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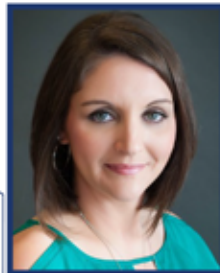
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▶ publisher's note: dees hinton

# SUMMERTIME *is Here!*

I hope this issue brings a welcome beginning to your summer!

The Real Estate industry is still going strong and everyone is really busy, but I hope each of you takes time to enjoy the summer and do some things you love – outside of Real Estate!

We recently asked what your hobbies were and here are some of the answers:

“I travel when I can, I enjoy spending time with my friends and love ones. We can't forget my all-time favorite thing to do is going dancing as often as I can.” Kay Shelton, Back Porch Realty

“Working on my farm.” Tom Smith, Tom Smith Land and Homes

“Tennis, walking, collecting books that I don't read.” Teresa Renkenberger, Merck Team Realty

“Fitness training, tennis, traveling, snow skiing, running. I also love to entertain. I bake a fabulous cake. I also do framing at my house.” Leslie LeDoux, LeDoux Properties

“I love to study interior design, shop, and go fishing with my family. I am also obsessed with the beach and ocean.” Jenny Winstead, Southern Homes Real Estate

“Deer hunting with my three boys, cruises with my wife Jessica, car shows with my dad and brother. I also coach two baseball teams. Grilling on our back porch.” Drew Evans, Evans Premier Properties LLC

“Spending time with family and friends and taking my husband on surprise weekend getaways. I LOVE live music and I can't count the concerts I have been to. I am a through-and-through '80s girl. I also love to

cook! I like to bowl (even though I am not good at it) and going to Black Axes.” Kim Edwards, Southern Homes Real Estate

“I love to spend time with family and friends, travel (anywhere these days), shopping!” Donna Burks, Three Rivers Real Estate

“Kyaking! Hiking, fishing, time with kids, gardening and reading.” Bethany Culley, Keller Williams

“Traveling out West, fly fishing, hunting, and golfing.” Paul Hopper, Hopper Properties

Some of these answers made us laugh, some made us realize we had a lot in common, and some made us want to get to know each of you better!

Have a great June!  
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# MESHIA

▶▶ top producer *Edwards*

When a Window Closed,  
**God Opened a Door to a New Career**

Written by Susan Marquez | Photography by Abe Draper Photography





Sometimes an event that seems so devastating at the time is the very event that leads to something better than you could ever have imagined. Such is the case with Lameshia “Meshia” Edwards, aka “ME.” She had a job she loved, working as a financial services representative for a local cell phone company. “I was 24 years old and I had worked there for two years,” she recalls. “I had already decided I would work there until I retired.” That plan abruptly ended when the company’s CEO called the employees into a conference room. “We were informed that the company was relocating and we could either move or take severance pay. We were new homeowners, so we couldn’t relocate so easily.”

That led Meshia to take a position with the State of Mississippi. “It was a very intense job with lots of work, and I was only getting paid \$12,000 a year. I had to accept that the job just wasn’t worth it.” But Meshia had been observing her husband, Alonzo, and his work in the mortgage industry and she began to develop an interest in the real estate profession. She had seen his interactions with agents and realized that with her compassion

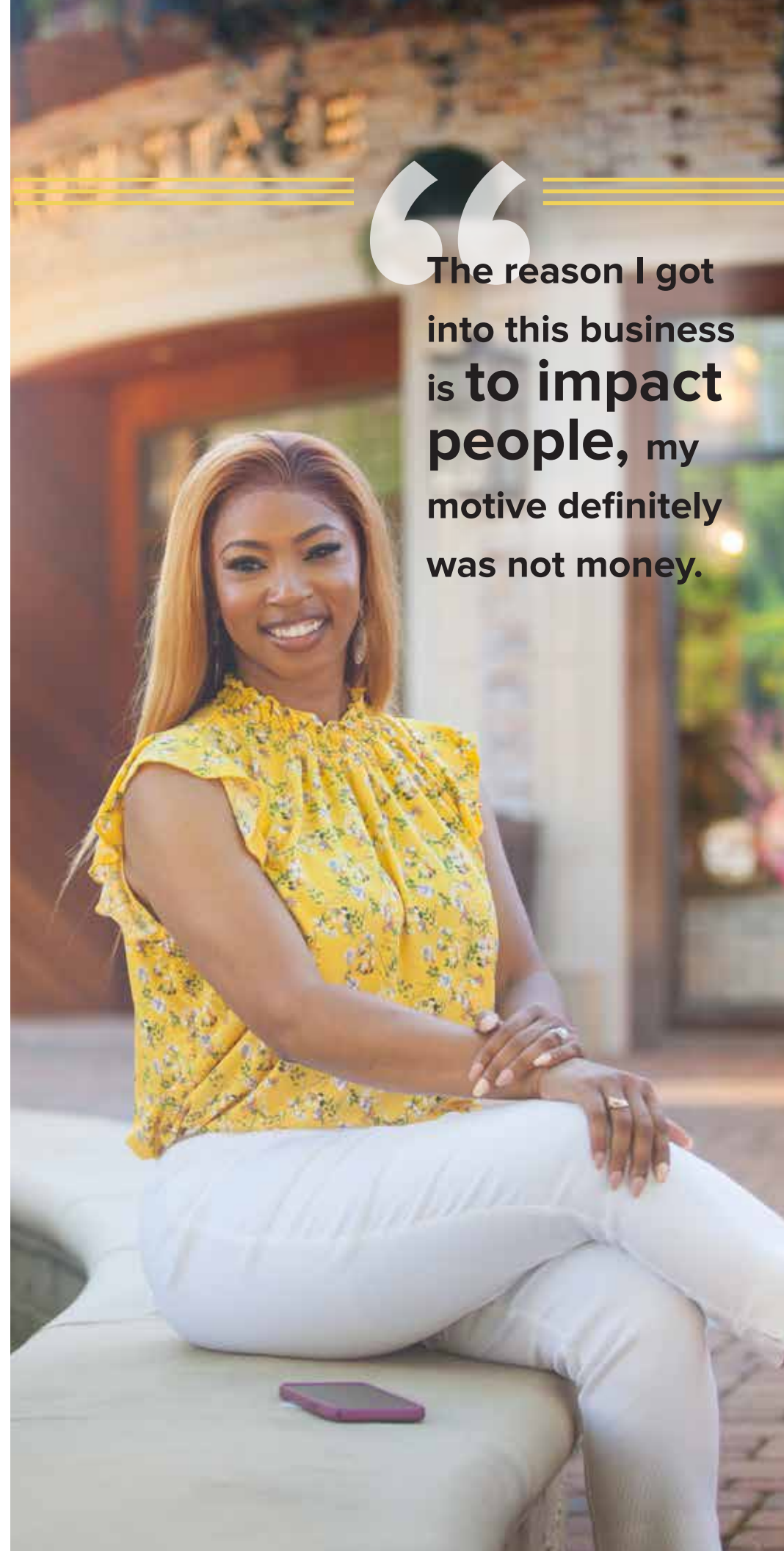
and heart for people she could make a difference in people’s lives. “A lot of people don’t think they are capable of homeownership. I knew I could be the missing piece to help people buy a home.” After much prayer about leaving her State job, Meshia says she felt a release. “I decided to quit and pursue my career in real estate. My only prayer at the time was that I wouldn’t have to ask for my old job back!”

The decision was a 100% faith move, according to Meshia. “My husband was working off commission only and I was about to embark on the same journey. To many that may have seemed like a foolish move, because neither of us would have a guaranteed income.” But Meshia had faith in God and in 2007 she enrolled in real estate school, passing the class and the exams on the first try. “I was so excited, then became very discouraged as finding a broker in a down market was challenging. I actually had a broker tell me that I’d never make it because we were in a down market.”

One day Meshia was driving on Lake Harbor Drive and saw a sign for Carla Palmer Allen of CPA Realty. “Her office was nearby, so I just drove over there and introduced myself.

I told her I was about to take my exam, and I needed a broker. Carla gave me a shot.” In her first year as a REALTOR®, Meshia was a Million Dollar Producer. “I am forever grateful to her for giving me the opportunity to be under her leadership and be a part of her firm.”

After working with CPA Realty for a year, Meshia decided to make a strategic move to become part of a franchise, Century 21 Maselle Associates in Madison. “When I entered real estate, I had a five-year plan of working and getting as much exposure and training as I could because I wanted to open my own firm.” While there, Meshia was a top producer and she earned several quality service awards.



“The reason I got into this business is to impact people, my motive definitely was not money.”



While she enjoyed working at the firm, Meshia had a plan and she was determined to stick to it. She studied and took the brokers exam, passing on the first try. In 2012 her brokerage, Community First Real Estate, opened. “It was such a big move for me,” she says. “Someone who had no idea what they wanted to do in life is now the owner of a brokerage!” The name of her company reflects her commitment to her community. “The reason I got into this business is to impact people, my motive definitely was not money.”

Throughout the years, Meshia has maintained many of the same clients and she has received referrals, causing her brokerage to thrive. As the business grew she added agents, who were also her friends, and quickly realized that being a broker of agents wasn’t as easy as it looked. “I shifted my focus to education and serving my clients.” Meshia studied and received many designations that helped her with the education aspect of her business. Throughout the years she maintained her multi-million-dollar producer status.

After working alone for a couple years, Meshia decided in 2020 to build a team. The timing was right, as she was better with leadership and felt confident that she could develop a quality team. “I put a lot of energy into working on systems, structure and getting staff in place that would ensure that agents would get the most from being a part of my firm.” Meshia



currently has eight agents on her roster, all of whom are producers and team players. The scripture on which her business is based is Mathew 6:33, *But seek first his kingdom and his righteousness, and all these things will be given to you as well. Seek the Kingdom of God above all else, and live righteously, and he will give you everything you need.*

Recognized for her success in her field, Meshia has been named one of the Top 50 Businesswomen of 2018 by *The Mississippi Business Journal*. In 2019, *The Mississippi Business Journal* named her one of Mississippi's Top 20 Entrepreneurs. And in 2021 she was voted Best Real Estate Agent in the *Jackson Free Press* "Best of" awards. Meshia says the secret to her success is that she always treats people the way she would treat her own mother. "I actually had the opportunity to sell my mother a home in Clinton last year!" Meshia is originally from Vicksburg but moved with her family to Jackson when she was ten years old. She still has family in Vicksburg. She is the mother of three (Montario Edwards, Alondrea Edwards and AJ Edwards), all grown and accomplished. She and Alonzo reside in Madison County, where they have lived for 23 years. They share their home with their two dogs, Rocket (a pug) and Nuggett (a Yorkie).

"I love it when Alonzo and I have a chance to work together. He has been in the mortgage industry for 19 years, and I have been in real estate for 14 years I feel certain the best is yet to come!"



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**A**s a student majoring in Secondary Education with a concentration in English literature, Jenny Price never considered doing anything other than teaching. Born in Memphis, she moved with her family to Tupelo when she was 10. After graduating from Tupelo High School, Jenny attended Mississippi College, where she also minored in Spanish. “I love to travel,” she says.

After graduating from college, she spent a summer doing mission work in Ecuador before making a move to Coldwater, Mississippi, where she fulfilled

her scholarship obligations teaching Spanish for three years while getting her graduate degree from the University of Memphis in Applied Linguistics.

After her three years were up, Jenny went on to teach school in Tupelo while her husband, Doug, finished law school at the University of Mississippi. “Doug and I met at church camp when we were 12,” she says. “We started dating when we were 16.” After law school, Doug got a clerking position with the Supreme Court and the couple moved back to Jackson. “We bought a house in Belhaven

and I went to work at Mississippi College as the English as a Second Language (ESL) coordinator where I worked with students from all over the world.”

Working with international students fulfilled Jenny’s desire to teach, as she was helping students from other countries navigate college while living in a foreign country. She was the ESL

coordinator for a few years before advancing and becoming a director for international programs, which fulfilled her desire for travel. “It was my dream job,” she says. “I traveled to places like China, Korea and Puerto Rico, and I loved it.”

In 2011, Jenny and Doug had their first son, Welby. “I was away in Puerto Rico when Welby came down

with bronchitis,” she says. “Doug was handling his breathing treatments well until his grandfather had an aneurism and passed away. I couldn’t get home and for the first time I thought the job I had might not work for our family.” The couple had a second son, Charlie, in 2014. “It became apparent to me that I couldn’t be the mom I wanted to be and still travel

internationally. I took a step back for a year to rethink my career.”

Despite knowing she didn't want to be a stay-at-home mom, Jenny resisted the suggestion to sell real estate.

“Our good friend, Trey Guerieri with Realty One Group told me I'd be a great REALTOR®,” said Jenny. “My husband agreed. But I didn't think so. I am not a salesperson. The only job I was ever fired from was in sales! Trey said he'd give me leads and said I could work as much or as little as I wanted to. He needed help at the time, and he saw something in me that I didn't see.”

Jenny began her career in real estate in 2015 as the lone agent in Trey's firm. “I am a very competitive person who likes to achieve. I also have good friends and family who are very supportive of me. And now, here I am, and I can't imagine doing anything else!” In 2019, Jenny moved to Neighborhouse with Walt Wofford and Dallis Ketchum.

While she had never considered being a REALTOR®, Jenny recalls looking for houses with her family in Tupelo when she was 10. “I remember thinking at the time that the agent showing us houses had a fun job.” One of the things that most surprised her as she got into the field was that she was good at it. “I was surprised at how naturally it came to me, and how much I enjoy doing this. I love to show houses, but most of all I love working with people. Buying a home is such a big part of someone's life so it is important to gain a client's trust. We all want to serve our clients well. To me, it's not about money or success. It's about being something someone didn't expect. My value is in how much I can give away to people. Helping people get into a home is something I'm proud to be a part of.”

Jenny serves as a board member of the North Jackson Rotary Club. “Our



motto is *Service above self. He who profits most serves best.* I take that to heart with the way I do business. I strive to be missional about what I do each day.”

A resident of Northeast Jackson, Jenny says the family lives an idyllic life in a neighborhood where the kids have “tons of friends.” The two older boys attend First Presbyterian Day School, and the family is enjoying their newest addition, Payson, born September 30, 2020. Welby and Charlie both play soccer at Jackson Futbol Club, which keeps the family busy.

While she is successful in real estate, Jenny still manages to get back to her teaching roots by doing service projects through Rotary. “I used to read at the elementary schools, which is something I hope can happen again.” The family is active at Redeemer Church and faithful members of the Crossfit JXN gym.





► icon in the industry

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

# Rita McIntosh

Blessed to Make a Living Doing What She Loves



Rita McIntosh grew up in middle Tennessee. She and her husband, J.D., made a series of moves to North Carolina, South Carolina, and Meridian, all associated with his work, before landing in the Jackson area. As the mom of three young children, Rita enjoyed being the stay-at-home parent. During their corporate moves, she was responsible for preparing their home for sale each time they moved and helped to find their next home. Over the years, she learned to really appreciate working with a good Realtor®.

Rita also unknowingly got a good feel for business over those years. “For 15 years, I listened to my husband as he resolved issues and solved problems that occur in a management position with employees and the public.” What Rita didn’t realize at the time is that her life experiences with relocating, buying, and selling homes, along with dealing with business, would prepare her for a career in real estate.

When her children were in middle and high school, Rita began thinking about entering the work force. “About that time there were a couple of women on our street who had husbands who worked with the Federal government, and they had both moved a lot. “We often talked about our experiences with Realtors®, and they, too, knew what a difference working with a good Realtor® could make.” Deciding they could provide excellent service in helping people find homes, the women formed Warnock & Dial. Rita joined the company as an agent. “I wanted to give the best customer service possible, which is what I did for five years. That experience taught me the think business-wise.”

The National Association of Realtors® endorsed buyer agency in the mid-1990s, which provided a way to fully represent buyers. That prompted Warnock & Dial to form a new

company called Home Search, representing buyers only. Ahead of their time technologically, the company had elaborate computers on which the clients could tours homes and neighborhoods. “It is exactly what buyers are doing today, but from their own phones,” Rita states.

Rita decided she didn’t want to be limited to just serving buyers, so with the former brokers’ blessings and their continued support, she stepped back and took over the skeleton of the agency they left behind. She renamed the agency McIntosh & Associates with the goal of serving both buyers and sellers. The agency now has two locations, in Madison and Flowood. “Most of the agents in each office actually live in the areas where they work.”

Rita says she is so blessed to be able to make a living doing what she loves to do. When her husband retired from his career, he joined Rita in the company. “Our daughter, Vicki Klein, left her corporate job and joined the firm,” Rita says. “She wanted more flexible hours, and we needed the security of having another broker in our company. She is the managing broker of our Madison office and still enjoys representing her buyer and seller clients as well.”

“Our firm has been blessed, and still is blessed, with some truly wonderfully,

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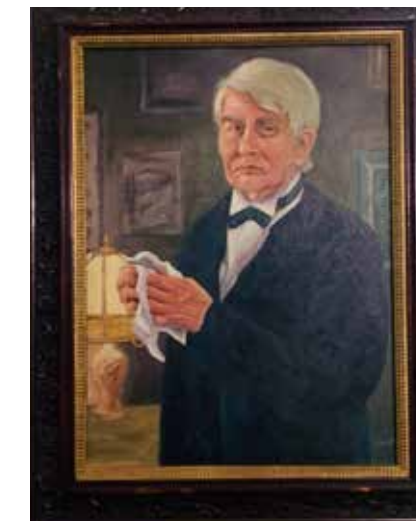
talented Realtors®,” says Rita. “Our current group is no exception. One of them is Cheryl Yetter, who relocated here when her husband was transferred to Mississippi area. She found me on Realtor.com. Usually, the agents in our group take newcomers to local places to get them acquainted to the community. Watching her interact with all the new people she met made me think she could be an incredible Realtor® and a very good fit for us as an agent. She did resist for a while, but with the help of her husband, Scott, she decided to give in and she has gone far beyond anyone’s expectations. We are so proud of her, especially her biggest fan, Scott Yetter!”

One thing Rita says she has enjoyed over the years is painting. “Before starting her real estate brokerage, Rita Warnock taught gifted students,” says Rita. “Our children were in her class. Rita liked to expose her students to the skills and talents of the parents, and I was an art resource for her. I enjoyed painting and teaching. It was such a delightful thing to be a part of. That’s how I got to know Rita Warnock, and how I got into real estate!” Rita says she’d like to paint again someday. “Maybe I’ll have time if I ever retire!”

“ I wanted to give the best customer service possible, which is what I did for five years. That experience taught me to think business-wise. ”



Rita and J.D. attend Eastside Baptist Church, where they have been members for several decades. “We enjoy being a part of that church community and watching the member families grow and support each other.” The couple has two sons and one daughter, and plenty of grandchildren around the table for holidays. “We have five grand kids and are delighted to have couple of ‘bonus’ children who frequently join us.”





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

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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!

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# UNTIL ALL ARE FREE

Right now, around the globe, there are approximately 40 million trapped in forced labor or sexual exploitation. The N2 Company – the company behind this publication and 900+ others like it – is proud to help fund the life-saving efforts of nonprofits fighting this injustice. Through N2's giving program, N2GIVES, we've donated more than \$13 million to the cause. This was made possible by the hard work of our Area Directors, the partnership of our local advertisers, and engaged readers like you.

#### Love Justice International

There are many tactics used by traffickers to trick vulnerable people into slavery. In an all-too-common scenario, victims are lured away from their homes and escorted into bordering countries by the promise of a much-needed work opportunity. It's only when the victim arrives as a complete outsider, with no one to turn to for help, that he or she realizes the true nature of the "work."

This is just one of the tactics Love Justice International ([www.lovejustice.ngo](http://www.lovejustice.ngo)) is on a mission to disrupt. The nonprofit currently operates 56 transit monitoring stations at prime border crossings in Nepal, India, Bangladesh, and South Africa that are known for their unassuming role in a victim's journey into slavery. By crowd-watching for any suspicious behavior and questioning potential traffickers and victims, Love Justice has successfully intercepted more than 22,000 people from exploitation.

#### Rescue:Freedom International

We've supported Rescue:Freedom's ([rescuefreedom.org](http://rescuefreedom.org)) mission in the past, yet one of our biggest changes in giving

this year is supporting their Local Partner Network (made up of smaller nonprofits fighting sexual slavery). This model shares best practices, consults in helpful areas, and financially supports a part of each local partner's budget for the year. We are excited to give to RFI's network and to connect smaller local groups we've supported in the past so they can receive more than just financial help along their way to making a greater impact.

#### International Justice Mission

IJM ([ijm.org](http://ijm.org)) believes every person deserves to be free, and they partner with local justice systems to end violence against those living in poverty. Restoring victims from slavery and then bringing the criminals who committed this crime to justice – ensuring traffickers cannot exploit anyone else – is how they work toward ending slavery in our lifetime. IJM works with local authorities in 13 countries to restore victims of violence, forced labor, and sex trafficking, fight in courtrooms until slave owners are put behind bars, and provide training and support for local law enforcement to end the cycle of violence and injustice.

To learn more about nonprofits we support through N2GIVES, check out [n2gives.com](http://n2gives.com). Or, to meet the company behind the giving program, visit [n2co.com](http://n2co.com).

# BRIAN LOTT

## has the Recipe for SUCCESSFUL HOME LOANS

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

When preparing a recipe, the best plan is to first make sure you have all the ingredients. The same is true with preparing a home loan. The “ingredients” needed to process a home loan are the documents and information needed to complete the loan. Brian Lott is as accomplished at putting them all together to help people make the largest purchase of their lives as he is in his own kitchen. “The recipe for buying a new house is like any other recipe. Take your time. Don’t speed through it. Have all your ‘ingredients’ together in the beginning. The result will be very satisfying. I pour all my heart into my cooking and I do the same with each of my clients.”

As sales manager of NOLA Lending Group, Brian is experienced in every stage of the lending process. He and his team strive to provide exceptional customer service to their new clients with the hopes of developing loyal clients for years to come.

A Mississippi Delta native, Brian grew up in Cleveland where he graduated from Cleveland High School. After playing two years of baseball at Holmes Community College in Goodman, and two years at Mississippi College in Clinton, he received his degree in business administration. He remained in the metro Jackson area ever since.

“I worked for a loan company right out of college,” says Brian, who moved to Brandon after graduating. “I was in the financial loan division of Wells Fargo.” Brian learned that he enjoyed “crunching numbers,” something he inherited from his mother who taught high school math for thirty years. “One of the products we had was a consolidation loan and working on those exposed me to the world of mortgages, which I found fascinating.”

In 2003, Brian went on his own, opening a small brokerage firm called 1st Continental Mortgage. He was able to provide loan services throughout







the state of Mississippi for families and friends. The firm did well until the housing industry experienced a melt-down in 2008. Having learned great work ethics and determination from his parents and college coaches, Brian joined Region Bank's mortgage department in 2009 to continue building his competitive edge in the industry.

Through friends he made in the industry, Brian was presented with an opportunity at NOLA Lending Group. "They were continuing to expand their production offices in Mississippi and I knew this was the opportunity my family and I had been praying for." NOLA Lending Group opened in 2002 in Mandeville, Louisiana and as it grew over the years, it became a subsidiary of Fidelity Bank, located in Metairie, Louisiana in 2013. Brian helped in developing other loan production offices for the company in Mississippi. He is headquartered on Charmant Drive in Ridgeland, with other production offices in Vicksburg, Natchez, McComb and Hattiesburg.

"I enjoy the excitement of families fulfilling their dream of homeownership," Brian says. "I also love creating a plan for homeowners to become debt-free and using the equity in their home to do so. We have a great product and a fantastic team of professionals to make sure the process is one clients will remember. All of us really love to get to know people, and in doing so, people trust us. A home is the largest purchase people usually make in their lifetimes and that can be overwhelming. We are by your side every step of the way to make sure the process is as stress-free as possible."



“ I enjoy the excitement of families fulfilling their dream of homeownership.”

Brian and his wife, Rachel, live in Rankin County. They have two sons: Alex (13) attends Northwest Middle School, and Andrew (11) attends Northshore Elementary. Rachel is a stay-at-home mom who stays busy with the boys and her community projects. She is involved with the PTO at each school, and she is active in the Junior League of Jackson, where she is involved each year with community projects. Brian has been involved with organizations such as the Mississippi Children's Museum, as well as with Catholic Charities and the Knights of Columbus at St. Francis of Assisi Catholic Church. He is also a member of the Homebuilders Association of Jackson and the Central Mississippi REALTORS® Association.

When he's not working on home loans and involved with the boys' sports, you

can usually find Brian in the kitchen. "I really enjoy cooking," he says. "My great-grandparents, The Aguzzis, were from Italy, and those wonderful Italian recipes and traditions have been passed down through the years. Our gatherings always involve cooking. And where there is cooking there is always great conversation." Brian sometimes puts a twist on classic Italian recipes by adding a little Cajun creation here and there. He loves to cook for his family and for others. "I love preparing food for open houses, holiday events, the kids' schools, and other events during each month. Food is something that really touches peoples' hearts and because my cooking habits include large quantities, my friends always benefit."



CAJUN PASTA INGREDIENTS:

- 4 Tablespoons of extra virgin olive oil
- 1 pound of chicken cut into bite sized pieces
- 1/2 teaspoon of kosher salt
- Freshly ground black pepper to taste
- 14 oz smoked sausage sliced on the diagonal
- 4 cloves of garlic minced
- 1 quart of low-sodium chicken broth
- 2 1/2 cups of heavy cream
- 1 pound of dried penne pasta
- 1 1/2 Tablespoons of Cajun seasoning plus more for topping
- 4 oz of freshly shredded parmesan cheese
- 1 cup of Italian flat leaf parsley minced





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