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THREE-YEAR ANNIVERSARY ISSUE

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Partner Spotlight
Kayla Reel
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Three Years of
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JULY 2022

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TABLE OF

CONTENTS



10
Publisher's
Note
Dees
Hinton



14
A Year
of Top
Producers!



22
Rising Star
Jake
Clarke



28
Partner
Spotlight
Kayla Reel
Citizens
National
Bank



34
Three
Years of
Real
Producers
Social
Nights!



42
One Issue
Closer to
Justice



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►► publisher's note: dees hinton

CELEBRATING THREE GREAT YEARS!

This month we at *Central Mississippi Real Producers* are celebrating our third year in print ... our 36th issue! Thinking back on early 2019 brings back memories of anxiety, stress, and doubt. I was selling ads into an imaginary magazine and interviewing the most successful real estate agents just hoping to one day tell their story. Today we have featured close to 100 REALTORS® and dozens of affiliates who have chosen to partner with us. We have hosted several social networking events at some great venues in our area.

I would like to thank our REALTORS® and partners for embracing what we stand for which is to connect, elevate and inspire the real estate community in Central Mississippi. I would like to thank my incredible team. Our writer, Susan Marquez; our photographer, Abe Draper; and Kayland Partee, our videographer have been with me from the very first publication. Carolyn Foley, our ad strategist, and Cindy Raborn, our Assistant Publisher, joined our team in 2020. I am very blessed to have such great people who care about the quality of the work they produce. I would also like to welcome to our team Gingerlyn Wallace. Gingerlyn will help us with her creative ideas to connect REALTORS® and ad partners.

Thank you to my wife, Dusty, for handling most of the things we did in the beginning and for continuing to support me in doing things I currently need assistance in completing. I continue to give thanks to God for everything! He is the reason *Central Mississippi Real Producers* exists.

Where do we go from here? Onward and upward ... with continued growth to connect, elevate, and inspire the real estate community in Central Mississippi.

Jeremiah 29:11 — “For I know the plans I have for you declares the Lord, plans to prosper you and not harm you, plans to give you hope and a future.”



Thank you for three great years!
Keep the Faith!
Dees

July Birthdays:

- July 2: Ginger Arledge
- July 9: Rashida Walker
- July 17: JP Clark
- July 19: Dana Marsalis
- July 25: Chad Seabrook
- July 27: Charles Lacey



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A YEAR OF EXTRAORDINARY

TOP PRODUCERS!

Photography by [Abe Draper Photography](#)

In the past year, we celebrated 11 amazing Top Producers in Central Mississippi. These professionals not only excel in the real estate field, but also in the community and at home. We can learn a great deal from each of them. We also see their love of the real estate field and helping others plays a huge role in making these top producers some of the best in the field. Congratulations again on your successes!



When Monique Maselle Kelly was approached by *Central Mississippi Real Producers* magazine, she knew she wanted to honor her family. She is the third generation in her family to sell real estate for CENTURY 21 Maselle & Associates, the company her grandmother, Jan Maselle, and aunt, Binnie Joe Boggan, started. They were soon joined by Monique's father, Doug Maselle. "I consider my grandmother, dad, and aunt to all be icons in this business," says Monique. "I am successful because they have paved the way. I am amazed by all they have accomplished over the years."

August 2021
Monique Maselle Kelly
14 • July 2022

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Michael Manuel has a passion for helping people in real estate and ministry. Throughout his life, one of the ways God has continually used him is in starting new things. It's that passion that led him originally to pursue a career as a full-time minister. When Michael was led to start working with a small group of people at a new church plant, he began exploring career options that would allow him to continue to use his passion for helping people. One of those options for Michael was real estate. Michael was drawn to the field because he knew it would be a way to continue helping others during a big season of their lives.

September 2021
Michael Manuel
realproducersmag.com



Sandra Ashford received her real estate license in 2000 but already had several successful careers. She created a successful heirloom apparel business, worked in education, and is now enjoying tremendous success as a top real estate producer. Sandra often helps new REALTORS®, offering them the advice she once received. "I advise them to be objective, kind, and empathetic of people's housing needs and price point. Ask a lot of questions, and in doing so you will receive the clients' trust, and friendships are formed. I think you need to be part psychologist to be in real estate! It's really like a big puzzle, and I want to be the piece that ties it all together."

October 2021
Sandra Ashford



November 2021
Mariclaire Putman

Mariclaire Putman knows a good leader leads by example, and she has learned from the best. “Working with my dad just ... works! He (David Ingram) is an awesome mentor, not just for me but for all our agents. He has always led by example.” Mariclaire had a teaching career she loved but was looking for something to do during those long summer months and got her real estate license in 2008. She then wanted more time and flexibility to be with her family and has been in real estate for 13 years now. She says she can’t imagine doing anything else. 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.

Austin Prowant may be many things to those he has met along the way, an eager young car salesman, a strong manager, a successful REALTOR®, a devoted father and loving husband, a “producer,” but at his core, he sees himself as just a simple man opening doors and helping others. As successful as he has been, Austin readily admits he’s not the smartest person in the room. “But I can spot the smartest person and align myself with that person. I know what my gifts and talents are, and I combine those with others’ gifts and talents to provide the very best for our clients. I feel like I have surrounded myself with good people. I’ve always felt we should pour into others what we have learned. My passion is teaching people what I know and lifting them up.”



December 2021
Austin Prowant



January 2022
Allan Summerlin

Allan Summerlin left the accounting and nonprofit world in 2011 and got his real estate license. He says he loves helping people buy a home. “It’s the most expensive asset they’ll probably ever buy in their lifetime. It’s a place where they’ll live, make memories and perhaps have a legacy for their children.” The goal for Allan is to always provide a first-class experience for his clients. “I love their excitement. I get such satisfaction helping a client find the perfect home and seeing the excitement that generates.” Allan says, “I took small group communication with a professor named Hank Flick. That class was deeper than anything I ever needed in accounting, but something that professor said a few times during the semester stayed with me. He said you can make a million dollars a year, and if you don’t like your job, you are still underpaid. Lucky for me, I love my job in real estate.”



February 2022
Debbie Thomas

Debbie Thomas has been selling real estate for over 21 years, and she has played many roles over the years, from psychiatrist to mama to teacher. “People put their trust in me and I take that as a compliment. People spend more money on a home than any other purchase they make in life. It’s important to work with a REALTOR® you trust. I am a people-person, and I make friends with my clients. I see people in the grocery store that I sold a home to 15 years ago and we still know each other, and that makes me so happy.”

Charles Lacey took the real estate course and got his license in 2003. He struggled in the field for a year and then left the business altogether and went to work with his father. "My father and grandfather are both entrepreneurs," he says. Charles realized his dad was successful and had a good life. But Charles had an itch that needed to be scratched. In 2015, Charles began listening to podcasts about real estate and learned lessons he needed to make a go of it in the business. He then took and passed the exam again. Returning to real estate was the right decision for Charles! He credits his success in real estate to the support of his family and his faith in God. "I did a lot of things that took a lot of faith. God has taken care of me."



March 2022
Charles Lacey



Stephanie Remore did special event planning and development for nonprofits for many years. When her children were young and life changed, she wanted to find a career that would make the best life possible for her girls and allow her to work and still have time for her children. "My aunt is Tommye Hurtt, who has been in real estate in the Jackson area for 40 years. She encouraged me to go into real estate but I resisted. Stephanie finally got her real estate license in 2008, just before the market crashed. "I had at least 20 people tell me that it was a terrible time to be in real estate," Stephanie recalls. "My dad was a small business owner and entrepreneur, and he told me that if I could make it in hard times, I can make it any time." Stephanie persevered and now enjoys the successes of her hard work.

April 2022
Stephanie Remore



Schneika Stokes is a born educator. She spent over 20 years in education before deciding to get her real estate license and then broker's license. Although she has a very successful career selling real estate, the desire to teach is instilled in her. She opened a real estate school last year, the Academy of Real Estate & Business Development, where she teaches others to be successful too. Schneika now sells and teaches real estate classes. "I'm built for it," she declares. "One of my best decisions was hiring agents. And I still enjoy selling. Homeownership is the American Dream. I like being a part of my clients' lives and helping them attain that dream. It's not like buying a pair of shoes or a car. Owning a home is what we work for. It's what we all look forward to. We know the value of real estate and what it can do to your bottom line. I feel like I'm doing something really grand."

May 2022
Schneika Stokes

Aliscia Oglesbee has been in sales as long as she can remember. The great-granddaughter of strawberry farmers in Hammond, LA, she helped pick strawberries on their farm, then sell them on the side of the road in the stand they built. "I learned the value of hard work from my family," she says. "My grandfather, Guy Puma, was a self-made entrepreneur," her other grandparents owned their own business and her father, Larry Puma, "is a natural-born salesman. I take after him." Aliscia brings her determination and dedication with her on each deal she works. She wants to be known as a REALTOR® who cares. "I feel like a client's house is my own house. I put clients above and beyond and do all I can to make them feel special. I think that the secret to my success is that I think of my clients as family."



June 2022
Aliscia Oglesbee



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JAKE CLARKE



Jake Clarke Goes to Bat for Clients

Raised in a baseball family, Jake Clarke was sure he would play baseball in college. “My dad was the baseball coach at Hinds Community College for 22 years,” says Jake. “I played baseball when I was growing up and thought I’d play in college. I really had no thoughts about what I would do as a career.”

When he was a junior in high school, there was a new coach, and Jake started playing golf as well as baseball. “By my senior year in high school, I only played golf.” While Jake had no idea where he would go to college, he received offers from three colleges to play golf and he chose to attend Belhaven University. “It kept me at home, and I earned a degree in accounting and business administration.”

Jake’s dad, Rick Clarke, started out as an agent with Keller Williams. Rick got his broker’s license and started NuWay Realty MS after deciding it was time to go out on his own in the real estate industry. Rick encouraged Jake to get pre-licensed in

real estate while he was still in college so that he would have options. Jake was only 19 years old. “I did school, golf, and real estate and managed to do 10 deals my first year.” Three surgeries during his last two years of college slowed him down a bit, but he finally started real estate full-time in May 2021. Jake got his license in July 2019 at age 19 when he joined Rick at NuWay.

“I get a lot of support from my dad. He is the reason I’m in this business. He is my mentor and I always run things by him.” Last year, Jake did 20 deals, and his future in real estate looks bright. “There have been some challenges. The roadblocks I have run into so far have all been learning experiences that will help me going forward in the business.” But despite the challenges, Jake says he loves the flexibility that real estate provides. “I don’t think I’d like doing a regular 9-to-5 office job.”



There was no doubt that Jake Clarke would be a rising star. He moved to Clinton with his family when he was three and he thrived there. While



attending Clinton High School, Jake was class president every year from his freshman year to his senior year. As a senior, he served as student body president and he has been inducted into the Clinton High School Hall of Fame. He was also a lifeguard at the Clinton YMCA for three years and served as the facility’s aquatic director. “I tend to find my way into a leadership spot in whatever I do,” he says. “That comes from my desire to help people. That’s something I really enjoy.”

...

Those leadership qualities and the desire to help others has been instrumental in Jake's success in real estate. "I love problem-solving, and I especially love when things work out for my clients." Jake enjoys meeting new people, and his job gives him the opportunity to meet new people every day.

"I strive to serve my clients with outstanding customer service and treating everyone like family. Buying a home is a big deal for most people, often the largest purchase they'll ever make. I deal with a lot of first-time home buyers, and it can also be an intimidating process for them. It is my job to make buying and selling real estate easy for them. I have become a teacher and coach in some ways."

I TEND TO FIND MY WAY INTO A LEADERSHIP SPOT IN WHATEVER I DO. THAT COMES FROM MY DESIRE TO HELP PEOPLE. THAT'S SOMETHING I REALLY ENJOY.



Rick and Jake Clarke

The sky is the limit for what Jake can accomplish in the real estate field. He studied for and took his brokers exam and got his brokers license in September 2020 at the age of 20. At an early age, he has already learned the importance of work-life balance. "I still enjoy playing golf," he says. "I am in a group that plays each Saturday morning at Lake Caroline."

Jake is also active in church, playing drums with First United Methodist Church of Clinton, Pinelake, and Crossgates Baptist Church. "I picked up the drums seven years ago," he says. "I was going to run sound for a youth group and the band needed a drummer." He has also been a part for the Fellowship of Christian Athletes worship team at Belhaven University. And for fun, Jake plays in a blues band. "I started playing bass in August of last year. We have a lot of fun playing together, and it's a blast to get to play music all over the metro area."

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Mortgage Lending



▶ partner spotlight
Written by **Susan Marquez**.
Photography by **Abe Draper Photography**.

Kayla Reel

CITIZENS NATIONAL BANK



Kayla Reel Knows How to Hit the Ground Running

When it comes to hitting the ground running, Kayla Reel is a pro. During the busiest home-buying time in history, with historically low interest rates, Kayla became a mortgage processor with Citizens National Bank in June 2021, and in April 2022 she became a mortgage originator with the bank. She really did hit the ground running, but that's something she is used to from her days on the softball field.

A native of Clinton, LA, Kayla went to junior college after graduating high school. "I grew up 30 miles north of Baton Rouge, so I bleed purple and gold," she laughs. "I attended Louisiana State University at Eunice for two years before transferring to Millsaps in Jackson where I played on the softball team." It was a national championship team, by the way, during her first year in Eunice.

While at Millsaps, Kayla majored in business administration, earning her bachelor's degree in 2017. She earned her master's degree in 2018. "I went to work at Citizens as a teller in 2018, then left for a year to coach softball at Millsaps. I returned to Citizens as a teller in May 2019, and in May 2020 I became a personal banker." It was after that when Kayla moved over to the mortgage department. "It was during the finance boom of 2021, and, boy, were we ever busy!"



...

Kayla says she owes so much to Greg Shows, who previously served as her mentor at the bank. "He was amazing. He really just threw me in, and it was sink or swim, but in the process, he taught me so much." The good thing about Kayla's job is that there is no time to be bored. "There is no downtime," she says. "From 8 a.m. to 5 p.m., it's 'go time.'"

The mortgage business is an ever-changing world, and that's one thing Kayla really enjoys. "Nothing is ever the same. Each day is different because every file I touch is unique in its own way." She enjoys working directly with clients. "It's nice to be able to go straight to them to get the information I need or to communicate with them about where we are in the process. I like forming those relationships. Buying a home is an exciting time in anyone's life, and I try to make the financing part a little easier and more stress-free. It's the biggest purchase most people will make in their lifetime." Currently, Kayla gets business via in-house

referrals, but she is looking forward to marketing herself to area REALTORS®.

As much as she enjoys her position in mortgage lending, Kayla is able to turn off the lights at the end of the day and head home to Pearl to spend time with her husband, Preston, and their 2-year-old daughter, Henley. "Henley was my husband's grandfather's name. I never had a chance to meet him, but when I heard his name, I decided that if I ever had a daughter, I wanted to name her Henley." Kayla and Preston take Henley with them just about everywhere they go. "People told us that when we had children we would be stuck at home, but that has not been the case with us."

The Reels love to hunt and often head up to Bentonia or the Delta National Forest. "We also love mud riding, and we recently purchased a side-by-side this year. We also have a boat and love to go to the lake whenever we can." When vacation time rolls around, the family heads to Gatlinburg, TN, which Kayla describes as "our spot." They have been to Gatlinburg at all times of the year, but their favorite time of year to go is in the fall.





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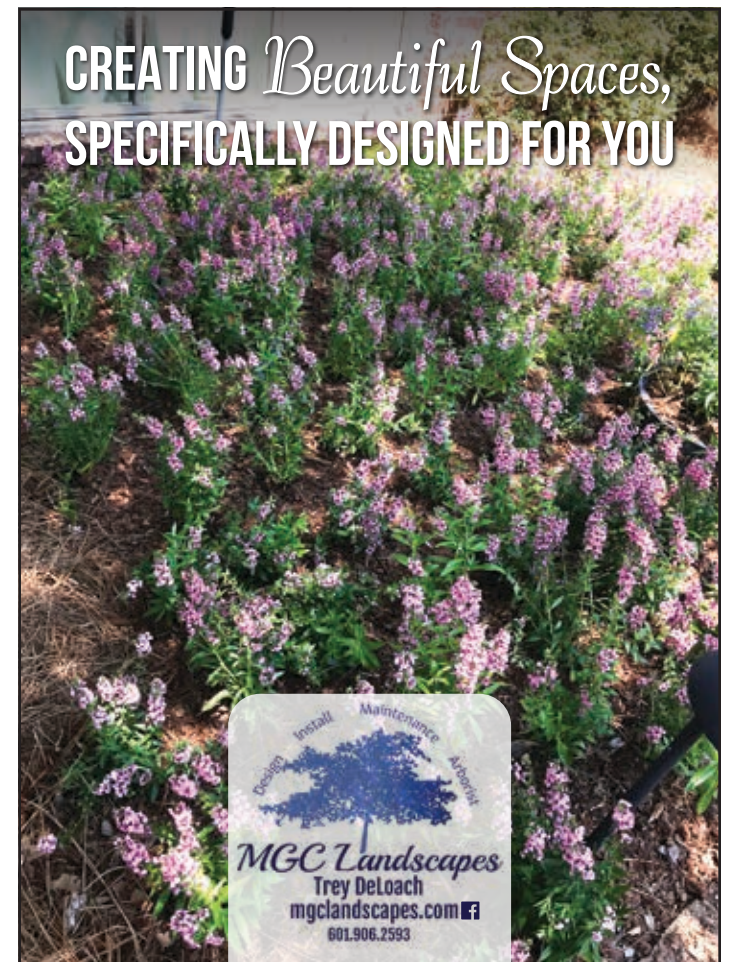
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THREE YEARS OF REAL PRODUCERS SOCIAL NIGHTS!

Written by **Cindy Raborn**

Central Mississippi Real Producers' mission is to identify, promote and enhance the relationships of top REALTORS® in Central Mississippi and connect these REALTORS® with the top industry partners that help them sell more real estate.

One of the primary ways we do this is with our **Social Nights**. And, boy, have we had some good ones! In this anniversary issue, we want to take a look back at **Three Years of Social Nights!**

FIRST CMRP EVENT — MERCEDES OF JACKSON, OCTOBER 2019

The very first social night in October 2019 came with a lot of preparation! Mercedes Benz of Jackson was chosen as the venue, and we had a great time! This really set the tone for what was to come – great food, great drinks, great music, great door prizes, and plenty of time to see old friends and meet new ones in the industry.



Dees preparing for the first CMRP Event in October 2019!



Abe Draper and Dees Hinton



SECOND CMRP EVENT — GEORGIA BLUE IN MADISON, FEBRUARY 2020

Our second event was in February 2020 at Georgia Blue in Madison. It was another fun night! Word was getting around, and we had a great turnout!

cornerstones of Real Producers. We set several event dates at the end of 2020, but had to postpone each time to help keep everyone safe.

Then 2020 hit! We were unable to have any events for a year due to the Covid pandemic. We know that networking is so important in any business, and it is one of the

Despite the pandemic, the real estate market was hot, and we continued to celebrate the successes happening in our real estate world through the online and in-print publication and on social media.



Tony Bahou and Dees Hinton



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THIRD CMRP EVENT — LINEAGE LAKES IN FLOWOOD, MARCH 2021

Finally, in March of 2021, we were able to get back together again. Deep South Custom Homes opened their beautiful home in Lineage Lakes in Flowood, and we were glad to see everyone back together again.



Door prizes, door prizes, door prizes!



Watkins Construction



Partee Photography



Justin Hamil



Drawing for Doorprizes!



TWO-YEAR ANNIVERSARY CELEBRATION — THE STATION IN MADISON, JULY 2021

In July 2021, we celebrated our REALTORS® and our two-year anniversary at The Station in Madison. We choose a different location and type of venue each time to make each event unique! The Station was a fun place to have some barbecue, see some great vintage cars and enjoy the night!



SUMMERHOUSE, RIDGELAND, MS — NOVEMBER 2021

Our next event was at SummerHouse in Ridgeland in November 2021. We were able to mingle among beautiful home furnishings, enjoy the largest charcuterie table ever, and see some new faces at the event. And of course, thanks to our ad partners, there were a lot of great door prizes given away again.



BABALU, JACKSON, MS — MARCH 2022

In March 2022, we had the largest attendance yet at Babalu! We missed Dees being at the event, but we enjoyed the night.

mutual benefits. We strive to make your opportunity to network easy. We do all the work; you just have to show up and have a good time.

We know that networking is not just exchanging names and contact information. Networking is a way to create long-term relationships that can have

This month we will be celebrating another year of Central Mississippi Real Producers with a beautiful event at Reunion Golf and Country Club. Enjoy and Cheers to Three Years!



ONE ISSUE CLOSER TO JUSTICE

Every day we are faced with injustices around the globe. For The N2 Company, the company behind this publication and more than 850 others like it, we can't shake the fact that right now more than 40 million people are trapped in forced labor or sexual slavery. That's why in 2016, N2 began investing in nonprofits who are experts at fighting against human trafficking. Through N2GIVES, our giving program, we've donated more than \$16 million to fund the life-saving efforts of nonprofits fighting to end modern-day slavery.

This is made possible through the dedication and hard work of our Area Directors, the partnerships of local advertisers, and you, our engaged readers. Thank you for making this change possible. We partner with three anti-human trafficking experts who collectively attack slavery from all angles. All three organizations serve as a vital player in the anti-trafficking movement. Read on for updates on their recent progress and how they each uniquely fight human trafficking.

IDENTIFYING AND ASSISTING POTENTIAL VICTIMS

Love Justice International

- In 2021**
- 4,000** Intercepts
- 20** countries
- 61** monitoring stations
- 20** shelters
- 280+** staff worldwide

Many countries were still in some form of lockdown this past year, making it more difficult for teams to identify potential trafficking activity. Despite the obstacles,



Love Justice International's teams were able to intercept more than 4,000 victims and restore hope this year.

Love Justice International (www.lovejustice.ngo) is on a mission to disrupt trafficking tactics. They intercept potential victims, protecting them from exploitation before it even starts. With the continued financial support of N2GIVES, Love Justice is in the process of expanding its transit monitoring work, doubling the number of stations during the next three years and expanding into new countries. We're proud to stand by this nonprofit and partner with them to prevent human trafficking.

PREVENTION, EDUCATION, AND RESTORATION
Rescue:Freedom International

- In 2021**
- 1,000+** Set Free
- 20+** Countries
- 66** Safe Homes
- 26,565** Sex Purchases Prevented

Rescue:Freedom attacks human trafficking from all angles and stages. The nonprofit works with a network of over 40 Local Partners made up of expert organizations who understand the vulnerabilities of sex trafficking in their communities best and combat the issue at its source. This past year, Rescue:Freedom nearly doubled their network, furthering their mission of ending slavery in our lifetime.

Because of Rescue:Freedom's strategic model (rescuefreedom.org), dozens of lives are freed each month, thousands of survivors are learning to thrive, and the most vulnerable people are protected from exploitation every day. It's an honor to share a vision of hope with this global organization.

PARTNERING WITH LOCAL JUSTICE SYSTEMS
International Justice Mission

- In 2021**
- 7,298** Rescued
- 2,859** Persecutors Restrained
- 132,810** Trained
- 680+** Partnerships

IJM partners with local justice systems to end violence against those living in poverty. We're grateful IJM was still able to deliver crisis relief during strict lockdowns and increasing vulnerabilities this year.

IJM (ijm.org) works with local authorities in 24 program offices in 14 countries to restore victims of violence, forced labor, and sex trafficking, fight in courtrooms until slave owners are put behind bars, and provide training and support for local law enforcement to end the cycle of violence and injustice. IJM has a vision to rescue millions, protect half a billion, and make justice for the poor unstoppable by 2030. We're honored to continue to stand by and support IJM.

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