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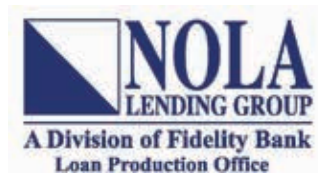
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TABLE OF CONTENTS




12
Publisher's Note



16
Partner Spotlight: Magnolia Plumbing




21
Honest to Goodness: Whatever it Takes



28
Career Moves: Alicia Hedrick



34
Cover Story: Jeremy Henderson



43
Where Are They Now? Deante Thomas



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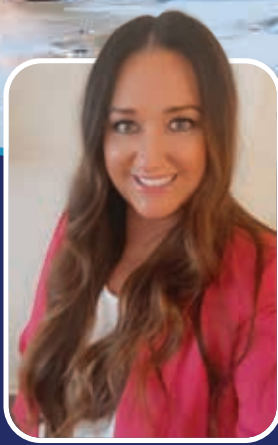
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BOSSING MYSELF AROUND

I'm a self-employed, answer-to-myself, run-my-world business owner.

And I like it.

It's pretty dang awesome. I don't have to answer to a cranky superior or punch a time clock. There are no faculty meetings or quarterly reviews on my calendar. It's just me, myself and I in my happy little office. I eat lunch when I want to, run an errand when I want to, call my kids when I want to and even take a nap if I want to... It's cool.

Like, totally cool, but it comes with some responsibilities and extreme disciplines, or this ship will sink. And I might be the only one in my office, but I'm not the only one on the ship. I have writers and photographers. Carolyn, my ad manager. My daughter, Paige, our Connections Coordinator. I have REALTORS® and clients and family members who tell me they love receiving the magazine each month, and I'd have to tell them it's over.

I don't want to tell anyone "it's over," so I've learned the art of entrepreneurship and developed some disciplines worth sharing.

I look over my calendar the night before and mentally prepare for the next day. I wake up and spend some time praying and reading and writing in my gratitude journal. *I have been a fan of SAVERS from The Miracle Morning for several years: Silence. Affirmation. Visualization. Exercise. Read. Scribe or Journal.*

I have set business hours.

I do not take calls during these hours unless they are business-related. I do not dash out the door in the middle of these business hours for a run to Trader Joe's because I think I need a new succulent and some chocolate-covered espresso beans. *Okay. So I've done this. But I don't do it anymore... OK... I don't do it AS much.*

I've read the gamut of books on time management, communication, habits and self-improvement. Name the book. I bet you a coffee I have it, or I've read it. I treat my business like a business and on the days when I want to waste time or ignore my duties, I have to remind myself I'm the boss and boss myself around. Without these efforts, we would not be where we are today. The same goes for our REALTORS®. Real estate agents are self-employed and can do with their time and energy as they please. One question I'm known for asking them when we meet is, *what do you credit your success to*, then I take note. I want to know. I live to learn from them! I know I'm spending time every day with a league of extraordinary individuals, and I'd be remiss to ignore their teachings.

Some of their answers:

- Wake early
- Have systems in place
- Use a whiteboard or some type of visual
- Set goals
- Read every day
- Pray
- Choose your circle wisely
- Surround yourself with people smarter than you
- Communication is key
- It's in the follow-up

I love the fact that I'm surrounded by encouraging, driven, positive people. It's rubbed off on me; I've remained disciplined, and because of my investment into *Baton Rouge Real Producers*,



Gina

I get to take a break! I'm all about the work, and I LOVE results, but I'm also wise enough to know it's time for some self-care. All those daily disciplines need to include: Take a break. Because when you don't, it starts to show.

The boss called me into her office last week. **"You need an escape! Go AWOL. Put your phone away. Turn your vacation responder on, and get out of here!"**

Yes ma'am.

My husband and I need a vacation. I need to see my kids and my parents.

So I'm going to jet for a while. I'll be back.

When I return, I've got some news. I've been praying about this for a while, and doors have opened for some expansion. I look forward to sharing.

Maybe it's time for you to take a break, too. It will do you good. It will do us all good.

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▶ partner spotlight
By Molly Cobane



Brook and his wife, Ashley, along with their children, Luke, Kate and Griffin

Magnolia

PLUMBING

BROOK NORTH

A clear marker of any successful entrepreneur is the ability to self-start and create something out of nothing. Brook North of Magnolia Plumbing has built a life for himself and his family doing just that, and he has a thriving business to show for it. Through hard work, perseverance, and sticking to his word, Brook continues to experience success as Magnolia Plumbing heads into its fifth year. With these guiding principles deeply rooted, Magnolia Plumbing will continue to grow as a well-trusted resource for agents and their clients in the greater Baton Rouge area.

A FAMILY AFFAIR

While Brook now lives and works in Baton Rouge, he is a born-and-raised New Orleans native. When Brook turned 18, he went to work at his father's plumbing business, E.K. Nick Plumbing. He remained there for the next 10 years, where he learned the ins and outs of plumbing, running a business, and doing things the right way. "I have been in plumbing ever

since," Brook stated. "I am currently in my 15th year."

Brook met his wife Ashley at a party thanks to some mutual friends. "Ashley is originally from Baton Rouge and was attending nursing school at LSU," Brook explained. Shortly after the couple had their first child, they decided to move back to Ashley's hometown of Baton Rouge in 2017. This decision caused Brook to move away from the family business, but it wasn't long before he began contemplating starting one of his own.

"I initially worked for another plumbing company in town for about four months and was hearing a lot about the need for more plumbers in the area," Brook recalled. "I saw a demand for a reliable plumbing service that followed through on their word." Brook knew he was just the man for the job, so he began setting plans in motion.

THE PATH TO GROWTH

There was one major obstacle for Brook when it came to launching a plumbing business in a new-to-him town. "I didn't know anyone in Baton Rouge," Brook admitted. Much like real estate, plumbing is a relationship-driven business, so this proved to be quite a challenge. Not one to be easily deterred, Brook forged ahead anyway. "I was a one-man company for the first two years," he said. "It was all just word of mouth."

From humble beginnings came remarkable growth for Magnolia Plumbing as word continued to spread. "I would have people tell me that they called seven different

plumbers before me, and I was the only one who answered," Brook reflected. "I was the only one who did what they said they were going to do." Five years later, Magnolia Plumbing has expanded to encompass four additional employees and two trucks that are always out on the road, ready to help.

Even now as a larger company, the concept of sticking to his word still guides Brook in his daily business. "I just looked at a job yesterday where I was honest with the client that I probably wasn't the right one for the job and couldn't help him. At the end of the quote, the man asked what he owed me for coming out. I told him nothing, and he was surprised by that," Brook said. "I do stuff like that all the time because it puts a good image in the client's mind."

HELPING BUYERS AND SELLERS

Brook is not only reliable but is also highly qualified and knows how to be helpful in a real estate transaction. "I have my master's plumbing license and master's natural gas fitters license," Brook said. "I also have experience with sewer cameras for inspections and the process of selling and buying as a whole. I have a lot of experience (taking care of) inspection report items and helping with any

problems during the transaction. **No job is too big or too small.**"

When Brook isn't working, he is spending time with Ashley and their children, Kate, 7, Griffin, 2, and Luke, 7 months. He is also an avid golfer and carves out as much time for the golf course as he can. Because the business is his livelihood, it is extremely important to Brook to earn his clients' trust for life. "I really like putting peoples' minds at ease with their plumbing problems; just helping people and being there when they need me," he said.

As a result, Magnolia Plumbing's growth has been unbelievable – even to its founder. "If you would have told me four and a half years ago that I'd be here, I wouldn't have believed you," he expressed. With a heart for putting others first and always doing what he says he will do, there's no doubt Magnolia Plumbing's future in Baton Rouge is secured.



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Geneva HARRIS

NEVER GIVE UP

At my core I am a caregiver, but I have always had big dreams for myself. I knew that if I was going to achieve those dreams, I could not give up, even when things were difficult. My parents worked hard to provide for my eight siblings and I, and their love and belief in me instilled a deep sense of confidence. I knew I was much bigger than the trailer and the small town in which I grew up. I believe that my humble but love-filled upbringing is the reason I have been so successful in real estate. As a first-generation college graduate, I remember being very proud of my major accomplishment. After receiving my degree in Nursing, I worked in several hospitals in Baton Rouge. I enjoyed my job because I loved helping others, but most importantly, as a single mom, it allowed me to provide everything my son Therron would need to be successful. Although working as a nurse gave me unexplainable joy, I knew I had a calling to be a change agent responsible for challenging the status quo.

...



•••

While I was busy caring for others, I discovered I had breast cancer. While that diagnosis is earth-shattering for many, it was inspiring for me. I told God that if He would grant me life, I would never waste a day. When I beat cancer, I realized I could conquer ANYTHING in this life, and I was going to fulfill all of my dreams, no matter how outrageous they seemed. That's how I became a REALTOR®!

Thirteen years ago, I knew I was ready to join the unfamiliar and competitive world of real estate. It was intimidating to learn a different way of communicating, using new verbiage

and jargon, and I had to navigate laws and ethics that I'd never dealt with in the medical field. I also had to learn to discern between those who were trying to teach and those trying to take. I never gave up, and each win and loss were well worth it because they helped me grow into the position in which I serve today.

Becoming an agent for the prestigious Keller Williams in 2016 was a dream come true because the name itself is synonymous with achievement. In the three years I worked for KW First Choice, I honed my skills to perfection and learned the art of engaging

clients, searching leads, building collaborative teams, and most importantly, closing the deal. As a solo agent selling millions of dollars in inventory, I quickly rose to the top. In 2019, my last year with First Choice, I was recognized as number seven of nearly 250 Keller Williams agents. When I was awarded for my hard work, I had an epiphany and began designing my own real estate firm. I knew I was ready to serve families under my own name, throughout Louisiana and the United States! I earned my real estate brokers license in 2019 and engaged in the extremely fun and nerve-wrecking activities involved in creating Geneva Harris Realty. Although it was challenging to leave such a safe space as Keller Williams, I knew I had the hustle and knowledge to be successful and help others be successful too.

In 2019, I decided to become a broker to expand my reach. I wanted to be a one-stop shop, and become a diverse agent who could provide a multitude of services to my clients so that once they walked into my doors they would not have to look any further. I wanted to hold my clients' hands from the beginning of the process to the end. The love and support reciprocated between my clients and I led to me to truly change the game!

To stand out, I took a different approach to selling houses by using social media as a platform to introduce myself to thousands of people with whom I wouldn't have otherwise been able to connect. I used Facebook to show properties and engage interested homebuyers. More importantly, I informed and encouraged those who didn't realize home ownership could be their reality, not just a dream. The best gift I would give my clients is my commitment to assisting them long after their home was purchased. I enjoyed planning out how I would



celebrate those who took the journey with me, from special closings with champagne and light snacks, to beautiful housewarming gifts to show how much my clients meant to me.

Sultana Nadir, one of my New Orleans clients shared, "Geneva does not leave your side EVER. I have been in my home for more than three years, and I can still call her with questions. She never hesitated to drive more than an hour from Gonzales to New Orleans, anytime my fiancé and I had had questions or concerns. You just don't see that type of customer service anymore. Geneva is refreshing reminder that there are still people who do their work to make others happy."

When I'm not leading my team of 10, serving clients, and making million-dollar sales, I am enjoying life with my fiancé Patrick Ovide, my son Therron, and my grandson "Junior." I am still a family girl at heart, and spend every Sunday with my siblings and their families, keeping up the tradition our parents established decades ago. We also enjoy family game night once a month.

I love volunteering at my church, and giving back to my community by donating meals to teachers, giving gifts to students for Christmas, sponsor sporting events, and donate resources so impoverished seniors can enjoy prom and other activities. God has blessed me abundantly, and it's only right I share with those who need it most. I stay active by playing in a volleyball league, and I am currently learning about investment properties so I can expand my reach even more.

My late parents, Joseph Sr. and Elsie Mae Harris, taught me that nothing that is worth anything comes easily, so even though things were difficult, I never gave up. I am blessed to say that I have expanded my reach throughout Louisiana. After just two years on my own, I had helped around 200 families and closed more than \$15 M in sales. Because of my consistently stellar performance, ERA Realty offered me the opportunity to franchise. I made history, becoming the first African-American female in our State to franchise her business!

I am living the dream of my ancestors, having risen above obstacles to achieve success in a very competitive field. I continue to grow daily as a person and as a professional, sharpening my skills, staying abreast of the latest trends in real estate, and continually reinventing myself every day, with every client. I teach my clients about the power of credit, and introduce them to systems and strategies that will benefit them now and sustain them in the future. I have found my niche, and will not stop until everyone in Louisiana has the keys to their own home!

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honest to goodness
By David Madaffari

WHATEVER IT TAKES

From the depths of what had been the worst transaction experience of my career, I reflected on how our industry has changed in the last two years. Through talking with my colleagues and vendors that service our businesses, I started to find a common theme among many of them, namely of the perception that we as an industry can't be bothered to apply the simplest teaching from our childhoods: "Treat others as you wish to be treated."

Surely, this idealistic view of how we should live our lives is a noble endeavor. And yet, I began to think about how this statement could be worded more specifically for business – a mission statement of sorts. To that end, I arrived at it this way:

"Do whatever it takes to get a job done well for someone else, just as you would expect them to do whatever it takes to get a job done well for you."

In the last two years especially, we have all probably experienced a noticeable devolution of customer service from across many facets of the economy. From retail to real estate, there is a growing perception that those who we engage in commerce with generally lack a passion to do whatever it takes to get a job done well. The irony is that this has all occurred DURING a pandemic, when excellent customer service is possibly the only thing keeping people in business in the first place.

Since June of 2020, sales records have been smashed, prices and commissions have gone up and even the refinance boom have all lead to increased prosperity for everyone within the real estate industry. These are all good things, and I am not arguing that they are not. However, the issue that can be seen creeping into the zeitgeist of our industry is that good times tend to breed complacency ... which can then lead to apathy. Using Lee Atwater's idea that perception is reality, according to our customers' experience with us, it begins to look like borderline arrogance. If our reputations ARE our brand, then it must always come with a sense of humility to avoid making the mistake of thinking we can write off some of our duties to clients when things get tough. We must always be willing to do whatever it takes, even if it demands an inconvenience on our part or an extraordinary orchestration of multiple resources to achieve it.

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Excellent customer service is the only thing separating us from the Big Tech real estate websites out there that are actively trying to make real estate operate more like a vending machine than the complex financial, emotional, and economic industry that it is. If we continue down this path, and clients begin to just expect base-level effort, we might as well turn in our lockboxes and peace out.

Going above and beyond must now be the norm – and then, go above and beyond THAT.

Have something you would like to say?
Email David and let's keep the conversation going: david@davidmadaffari.com.

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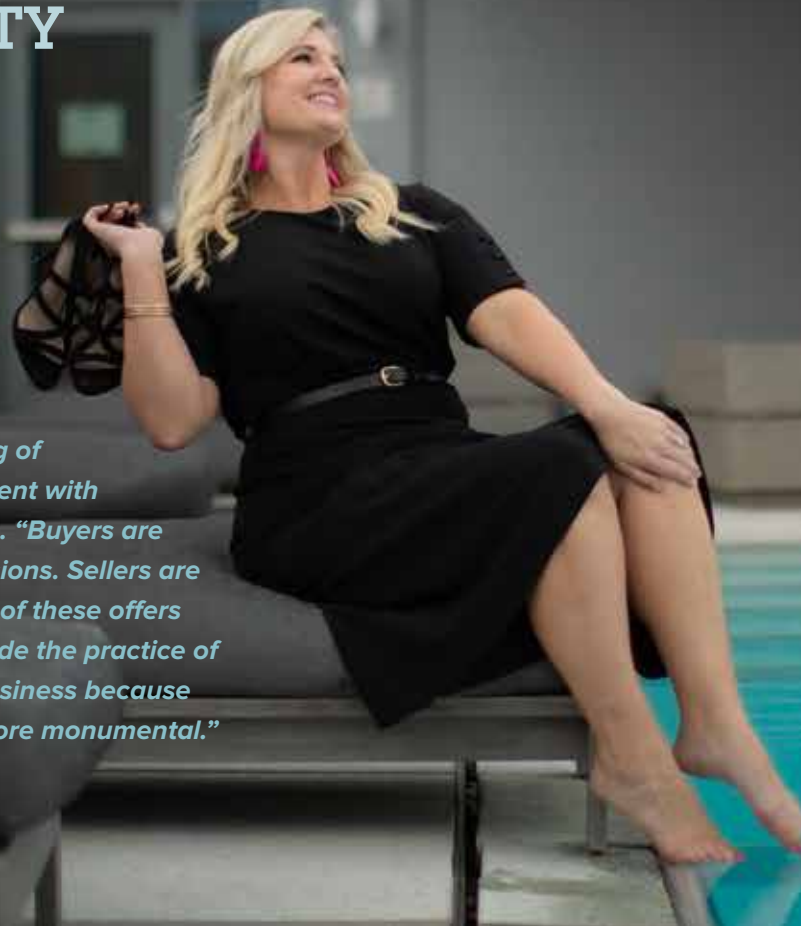
ALICIA HEDRICK

FLAVIN REALTY

► career moves

By Brian Amend
Photos by Ace Sylvester

“You’ve got to build that trust, and you’ve got to educate. Those are my two big, key points,” explained Alicia Hedrick. She was speaking of the current real estate environment with its accelerated volume and pace. “Buyers are having to make such quick decisions. Sellers are getting so overwhelmed with all of these offers coming in.” These key points guide the practice of a REALTOR® who got into the business because she “wanted to do something more monumental.”



Before becoming a REALTOR®, Alicia had worked in sales both for paper products and for wine and spirits. In addition, she owned two rental properties and saw an opportunity to help others benefit from real estate as she had. In 2015, she reached out to a long-time friend who helped her buy her first house and who had recurrently told her she would make a good REALTOR®. “She was a great mentor,” Alicia said of her friend, who provided one-of-a-kind “quality one-on-one training,” to which Alicia attributes a lot of her

success. During her time working with her friend at Team Smith Exp Realty, Alicia was able to train new and seasoned agents, passing on in some way the mentorship she had received. Last year, Alicia’s fiancé Shane Robertson opened a Baton Rouge office, Flavin Realty, and they now work together. Enjoying success at both agencies, Alicia won Top Salesman of the Year in 2020 at Team Smith Exp Realty and Top Salesman of the Year in 2021 at Flavin Realty and has averaged \$12,000,000-\$14,000,000 per year in career production volume. “I love what I do so much,” shared Alicia.

In her spare time, Alicia enjoys keeping up the lawn and the gardens around the house she and her fiancé share, planting and tending flowers that will attract hummingbirds to the feeders hung about the property. The process of cutting grass is enjoyable to Alicia because it is the “one time” she can “put her phone aside” in order to “clear her head” and “decompress.” Her experience in this regard has led to clients asking for advice on how they could cultivate their own landscaping to increase the curb appeal of their property. She also likes spending

time with friends and family and reported that she and her sisters, Brandy Horn, Lindsey Jennings, and Heather Scichilone “enjoy shopping until we drop” as well as spending time outside with Alicia’s nieces and nephews while making memories with them.

Alicia moved to Baton Rouge in the year 2000 to study at LSU and graduated in 2005 with a major in management and minors in marketing and in religion. During that time, she played tuba for the Golden Band from Tiger Land, marching onto



reality, that people such as the lender, the home inspector, the home appraiser, and she are all working together to get the client to the finish line.

The ease of communication

and the cultural insistence on instant gratification has created a challenge for REALTORS®. “Clients are tempted to find a new agent when they cannot immediately get a hold of their current one,” Alicia said. In addition to occasionally setting firm boundaries in order to maintain the sanctity of time with her family, Alicia has found it helpful to educate clients on how she has their best interest at heart. Oftentimes this takes the form of presenting possibilities in terms of stories or scenarios: “If we do this, then the outcome is A, but if we do this, the outcome is B and C.” She also emphasizes to them what she most wants to be remembered for, that having their best interest at heart means she will be a resource for the client before, during, and after the transaction and that they can call her for questions long after the transaction has been completed.

Alicia emphasizes that agents should know very well their client’s short-term and long-term goals

••• the field and putting on a performance at half-time. Asked how this experience helped form who she is, Alicia answered, “You’ve got to work collectively together; you’re not a one-man show. You have to work with the other members of the band to be able to do the formations, to be able to make the music come out as a whole sound, to make whatever masterpiece you’re designing on the field.” This is not hard to translate into business: “This isn’t Alicia business, it’s Alicia trying to give service and be helpful to others.” Alicia is upfront with her clients about this

so that they can arrange situations that will satisfy both. As an adjunct to that, agents should understand the language of the contracts that are in place to help both sellers and buyers, and how the wording adds protections for each of those parties. When helping people make possibly the biggest investment of their life, which will affect not only their assets but also their social life, their domestic life, and the memories they will make, agents should be capable of guiding them towards decisions that will accommodate both their immediate and their prospective needs and desires.

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JEREMY HENDERSON



► cover story
By Brian Amend
Photos by Ace Sylvester



WORK & WITNESS

With a belief in multiple streams of income, Jeremy Henderson has devoted 16 years to working for the U.S. Postal Service and made the decision to become a REALTOR® in 2011.

His true appreciation for real estate began in 2007, the year he bought a house and married his high-school sweetheart, Shawanda. Attending a

family reunion and talking to relatives who had profited from rental properties inspired this move. Having built equity into that first house after

a few years, he took out a loan for renovations and flipped the house. After gaining this experience, Jeremy decided to become a REALTOR®, at a time when his first son, Joshua, was on the way.

Joshua is now 10 years old and enjoys playing football, as does his younger brother Jacob, aged 8. Jeremy and Shawanda also have twin sons, Jaxon and Jordan, 2-year-old boys. With a full house and the responsibilities of a successful real estate business, Shawanda obtained her REALTOR® license in 2018, allowing her the opportunity to help her husband. They are busy, but they do find time to travel and enjoy some local football, including the New Orleans Saints, LSU, and Southern University where Jeremy graduated in 2005 with his Bachelor in Accounting.

Jeremy has been successful by conventional standards, as well as those he sets for himself. Last year he saw approximately \$10,000,000 in production with 45 transactions. He shares his business is based 100% on referrals and considers his work a ministry. "I pray for my clients, that God will give them the desires of their hearts."

He likes to work with first-time homebuyers and "whoever the world and lenders say no to." At times he has to build up his clients' faith and coach them. **"You only need one yes,"** he tells them. **"You can get a 100 nos, but you only need one yes."** He has had clients who need to build up

...

their credit and he tells them to work steadily because he does not want to have “the same conversation in a year or two.” In this vein, one of his favorite quotations comes from the 2007 Denzel Washington movie, *The Great Debaters*: **“We do what we have to do, to do what we want to do.”**

TESTIFY

Jeremy Henderson’s vision of impacting lives in his community is currently taking shape in the house where he grew up. Although he has not lived there for a long time, a significant portion of his legacy may live on at Henderson House. He is turning the residence into a place of mentorship for youth who live in the neighborhood. Teaching young people about opportunities available to them, he’s hoping they’ll respond by saying, “I didn’t realize putting this sheetrock up or painting was so easy... Hey, I can take this and make money!”

Jeremy sees his business as helping people achieve a piece of the American dream.

“A house that becomes a home is not just a building.” He continues, “It is a hub that allows the children growing up there to find a circle of friends, the schools they will go to, all the things that can make childhood memories.” He seeks his higher power to use him “as a vessel to create a lasting testimony” in his clients’ lives.

Jeremy has his own testimony as well. When floods hit Baton Rouge in 2016, he lost two houses, one that he’d just bought and renovated. Though discouraged, he felt led to buy six lockboxes and some real estate



signs. In faith, he told people what he was doing. By March 2017, he had 10 listings, and since that time, his business has never been better. When he spends time building clients’ faith, he is working from experience.

In addition to Henderson House, Jeremy supports the St. Jude’s Children’s Hospital and The Cystic Fibrosis Foundation. He hopes to become a builder in the future and has

a vision of donating one house a year. This fits right in with his belief that the measure of success is the lives one has impacted: “Imagine the impact you could make in someone’s life by donating a home.”

KEEP GOING

Jeremy consistently attends trainings and finds people with experience to lead in his own growth. “This is essential,” he said. “You have to learn your craft.” He also recommends not visualizing this career to be like on television shows where things resolve after a commercial break.

Between his job with USPS, and an established and successful career as a top producing REALTOR®, one might wonder how a husband and father of four can be so kind and intentional in caring for others. “I just keep going and add in a lot of prayer.” He adds, “My wife and I have been together since high school, and we’ve both always worked, and worked responsibly.”



“
A HOUSE THAT BECOMES A HOME IS NOT JUST A BUILDING. IT IS A HUB THAT ALLOWS THE CHILDREN GROWING UP THERE TO FIND A CIRCLE OF FRIENDS, THE SCHOOLS THEY WILL GO TO, ALL THE THINGS THAT CAN MAKE CHILDHOOD MEMORIES.
”

BEING EMOTIONALLY RESILIENT

Over the last couple of pandemic years, many of us have become incredibly good at adapting to unanticipated changes and adversities in daily routines and ways of life. **Emotional resilience** is the ability to cope and adjust in highly stressful or tense situations. Emotionally resilient people handle acute trauma more efficiently, and they are able to bounce back more quickly in the aftermath. They also have a stronger capability to adapt to and manage life changes, both small and large. These individuals grow stronger and learn about themselves and others from their negative experiences, while others struggle to recover or develop harmful coping mechanisms (e.g., substance abuse) or psychological disorders.

What makes some people more resilient in crises than others? To an extent, resiliency is innate – some people are naturally more easygoing than others – but it is also a skill that can be developed. Overall, emotionally resilient people tend to have several traits in common:

Emotional awareness: Resilient people are conscious of their emotions and have taken time to explore and understand what they feel and why they feel it. This important form of self-care leads to higher degrees of self-awareness, allowing them to disengage from the adversity at hand, thus gaining them perspective. Their evolving consciousness also broadens their awareness of others' emotions.

Strong social support system: Perhaps most importantly, a strong support system

is consciously cultivated and valued by emotionally resilient individuals. Positive social support has been shown to stimulate the release of oxytocin, a “happy hormone,” whereas a lack of support from friends and family is associated with indicators of compromised physical and mental health.

Perception of mastery: Resilient people believe they have control over their own lives rather than being controlled by external factors, which allows them to be proactive in dealing with stress and finding solutions for the problems at hand.

Sense of humor: I’m sure we’ve all heard the saying, “If you can’t laugh at yourself, who can you laugh at?” Emotionally resilient people are not only able to navigate difficult situations more easily, but they can also find humor there. Crises are not perceived as threats but instead challenges to be overcome, altering how their brains perceive and react to the stress.

In closing, remember that everyone responds to trauma differently; try to show yourself the same support and compassion you offer others, especially during times of hardship.

“ Try to show yourself the same support and compassion you offer others. ”



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FAVORITE HOBBIES: I love to hunt, fish, and golf when I can. Along with riding my Harley when possible.

TELL US ABOUT YOUR FAMILY: Married to my wife Marla for 34 years and have a 32 year old son, as well as a German Shepard (Bella) and a cat (Holly).

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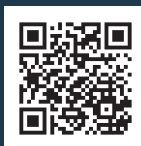


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WHERE ARE THEY NOW?

DEANTE' THOMAS

Name: Deante' Thomas
Brokerage: Keller Williams Realty Red Stick Partners
Years in real estate: Six years
Month featured in BRRP: June 2020

Do you remember how it felt to be chosen as the Rising Star for Baton Rouge Real Producers? Tell us about it!

I can honestly say I was surprised! To me, this magazine represents the best in the business, and for me to get to be featured shows that I was looked at that way! There are thousands of agents in the area that could have been chosen, but for that moment it was me!

What is the biggest change(s) for you since that feature article?

My biggest change since the feature has been adding leverage to help me serve more clients at a high level. I

now have an administrative assistant and a showing assistant.

Have there been any challenges you've had to overcome? And how did you overcome them?

Covid was one thing we all had challenges with and had to adjust to. In the beginning, I had to be creative on how to serve clients without having much contact. During that period, I did plenty of virtual showing or went to a home and recorded a detailed video to send to buyers. That allowed clients to get a great feel for the home without having to be present. Leveraging technology!

What do you attribute your growth to?

I have to credit my team around me for my growth! My assistant, Precious Hamilton, and showing assistant, Jalen

Norwood, have helped me tremendously! Precious helps behind the scenes doing paperwork and keeping the deals moving forward so I'm not chained down to the computer. Jalen assists me with showing appointments so I can basically be two places at once!

What is one thing you've learned about yourself in the past two years during a pandemic and social restrictions that you want others to know?

I learned that in life, we will all have challenges. What defines us is how we react and adjust! This is an ever-evolving business, if you want to be great, you have to be able to evolve with it! I really learned how determined I was! Not letting anything get in between my goals!

Have you discovered any new books or movies or music or local hotspots we need to know about?

The book that I'm currently reading is *Cash Flow Forever* by Jeff K. Johnson, as I look to grow my real estate investment portfolio.

Where do you see yourself in a year? Five years?

In five years, I see myself still serving my clients at a high level through real estate sales and also having acquired about 20 more investment properties to balance my scale between real estate sales and real estate investing.



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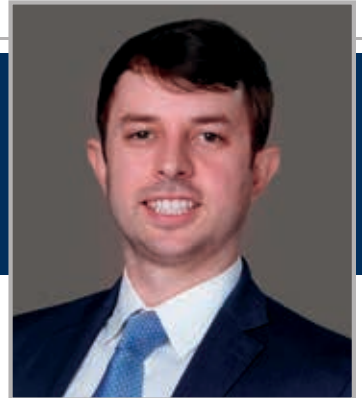
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