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## *publisher's note*

# DEES HINTON



What a GREAT event our **Summer Social Night and Three-Year Celebration** turned out to be! I think that was the biggest attendance to date.

Our three-year anniversary wasn't just a celebration of our success. It was a celebration of the relationships we've built with our Preferred Partners, REALTORS®, staff and the community.

Our Preferred Partners are the best of the best in their industries. Some of them have been with us since day one! They support us because they value the real estate industry and want to meet as many of the top producing real estate agents and brokers as they can. We strive to give them that opportunity often!

Thank you to the many REALTORS® my team and I have met over the last three years. We have enjoyed every minute of getting to know you, hearing your stories and your perspective on the real estate industry. We have met so many people that deserve to be celebrated and are yet to be featured.

I also want to thank the CMRP team for their continuous efforts in helping make the mission and vision of *Central Mississippi Real Producers* a continued reality. Through a team approach, investment of time and dedication, we continue to grow and be a purpose-driven organization that can stand the test of time (even through a pandemic!).

In short, we have seen the real estate industry grow and prosper and you have embraced the positive culture we promote. We are proud to be a part of this industry!

Thank you again!

**Dees**

If you have a story idea, would like to nominate someone for us to feature, or would like to recommend a potential preferred partner, please contact:

**Dees Hinton** –  
[Dees.Hinton@n2co.com](mailto:Dees.Hinton@n2co.com) or  
**Cindy Raborn** –  
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### AUGUST BIRTHDAYS:

Aug. 4 — Susan Marquez | Aug. 8 — Debbie Thomas | Aug. 15 — Dees Hinton



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▶▶ top producer

# ANN prewitt

Entrepreneur, Producer,  
Encourager, Teacher

Written by Susan Marquez. Photography by Abe Draper Photography.

**Ann Prewitt probably never dreamed that attending horse auctions or marketing area McDonald's restaurants would prepare her for a career in real estate. Yet the things she has done in her life and her strong work ethic have certainly led her to where she is today – one of the top-producing real estate agents in central Mississippi.**

Raised south of Hattiesburg in southern Forrest County, Ann had a meager childhood that included many things common to children growing up in the country. "We moved into a farmhouse on 40 acres of land where we raised watermelons, baled hay, shelled peas and rode horses," she recalls. "By the time I was 14, I was working at Paul B. Johnson State Park, starting with taking tickets at the swimming area, then managing the mini golf course." Ann also worked at the PX at Camp Shelby.

After graduating high school, she went to Itawamba Junior College on a band scholarship. "I was a drum majorette in high



school, and I was in the rifle corps in the college marching band." Ann participated in the work-study program while there. After two years at Itawamba, Ann returned to the Hattiesburg area where she attended the University of Southern Mississippi. "Entering a student advertising campaign competition, we won fifth place in the nation." That helped her get her first job out of college, working as the marketing director for area McDonald's.

Ann married and moved to Jackson, where she was the local marketing director for McDonald's. She later spearheaded McDonald's local in-house agency and worked with a variety of clients, from Holmes Community College to the largest motorcycle dealership in the nation. Deciding she was ready to go on her own, she started her own agency, where she rolled out Eggland Best eggs, and won ADDY awards for Z106 radio logo design and the Zoo Day jingle.

Little did she know that her quest to buy a building for her agency would lead, indirectly, to her successful real estate career. "I was able to purchase a building through the Resolution Trust Company, which was tasked with selling off the failed savings and loan properties. I purchased as asset of Security Savings, the building at 1775 Lelia Drive, at an auction at the Ramada Inn in Jackson. That was in 1992, and I bid \$125,000 for a 6,000-square-foot building." She renovated the building on a very limited budget and sold it a couple of years later for a profit. "I became excited by the process of selling real estate, renovation of properties and making money in real estate! Advertising had been my first love, but real estate was and is my heart."

Ann decided it was time to get her real estate license in 1994. "I went straight on through and got my broker's license." After a couple of missteps with partnerships, she decided to go solo, opening Ann Prewitt Realty. She ran it for three years before people began asking to go to





work for her. “I started adding agents and changed the name to Ann Prewitt and Associates.”

After the tragic events of 9/11, Ann began to wonder what the market would look like if everybody’s house went into foreclosure. “I started looking at foreclosures and learning all I could about them. I created a PowerPoint presentation on how to sell FHA homes with foreclosed loans. At that time, bids were dropped in a lockbox downtown. I created a four-hour class for continuing education certification with the Real Estate Commission. Then for months I tried to get Jack Brown, a broad listing broker with a tri-state HUD contract to hire me. I told him I could teach real estate agents the ‘secrets’ to successfully sell the product.”

Jack eventually hired Ann for the state-wide contract. She opened an office in Hernando, Hattiesburg and on the Gulf Coast and over the course of the ongoing financial crisis her firm closed over 19,000 transactions. “I sold foreclosures and taught flipping before there was HGTV!” The process required a lot of hard work, from research to marketing to being very organized.

As the economy grew stronger and the cycle of foreclosures was ending, Ann’s focus turned to home buying and relocation services. She affiliated with Prudential as Prudential Ann Prewitt Realty. “Warren Buffett bought out Prudential and after an intense vetting process, I was brought into Berkshire Hathaway.” The business now operates as Berkshire Hathaway Home Services Ann Prewitt Realty.

Realizing that she had something to share with students and because she had the experience of selling foreclosures, purchasing buildings and other areas of real estate, Ann began teaching three years ago for the Mississippi

Real Estate Institute. “I teach broker classes and sales pre-licensing. But my favorite class to teach is a broker post class where I share my knowledge on how to start and run a business, finding a niche and marketing yourself. There is no pressure of testing in that class, and the people there are excited about learning.”

Ann sold her office buildings in Hattiesburg and in Ridgeland, and she is now buying lots and plans to build homes in Lost Rabbit. “I have 45 agents in the Jackson area, really great folks.” Ann says she runs a tight ship. “I have what I call my ‘work family,’ which includes Debbie Bridges, who

has been doing bookkeeping and assisting with transactions for me for over 20 years. Debbie is a licensed REALTOR®. Also, I couldn’t do what I do without Olivia Fight. At 73, she is still going strong, helping with recruiting, training, compliance for agents, and serving as my personal assistant. She brings me a Diet Coke every morning!”

Outside of work, Ann is mother to two children, Lauren Ashley Jordan Costa, who is an attorney in Palm Beach, FL, and Zach Jordan, who has a State Farm agency in Jackson. Lauren Ashley and her husband, Tony Costa, have two children, Ava Catherine (6) and Audrey Grace (4). Zach and his wife, August, have a daughter, Georgia Helen, and they are expecting



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their second child in January. Ann is engaged to Twain Kennedy, who she knew 40 years ago in high school. "We reconnected a few years ago, and now we are engaged."

Ann attends Colonial Heights church in Ridgeland, and she enjoys traveling. "I have done mission work in Belize where I have been involved with water well projects. I also have an adopted family in Belize." Ann has traveled extensively throughout the states and abroad to Costa Rica, Thailand, Singapore, Bahamas, Puerto Rico, Saba, Saint Maarten, Honduras, Panama, and throughout Mexico. "After meeting Twain, I began deep-sea fishing. We've fished for tuna, mahi, redfish, and in 2021, I caught a 600-pound marlin off the coast of Panama." I thank God for the wonderful life that I have been blessed to live. One cannot fathom all that God has for each of us. Give him the glory."





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# ▶ rising star Angelica Wilson

## Angelica Wilson is Passionate about Real Estate

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

**The main attribute one comes away with after meeting Angelica Wilson is that she is a passionate person who puts everything into what she is doing. Her passion now is real estate, and she is making a name for herself in the field. But real estate isn't something Angelica always aspired to do. It was at the urging of her husband, Bradford Wilson Sr., that she even considered going into real estate at all.**

Born and raised in Jackson, Angelica is a product of Jackson Public Schools. She graduated from Forest Hill High School before heading to Alcorn State University where she majored in psychology and earned her master's degree in counseling. "I wanted to be a therapist."

At age 24, she and Bradford got married, and together, they purchased their first home. All was going well for Angelica, who had a job as a youth coordinator and director, working with kids that were adjudicated into court

system. "I worked with kids ages 12 through 17," she says. "I taught them basic life skills, conducted group therapy sessions, and scheduled individual therapy for them to get back on the right path." For almost a decade, Angelica was passionate about the work she did, but there was always a bit of anxiety as her position depended solely on grant funds to continue. "I returned from a trip on Sept. 15, 2018, and my boss called me into her office. She told me we had lost our funding and that the program would end in two weeks."

That was a hard time for Angelica. The usually upbeat young woman became depressed. "I couldn't find a job in my field where I was comfortable with the salary, and I desperately wanted a job where I could work with people." Angelica had been investing in properties. She realized with her own home that real estate appreciates in value over time and felt that

“

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# THE AGency! HAUS







...

investing in additional properties would be a good way to build wealth. “My husband suggested I go into real estate, and I fought it for months!”

But she signed up for the course in October and got her license in December 2018. “I started my real estate career in January 2019 by joining one of the largest brokerages in Mississippi, which was a good move. They were great, and I learned a lot and have

no complaints. After about nine months there, I decided it was time for me to follow a different path, and I later joined The Agency Haus. “I loved Dwanna Stanley’s vision and her goals, which aligned with mine, and it seemed like the right fit for me.”

When the going got tough for Angelica (and it got really tough!), she didn’t quit. “I went from November 2019 to May 2020 without a single sale. I was super discouraged. I had deals that had fallen through, and I thought that maybe real estate wasn’t for me. Dwanna and my husband were great at helping me to stay focused on my goals. Kiara, who is my best friend and colleague, encouraged me daily and convinced me to stick with it, so I did, despite having no income for six months, yet spending money to pay for lead generation, marketing, desk fees and dues.” Her perseverance paid off, and from May 2020 to December 2020, Angelica sold almost \$6 million in real estate, and in 2021 she sold almost \$10 million in real estate and became the Top Producer for The Agency in 2020 and 2021.

“I think the secret is that I don’t look at myself as a salesperson. I want my clients to have a great experience with me. I take pride in selling myself and how I differentiate myself from others. It is so rewarding for me when I get referrals from other clients. I even get referrals from people who haven’t done business with me – yet! I enjoy helping guide people to the path of homeownership, especially first-time home-buyers.” Angelica holds seminars for first-time home-buyers to teach them what to expect. “I love to educate new home-buyers. I teach them that equity is wealth, and I talk about the tax benefits of owning a home.”



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When she isn't working, Angelica enjoys indulging her passion for travel and for trying new restaurants. "I have had the opportunity to travel to the Dominican Republic, India, Mexico, Paris, and countless states across the USA." Now that she has children, (Bradford Jr., age 10, and Brooklynn, age 8), Angelica says they are included in the family's travel plans. "We went to San Diego in May. We also go to places nearby, such as Memphis, New Orleans, and Florida. But I'm ready to take a family trip out of the country. My children are old enough that it is really fun to travel with them."



**“**I loved Dwanna Stanley's vision and her goals, which aligned with mine, and **IT SEEMED LIKE THE RIGHT FIT FOR ME.****”**

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▶ partner spotlight

Written by Susan Marquez. Photography by Abe Draper Photography.

# DICKERSON CONTRACTING LLC

Combined Talents Make  
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A Strong Choice

**Jacob Dickerson has been no stranger to the construction industry. “My grandfather was a contractor when I was growing up, and I went on many jobs with him.” Jacob even majored in construction management and land development in college. “I didn’t finish, because I was actually out there doing the work.”**

He went to work for an ironworks company, selling hand-rails and iron doors, and that led him to a job selling medical equipment. “I enjoyed it, but it kept me on the road a lot, which means I was away from my family. I had small children at home, and I wanted to be there for them.” A friend asked if he had ever thought about going into roofing, and with his background in construction, Jacob felt it would be a good fit. He worked as a sales rep for a local roofing company.

Meanwhile, Jordan Womack, who grew up with Jacob, followed his dream after college and moved to Colorado where he worked on several different ranches. He went to farrier school to learn how to be a horseshoer. He moved back to south Mississippi and opened a horseshoe business. “Jacob and I reconnected, and I was ready for a change, so I went to work under him at another roofing company before we decided to start our own company in 2016.”

Jordan had worked construction in his past but didn’t have the experience Jacob had. “Jacob has a vast knowledge of the







that. "We helped start the Residential Roofing Contractors Association of Mississippi," says Jacob. "We encourage people to do the research and read the reviews. We are local folks who stand behind our work. We see our clients in the grocery store and other places, and we want them to be happy they chose us to do their work."

Working with REALTORS® is an important part of the work Jacob and Jordan do through Dickerson Contracting. "We work with several area REALTORS®," says Jacob. "We encourage agents to have a roof inspection as soon as a house goes on the market, or before." Jordan agrees, saying that often there is a two-month wait list for jobs to be done. "You don't want to wait until right before closing to deal and have a home inspector say a house needs a new roof or roof repair. The earlier we can be involved, the better." Another thing that makes life easier for REALTORS® is the fact that Dickerson Contracting is a GAF Master Elite Contractor. "That's a higher-end warranty that is transferable to the buyer," says Jacob.

When they aren't working, both Jacob and Jordan have their hands full. Jacob and his wife are parents to four daughters, ages 14, 12, 9 and 2. Jordan and his wife had their first child, a son named Cody Tibbs Womack, six months ago.



construction side of things, and I deal with people and insurance," says Jordan. "I negotiate with the insurance companies to make sure they get what they are paying for with their policy. We make sure all the key elements are included for a proper roof. We also attend continuing education programs. There are just so many moving parts. I'd say about 90 percent of the jobs we do are insurance restoration work."

Transparency and integrity are critical for construction companies and Dickerson understands







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# David STEVENS

Autographs and Memories:  
David Stevens Enjoys Life



icon in the industry

Written by Susan Marquez. Photography by Abe Draper Photography.



David Stevens has deep roots in Clinton. “I moved here in the third grade, and I’ve lived here ever since.” David was born in Louisville, KY, where his father was attending Southern Seminary. After serving as pastor at First Baptist Church of Hodgenville (the birthplace of Abraham Lincoln), Dr. Howard Spell talked David’s dad into moving to Clinton to teach in the Religion department at Mississippi College. Later he became head of the department, and his mother worked as a counselor at Clinton High School, retiring in 1994.

David started dating Billie Presley while in high school. He graduated from Clinton High and went to Mississippi College where he majored in business administration. After the couple graduated from college, they married on June 6, 1969.

While at Mississippi College, David worked 35 hours a week at McRae’s department store in Westland Plaza. He also got his insurance license in life, health, and accident in 1968, while still a junior in college. “I sold insurance for

five years and was very dissatisfied.” That job dissatisfaction was probably a good thing because it motivated David to try something different. “I gravitated to real estate. I didn’t know anyone in real estate, but something about it just clicked with me.”

David realized that selling a tangible item was much better than selling an intangible item. “With insurance, you have to create a need, then you have to sell people on your products. I learned in the retail business that people like to feel and touch something before they buy it. If they are already there, then they have already created a need in their mind. People buy off of emotion. When someone calls you because they want to buy or sell a house, a third of the job is already done. At that point, it’s up to me to convince them that I am the right person for the job. Of course, I

“

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am. I am able to sell from the entire MLS. I know that above all else, I am in the people business.”

He got his real estate license in 1973 and went to work for Associated Realty for three years before getting his broker’s license in 1976. “At that point, I started my own company. I have always had one office. I had no desire to get really big. I still produce. I love working with people, especially young couples.” David says he worked diligently for the first 20 to 25 years he was in the business, and in the past 25 years, he has worked on giving back to the industry that has given so much to him.

“I have been heavily involved in the Mississippi Association of REALTORS®. I served as president of the organization in 1999, and I have

been heavily involved in RPAC, and almost every other committee within the organization. It’s been a joy for me because I have made friends state-wide. If someone calls me wanting to buy or sell a house anywhere in the state, I can call one of my friends in real estate wherever they are to help.”

David enjoys training new agents. He has nine agents working at his Century 21 agency in Clinton, and it’s been satisfying to watch them succeed. “We have a great office and we are like family. I offer on-the-job training. You have to start at step one and go from there. I love helping people and when you love what you do, you never work a day in your life. Not that some days aren’t more challenging than others, because they certainly can be. But it is so

fulfilling to see a young couple close on their first house.”

Surrounded by family, David loves living in Clinton. “Why would I move anywhere else? I have all I need here.” David and Billie have two children. Jill is a professor at the University Of Mississippi School Of Nursing. Her daughter, Linley, will graduate from nursing school next May, and her son, Clayton, will be a senior at Jackson Academy. David II works with David, handling property management. He is also a top producer for the company. “I love working with him,” says David. David II has two children, Presley (seventh grade) and Taylor (fourth grade), who both attend Tri-County Academy.

David took up golf about 12 years ago and belongs to Live Oaks Golf Club. “I enjoy golf, and I enjoy the club. It gives me an



after the death of (President Anwar) Sadat. I bought it with Ford’s autograph. I sent it to Nixon in New York, and he autographed it and sent it back to me. I then sent it to Carter in Georgia, who signed it and sent it back, then I sent it to Reagan three times, and it kept coming back. I had a friend who was a legal advisor to George Bush. He told me to send it to Nancy Reagan, and I did. I got the photograph back, signed by Reagan, in two weeks.” David also collects inaugural invitations.

“I’ve been to the Master’s five times, but it is almost impossible to get an autograph there, unless you run into one of the golfers in a restaurant.” He has also been to the Kentucky Derby 12 times. “My uncle had a box. I took pictures of celebrities, then blew them up to 8-by-10-inch prints which I sent in the mail, asking for autographs. A lot of the celebrities not only signed them, but they wrote nice notes as well.”

David has attended First Baptist Church of Clinton for 67 years. “I have served on numerous committees, as well as chairman of the deacons. I have enjoyed serving, and it’s something I feel good about.”

David has an older brother, William, who is a retired ophthalmologist who lives in Fort Collins, CO. His brother, John, has a Ph.D. and is a marriage and family counselor at Broadmoor Baptist Church.

outlet for a short period.” But his real passion since age 10 has been collecting autographs. “I went to my first baseball game in Cincinnati in 1956, and I got the autographs of some of the players.” That started a lifelong hobby for David. “I wrote to Jackie Robinson when I was 10, and he sent me an autographed picture. I still have it! I mostly collected autographs from athletes, but then I got into presidents and celebrities.”

One of his prized possessions is a 1981 photograph of Presidents Reagan, Nixon, Ford, and Carter, signed by each one. “It was taken



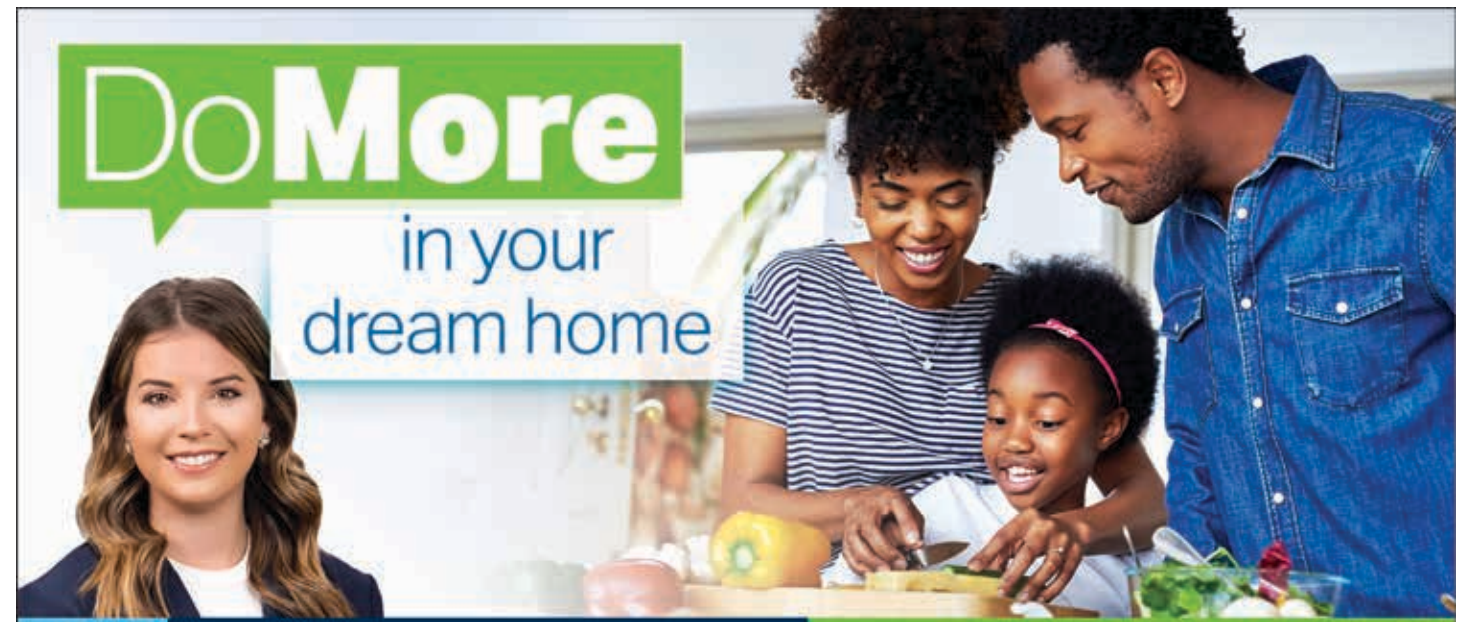




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# Back to School? Boost Your Immune System!

A new school year means new friends, new teachers, new subjects to learn, and ... so. Many. Germs. Parents of young children can attest: The back-to-school plague is no joke. Try these immune-boosting tips for a happy, healthy return to the school year!

By **Shauna Osborne**

## GET ENOUGH SLEEP

Getting enough consistent, high-quality sleep at night is essential for keeping our immune systems functioning well. When we are at rest, our bodies are still actively striving to heal and regenerate. They release molecules called cytokines, which target infection and inflammation, as well as work to regulate hormone levels for effective immune response. Adults should aim to get seven or more hours of sleep each night, while teens, younger children, and infants may need much more.

## HYDRATE

Water plays a critical role in immune system health by providing fluid for the circulatory system, particularly to transport infection-fighting lymph cells throughout the body. Being dehydrated will lead to an impaired immune system, so drink up!

## MINIMIZE STRESS

Easier said than done, to be sure. People often think of mental health as an emotional element rather than a physiological one, but it's important to understand the profound impact of stress on our immune response. During periods of stress — particularly, chronic or long-lasting stress — our bodies move into a state known as “stress response.” Stress response is an attempt by our brains to *help* us, to alleviate some strain while we navigate the turmoil at hand; unfortunately, it also suppresses the immune system's ability to fight off antigens, making it easier to fall ill.

## WATCH YOUR DIET

Our bodies need optimal levels of nutrients such as vitamins C (found in citrus, bell peppers, and broccoli), D (found in mushrooms, eggs, and Swiss cheese), and E (found in nuts, eggs, and leafy greens) and zinc (found in beans, nuts, and whole grains) to keep the immune system functioning at its peak. Additionally, whole plant foods like fruits, vegetables, nuts, seeds, and legumes are rich in antioxidants, which help reduce oxidative stress and combat chronic inflammation, often associated with heart disease, Alzheimer's, and certain cancers.



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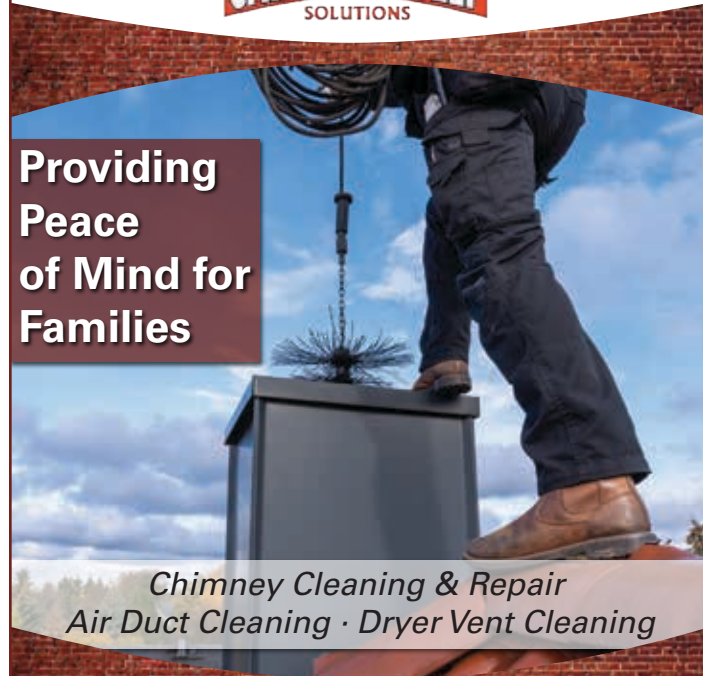


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