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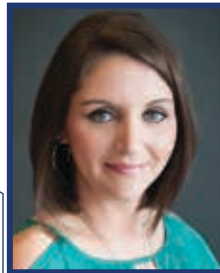
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Tay Morgan, Dees Hinton, and Suzie Chafin

► publisher's note: dees hinton

Happy THANKSGIVING!

Hey, everybody! I can't believe that it is already November! We are coming to the end of another weird year. The virus is still lurking leaving mankind, economic conditions, and product distribution in a state of concern. Normal continues to be an elusive target!

November is a time for marketing and sales to turn it on to exceed their annual goals. November is also a time for reflection and giving thanks. Last month I attended our N2 Company (Real Producers) national conference in Dallas. It was a great experience to be among so many people who want to help others to be successful. How would you like to work with a company whose mission is "to honor God, strengthen

family, and create financial wealth for everyone involved"? N2 cares!

Did you know that *Central Mississippi Real Producers* has some relatives here in our area? Yep! *Bridgewater Living*, *Reunion Living*, and *Lake Caroline Living* are homeowner association publications that have been in print for several years. Tay Morgan is the owner/publisher of *Bridgewater Living* and *Lake Caroline Living*, and Suzie Chafin is the owner/publisher of *Reunion Living*. Take a look at the photo above of the three of us at the N2 Company national conference.

Finally, while we should all be continually thankful for the

blessings and opportunities that we have in our lives, we have a time in November where we focus and set aside time to be thankful. For me, it's family, food, and football too. I'm also thankful for all the people that I work with to make Real Producers a quality product and experience for everyone involved! Most of all, I am thankful to God for his guidance in my life and for the blessings and opportunities he continues to provide.



Have a great holiday season and Happy Thanksgiving!

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IF A GOOD LEADER LEADS BY EXAMPLE, THEN MARICLAIRE PUTMAN HAS LEARNED FROM THE BEST. “WORKING WITH MY DAD JUST...WORKS! HE IS AN AWESOME MENTOR, NOT JUST FOR ME BUT FOR ALL OUR AGENTS. HE HAS ALWAYS LED BY EXAMPLE.”

Mariclaire’s dad is David Ingram, owner of David Ingram Real Estate in Madison. She is one of three siblings in the Ingram family and the only one of the three to follow their dad into real estate. But that wasn’t always Mariclaire’s life plan.

“I grew up in Madison,” says Mariclaire. “I attended Ridgeland Elementary, then Rosa Scott in grades four through eight, and I graduated from Madison Central.” After a brief time at Mississippi College, Mariclaire traveled abroad which provided a wonderful education. “I love to travel and meet new people. Travel gives you an appreciation of other cultures.” Mariclaire went to Spain and decided she wanted to be a Spanish teacher.

She transferred to Mississippi State her sophomore year where she majored in Spanish and secondary education. She traveled to Spain again in grad school and earned her master’s degree in Spanish from Mississippi State.

In August 2006, Mariclaire was hired by Ted Poore (her middle school principal) to teach Spanish at Rosa Scott. “I was there for five years before teaching at Germantown High School for two years.” At the same time, Mariclaire’s family was growing. She got married to her husband, John Harvey, in September 2006, a month after she started teaching at Rosa Scott. By the summer of 2008, Mariclaire was looking for something

to do during those long summer months. “I am the kind of person that needs something to do. I had grown up around real estate because of my dad’s business, so I decided to get my real estate license in 2008, thinking I could help out my friends on the side.” Before she knew it, she was busy with real estate and pregnant with her oldest child.

“It was time for me to make some decisions. I loved teaching and I adored my students, but I felt that real estate worked better for me and with my schedule. I would be able to attend school plays and other activities without taking off work. I felt the Lord leading me to do something else so I could spend more time with my family. Real estate provided me with the flexible schedule I needed.”

One of the things Mariclaire loved so much about teaching was building relationships and as it turns out, that’s the thing she loves the most about real estate. “I grew up in Madison and I have watched it grow. I know so many people here and have so many connections. Yet every day in this job I meet new people and develop even more relationships. Many of my clients have become great friends.”

Mariclaire has been in real estate for thirteen years now and she says she can’t imagine doing anything else. “I love working with my dad. We work well together. I’m not intimidated to go to him and make suggestions when I see how a positive change can be



...

made. He is always willing to hear me. I love that he is so receptive and that we have such an open line of communication. We often bounce things off each other. It's been fun using what the Lord has done in our lives."

training new agents scratches the teaching itch for Mariclaire. "I love to see new agents succeed and do well. They often come into a talent they didn't know they had and that's fun to see happen."

Just like her dad, Mariclaire says she loves working with other agents. "We have a great group of REALTORS® in this area and we have a great firm here. We love to hang out with each other outside of work." Involved with

Mariclaire and John Harvey have three children, Ava (a fifth-grader), Jacob (a third-grader), and Kate (a first-grader). John Harvey is a CPA at Puckett Machinery. "He keeps me in line," laughs Mariclaire. The

I GREW UP IN MADISON AND I HAVE WATCHED IT GROW. I KNOW SO MANY PEOPLE HERE AND HAVE SO MANY CONNECTIONS. YET EVERY DAY IN THIS JOB I MEET NEW PEOPLE AND DEVELOP EVEN MORE RELATIONSHIPS. **MANY OF MY CLIENTS HAVE BECOME GREAT FRIENDS.**



...

family is very sports-oriented. “We do a lot of sports, and our weekends revolve around ball games.” The Putmans are big MSU fans and love to go to games whenever they can.

“We love being a part of our faith family at Broadmoor Baptist Church, where we have the opportunity to teach fifth-grade life group on Sundays and third-grade boys on Wednesdays. I’ve been at Broadmoor my whole life and it’s a special place to me and my family.”

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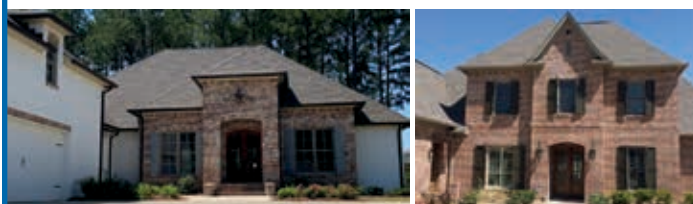


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DAVID INGRAM

David Ingram grew up in Greenville, MS, the sixth of seven boys. His father, W.T. Ingram, worked for the phone company as a line foreman and his mother, Lois, became a registered nurse later in life after most of the boys had left home. David graduated from Greenville High School in 1972 and majored in business at Mississippi State, at the advice of his older brother, Doug. His degree focused on management, accounting, and transportation. “I didn’t know what I wanted to do if I couldn’t make it playing baseball,” says David. “I was a walk-on pitcher at MSU and enjoyed my years there, playing ball.”

When he graduated from Mississippi State in 1976, David says he had an interest in real estate. “I’ve always been interested in houses and how other people lived. I got my salesman’s license after graduation and was in the office of Bob Pigford in Meridian.” David lived in Meridian for a few months before marrying Debbie Land of Louisville in November 1976. “Those were difficult days in real estate,” recalls David. “Inflation was high, interest rates were very high – 15 to 18 percent, even up to 21 percent for a short time. Hardly anyone was buying real estate!”

David was young and didn’t know anybody in Meridian. “I never sold a single



home there.” He switched gears in 1977 and let his license expire. “I went into the ministry for eleven years. After that time, I felt at peace about doing real estate again. And of course, I was older and knew more people. I started all over. I got my license again and started in Jackson with Kelly Dabbs Realty, all the while staying active in the church.” David says Kelly Dabbs was a great broker to learn from and a pleasure to work with.

After two years with Kelly Dabbs, David got his broker’s license in 1989 and started his own company. “My first two rental spots were in North Jackson. Then we built a building in Ridgeland and our office was there for 10 years before I sold it in 2008.

We moved the office to Madison and moved a couple of times before settling where we are now 10 years ago.”

David explains that with a Mississippi broker’s license, he can sell pretty much anything when it comes to real estate. “Sooner or later, you’ll come across selling a vacant lot, farmland, acreage, timberland, and even some commercial properties. But we have mainly focused on residential. At one time, I also held an appraisal license and did a few appraisals, but I realized I could not successfully do both. So, I let the appraisal license go and focused on being a residential broker. I also managed rental property for quite a long time, but I have recently reduced my workload in property management.”

The freedom of movement and making his own schedule has always been appealing to David, and the real estate industry affords him that opportunity. “You do have to treat it like a job to make things happen. I’ve also learned over the years that not everybody wants your help or service. You try not to worry about those people. There are plenty of people who do want and need our help. You must somehow connect with them and provide the service.” David points out that REALTORS® are highly trained and regulated. “It





how to deal with other agents, and how to get through a transaction and get to the closing table. Mentoring is constant. I take phone calls to answer questions and provide communication that's needed. I'm always available to my agents day or night. I don't mind them calling me and talking through situations. Many of my agents have been in our office quite a long time."

David and Debbie have three children. Ben is the oldest and works with the Atlanta Braves. Lan is the youngest and works as a physical therapist in Washington, DC. The middle child, Mariclaire, has been an agent in David's brokerage for 13 years. "Mariclaire has been a blessing and a joy to have in our office," he says. "Our office would not be what it is without her. We do well-discussing business together, and at the same time having our father-daughter relationship. She's an outstanding agent and helps me greatly. I'm old school. Sometimes too old school. We have good chemistry and both work hard to try to represent our clients' best interests. All our agents are great people and great agents. At the same time, we're all close friends."

Mariclaire says that she has always been impressed by her dad's ongoing desire to learn. "He was interested in flying, so he took flying lessons. He was going to France, so he took French lessons. He even took trumpet lessons so he could play! He loves to learn new things and I love that about him."



is difficult at times. My first closing fell apart at the closing table and that was a huge disappointment. I learned to work hard on every transaction, communicate all the facts to the client as you become aware of them, and put your clients' interests and well-being above your own. We have been blessed with many friends that call on us to help them buy or sell."

David Ingram Realty currently has fifteen agents. "They are all wonderful," says David, who takes a direct-hands-on approach to their training. "I teach our agents how to write a contract, how to negotiate,

David's years on the MSU baseball field have led to the family's love of baseball. "My passion is baseball. I follow the Atlanta Braves very closely. My son, Ben, is now their radio broadcaster, so we listen to him every single game. We usually watch the game on TV, with the TV muted so we can listen to Ben do the play-by-play."

David and Debbie reside in Madison and they enjoy spending time at their old farmhouse in Choctaw County near French Camp. "We renovated it five years ago," says David. "It is one of our passions to be there and to be in the country. We have many friends there. I love to be on the tractor, wade through a creek, or visit a neighbor."



“I’ve always been interested in houses and how other people lived.”

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RISING STAR TINSLEY MITCHELL
BALANCES REAL ESTATE WITH NEW BABY

TINSLEY MITCHELL GREW UP IN AN AREA FAMOUS FOR ITS SWEET POTATOES. “I WAS RAISED IN VARDAMAN/BUCKHORN AREA, IN CALHOUN COUNTY,” SHE SAYS. “I STILL HAVE FAMILY LIVING THERE.”

With a degree in business and marketing from Mississippi State University, Tinsley moved to Jackson and found a job doing marketing for Turnkey Properties. “I handled the company’s marketing, and I managed the office.” After working there for a couple of years and learning more about what real estate is all about, she decided to take online classes to get her REALTOR® license. “I had to find time to study when I could because I was working full time.” She worked as an agent at Turnkey for a year before going to work at KeyTrust Properties for Paula Ricks. “I was there for three years.”

In March 2020, Tinsley made the move to 4 Corner Properties of Mississippi, where her passion is working



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with first-time home buyers. "I love helping those buying a home for the first time through the process. They are so excited when they close on their first home and that's exciting for me." While Tinsley sells primarily in Hinds, Rankin, and Madison Counties, she is not limited to that area. "I have sold a home as far away as Greenwood!"

Tinsley says she has had many out-of-state buyers this year, most of whom have been transferred to this area for work. "I have been doing a lot of video tours and Facetime calls for many months now," she says. "I had one couple from Missouri who was transferred here to work at the Veterans Administration hospital. The wife had just had a baby six weeks earlier and they were unable to travel here to look at houses. I think I showed them about thirty houses virtually and they ended up buying their home sight unseen. They were fun to work with, and despite the challenges of them not being here, I managed to find them a home they love." Tinsley also has clients from California and other states who have relocated to the central Mississippi area.

Mentoring is something Tinsley feels she can do to help new agents



as they come on board. "I market homes through Zillow and I conduct Zillow classes for our agents. I tend to learn as I go, but if I can share my knowledge with others, I'm happy to do it." Tinsley is a member of several professional organizations in order to stay current in the real estate industry, including the National Association of REALTORS®, the Mississippi Association of REALTORS®, and the Central Mississippi Association of REALTORS®.

Tinsley says she can't imagine doing anything else. "I love what I do because no two days are ever the



same," says Tinsley. "I love not going into an office and doing the same thing over and over, day after day. I meet and get to know different people and I love helping them find the home that perfectly suits them."

Another aspect of her job as a REALTOR® is flexibility, which is essential to Tinsley because she is a new mom. Tinsley and her husband, Jay, were married in 2018, and six months ago they welcomed their daughter, Elle. "I have her in daycare when I need it, but for the most part, I take her with me whenever I can. She has been with me many times to show houses." Tinsley scheduled seven closings in Elle's first six weeks of life! "I haven't seen that having a child has slowed me down at all but having the flexibility to work her into my schedule has been nice."

Keeping up with her busy schedule requires that Tinsley stays fit. She loves doing H.I.T. "It's high-intensity training, which is ideal for me," she says. She also likes to get a run in when she can. Tinsley and Jay live in the Reservoir Brandon area where they are active in their community and church.



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Old Republic

HOME PROTECTION

Caren Messina Representing Old Republic Home Protection in Mississippi

Caren Messina has called the South her second home for many years which made the transition from the fast pace to the warm and cozy a smooth one. She likes that she can now take the time to really get to know people. The California native moved to New Orleans with her husband, Joseph, and daughter, Annabella (10) in 2019 and she has loved every minute of living in the Big Easy. “My husband grew up in New Orleans, and we had a condo here for years,” says Caren. “My sons are now 22 and 24, so the timing was perfect to make a permanent move.”

Already a veteran working with Old Republic Title, Caren says she was given the opportunity by the company to expand their home warranty division throughout the state of Mississippi. “The company already has top market share in Louisiana and Alabama, so the timing was right to move into Mississippi. Old Republic is a big player in the home protection industry.” Caren explains that Old Republic Home Protection (ORHP) is a national company, in business for over 47 years. “We are all about people helping



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People are people, and when people feel they can put their trust in me, I know I'm doing things right.

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has earned an A+ rating by the Better Business Bureau for over 25 years and we're rated 'Great' on Trustpilot."

Working with REALTORS® is something Caren loves to do. "I'm a real estate industry veteran with over 15 years of experience, three of which were with Old Republic Title, so I understand the needs of REALTORS®. I love to help them build their business while providing clients with meaningful home warranty coverage."

In 2018, Caren was awarded the Rising Star Award at Old Republic Title in Contra Costa County, California. "I was up for Rookie of the Year for Old Republic Home Protection in 2020, and I was asked how I grew my business so quickly in Mississippi. I think casting a wider net and developing relationships with real estate agents and brokers has made all the difference. They have gotten to know me, and through me, they've gotten to know more about the company I represent. We care, we listen, we are dependable, helpful, sincere, and our goal is to create a positive difference in people's lives."

Caren is in the metro Jackson area frequently and would welcome the opportunity to visit with as many people in the real estate industry in this area as possible. She can be reached by emailing CarenM@orhp.com or cell 707-580-2460.

people and giving our clients excellent customer service."

A home warranty offers a homeowner advantages that include protecting their budget, reducing stress, and around-the-clock convenience. Think of a home's systems and appliances as the heartbeat of the home, there to support a certain lifestyle. When they malfunction, having a home warranty in place will allow homeowners to rest easy knowing that comprehensive repair and replacement coverage is available.

Having a home warranty can be a real advantage when buying or selling a home. For the home seller, a home may sell faster and often at a higher price when a home warranty is in place. It also helps to attract better offers and aids with increased buyer confidence, as well as providing after-sale liability protection. For the home buyer, the ability to make a service request 24 hours a day offers peace of mind, knowing they are protected against unexpected home repair costs. ORHP offers a network of service providers to take the guesswork out of choosing a technician.

Caren launched ORHP in Mississippi in October 2019 and she has not looked back. "My clients are happy to have another choice in home warranty. I am so happy to represent this

company to the state of Mississippi." Worried at first about how she would be received here, Caren says her fears quickly dissolved. "People are people, and when people feel they can put their trust in me, I know I'm doing things right. I want to make sure people know who we are as a company, but more importantly, I want them to know who I am as a person. I pride myself on getting to know my clients and really listening to them. That way, I can recommend the right product for their needs. My response time is my top priority to my agents and I personally stand behind our plan."

Caren states with pride, "The parent company, Old Republic International, is a Fortune 500 Company, which is reassuring for clients to know that we're here for the long haul. ORHP



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