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JANUARY 2022

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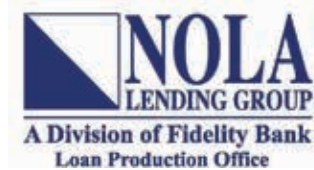


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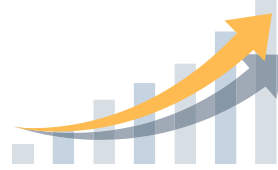
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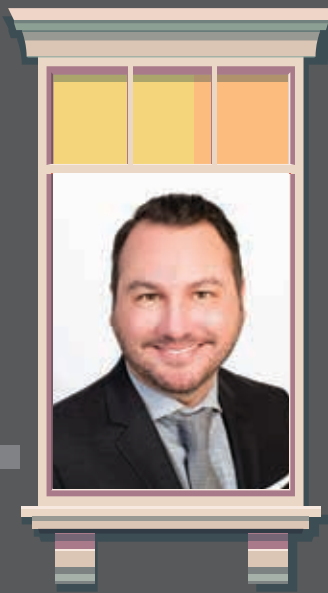
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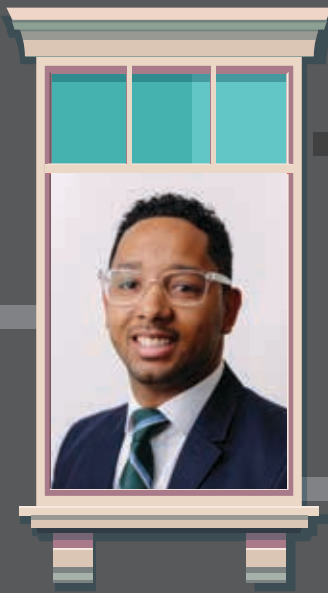
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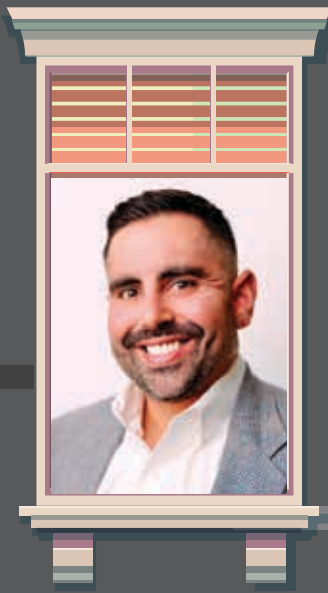
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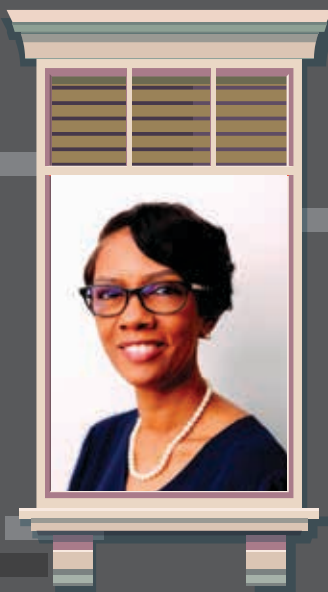
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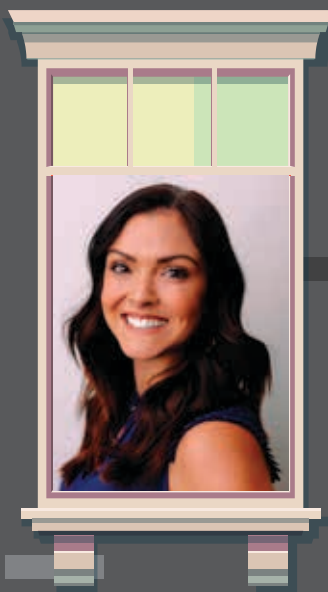
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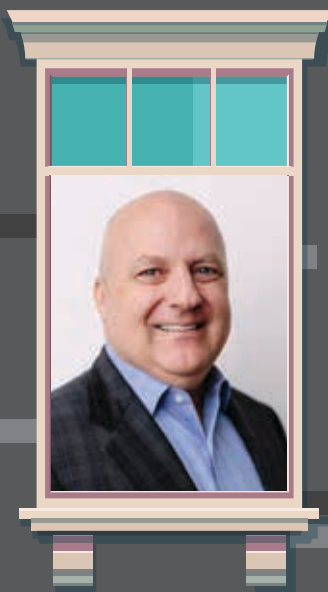
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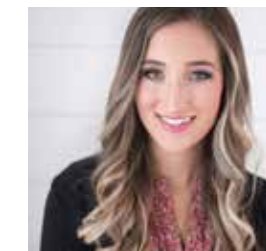
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▶ publisher's note | By **Gina Miller**

Someone once asked me at one of our networking events, "Why don't you have nametags for us?! I don't know half of these people!"

I laughed and replied, "I will NEVER have nametags at our events. Let me introduce you to anyone you don't know. Or better yet, walk up, say hello, and introduce yourself."

Relationships are the foundation of building a business that holds some weight and longevity.

And relationships can begin with a simple hello.

My goal with this magazine each month is to provide a glimpse into the lives of your peers in the local real estate industry and hopefully serve as the catalyst to you reaching out and taking the opportunity to get to know them one step further. We've enjoyed getting to know all of our featured agents and heard back from so many of our readers that they feel the same way!

This month we are not giving you full features but glimpses of the personalities of our 40 Under 40 winners. A Q&A that offers a snippet into who they are and what they love. Think of this as a starter question pack for you to connect with and celebrate some local rock stars of real estate. Maybe you both love the same local restaurant. Invite them to lunch. Maybe

your kids are the same age. *Plan a play date.* Can't live without caffeine? *Go grab a coffee together.*

I am encouraging myself to reach out more in 2022 and say HELLO. I'm going to be intentional with lunch dates, having friends over for a meal, picking up the phone and checking on my people, and being present. I'm embarrassed to admit, but I've lost the art of being present. Perhaps the ease of social media is to blame. Sadly, it makes connections TOO EASY. I have to admit I've been so busy and gotten so distracted that I'm half-listening and half-enjoying the beauty of the life I've been given! In an effort to remedy this, I'm learning how to delegate tasks, relinquish some responsibility to others and freeing myself up to work on me.

What about you?

In the words of poet and author Mary Oliver, "What is it you plan to do with your one wild and precious life?"

And who is it you plan to connect with, surround yourself with and learn from so you can continue the journey you are on?

Who will you say hello to this year?

This platform is all about community and not competition. We have enough avenues that offer us means

for comparison, and I'm not contributing to that ... not here. This is a CELEBRATION, and this edition is a celebration of 40 individuals that are all deserving of some recognition for who they are and what they do to make our community brighter and better.

A big thank you to these sponsors and BRRP Preferred Partners for co-hosting the 40 Under 40 Photo Social held on November 9 at Eye Wander Photo.

- Gulf Coast Title**
- Aundrea Allen with Safesource Insurance**
- Ryan Larussa with GMFS Mortgage**
- Baton Rouge Title**
- Sean Root with Root Home Inspection**
- Willie and Willie Builders**
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We are grateful for our newest partners that have joined us! Daniel Monroe with Temperaturepro, Shannon Rasbury with GMFS Mortgage and Chris Lewis and his team at Area Home Lending. We are so happy to have you here and look forward to introducing you to everyone! Please **SAVE THE DATE** of Tuesday, February 8 for our **I Heart Realtors Brunch & Learn**. This will be exclusive to our BRRP Preferred Partners and local REALTORS®. We are so excited about this one, and no doubt you will walk away with new information, new friends and a renewed energy for your 2022 business!



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▶▶ partner spotlight

By Molly Cobane

ROOTS RUN DEEP



R O O T H O M E I N S P E C T I O N

One year ago, Sean Root left the family business to start his home inspection company, and he never looked back. Sean's work ethic, desire to grow, and passion for his community have earned him success in a relatively small time frame. Root Home Inspection is exactly what he knew it could be, and his chance-taking is paying off.

Sean's roots run deep in Baton Rouge; he was born and raised here, and spent several years working for his family's industrial gas supply business, now known as Praxair. Prior to his time at Praxair, Sean was a talented executive chef. "Cooking was sort of a shared passion I had with my dad, but I never really

had aspirations to work in the food-service industry."

One weekend, a friend who worked for a catering company asked Sean to cover for him while suffering from appendicitis. "It just sort of snowballed from there, and I worked my way up through the ranks."

Natural Born Leader

Sean has a natural desire to lead. This quality guided him to not only his position as executive chef but the opportunity to help open a brand-new farm-to-table restaurant in Baton Rouge. He took a very hands-on approach in all aspects; creating menus, hiring staff, and even roughing

in the kitchen plumbing. Sean learned a lot from this experience about how to start a new business "from scratch, with no reputation."

From there, Sean was called back to the family business for a few years. However, shortly after going corporate, the company culture shifted, and Sean knew it was time to realize his entrepreneurial dreams. He began researching the field of home inspection and discovered it appealed to him in many ways. It allows him to still go "above and beyond" and build lasting relationships with his customers, and it offers the hands-on technical aspect that he loved during his time as a chef. Sean took his courses, got licensed, and dove in headfirst by founding Root Home Inspection in 2020.

What you See is What you Get

Sean takes pride in the fact that when it comes to Root Home Inspection, "I am the business. I answer the phone, do the scheduling, and am the one that shows up, and there's a lot to be said for that." Sean feels this is key for transparency and a "what you see is what you get" type of business model. "Clients and agents know exactly who they're working with and what to expect, which allows me to build a relationship and establish trust," he said.

Root Home Inspection also serves as a one-stop shop for customers. Sean utilizes a new style of technology and reporting, which is a web-based software that includes ample photographs and videos, and can be accessed anywhere on a cell phone – a far cry from the typical lengthy PDF inspection reports. This software allows clients to build a repair request directly from

“

I am the business. I answer the phone, do the scheduling, and am the one that shows up, and **there's a lot to be said for that.**



Sean with his wife, Jordan, and their son, Brooks



the report, and because Sean reports while on site, buyers and agents typically have their final report within an hour or two after attending the home inspection and reviewing the draft.

Always Do the Right Thing

Sean's guiding principle in business and life is to always do the right thing. "Not for the company," he added, "but for my customer and all parties involved in the transaction." Rather than skipping over an element of the inspection so as not to scare or overwhelm a buyer, Sean says it's key to put the client in the driver's seat by providing them with all the necessary information and explaining it to them in a way that doesn't scare them, but ensures they understand and are aware of it. Integrity and honesty are the pillars on which Sean conducts his business.



Sean also believes it's important to maintain a student attitude when it comes to inspecting homes. Something he appreciates about his field is that he is always learning, growing and adapting. "You can get into a lot of trouble when you think you know everything," he joked. He appreciates the abundance of continuing education for inspectors, and is always looking for ways to challenge the status quo with new technology, software, and the most updated inspection methods to keep his business on the cutting edge and maximize the value he brings to agents and their clients.

Sean resides in Baton Rouge with his wife, Jordan, and their 2-year-old son, Brooks. Jordan and Sean met in middle school and were high-school sweethearts. After parting ways during their college years, they reunited in adulthood and eloped during a two-week dream vacation in Croatia. Sean enjoys cooking, fitness, golf and spending time with his family. He is also passionate about his community in Baton Rouge, which he describes as "just a big small town." In the future, Sean plans to add qualified individuals to his team to expand his service capacity, and looks forward to continuing to always do the right thing for his clients and real estate partners.



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WINNING at Millennialism

editorial | By Erin Phelps

According to Pew Research, this year's 40 Under 40 winners are part of the largest demographic in the United States, making up 72.1 million Americans. Millennials. It's no secret that this generation — both agents and clients — have shaken up real estate norms and pushed boundaries.

Across the nation, the COVID-19 pandemic quickly created an intense and unpredictable market, and for *Baton Rouge Real Producers'* 40 Under 40, this was a chance to utilize their special talents and thrive. Matt Hughes breaks down what makes him and his peers unique: "The way that my generation has embraced social media makes us stand out. We bring our relationships to the internet, and it allows us to connect with clients in a different way. We're a very relationship-focused generation."

Embracing social media gave agents the opportunity to continue sharing their talents with clients throughout the pandemic. "I love social media, and I try to be as active as I can on there, so I can connect with clients. It's helped my business a lot being able to dialogue with people virtually, especially this past year," explained Erin Aguilar Russo of The W Group.

Representation is a key part of the real estate experience, and social media helps potential buyers and sellers find an agent that can fit their specific needs. Deante' Thomas explains that accessible education on real estate can be the difference between people believing they can buy a home or it being an unclimbable mountain. "There are so many myths around homeownership. People think it's unreachable, but in this day and age, the younger

generation of agents are able to use social media to reach people who look like us, who come from the same place as us and educate them on how homeownership is possible." Russ Vegas thinks that millennial agents have set themselves apart from older generations and practices and have paved the way for Generation Z to make their mark; "We're still considered the younger generation of agents, and we feel like we have something to prove. Because of that, we have an eagerness and a drive to change the way the industry works, and I think we have."

Although each winner in this year's 40 Under 40 has different levels of experience, they all can offer beginning agents great advice. Deante' Thomas wants young REALTORS® to find their niche and stick to it. "Find out what you're great at, and beat that horse 'til it's dead. Whether it's first-time buyers, sellers or investors — brand yourself as the expert for that one thing, and watch your business blossom. Your audience will widen once you get years and transactions under your belt." Similarly, Matt Hughes thinks new agents should be thoughtful about what talents and value they bring to the table. "My advice to agents just starting out is to not seek business, [rather] seek to be an advocate for people in your life and they'll take care of you. Bring value to your database, and get to know the needs of the people around you."

"It feels amazing to be in the 40 Under 40 list. So often we don't take a moment to pat ourselves on the back because we have our heads down doing the work," said Russ with a laugh. Erin says that she's especially delighted to be on this year's list as so many of the other winners are agents she looks up to. This sentiment was echoed by other winners. Matt said, "It's amazing to me that my peers were paying attention to me and my accomplishments enough to nominate me among other great agents."

Baton Rouge

Real Producers

40
UNDER 40



Alissa Jenkins

LATTER & BLUM

Years in Real Estate: 10 years

Hobbies/Interests: Podcasting, book club, walking the lake

Favorite Movie/TV Show: *Riding in Cars with Boys*

Who would play you in a movie: Emma Stone

Title of your memoir: *You Can Have it All*

Dream Vacation: Anything tropical and all-inclusive

Favorite Local Restaurant and Go-To Order: Serops – Chicken Kabobs

Something that makes YOU unique: My ability to handle the volume in an organized and calm manner

New Year's Resolution: Continue to put my family first, travel more, and work smarter

Pets: Mastiff – Dante

Three things you are currently loving: My chunky 8-month-old baby, my 4-year-old that is becoming my social wingman, and my podcast, Hustle Humbly with Katy Caldwell.

Caffeinated or Not: Currently Caffeinated



Amanda Walker

KELLER WILLIAMS REALTY PREMIER PARTNERS

Years in Real Estate: Six years

Hobbies/Interests: Spending time with my family, running, shopping

Favorite Movie/TV Show: *Pretty Woman, Beauty and the Beast, The Notebook, Yellowstone*

Who would play you in a movie: Mila Kunis

Title of your memoir: Shania Twain Playlist

Dream Vacation: Cruise the Mediterranean on the Ritz-Carlton Yacht

Favorite Local Restaurant and Go-To Order: Mestizo: Start with the dip sampler and all the chips, Casamigos skinny margarita, and a chicken chimichanga

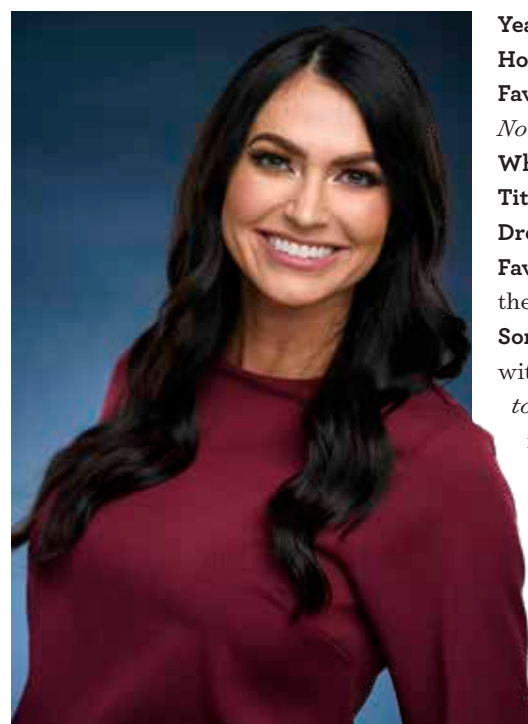
Something that makes YOU unique: I asked my mom to help me with this question, and without hesitation, she said: *I love that you take yourself lightly and do not take yourself too seriously. You find the good and humor in your everyday life.* And registered nurse is my first career; real estate is my second.

New Year's Resolution: To become Ms. Rosman, read The One Year Bible, join a small group, have a heart and attitude of gratitude

Pets: Bailey is our 13-year-old Cavalier King Charles spaniel. My fiancé has a westie named Mimosa that will soon be ours!

Three things you are currently loving: Planning our wedding, blowouts, building our house, high-top tennis shoes

Caffeinated or Not: ULTRA caffeinated – coffee before talkie for me! I drink coffee all day long but never without a straw.



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Years in Real Estate: Two and a half years

Hobbies/Interests: Golf and reading

Favorite TV Show: *Scrubs*

Who would play you in a movie: Charlie Day

Title of your memoir: *Pun Intended*

Dream Vacation: Beach Bungalow in Figi

Favorite Local Restaurant and Go-To Order: Rocco Pizzeria – Garlic knots with whipped provolone

Something that makes YOU unique: My personality

New Year's Resolution: Don't sweat the small stuff.

Three things you are currently loving: Snowballs, *Gilmore Girls* and Saints



Ashley Vuci

LATTER & BLUM

Years in Real Estate: Fourteen and a half years

Hobbies/Interests: Art, fashion, shopping, wine, spending time with my children, working out, jewelry making, food, volunteering, friends, getting massages (a must for me).

Favorite Movie/TV Show: *Big Business*, *She's Out of Control*, *The Secret to My Success* (love '80s movies, plus thrillers like *CopyCat* too)

Who would play you in a movie:

Scarlett Johansson

Title of your memoir: *Never Take No As An Answer!* or *There Is Always A Way!*

Dream Vacation: Tropical island with beautiful views, mountains, clear water, snorkeling, beach with cocktail waitress and amazing food

Favorite Local Restaurant and Go-To Order: Very hard! I have a lot!

1. Rock n' Sake: to share: Kale-N-Salmon Sashimi, tuna nachos, sushi deviled eggs, Brussel sprouts, margarita roll, garlic salmon roll and purple ninja roll.

2. Ginos!

3. Ruth's

Something that makes YOU unique: Let's see. People know my voice, as it is unique. Also, people are wowed by my ability to pick out details that they don't notice; I notice everything! I also tend to really think ahead and very deeply as I am always determined to figure something out and not give up! (My husband says good posture, lol.)

New Year's Resolution: It's going to be an AMAZING year! I am going to kill it at work, travel a lot and be my best ME for me, my hubs and kids; and clients too. Market will be good! I also want to help more people in some way and do a better job at being in the moment at times.

Three things you are currently loving: Working out as soon as my husband leaves to bring my kids to school in the am most days. I made the decision to have an assistant five years ago and continue to remember that success means balance.



Bambi Guilbeau

CLIENTS FIRST REALTY



Hobbies/Interests: Traveling, any type of sports, hiking, fishing, being active in any shape or form, creating things, designing things

Who would play you in a movie: Hmmm, I am not really sure, but multiple people have told me I look like Aubrey Plaza from *Parks and Rec* – so I guess I'll go with that!

Title of your memoir: *Late Night Thoughts*

Dream Vacation: Give me sunshine and gorgeous views ... preferably a beach nearby with good drinks and amazing food. I could have a good time anywhere!

Favorite Local Restaurant and Go-To Order: Viet Garden – Pho Tai

Something that makes YOU unique: Each and every person is unique in themselves. By being them. So in that sense, I am unique by being me and who I am, how I think, how I treat others, how I love, how I create and visualize. I am just as unique as others.

New Year's Resolution: Not working past 3 and spending more time with my family!

Three things you are currently loving: Our new home, traveling – I will always have a love for it! It never dies or wears off! Learning to relax and be still ... and understanding that by doing so I am doing something, and it's not doing nothing.

Brent Thompson

CRAFT REALTY



Years in Real Estate: Six years

Hobbies/Interests: Coaching my 6-year-old daughter in sports and playing golf

Favorite TV Show: *Ozark* and *Yellowstone*

Who would play you in a movie: Leonardo DiCaprio

Title of your memoir: *Life in the Fast Lane*

Dream Vacation: Greece

Favorite Local Restaurant and Go-To Order: Ninos the Lombardi

Something that makes YOU unique: Left-handed and the gift of gab

New Year's Resolution: Health and wellness

Three things you are currently loving: Spending time with family, books on tape, and bike riding

Calvin Clement

PENNANT REAL ESTATE

Years in Real Estate: Eight years

Hobbies/Interests: CrossFit, hiking, football, and baseball

Favorite Movie: *Rudy*

Who would play you in a movie: *Batman*

Title of your memoir: *Chaos is not Enough*

Dream Vacation: Hawaii

Favorite Local Restaurant: French Market Bistro

Something that makes YOU unique: My brain never turns off.

New Year's Resolution: Spending more time engaging with my kids and not on my phone

Pets: Ellie (Black Lab) and Chip (Brown Mutt)

Three things you are currently loving: No masks, my network of friends, and beer



Cherie' Mack

SOUTHERLY REAL ESTATE

Years in Real Estate: Five years

Hobbies/Interests: Traveling with my family, cooking, interior design

Favorite TV Show: All-time favorite is *Friends*. Current favorite is *This Is Us*.

Who would play you in a movie: The amazing – Jennifer Garner

Title of your memoir: *Living My Best Life*

Dream Vacation: A nice long vacation at Atlantis in the Bahamas

Favorite Local Restaurant and Go-To Order: I am obsessed with Solera right now! My go-to order is the lamb lollipops and Gambas al Ajillo, which is a shrimp dish!

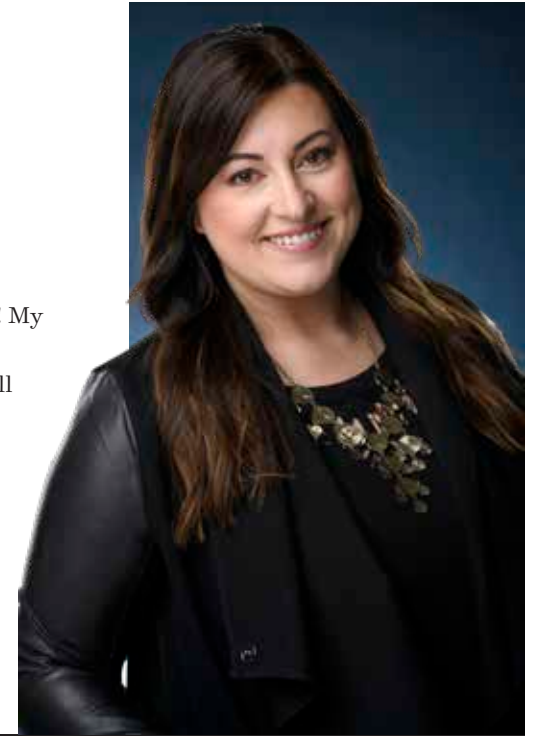
Something that makes YOU unique: I have two middle names, and my initials spell out CALM – which is what I always aim to bring to my real estate transactions!

New Year's Resolutions: More family time, more traveling, and working smarter over harder.

Pets: I've got a 4-year-old named Levi and an Australian Shepherd named Tessa!

Three things you are currently loving: Our new house, all the Marvel series on Disney Plus, and prepping for the holidays!

Caffeinated or Not: Always caffeinated!



Chelsea Meng

LATTER & BLUM PERKINS

Years in Real Estate: Eight and a half years

Hobbies/Interests: Making lists and schedules for all the things, crafting, decoration, being the “extra” mom at school, and traveling with my family.

Favorite TV Show: *Outlander*; I may or may not have traveled to Scotland just because of my obsession with this show.

Who would play you in a movie: Emma Watson

Title of your memoir: *The Struggle is Real, but the Reward is Worth it*

Dream Vacation: To go on an African safari with my family and friends.

Favorite Local Restaurant and Go-To Order: It's hard to choose just one, but I'd say Serop's Express – Chicken Shawarma Bowl for lunch. The Little Village – Village Bread and Alla Parmigiana with white sauce instead of red for dinner.

Something that makes YOU unique: When it comes to real estate, I'd say that I get more emotionally invested than most REALTORS® do. I treat all of my clients like family and become close friends with a lot of them after the sale. It's more than just a transaction to me, and I feel like that is what makes me unique as a REALTOR®.

New Year's Predictions and Resolutions: My prediction is that the U.S. won't require negative Covid tests to travel overseas (big dreams). My resolution is to set strict “no phone” hours and stick to them.

Pets: Our best boy is a collie named Huckleberry. It never fails that when someone sees him out in public, we hear them say, “Help! Timmy has fallen into the well!” – The Lassie references never get old.

Three things you are currently loving: I am currently loving the cooler weather, fostering puppies, and ROAM MLS... shameless plug.



Christen Ward

SUPREME REALTORS

Years in Real Estate: Five years

Hobbies/Interests: Gardening, art, and design

Favorite Movie: *Clueless*

Who would play you in a movie: A younger Diane Lane (that's what my hubby said)

Title of your memoir: *Don't Count Her Out*

Dream Vacation: My husband took me on my dream vacation for our honeymoon two years ago. It was to Bora Bora.

Favorite Local Restaurant and Go-To Order: Superior – fajitas and a margarita

Something that makes YOU unique: I love technology and innovation. Many people don't understand how that correlates to marketing and utilizing online and social media marketing and networking. I also believe in community over competition (thanks, Hustle Humbly).

New Year's Resolutions: To continue to improve upon my health and well-being and staying consistent in my personal and business life.

Three things you are currently loving: I am in a very good place in my life. Exercising, watching my kids grow up, and accomplishing dreams.



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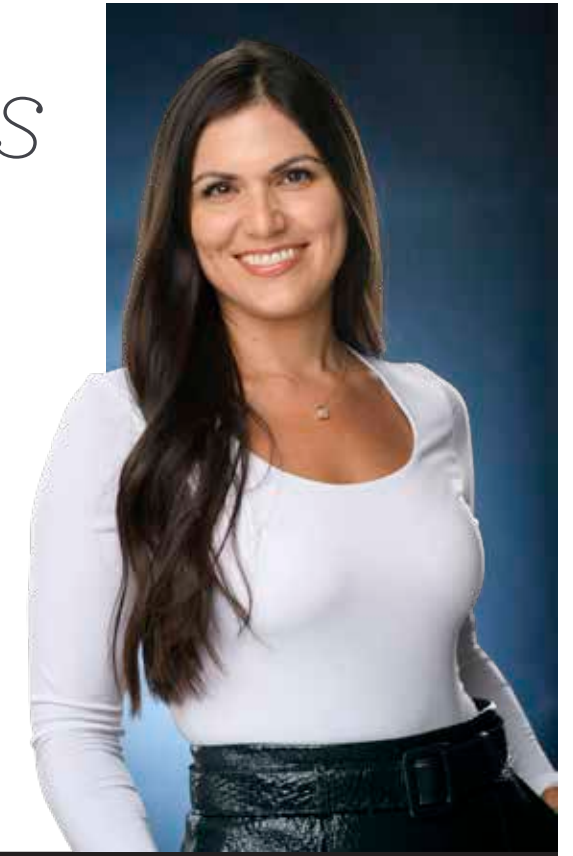
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Christie Farris

KELLER WILLIAMS REALTY RED STICK PARTNERS

Years in Real Estate: Eight years
Hobbies/Interests: Cooking and Traveling
Favorite Movie: *Now and Then*
Who would play you in a movie: Phillippa Soo
Title of your memoir: *Mindset is Everything*
Dream Vacation: Morocco
Favorite Local Restaurant and Go-To Order: Sushi Masa
Something that makes YOU unique: My love for handicapped animals
New Year's resolution: Live more, worry less
Three things you are currently loving: Quick getaways, popcorn, and pigs
Caffeinated or Not: Absolutely caffeinated



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KELLER WILLIAMS REALTY PREMIER PARTNERS
AND KELLER WILLIAMS REALTY NEW ORLEANS

Years in Real Estate: 10 years
Hobbies/Interests: Gardening, bird watching, politics, fishing, '90s Westbank Gangster Rap (shout-out, Choppa)
Favorite Movie/TV Show: *Goodwill Hunting, Mrs. Doubtfire, The Sopranos*
Who would play you in a movie: Combination of Ben Stiller, Tom Hanks, Peter Hayden Dinklage (Tyrion Lannister)
Title of your memoir: *It's A Westbank Thing!*
Dream Vacation: To raft the entire length of the Grand Canyon
Favorite Local Restaurant and Go-To Order: Dijulio's - Eggplant crispers, Chicken a la Vodka, and that red velvet cake! LAWD!
Something that makes YOU unique: The ability to connect with people from all walks of life.
New Year's resolution: Get more involved in community outreach
Three things you are currently loving: Sea Stories by William H. McRaven, a cocktail called Electric Relaxation at Overpass Merchant, and sweater weather
Caffeinated or Not: Double shot/Celsius

Courtney Smith Wambsgans

KELLER WILLIAMS FIRST CHOICE



Years in Real Estate: Six years

Hobbies/Interests: Other than selling real estate, I love to spend quality time with family and friends, play tennis and network with peers. I also love fashion, and I love to shop. I am always looking for ways to grow mentally and in my business, as I believe it is crucial to never become complacent in life.

Favorite TV Show: Right now, *Criminal Minds*. All-time favorite: *The Office* or *Grey's Anatomy*

Who would play you in a movie: Sarah Jessica Parker

Title of your memoir: *No Pain, No Gain*

Dream Vacation: Thailand

Favorite Local Restaurant and Go-To Order: Geisha – Who Dat Nachos and Aloha Roll

Something that makes YOU unique: My confidence and strength in the face of adversity. My love, compassion and empathy for others.

New Year's resolution: No more distractions – stay FOCUSED!

Pets: Eight-year-old English bulldog, Wrigley, who is our big baby!

Three things you are currently loving: Tennis, cold weather, and my daughter, Joan, at this age (she is starting to walk/talk and is so much fun right now)!

Caffeinated or Not: ICED TEA!

David Madaffari

KELLER WILLIAMS REALTY FIRST CHOICE

Years in Real Estate: Ten years

Hobbies/Interests: Music, anime, exercise, woodworking, home maintenance

Favorite Movie: *Memphis Belle*

Who would play you in a movie: Captain Jack Sparrow

Title of your memoir: *Why is the Rum Gone?*

Dream Vacation: Private island in the Caribbean

Favorite Local Restaurant and Go-To Order: Randazzo's Italian Market – Gnocchi Bolognese

Something that makes YOU unique: It may not sound unique, but I simply treat my clients the way I would want to be treated if I was in their shoes. I am an eternal optimist; I do WHATEVER IT TAKES to ensure successful transactions for my clients, just as I would expect others to do for me. The client always comes first, and I owe it to them to be ready with advice in all situations and offer multiple solutions to any problem that arises. I do not give up.

New Year's resolution: Finish the renovation on my house

Pets: Goldfish. Lots of them!

Three things you are currently loving: *The Chosen*, my family, playing nostalgic video games



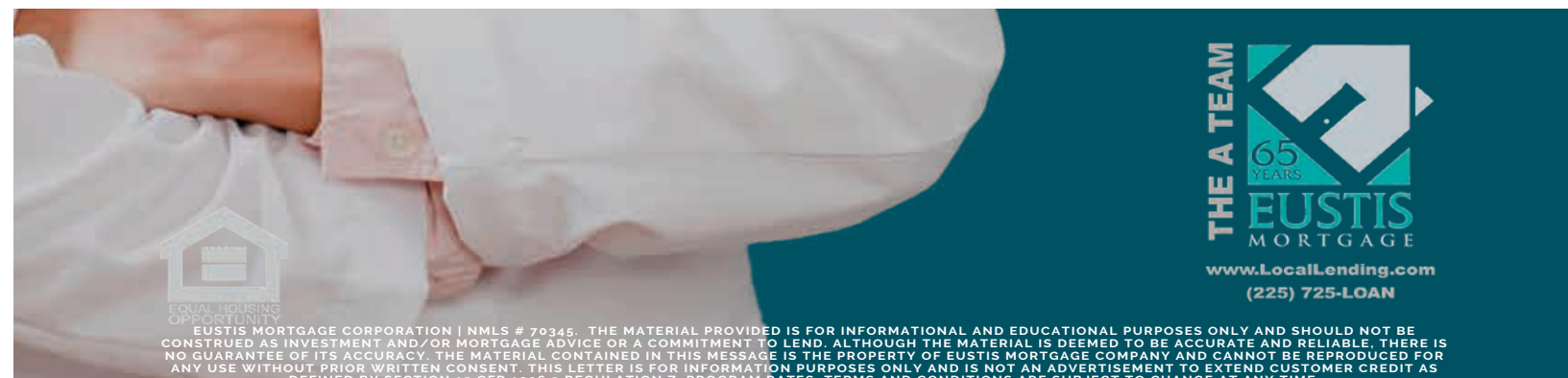
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Deante' Thomas

KELLER WILLIAMS RED STICK PARTNERS



Years in Real Estate: Five years

Hobbies/Interests: Spending time with family

Favorite Movie: *Friday*

Who would play you in a movie: Larenz Tate

Title of your memoir: *Hustler's Ambition*

Dream Vacation: Dubai

Favorite Local Restaurant: Sno's

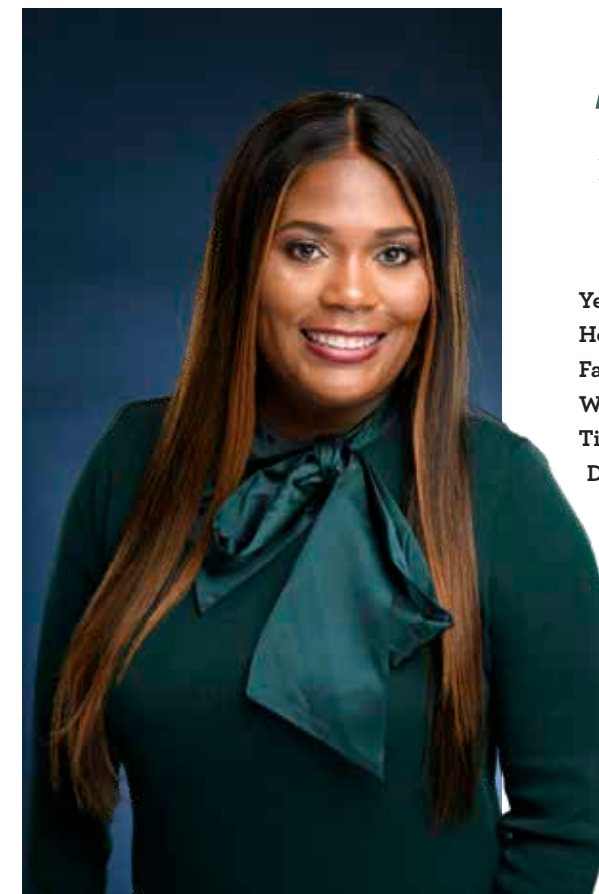
Something that makes YOU unique: I have a strong faith that I can make it through any situation. I can't be defeated by most circumstances.

New Year's resolution: Plan more events for extended family to get together

Three things you are currently loving: Life, family, football

Ericka Queen

KELLER WILLIAMS RED STICK PARTNERS



Years in Real Estate: Three years

Hobbies/Interests: Travel, exploring other cultures, shopping, spa days

Favorite Movie: *Selena*

Who would play you in a movie: Sanaa Lathan

Title of your memoir: *Act Like a Lady, Think Like a Queen*

Dream Vacation: Bora Bora

Favorite Local Restaurant and Go-To Order: Elsie's - Seafood Pot Pie

Something that makes YOU unique: Ability to overcome difficulties. I don't let anything keep me down.

New Year's resolution: Be the best version of me - best mom, REALTOR®...

Three things you are currently loving: Beautiful weather, fall fashion and holiday season

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Erin Aguliar Russo

KELLER WILLIAMS GREATER BATON ROUGE
THE W GROUP

Years in Real Estate: Four years

Hobbies/Interests: Working out/OTF; socializing, shopping for sales

Favorite Movie/TV Show: *Stepbrothers, Wheel of Fortune, Chopped*

Who would play you in a movie: Definitely the Crime Scene Detective

Dream Vacation: A vacation where I didn't have to plan A THING. Hand me an itinerary with outdoor activities, good food, a spa day, and I am happy.

Favorite Local Restaurant and Go-To Order: HOW CAN I CHOOSE?! Superior: Brisket Street Tacos. Bin 77: Steak and Gruyere Flatbread. French fries from anywhere (as long as they are not thick-cut potato wedges).

Something that makes YOU unique: I'm sure my laugh would get a few votes... I am not considered the quiet friend, to say the least. I would say that I try to find the positive in scenarios, and I try my best to make people happy or laugh every single day. I enjoy taking notes? Is that unique?

New Year's Resolution: Year 30 for me... HOLY CRAP. Hope to keep the gray hairs to a minimum. Business-related, I've set some pretty ambitious goals.

Pets: ONE BEAR! He is a 5-year-old Rottie who is my heart and soul.

Three things you are currently loving: I love the smell of a brisk breeze fall day, I love the sweater weather, and a holiday season is THE BEST time of the year (aside from St. Patrick's Day).

Caffeinated or Not: 10,000%



Jesse Benedetto

PENNANT REAL ESTATE

Years in Real Estate: Ten years

Hobbies/Interests: Hunting, golf, horse racing and real estate

Favorite Movie: *The Godfather Part II*

Title of your memoir: *Always Be Closing*

Dream Vacation: Anywhere in the Caribbean

Favorite Local Restaurant and Go-To Order: Robertos – Shrimp Roberto and/or Filet

2022 Predictions: I think the real estate market will stay strong through 2022, and home values will start to stabilize.

Pets: One dog (Ruthie), one cat (Hayes), one rabbit (Lola)

Caffeinated or Not: Caffeinated



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Joanna Arnold

KELLER WILLIAMS RED STICK PARTNERS

Years in Real Estate: Five years
Hobbies/Interests: Boxing, singing, kickball
Favorite Movie: *Dream Girls*
Who would play you in a movie: Taraji P. Henson
Title of your memoir: *Favored*
Dream Vacation: Egypt
Favorite Local Restaurant and Go-To Order: J. Alexander's - Crabcakes with a baked potato
Something that makes YOU unique: My personality and genuine love for people
New Year's resolution: I will surpass all of my five-year goals - two years early.
Pets: Two dogs: Shih Tzu (Effe White) and Siberian Husky (Breeze)
Three things you are currently loving: The blessings of 2021, high school basketball season (it is my son's senior year), and awareness in the world



Kaylyn Ward

JOURNEY HOME REALTY, LLC

Years in Real Estate: Two years
Hobbies/Interests: Camping, hunting, fishing, traveling, anything that involves family time!
Favorite Movie: *Wedding Crashers* (my husband and I say we are going to wedding crash for a date night one day!)
Who would play you in a movie: Melissa McCarthy or Sandra Bullock
Title of your memoir: *A Little Sweet and a Whole Lot of Spicy*
Dream Vacation: Alaskan Cruise
Favorite Local Restaurant and Go-To Order: Geisha - Kickin Chicken and Marilyn Monroll
Something that makes YOU unique: I have red hair and blue eyes. Only 0.17% of the world's population has this combination.
New Year's Resolution: To take more small trips each year as a family, start investing for our future, do more volunteer work, continue to build my business.
Pets: Two dogs, Cooper and Gunner.
Three things you are currently loving: My family, my career, a fresh cup of coffee on these cool mornings.



▶▶ 40 under 40

Kyle Evans

KELLER WILLIAMS FIRST CHOICE

Years in Real Estate: Seven years

Hobbies/Interests: Learning and child-rearing

Favorite TV Show: *Friday Night Lights*

Who would play you in a movie: Ted Lasso

Title of your memoir: *Givers Gain*

Dream Vacation: Over-water bungalow in the Maldives

Favorite Local Restaurant and Go-To Order: Dearman's – Fully dressed cheeseburger and crispy fries

Something that makes YOU unique: My strong belief in others' potential/capabilities

New Year's Resolution: Change two lives (it is on there every year).

Pets: Harley (rescued Lab), Shadow (rescued Aussie shepherd), and Charlie (English bulldog)

Three things you are currently loving: Coaching our agents, raising our kids, and LIFE



▶▶ 40 under 40

Leslie Hattaway

REMAX PROFESSIONAL

Years in Real Estate: Ten years

Hobbies/Interests: Teaching workout classes, spin, yoga, and remodeling homes

Favorite TV Show: *New Girl* or anything HGTV

Who would play you in a movie: Kate Hudson

Dream Vacation: Somewhere on a beach

Favorite Local Restaurant and Go-To Order: Caliente – Anything Mexican with chips and salsa

Something that makes YOU unique: I like to hunt

New Year's resolution: Work smarter, not harder

Pets: One dog (German Shepherd)

Three things you are currently loving: Fall, *Fuller House*, and Flipping Houses



Lance Daggs

KELLER WILLIAMS RED STICK PARTNERS

Years in Real Estate: Twelve years

Hobbies/Interests: Eating, napping, fishing, working in the yard, cooking classes, traveling, working out, plants, and architecture. Oh, and did I mention eating and napping?

Favorite Movie/TV Show: Anything apocalyptic or sci-fi

Who would play you in a movie: Will Smith – because he's talented and almost as handsome as me, haha!

Title of your memoir: *Life is short! Live a little.*

Dream Vacation: I like a good cruise, but I've never been overseas and would love to explore Europe and Asia.

Favorite Local Restaurant and Go-To Order: I Waitr more than I care to admit and usually order from Chimes. They have the best char-broiled fish and BBQ Shrimp PoBoys. Also, China One at Bluebonnet and Airline is pretty fantastic!

Something that makes YOU unique: I'm usually a natural optimist and have a genuine care for others.

Prediction for the New Year: 2022 is going to be an awesome year! I predict there will be some pretty big personal and professional decisions made! Can't wait to see how it pans out!

Pets: Two dogs. Henry and Max.

Three things you are currently loving: The weather. That may change by the time this is published, because it is currently October. I am loving my new desk that rises and lowers with the touch of a button and has a wireless phone charger built in. I am also loving the trips that I've taken recently and the people I've met along the way. I like to call these trips wellness trips. It is important to keep a good work-life balance.



Mallory Jenkins

CRAFT REALTY

Years in Real Estate: Two years

Hobbies/Interests: Yoga, running, hiking, and reading

Favorite Movie/TV Show: *Pretty Woman* and *The Office*

Who would play you in a movie: Kristen Wiig

Title of your memoir: *Smiling through the Storm*

Dream Vacation: Amanzoe in the Peloponnese Peninsula, Greece

Favorite Local Restaurant and Go-To Order: Agave Blue – quesadillas and a margarita

Something that makes YOU unique: My compassion for other people and ability to stay positive, even in the worst/most awkward situations

What is your New Year's Prediction and Resolution: 2022 is going to be a good year! I will strive for personal and professional growth!

Pets: Harley – my German Shepherd

Three things you are currently loving: Life, my career and good coffee



▶▶ 40 under 40

Mary Beth Crain

EXP REALTY , TEAM SMITH



Years in Real Estate: Six years

Hobbies/Interests: My hobbies are my kids' hobbies, LOL. Who has time for hobbies anyway? When I'm not running around like a crazy person with real estate and extracurricular activities, I enjoy working out, listening to music, and having a glass of wine with my friends.

Favorite TV Show: *Seinfeld*... Classic!

Who would play you in a movie: Let's aim high – Drew Barrymore. She seems like a really down-to-earth person.

Title of your memoir:

Wife. Mom. Realtor.

Dream Vacation: A month in Europe with no cell phone.

Favorite Local Restaurant and Go-To Order: Anything Mexican! Fajita chicken salads are my jam.

Something that makes YOU unique: Not only do I sell real estate, I teach it too. I am in charge of training all of the new agents on our growing team and development for existing agents

New Year's resolution: Be intentional, think bigger, be mindful of my thoughts, have more fun, and don't sweat the small stuff!

Pets: We have a rescue dog named Bella who is now a spoiled princess.

Three things you are currently loving: God, my family, and real estate

Caffeinated or Not: Absolutely! Can't go without caffeine. I'm a three-cup kind of gal.

▶▶ 40 under 40

Michele Morales

KELLER WILLIAMS RED STICK PARTNERS



Years in Real Estate: Seven years

Hobbies/Interests: Anything my kids are into or doing, which is mostly baseball or basketball. I am also really enjoying learning and watching Ryan in drag racing.

Favorite Movie/TV Show: I just watch whatever someone else is watching.

Title of your memoir: *Overcomer*

Dream Vacation: Relaxing in Hawaii

Favorite Food or Go-To Order: I could go for some sushi any day!

Something that makes YOU unique: God hand-picked ME to take care of two precious girls so many years ago. I was able to adopt the both of them and love them as my own.

New Year's Prediction or Resolution: I'm not big on resolutions, but 2022 WILL be better than 2021. Looking for a year of growth spiritually, in relationships, and in business

Three things you are currently loving: I love God and am extremely thankful for all of His blessings. I love doing life with Ryan and love watching our kids grow. I love doing real estate where I can serve others.



Matt Hughes

KELLER WILLIAMS REALTY PREMIER PARTNERS

Years in Real Estate: Sixteen years

Hobbies/Interests: Golf and politics

Favorite TV Show: *Breaking Bad*

Dream Vacation: Maldives

Favorite Local Restaurant and Go-To Order: Ruth's Chris – BBQ Shrimp and Ribeye

Something that makes YOU unique: I never meet a stranger.

New Year's resolution: Travel more

Pets: A dog named Pixie

Three things you are currently loving: My girls, pool, and golf

Monique Lambert

KELLER WILLIAMS REALTY FIRST CHOICE

Years in Real Estate: Fifteen years

Hobbies/Interests: Attending concerts and sporting events

Favorite TV Show: *Friends*

Who would play you in a movie: Monica

Title of your memoir: *Keeping It Real*

Dream Vacation: Switzerland

Favorite Local Restaurant and Go-To Order: Ruth's Chris – filet

Pets: A dog named Lexi

Three things you are currently loving: The weather, football season, and hanging with my family



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▶▶ 40 under 40

Philip Cazayoux

PENNANT REAL ESTATE

Years in Real Estate: Five years

Hobbies/Interests: Jiu Jitsu, fitness, travel, hunting, fishing, music

Favorite TV Show: *Game of Thrones*

Who would play you in a movie: Bruce Wayne

Title of your memoir: *You Can't Make This S**T Up. The Life of Philip Cazayoux*

Dream Vacation: Maldives

Favorite Local Restaurant and Go-To Order: Umami – Sashimi. Simple Joe – #3. Digiulio Brothers – Veal Parm. I couldn't just pick one.

Something that makes YOU unique: My ability to genuinely connect with others

New Year's Prediction and Resolution: 2022 will be another year for the books! My resolution will be focusing on presence and limiting phone usage.

Three things you are currently loving: Marriage, deep friendships, and adventure

Caffeinated or Not: Too caffeinated



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Rachael Taylor

SMART MOVE REAL ESTATE

Years in Real Estate: Six

Hobbies/Interests: Going on walks, thrifting, and reading

Favorite TV Show: *Virgin River*

Dream Vacation: Anywhere with pretty scenery

Favorite Local Restaurant: Chow Yum Phat

Something that makes YOU unique: I'm adopted.

New Year's resolution: To become more organized

Pets: My 3-year-old mini Australian Shepherd named Levi

Three things you are currently loving: Red wine, fall, and good food

Caffeinated or Not: Always!



Rae Broussard

KELLER WILLIAMS REALTY FIRST CHOICE

Years in Real Estate: Six years

Hobbies/Interests: Playing and coaching volleyball, traveling, spending time with family and friends

Favorite Movie/TV Show: *My Best Friend's Wedding*, *Ted Lasso*

Dream Vacation: Bora Bora

Favorite Local Restaurant and Go-To Order: El Paso, any Mexican food – queso dip.

Something that makes YOU unique: I'm a twin, I have narcolepsy, I used to teach and my first boss/principal is now on my team, and one of my team members is also a mom of one of my favorite students!

New Year's resolution: To put my husband first; he supports me working all the time, so he deserves it.

Pets: Two Shih Tzus (Lil Girl and Cooper)

Three things you are currently loving: Love the holidays! Fall weather, outdoor festivals, Halloween and Christmas



Russ Vegas

KELLER WILLIAMS REALTY RED STICK PARTNERS

Years in Real Estate: Seven years

Hobbies/Interests: Spending time with family and friends, being outdoors

Favorite TV Show: *Yellowstone*

Who would play you in a movie: A young Kevin Costner

Title of your memoir: *Cajun on the Geaux*

Dream Vacation: Month-long travel around the world with no itinerary

Favorite Local Restaurant and Go-To Order: Gino's – Chicken Parmigiana

Something that makes YOU unique: My accent

New Year's Resolution: To not get any more dogs! And be a better husband.

Pets: Love them all!

Three things you are currently loving: Crypto (to the moon), real estate, my new whip

Caffeinated or Not: All the caffeine!



Richard Spears Jr.

KELLER WILLIAMS REALTY FIRST CHOICE

Years in Real Estate: Five years

Hobbies/Interests: Cooking, music, arts, and sports

Favorite Movie: *Coming to America*

Who would play you in a movie: The Hero!

Title of your memoir: *The Level Up Is Real*

Dream Vacation: Ibiza, Spain, and the Amalfi Coast

Favorite Local Restaurant and Go-To Order: Chow Yum Phat/The Addie Bowl

Something that makes YOU unique: My passion for helping others succeed!

Three things you are currently loving: Traveling, golf, and learning more about real estate development



Shemika Mayfield

ENGEL & VOLKERS

Years in Real Estate: Three years

Hobbies/Interests: Traveling, swimming, and volunteering

Favorite TV Show: *Insecure*

Who would play you in a movie: Taraji P. Henson

Title of your memoir: *Out Dream Yourself!*

Dream Vacation: Tswalu Kalahari, South Africa

Favorite Local Restaurant and Go-To Order: Ruth's Chris – Petite Filet with a side of Lobster Mac and Cheese

Something that makes YOU unique: My loud, obnoxious laugh! I am really trying to tame it, but it's not working, and I'm ok with that!

New Year's resolution: Stick to my perfect daily schedule

Pets: French Bulldog – Drak'O

Three things you are currently loving: Evening bike rides with my kids, Sunday brunch dates with my hubby, and servicing my clients

Caffeinated or Not: Definitely caffeinated



▶▶ 40 under 40

Stephanie Neal

EXP REALTY

Years in Real Estate: One year

Hobbies/Interests: Spending time with family! Sitting on the beach listening to the waves crash.

Favorite TV Show: *Fixer Upper*. Chip and Joanna are my favorite!

Who would play you in a movie: Reese Witherspoon with her big smile and bubbly personality.

Title of your memoir: *Family, Faith and Real Estate*

Dream Vacation: Bora Bora, one of the gorgeous bungalows on the water

Favorite Local Restaurant and Go-To Order: Fratellis – anything pasta!

Something that makes YOU unique: My family has lived in five different states within 11 years. This has helped me become more comfortable in my own skin. I love meeting new people, and that's what real estate is all about.

New Year's Prediction and Resolution: A blessed year with the perfect work/home-life balance.

Pets: We have a mini Goldendoodle, Scarlett.

Three things you are currently loving: My journey in a successful career. My girls are getting older, so I am finding how much I love traveling with my family to new places. Both of my girls are getting into cheerleading; I love watching them learn, work hard, and succeed in something they love to do!

Caffeinated or Not: More often than not these days.



Stephen Couvillion

KELLER WILLIAMS REALTY - FIRST CHOICE

Years in Real Estate: Four years

Hobbies/Interests: Playing basketball, traveling with my wife, and cooking on the grill

Favorite TV Show: *How I Met Your Mother*

Dream Vacation: Iceland or Switzerland

Favorite Local Restaurant and Go-To Order: Sunset Smoothie – “The Couv,” which is their best sandwich on the menu!

Something that makes YOU unique: I am 6-foot-5 with red hair, played college basketball, extremely scared of scary movies, hate the summer months – love the winter.

Pets: Dog (Izzy)

Caffeinated or Not: One-hundred percent yes – three shots of espresso every morning



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Stephen Williams

KELLER WILLIAMS RED STICK PARTNERS

Years in Real Estate: Three years
Hobbies/Interests: Playing piano, spending QT with my wife and daughter, and playing basketball
Favorite Movie/TV Show: *The Wood, POWER*
Who would play you in a movie: Michael B Jordan
Title of your memoir: *Evolution of a Man*
Dream Vacation: Bora Bora
Favorite Local Restaurant: Sullivan's
Something that makes YOU unique: Ability to have fun and be very professional all in one
New Year's Resolution: 125 real estate units while building a power team
Three things you are currently loving: Traveling, quality wifey/hubby time, and spending time with Ava Raye



Trey Willard

KELLER WILLIAMS REALTY GREATER BATON ROUGE, THE W GROUP

Years in Real Estate: Eleven years
Hobbies/Interests: LSU Sports, working out, traveling, whiskey/wine
Favorite TV Show: *Yellowstone*
Who would play you in a movie: Liev Schreiber
Title of your memoir: *Limitless*
Dream Vacation: Greece
Favorite Local Restaurant and Go-To Order: Bin 77 – Beef Ponzu Tenderloin; Superior Grill – street tacos
Something that makes YOU unique: I am incredibly disciplined. I have a mindset that refuses to give up. When I say something is going to happen, I position my life and my actions to make that goal a reality.
New Year's resolutions: Continue to grow The W Group as the premier real estate team in GBR market and all of Louisiana – with plans to expand Gulf Coast! Focus more on mentoring my team.
Three things you are currently loving: Fall weather, college football, and California Cabernets
Caffeinated or Not: Yes, absolutely caffeinated.



Travis Smith

KELLER WILLIAMS FIRST CHOICE

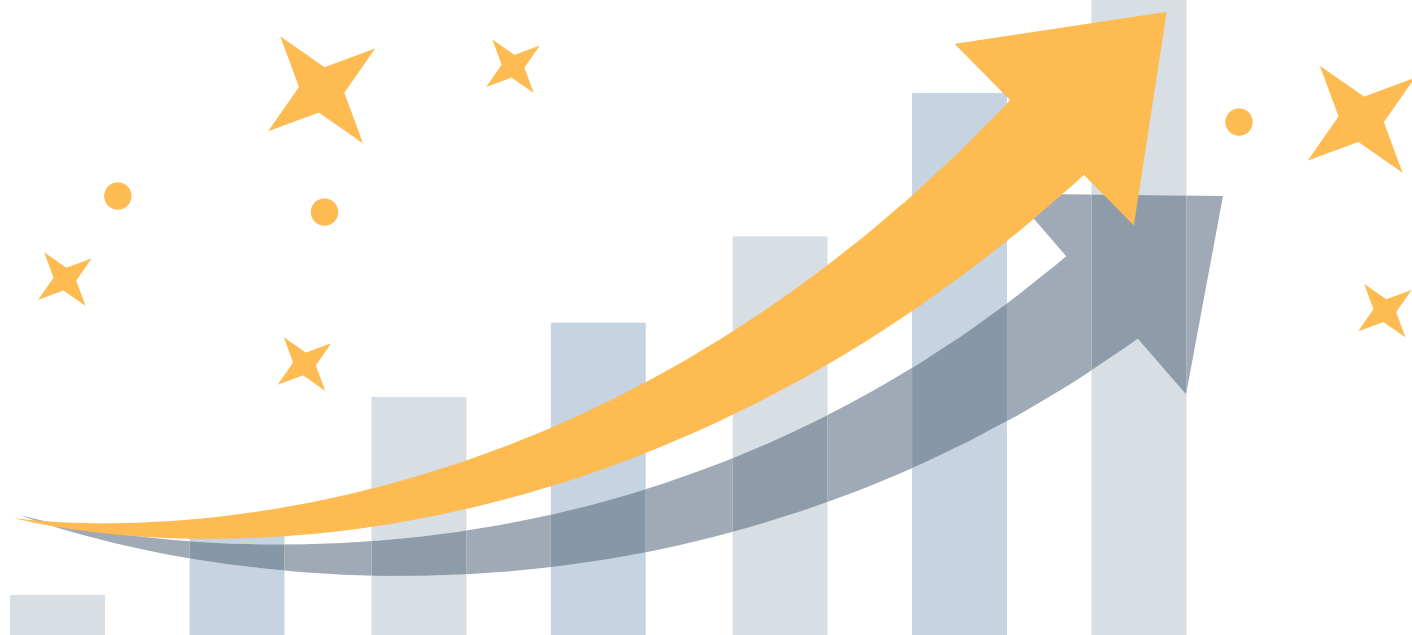
Years in Real Estate: Ten years
Hobbies/Interests: Spending time with family and friends, playing music, hunting, and fishing
Favorite TV Show: *Yellowstone*
Who would play you in a movie: Kevin Costner in his younger days
Title of your memoir: *To Live the Life Worth Living & The Legacy Worth Leaving Behind*
Dream Vacation: To travel to Europe, Asia and surrounding countries
Favorite Local Restaurant: Ichiban and Parrain's
Something that makes YOU unique: My passion to help others and my integrity to commit to a high standard in all things
New Year's resolution: I don't totally believe in New Year's resolutions. I believe in setting goals throughout the year and sticking to reaching those goals.
Pets: Two puppies: Derby and Sunny
Three things you are currently loving: I absolutely love and adore my baby girl and family, our new hunting camp, and my new four-wheeler.



Victoria Haddad

EXP REALTY

Years in Real Estate: Fourteen years
Hobbies/Interests: Cooking, spending time with family, and hunting
Favorite Movie/TV Show: **Movie:** *Pride and Prejudice* / **TV Show:** *Yellowstone*
Who would play you in a movie: Reese Witherspoon
Title of your memoir: *Balancing Chaos*
Dream Vacation: Amalfi Coast
Favorite Local Restaurant and Go-To Order: Agave Blue – Organic Margarita with Chips and Queso
Something that makes YOU unique: I was only 19 when I started my real estate career.
New Year's resolutions: Plan more vacations and take more pictures!
Pets: Two dogs, Bailey and Lillie
Three things you are currently loving: Butler's pantry, fashion flare jeans, random cooler weather
Caffeinated or Not: ALL THE CAFFEINE



» question of the month

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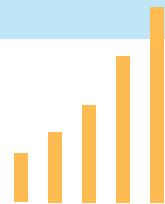
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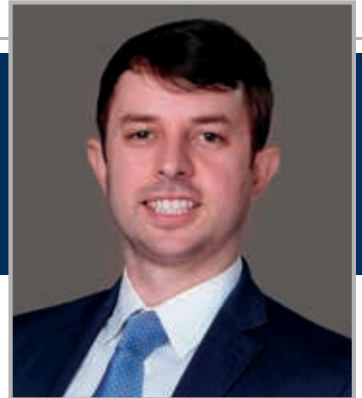
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