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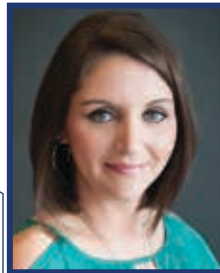
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WE HAVE A LOT TO CELEBRATE IN  
**JULY!**

Hello, everyone!

Welcome to July! We have a lot to celebrate in the month of July.

First, our *Central Mississippi Real Producers Summer REALTOR® Social Event* is happening on July 13. We will gather at The Station in Madison for a couple hours of good food, beverage, and networking. I hope you are there to connect with all the top REALTORS® and industry professionals.

Also in July, we will be celebrating the two-year anniversary of *Central Mississippi Real Producers*. It's hard for me to believe that it's been two years since we published our first publication. I have many people to thank for making it possible to do this.



► publisher's  
note:  
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**ABE DRAPER** – for making everybody look good!

**KAYLAND PARTEE** – for the fantastic videos he's produced!

**CAROLYN FOLEY** – for her professional handling of all the ads that we have in the publication.

**CINDY RABORN** – for helping in many ways, including taking our digital publication, social media and quarterly events to another level.

**MY WIFE, DUSTY** – for hanging in there (especially in the beginning) and helping me in every way.

Most of all, thanks to God for making all this possible! This business opportunity is all about establishing and building relationships. Without God's help, this would not have happened!

Finally, on July 4th, there's another anniversary to celebrate. Our country will celebrate the 245th anniversary of freedom and independence. This event

gives us the opportunity to change and evolve into what we want to be. Change is not easy and accepted by everyone but inevitable. That's where I turn to God to provide answers and clarity to understand and withstand change. I can't imagine getting through the past year without the assurances that God gives us.

Thanks for a great two years!

God bless you and the USA!

**DEES**



# SAVE THE DATE

Come celebrate with us!!

We are planning our next Social Night!

Tuesday, July 13, 2021 from 5:30 pm -7:30 pm

The Station, 119 Enterprise Drive, Madison, MS

We will be celebrating each of you and Central Mississippi Real Producers' 2 year Anniversary!

We hope that you will join us! There will be great food, drinks, doorprizes, music, cake and fellowship!

This venue is a really fun place with many vintage and antique cars. If you own a vintage car, bring it! We want to see it and take your picture in it!



# what ADVICE would you give someone STARTING OUT in the REAL ESTATE INDUSTRY?

CENTRAL MISSISSIPPI'S TOP PRODUCERS WORK HARD TO ACHIEVE THEIR ONGOING SUCCESS. THEIR ADVICE CAN BE INVALUABLE TO ANYONE STARTING OUT IN THE INDUSTRY AND TO OTHER REAL ESTATE PROFESSIONALS STRIVING TO REACH THE LEVEL OF TOP PRODUCER.

WE RECENTLY ASKED SOME OF OUR TOP PRODUCERS, "WHAT ADVICE WOULD YOU GIVE SOMEONE STARTING OUT IN THE REAL ESTATE INDUSTRY?"

HERE ARE SOME OF THEIR RESPONSES:

"Be ready to work seven days a week, nights and weekends."  
– **JEANHEE KANG,**  
**MUSE LLC & BROKERS**

"Good luck! Hang on for the ride! A lot of things in this industry are not in your control, but you must be flexible and be a hard worker who likes to talk a lot..."  
– **SHARI LACKEY,**  
**NIX-TANN AND ASSOC.**

"Do 'real estate' for the right reason. It isn't a get-rich-quick industry; however, if you are in it for the right reason, doors are opened to bless you as you bless others – this blessing is greater than what money can buy!"  
– **CASEY CARRINGTON**  
**HOLCOMB, KELLER WILLIAMS**



"Be a sponge, and be willing to learn. More importantly, keep this growth mindset throughout your career. Discover what motivates and drives you. Lean on that, and go all in."  
– **PAUL HOPPER,**  
**HOPPER PROPERTIES**

"Start in control, and stay in control. In the early days of your real estate career, it's especially important to build good habits that will carry on for years. Also, prepare for the slow season. Right now the market is great but real estate goes through many transitions"  
– **OSSIEA LAKE,**  
**KEYSTONE PROPERTIES**

"Have enough resources to support yourself for 6-9 months until you get real estate going."  
– **DIANNE E. NELSON,**  
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"I would tell new Realtors or people interested in getting into Real Estate that you get out of it what you put into it. Becoming a multi-million dollar seller is not easy and requires a lot of your time. Especially when you are on vacation, or out of town and all the sellers and buyers start calling you then. I would also say that learning from an experienced mentor agent or broker is critical!"  
– **MEAGHAN A MURPHY,**  
**HOME AGAIN REALTY**



"My advice to new agents is to be very vigilant during the entire process of the real estate transaction – including post-closing. There are many steps in a real estate transaction, and there are several players involved in the process. Know these steps and all the players. Ensure you are doing your job, and ensure the other players are doing their jobs too."  
– **LESLIE LEDOUX,**  
**LEDoux PROPERTIES**



"Be honest and have patience."  
– **TERESA**  
**RENKENBERGER,**  
**MERCK TEAM REALTY**





“Forget about the sale and start caring about people! Someone told me this and I keep passing it on.”  
**– IANA GILDER, THREE RIVERS REAL ESTATE**



“Advice for new agents is an easy answer yet really hard to learn; you have to have super thick skin and a tender heart. The people you think will be anxious to help you build your business and give you the opportunity to list their home are just the ones that will cause you the greatest heartache. They will most likely use someone else and won’t tell you why.”  
**– GINGER RANDALL, KELLER WILLIAMS**

“Make certain your goal is to please your client, not to just make a commission. Reputation is of high value and referrals are priceless.”  
**– BARBARA RICHARDSON-BROKER, ETERNITY REAL ESTATE, INC.**

“Always give 100% of yourself no matter how big or small the transaction. Everyone is equally important. It feels good to go that extra mile.”  
**– DONNA BURKS, THREE RIVERS REAL ESTATE**



“Keep your eye on the prize, wake up every day and go into the world looking for your next client. So many new agents make the mistake of thinking the business will fall in their laps. Well the truth is the most successful Realtors are the ones that never stop promoting themselves and leave a platform for referrals.”  
**– KAY SHELTON, BACK PORCH REALTY LLC**



“Be a student. Learn. Study. You are not the sharpest tool in the shed, but one day you can be if you sharpen your skills daily.”  
**– TOM SMITH, TOM SMITH LAND AND HOMES**

“Answer your phone, do unto others as you would have them do unto you.”  
**– DREW EVANS, EVANS PREMIER PROPERTIES LLC**



“You have to be all in. This job requires long hours, patience and dedication. You must ALWAYS do what is best for your client and sometimes that means not selling a home. I strive to live by the golden rule of “Do Unto Others”  
**– KIM EDWARDS, SOUTHERN HOMES REAL ESTATE**



“Burn the ships! If real estate is something you are interested in, you must throw yourself into it 100%. It is not something you can be successful at if you are doing it on the side or part-time.”  
**– JENNY PRICE, NEIGHBORHOUSE LLC**

“Go with an agency that offers training - there are several good ones here and listen to the trainers. Also find an agent and see if you can shadow them or have them mentor you.”  
**– BETHANY CULLEY, KELLER WILLIAMS**



“The best pieces of advice I could give someone are the following:

- Get a mentor – make sure your broker/team leader will take time to work with you. You should not feel like you are on an island in this business.
- Set a schedule and follow it. Having a system and scheduling in place early on is so important.
- Know your numbers. This is a business and not a hobby – You should operate like a business. Take time to review your operating expenses. You should know how much you are bringing in and how much it takes to operate your business.”

**– NITA DURRELL, DURRELL REALTY GROUP**



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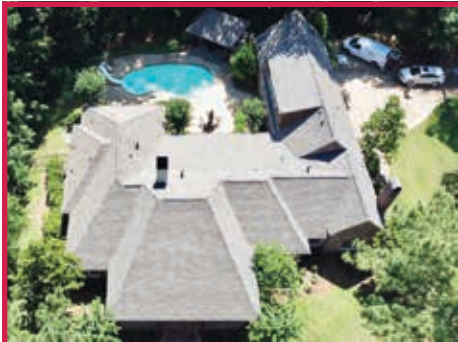
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1606203



# ADAM

# HESTER

▶ rising star

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



## Adam Hester Loves Selling Land in the Great Outdoors

Adam Hester spent seven years working with people who had broken bones, sprains, and other orthopedic ailments. After spending so long working inside, he felt the need to get outdoors. A native of Sallis, Mississippi, he first attended Holmes Community College, then graduated from Mississippi College with a bachelor's degree in exercise science. "I wanted to go into sports medicine," he says. "I thought I wanted to do physical therapy or go to med school, but in the end, I just decided that wasn't for me." He was hired at Mississippi Sports Medicine in Jackson, where he worked from 2009 to 2016. "I worked under the guidance of a surgeon, and I did casts and patient education. I enjoyed talking with families, explaining what the situation was and how we were going to help them."

...





...

Adam married his wife, Gail, right out of college. “She is a CPA from Carrollton.” After having their first child in 2016, Adam decided he really didn’t want to continue doing inside work as he has always been an avid outdoorsman. “A friend suggested that I think about selling land. My wife and I prayed about it, and we decided to go for it.” He gave a three-month notice and began preparing for his next steps. Adam pursued his new career with enthusiasm.



Entering the world of real estate can be a test of faith. Adam left a steady job with benefits to take on a commission-only sales job. “We were able to do this because of my wife’s support,” he says. He interviewed different brokers and connected with Tom Smith. “He taught me what it takes to be successful in this business. I told Gail I would give it one year, and if it didn’t work out, I would go back to the clinic. I ended my first year with only five closings, but I had 32 listings.” Adam says he got stable quickly. He felt that selling land was a perfect fit for him. “I learned really quickly that my success depends solely on me. I think being in the medical field taught me how to be organized and how to communicate with people, and those are some of the skills that I use in my job selling land.”



**“I LEARNED REALLY QUICKLY THAT MY SUCCESS DEPENDS SOLELY ON ME. I THINK BEING IN THE MEDICAL FIELD TAUGHT ME HOW TO BE ORGANIZED AND HOW TO COMMUNICATE WITH PEOPLE, AND THOSE ARE SOME OF THE SKILLS THAT I USE IN MY JOB SELLING LAND.”**



While he is licensed to do so, Adam says he prefers not to sell houses. “Other than my own house, I’ve only sold one other home and that belonged to the doctor I used to work for. I prefer staying in my element and selling land.” Land is something Adam grew up understanding. “I grew up on a family farm doing all things outdoors. I still love fishing on the river, traveling out of state to hunt turkeys and pig hunting. I feel connected to the outdoors, and that’s why I feel I am well-suited to sell land to others. I don’t give sales pitches. I just talk about what’s important to me and most often those same things are important to people who want to buy land. I really like to connect with people.” Adam says he tries to focus on recreational tracts, as well as land for hunting and timber investments. “Right now, my smallest property lists for \$15,000, and the largest comes in at \$12.2 million.”

Adam and Gail are parents to a 5-year-old daughter, Adelyn, and they have another girl on the way, due in November. The family lives in a home they built on the water in Camden Lake in Madison County.



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- Title Litigation
- Wills and Estates
- After-hours Closings
- Mobile, STATE-WIDE Closings
- Certificates of Title
- Business Formations
- Bankruptcy



# LINDSEY HERR

HERR  
LAW  
FIRM

▶ partner spotlight

Written by Susan Marquez,  
Photography by Abe Draper Photography



## Closing Attorney **Lindsey Herr** is the Last Step Before Homeownership



the Eastern seaboard and across the South, all the way to Arkansas. “When I got a personal acceptance letter from Mississippi College in Clinton, I made my decision. I had written my essay on juvenile justice and why I thought it was important. The dean of the MC Law School wrote that I should check out their family law studies.”

Lindsey’s *entrée* into the world of real estate law happened almost by accident. “Staci O’Neal, who owned a small law firm in Madison, asked MC Law School to send an intern. “I went, and she asked if I knew anything about closings. I had no clue!” But Lindsey learned and found that it “scratched an itch” for order. “I like the money part of it,” she laughs. “I like the element of getting all the money where it needs to go and to make everyone happy. It makes me happy because someone’s getting a house at the end of the process. I decided early on to do all the work on closings, from first request to sitting at the table at the end. I work with a lot of personalities, but in the end, I enjoy putting all the pieces together.”

Lindsey Herr enjoys helping make the dream of homeownership come true. As a closing attorney, her job is to make sure all the documents are in place and properly executed so that a transaction for purchasing or selling a home is complete.

Lindsey comes to Madison County by way of Virginia. “I’m from Martinsville, located in southwest Virginia,” she says. She didn’t decide to go into law until her sophomore year of law school. “I originally did a double major in Biology and Philosophy.” After making her decision to become a lawyer, Lindsey finished her undergraduate studies at the University of Mary Washington in Fredericksburg, Virginia, then applied to law schools along

Lindsey interned with Staci for two years. “I learned from Staci that in a small firm, it’s an eat-what-you-kill type of situation. She also stressed that it was a hard way to do law, but I liked working in a small firm.” When Staci decided to run for judge in Madison County, Lindsey went through the campaigning process with her and was probably the only person who didn’t want to see her win. “Selfishly, I wanted to keep working with her.”





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Staci had been prepping Lindsey to manage the day-to-day duties at the law firm should she win the election, which she did in November 2016. "I had a decision to make," says Lindsey. "I could buy Staci's firm and run it as my own or go to a bigger firm. After talking with my husband, we decided that I should go with the first option." Lindsey hung her shingle on Herr Law Firm on January 1, 2017.

Lindsey says she wears several different hats at the firm which she has purposely kept small. "Emma Crosby works with me and we do some family law, including divorce, child custody adjustments, name changes and adoptions." Outside of her law firm, Lindsey works as a Youth Court public defender, and she runs a support group for teen girls. "I always have a low level of drama going on in my life," she muses.

To balance that drama, Lindsey says she enjoys practicing real estate law. "The reality of practicing law is that when someone seeks counsel from an attorney, it's usually because life is not going well for them. But when someone's closing on a house, folks are generally happy. Someone's selling a house, and someone's buying a house. Both parties are accomplishing something they want to do."

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Closings became more personal for Lindsey when she and her husband, Matt, sold their home in northeast Jackson and purchased a home in Madison. "We lived with my parents in-between houses," Lindsey says. "I enjoyed sitting in on the closing of my parents' home when they moved here from Virginia."

Lindsey enjoys spending time with her husband, Matt, and their daughter (born in 2017) and their son, born in January of this year. Her family and helping others are what drives Lindsey. "I got into small law and real estate law. It not only makes me happy but it gives me the opportunity to serve others while being present for my family. In the end, I want to provide good service. It's easy for attorneys to think they're God's gift to man, but I enjoy showing young women how they can make a good living and have a healthy work-life balance. That's how I try to make everyone happy at the end of the day!"





# ROSEMARY STOVALL



▶▶ icon in the industry

Written by Susan Marquez,  
Photography by Abe Draper Photography



## “I HAVE SEEN MANY CHANGES IN REAL ESTATE BUSINESS OVER THE YEARS”



Rosemary Stovall has seen many changes in her years in the real estate industry. She has seen technology come into play in ways few could have imagined 40 years ago. “I used to drive around with the MLS list and a roll of quarters for the payphone,” she laughs. “We actually called and made appointments with owners.”

Born and raised in Kentucky, Rosemary moved to Mississippi by way of Alabama. “My husband was finishing his Ph.D. in Fisheries and Aquaculture at Auburn University,” she says. “That’s when catfish farming was getting started, and a catfish farm in Louise, Mississippi, was in need of a manager, so they called Auburn, and in 1971 we moved to Yazoo City.” Rosemary took a job in marketing and public relations for the old Delta National Bank in Yazoo City.

was a wonderful teacher and mentor. “Interest rates were 18% at the time. People told me I had lost my mind!” But Rosemary persisted, and she had a good first year.

“I think one reason I’ve done well in the business is that I love people,” Rosemary says. “I love the long-term relationships I’ve formed through real estate. Also, each transaction is different. No two days are alike! This is a business where no one limits your income but you. You can make what you want to make if you work for it.” Determined, Rosemary studied for and got her broker’s license in 1984 and opened Rosemary Smith Realty in Yazoo City.

Along the way, there were changes in Rosemary’s personal life, and she decided to move to Madison so that her son could take advantage of the good school system. “I had one son at Mississippi State, and my youngest was in junior high – I wanted a better option for him.” When she moved to Madison, Rosemary didn’t know anyone in town. “It was a big transition for me. I went to work with Kelly Dabbs Realty, who had a little white office building on Hoy Road.” Rosemary and her family lived in Summertree for 17 years.



With two active sons, Rosemary wanted a job that would give her more flexibility. “A friend suggested that I look into real estate because it would allow me to be my own boss and set my own hours. That really appealed to me.” She got her sales license in 1980 and went to work with Bettye Pierce, who

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Rosemary worked with Kelly Dabbs Realty until 1996, when she partnered with Mark Jordan at Good Earth Realty. “We franchised with Prudential. Mark was a great teacher, and I learned so much about the business side of the business.” In 2001, Rosemary and Mark dissolved their partnership, and she formed Gateway Real Estate. “Sixteen of the 18 agents at Good Earth Realty came with me. I immediately bought another Prudential franchise.” Rosemary says that nine years ago Prudential Real Estate and Relocation was sold to Warren Buffett and began doing business under the name Berkshire Hathaway HomeServices Gateway Real Estate.

Today, Rosemary has 35 agents, located all over the metro area. “I have wonderful agents in the Madison area, in Brandon and in Clinton. Technology allows me to have one office because they can work from anywhere. I used to buy a desk, telephone and computer for each agent, but now I have an office with seven workstations and they are never occupied at the same time. Agents can bring in their laptops and work in the office when they need to or meet clients here, but otherwise, they work outside the office.” I have a wonderful team!

One thing Rosemary says has remained the same, despite the advent of technology, is old-timey salesmanship. “That’s still done the same way. Relationships are formed and nurtured, and trust is built. That will never change, despite the changes in how we work the business. Today, agents capture leads from the internet.” Rosemary says they used to do regular sales meetings prior to the COVID pandemic, but that has changed. “We have group texts and emails, but I do think we’ll go back to

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**I LOVE THE LONG-TERM RELATIONSHIPS I’VE FORMED THROUGH REAL ESTATE. ALSO, EACH TRANSACTION IS DIFFERENT. NO TWO DAYS ARE ALIKE! THIS IS A BUSINESS WHERE NO ONE LIMITS YOUR INCOME BUT YOU. YOU CAN MAKE WHAT YOU WANT TO MAKE IF YOU WORK FOR IT.**





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doing some meetings in person so that we can bring in speakers to discuss changes in the industry and other topics.”

Rosemary has been active in the Central Mississippi Association of REALTORS® and Central Mississippi MLS working on committees and served one year as President of the Central Mississippi MLS. She was named Central Mississippi REALTOR® of the Year in 2016. “We have a wonderful REALTORS® association here.”



**RELATIONSHIPS ARE FORMED AND NURTURED, AND TRUST IS BUILT. THAT WILL NEVER CHANGE, DESPITE THE CHANGES IN HOW WE WORK THE BUSINESS.**

When she is not working, Rosemary says she loves spending time with her family, especially her seven wonderful grandchildren. “I have four in Madison and three in Yazoo City. They are all involved in sports, so we love to go see them play.” She and her husband, Tom, love to travel. “He retired from IBM, and we love to go whenever we can!” The couple also enjoys gardening. “It’s something we started in our home in Summertree, and now we have a smaller yard, but we still enjoy working in it often.” Rosemary says she also loves to read. She is an active member of Madison Methodist Church.

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