everything to do with the people who work there. “The secret to his success is building relationships. It does not matter what you are selling, you must build solid relationships. It is all about caring, sharing and taking care of one another. None of our agents work part-time. And no one here talks money. We talk about taking care of our clients’ needs, and the money follows. Our people believe in each other, and they believe in this company.”

Part of the caring and sharing Tom talks about is manifested in the company’s involvement in the community. “Community involvement is part of who we are as a company,” he says. “We participate in festivals, car shows, fundraisers and such as a way to give back and to make our communities a better place for everyone.”

The bottom line for Tom is that he enjoys doing what he is doing, and he enjoys the people he is working with and for. “Real estate is truly one business where you get out of it what you put into it. Treat folks the way you want to be treated. Invest in yourself. Commit to yourself. And have fun doing it!”



“
I’ve always loved land, and being outdoors, and I realized that no one in Mississippi was specializing in land sales.”





**LICENSED & BONDED | FREE ESTIMATES | FINANCING THROUGH GREENSKY
INSURANCE CLAIMS | ALL TYPES OF ROOF SYSTEMS | FAMILY OWNED**



No Drip
ROOFING & CONSTRUCTION
FULL SERVICE ROOFING AND RENOVATION
CONSTRUCTION COMPANY
601-371-1051
5625B 18 West • Jackson, MS 39209
nodriprooingcomp@gmail.com

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



Luckett
LAND TITLE INC

CLIENTS BUYING OR SELLING?

CHOOSE A LUCKETT LOCATION

LandClosings.com
601-414-4141
JACKSON | BRANDON | MADISON

Buying a home?
Get a great rate, fast online approval, and trusted advice from a five-star mortgage lending team.

★★★★★ Flowood, MS Team



RANDALL HARPER
Retail Sales Manager
601-882-0767
NMLS ID#1325728



MASON NOOE
Mortgage Loan Originator
601-882-0768
NMLS ID#1179797



RUSSELL HOOD
Mortgage Loan Originator
601-882-0769
NMLS ID#1538138

Planet Home Lending
WE'LL GET YOU HOME



Five-star rating based on actual third-party customer reviews gathered by SocialSurvey on 3/15/19.
© 2019 Planet Home Lending, LLC | 321 Research Parkway, Suite 303, Meriden, CT 06450 | www.nmlsconsumeraccess.org | NMLS ID #17022

Tie Your Closings With the Best!



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

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

Your smile is the first thing your clients notice about you. Let's make it a Brite one! Come to Brite Expressions Dentistry for all your whitening needs!



BRITE EXPRESSIONS
FAMILY DENTISTRY, PLLC

Jennifer C. Lumbley, D.M.D.

For appointments call: **601-919-9919**

1679 Old Fannin Road, Suite A, Flowood, MS
www.befamilydentistry.com

BROOKE Witcher's Secret to Success:

BE AVAILABLE



Brooke Witcher is a fitness buff with an entrepreneurial spirit. She grew up in Gautier on the beautiful Mississippi Gulf Coast where she was involved in marketing and art classes. At the age of 17 she bought a health club, and not long after, she was recruited by the American Fitness Foundation to promote fitness throughout the South. "I traveled all over, from South Carolina to Georgia, Alabama, Tennessee, Louisiana and Mississippi," Brooke says. "I would stay in one place for three to six months, and sometimes up to one year, teaching people about the importance of being physically fit."



Business brought Brooke to the area where she settled down in the community of Fannin, in North Brandon. "I took a position at St. Dominic as a fitness director with Healthline," says Brooke. "I was teaching 18 exercise classes a week and I loved it!" But after five years, she left when her son was born.



That entrepreneurial drive was still strong in Brooke, who realized the Internet was going to be big. She learned how to design websites and how to gain an advantage with search engines. Even though she did not hunt nor fish, Brooke started a website called www.WorldClassOutdoors.com in 1999. "It was an online advertising service for professional outfitters, hunting guides and hunting lodges," she explains. "It was a wonderful business, and I had the opportunity to talk with people all over the world." The company did well until things started to change. "Eventually, internet marketing was not profitable, and I knew it was time to get out."

Looking for her next step, Brooke got her insurance license and began selling health, life, property and casualty insurance. "My husband is the one who said real estate might

...

be a better fit for my personal-ity.” Brooke listened, and got her real estate license in fall 2016. “I had my first sale on November 16, 2016, and that was 160 sales ago!”

Brooke is with Hopper Properties in Brandon. She has a strong belief that owning a home is a wonderful investment when handled right. “My job is not to sell a house. It is to protect the investment of my clients and to properly represent them. I am looking for long term relationships with my clients. I know if I handle them right the first time, they’ll continue to come back to me.”

As it turns out, Brooke is very well suited for real estate. “It’s fun for me because I get to meet so many amazing people due to my job. I love closings



“
My job is not to sell a house. It is to protect the investment of my clients and to properly represent them.”



the best because I get to see the ‘happily ever after.’ It’s a wonderful feeling when people love their new home and their new neighborhood.” Her best trade secret is to “be available. I am always available to jump and run. I guess that’s part of my competitive spirit. This is a competitive market, and that’s what I feel I need to do.”

Brooke’s husband, John, is the medical director at Yazoo Baptist Hospital. “As a rural ER physician, he sees it all and does it all,” she says. “He has to be able to handle anything that may come through the door.” Together the couple has four children. “They are all very accomplished, hard-working, goal-oriented believers,” says Brooke. “We are proud of all of them.” The oldest is an orthodontist, and his wife is a pediatric dentist. They will have the family’s first grandbaby in February. Two are in medical school at the University of Mississippi Medical Center, and the youngest is working toward his Ph.D. in Robotics Engineering at Arizona State University.

An interesting fact about Brooke is that she is a self-proclaimed “Bible geek.” She spends at least two hours a day “dissecting and diving in deep.” She has taught Sunday School for 26 years at First Baptist Church in Fannin. “I teach both a sixth-grade class and an adult class.” Brooke and John serve on the Board of Directors for Salt & Light Ministry,

which serves the poorest of the poor in Honduras. They provide medical and dental services, as well as schools, churches and water. They make an annual trek to Honduras.

In her spare time, Brooke enjoys photography, yard work and planning the next family or church get-together. She used to paint a good bit and would like

to eventually get back to that. “Right now, I’m enjoying my career in real estate,” she says. “I love helping people find the perfect home.”





FAMILY TERMITE & ENVIRONMENTAL
601-933-1014
 www.family-termite.com • office@family-termite.com



HERR
 LAW FIRM • pllc

Providing closings
 for the
 tri-county area
 and beyond.



7736 Old Canton Rd, Suite C
 Madison MS 39110
601-856-8225
 Lindsey@herrfirm.com



**Combine Home & Auto.
 Save big.**

Jeff Zachary, Agent
 101 Lake Court, Suite B
 Jackson, MS 39232
 Bus: 601-362-4100
 jeff@jeffzachary.net

Good things happen when you combine your home and auto insurance with State Farm®. Like saving an average of \$894.* Plus, you'll have a good neighbor like me to help life go right.
CALL ME TODAY.



*Average annual household savings based on 2016 national survey of new policyholders who reported savings by switching to State Farm.
 State Farm Mutual Automobile Insurance Company • State Farm Indemnity Company, Bloomington, IL
 State Farm County Mutual Insurance Company of Texas, Dallas, TX • State Farm Lloyds, Richardson, TX
 State Farm Fire and Casualty Company • State Farm General Insurance Company, Bloomington, IL
 State Farm Florida Insurance Company, Winter Haven, FL

1606203

MORTGAGE MONSTERS




BEWARE!



Sean Cornwell
 Loan Officer and Branch Manager
 NMLS #145052 | NMLS #1780588
 4343 Lakeland Dr.
 Flowood, MS 39232
 c 601-316-7326 | o 601-987-0077
 sean@MSmortgage.com
 https://MSmortgage.com

601-316-7326

WE'VE GOT YOU COVERED.



HWA 13 mo. WARRANTY
 Home Warranty of America

- ✓ FREE Seller's Coverage
- ✓ No cap on refrigerant
- ✓ VIP concierge service for agents
- ✓ Online orders and claims
- ✓ Re-key service

YOUR LOCAL REPRESENTATIVE



Melissa Harmon
 Account Executive
 601-572-7522
 Melissa.Harmon@hwahomewarranty.com

HWAHomeWarranty.com
Exclusions apply. See contract document for details. ©2019 Home Warranty of America, Inc.

FOR ALL YOUR ROOFING NEEDS.



T&M CONTRACTORS

ALL TYPES OF SHINGLES • METAL ROOFING (COMMERCIAL, RESIDENTIAL, STANDING SEAM)
 EPDM • TPO • MODIFIED • COPPER AWNINGS • COPPER DORMER
 COPPER CHIMNEY CAPS, TEE-PEES, CRICKETS • SPECIALIZE IN FINDING ROOF LEAKS

TYRONE KEYES • 601-927-4556 • RBC2TYRONEK@GMAIL.COM

SATISFACTION GUARANTEED • IN BUSINESS SINCE 1996 • LICENSED / BONDED • FREE ESTIMATES • INSURANCE CLAIMS

PHILLANDEERS

▶ icon in the industry

Written by Susan Marquez | Photography by Abe Draper Photography

DREAM BIG

NEVER LOSE HEART!



ENJOYS
COACHING OTHERS
TO SUCCEED

Phil Landers learned a big lesson on how to treat others at an early age. He met his wife, Marcia, when the two were in high school. “We met through tragedy,” he recalls. “My father passed away during my senior year of high school. Marcia was in my physics class, and she did not want me to fall behind, so she took notes for me. I did not know her very well, but she was concerned for me. That made a big impact on me.” Marcia and Phil graduated from Wingfield High School in South Jackson, where Phil played baseball.

After high school, Marcia went to school at Ole Miss while Phil headed to Southern Miss on a baseball scholarship. He later transferred to Mississippi State where he earned a degree in mechanical engineering. Marcia and Phil married and together they have three children.

For 23 years, Phil worked in the oil and gas industry. “I moved to Shreveport right out of college and went to work,” Phil says. “That industry was very good to me. I earned my master’s in business while working as a manager in supply and development for the largest natural gas company in the United States at the time.” But the draw to move back “home” was strong and 16 years ago Phil moved back to the Jackson area and started his own real estate company with his mother. “My mother, Tommye Hurtt, has had a very successful career in real estate, and she was my inspiration to get into this business,” says Phil. “She was an independent contractor for a small company. She gave me a book called *The Millionaire Real Estate Agent* by Gary Keller. God planted the seed in my mind, and I got on a mission to understand Gary Keller. He says it is not about the money, but about being the best you can be. Engineers follow systems and models, and that’s what I did, studying how Gary Keller did it.”

As an agent/broker with Keller Williams Realty, Phil values God, family and business, in that order. “Our mission is to build careers worth having, businesses worth owning and lives worth living. My job here is to equip and develop visionary leaders, and my journey at Keller Williams is to help people be the best they can be. I work with our executive leadership team and with our agents to help them grow. I am in the business of creating millionaires. We have been and still are number one market share and the largest real estate company in the state, by far,” says Phil. “I give credit to one thing: I am a learning-based person. It has never been about the money for me. It’s about being the best that I can be.”

Phil explains that money is an indicator, a measure of how well one is doing in business. That may sound counterintuitive since he says it has never been about the money for him. “When you do

the right thing and care about the people you are working with and for, the money will follow. We are a profit-sharing organization. We have paid almost \$2 million to our agents, and our goal is to pay out \$1 million a year; forever. We are getting very close to doing that. For me, it’s all about the people I work with and their accomplishments.”

With 200 agents, there is a lot of potential for accomplishment. “I am always trying to create a bigger world here. I want to create at least \$10 million agents over the next three to five years. We will do that with both property income and through profit-sharing – increasing our net worth through our wonderful Keller Williams franchise systems and models.”

Coaching and mentoring is Phil’s real passion. He has studied extensively on his own and taught at the Mississippi Real Estate Institute over the last



“When you do the right thing and care about the people you are working with and for, the money will follow.”

several years. He is now a mastery business coach for Keller Williams all over the country. “I coach franchise owners,” he says. “It’s my heart’s desire to support people and to help them grow their business and provide for their families.” That same mentoring heart led Phil to be a marriage mentor at his church, Pinelake Baptist, for many years.

“I believe that to be happy in life, there has to be a good balance between God, family and business. One of the things I do is to provide the Dave Ramsey Financial Peace program to our agents and their families. I believe the desire to be the best they can be is inherent in most people. My job, as I see it, is to be a guide. It is very rewarding to see changes in people and in families. It’s in

my heart to coach, and in doing so I am able to help people grow and be better.”

Phil and Marcia live on the Reservoir. “Marcia was a biology teacher, and she loves nature, so living on the water is the ideal place for us.” Marcia is now Phil’s partner in his business. “My mother is still in the business at 82,” Phil says. “She has a team at Keller Williams, and my two sisters are on her team, they call themselves the Tommye Team. She has slowed down a little bit, but she still loves the business. It’s because she has such a great love for people.”

When not working, Phil enjoys fishing and spending time with his family. “We have five grandkids now, and they are my legacy. I love being involved in their lives.”



» partner spotlight

Luckett Land Title

ENJOLI NOLEN

Protecting the
Property Rights of Home
and Landowners

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

As the Business Relations Manager of Luckett Land Title, Enjoli Nolen has her finger on the pulse of the business and appreciates what they do to protect property owners' rights. "I have been with the company a little over a year," she says. "In that time, I've seen that our staff go above and beyond, they are truly invested in our clients." The company was founded in 2004 by Cratin Luckett, who serves as the company's president, CEO, and lead attorney. With a staff of Real Estate Attorneys and Escrow Officers that specialize in Title Insurance, the company provides policies that protect the owners' property rights. "It's important to have title insurance," says Enjoli. "It protects against undetected judgments, liens, and other pending legal actions against a property."

Enjoli believes every property owner should have title insurance; it gives a sense of peace, of legal claim to your property. "We work to protect the property owners' rights. "We deal mainly with lenders, builders, brokers, REALTORS®, investors, and developers representing the residential market and commercial development." REALTORS® are especially focused on representing their clients. "We work very closely with REALTORS® and have strong personal relationships with all those we work with. Real estate is an extremely competitive market, but with the outstanding customer service we provide at Luckett Land Title, we have a lot of loyal business. People like knowing they can find consistency and trusted commitment when working with us."

To make it easier for clients, Luckett Land Title has four locations spread out in the Central Mississippi area. REALTORS® and purchasers can visit offices in Jackson, Brandon, Madison and Hattiesburg.

While the title insurance business is a very personal one-on-one business, Enjoli says that COVID-19 has changed the way many are doing business. "E-closings will soon be common in our not-too-distant future. Because of that, the purchaser will not always have to come into the

...



“ Our mission is to build careers worth having, businesses worth owning and lives worth living.”

office. The Legislature passed an electronic notary bill as an option during the pandemic, which we believe will make it much easier for clients. We are one of the first in the state to E-close and E-record.”

Originally from Hattiesburg, Enjoli attended Southern Miss where she majored in finance. Her father was a professional athlete, which probably explains where Enjoli gets her drive. Her mother is a retired VP banker who has always been Enjoli’s lead example of a woman of faith with a servant’s heart. “I feel it’s important to be involved in the community,” Enjoli says. “I’ve been an ambassador for Madison the City, as well as served as a Ridgeland Chamber Diplomat Co-Captain. I’ve been on the Ridgeland Mayor’s Prayer Breakfast committee for several years, and I’ve chaired numerous charity golf tournaments.” Enjoli has been recognized for her involvement by being named

Ridgeland’s Diplomat of the year and nominated as a top 50 under 40 in business. She is a member of the Ridgeland Chamber’s Women’s Leadership Committee, and she is a member of the Junior Auxiliary of Madison County, serving as co-chair of this year’s annual children’s benefit. She has also served as chair of the annual Ridgeland Under the Stars event.

Her commitment to community service has meshed well with Lockett Land Title’s partnership with Make-a-Wish Mississippi. “We are committed to working with the community,” says Enjoli, “We are donating a portion of the proceeds from all four of our locations to Make-A-Wish this year. It’s has been a joy to work alongside Make-A-Wish Honoree Shea Lockett, who is Cratin’s wife.”

Enjoli resides in Madison with her husband Mike of 20 years. The couple has two daughters, McKenna, who



is a business (pre-law) major at Ole Miss, and Isabella, who attends Germantown High School and was crowned the 2020-21 Miss Madison’s Outstanding Teen. The family attends Madison United Methodist Church.

Enjoli is proud of the work done at Lockett Land Title. “This is a dynamic company and I’m proud to be a part of it,” she says. “One of my favorite quotes is by Gabrielle Bernstein. *Allow your passion to become your purpose and it will one day become your profession.*”



Cratin and Shea Lockett and family

HONEST ASSESSMENTS • RE-ROOFING • REPAIRS • RESIDENTIAL/COMMERCIAL

Don't wait until after the home inspection to call a roofer!

A FREE inspection the moment you list a home can be less stressful for the client and realtor!



Locally Owned & Operated Residential Roofing Specialists

WATKINS
CONSTRUCTION & ROOFING

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



FREE Inspection at Listing • Insurance Claims Welcome



Jackson's Trusted Moving & Storage Company

- Safe, easy & convenient virtual survey option
- Local, long-distance, & international moving
- Short & long-term storage
- Full or partial packing/unpacking
- Crating & specialty item packing
- Home renovation moving & storage
- Organization & settling-in services
- Appliance & specialty item dis-/reassembly



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



BUYER INSPECTIONS • SELLER INSPECTIONS • MOLD TESTING



Smith Home Inspections, LLC

With Smith Home Inspections, you will get a lot more than just an inspection. **The best part is it's Free!**

90 Day Warranty | MoldSafe | SewerGard | RecallCheck
a Full Concierge Service and More!

To learn more, or schedule an inspection online, visit www.SmithHomeInspectionsLLC.com



Joshua Smith
Certified Home Inspections
MHIB #0681
601-310-3199

