

SOUTH JERSEY

REAL PRODUCERS.®

CONNECTING. ELEVATING. INSPIRING.

TOP PRODUCER COVER STORY

SAM LEPORE

THE SAM LEPORE GROUP
KELLER WILLIAMS MOORESTOWN

AGENT ON THE RISE
PARISHA SMITH
SMITH & CO.
KW WASHINGTON TWP.

AND MORE...

MARCH 2022

FOUNDATION TITLE



REALTORS, LENDERS & ATTORNEYS
At Foundation Title, our people make the difference. Our team of professionals will make your job easier and help grow your business.



THE #1 TITLE AGENCY OF 2019 AND 2020
AS VOTED BY THE READERS OF THE NEW JERSEY LAW JOURNAL.

Let Foundation Title be the strength behind your real estate endeavors.



Main Office
Four Greentree Centre, Suite 201, 601 Route 73 North, Marlton, NJ 08053
Phone: 856-834-2600 • Fax: 856-834-2650 • www.ftnj.com

Foundation Title is a full-service title insurance and settlement services agency serving all of New Jersey, Pennsylvania and New York as well as the rest of the United States through our National Lender Services division. Established in 2005, Foundation is unsurpassed for customer service to the consumer and our clients.



*Our Core Focus Is
Your Home*

- 48 Hour Scheduling Guarantee • Next-Day Inspection Reports
- Cost Estimates With Reports • Free Infrared Camera Scans
- Veteran Owned Company • 4.9 Star Review

Services
Home Inspections • Radon • Termite
Sewer Scope • Mold and Air Quality Testing

Our team will provide a comprehensive, detailed report on all of our findings in the home.



856.263.0002 • info@coreinspectiongroup.com
CoreInspectionGroup.com



**Together,
we can build
foundations
for the future.**

THE MURRAY TEAM
CROSSCOUNTRY MORTGAGE™

302 Harper Drive | Suite 301
Moorestown, NJ 08057
Chris.Murray@MyCCMortgage.com
NMLS #251895

Chris Murray
Outside Loan Originator
C: (609) 922-2630
www.MurrayMortgageTeam.com

TABLE OF CONTENTS



12

FAQ
About This
Magazine



17

Top
Producer
Cover Story:
Sam Lepore



26

Agent to
Watch:
Parisha
Smith

CHOICE Home Warranty

RE-KEY
MULTI-YEAR DISCOUNTS
SELLERS COVERAGE

STACEY SANTRONI
Senior Account Executive
ssantroni@chwpro.com
Cell: (609)922-1388
Realtor Portal: www.CHWPro.com
Real Estate Customer Service
(888)275-2980

WITH STACEY
YOU GET 20+
YEARS
INDUSTRY
EXPERIENCE

1 MONTH FREE*
PLUS \$100 OFF
all Multi-Year Plans!*

*Available for a limited time.

Budget-Friendly Property Inspections with a 24-Hour Turnaround Time!

I'm incredibly passionate about what I do and look forward to joining forces as your go-to inspector for your buyers. Please add my info to your speed dial and let's get that next inspection done!

Ray Stevens
CERTIFIED PROPERTY INSPECTOR
856-296-2251
Ray@KnightPI.com

Let's Get Social!



Warmac
ENERGY

TAPPING INTO
the world's potential



Colin Segan

Owner/Founder
colin@warmacenergy.com
(856) - 536 - 7035



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

**BRANDED PRODUCTS/
MARKETING SERVICES**

Legacy Branding Gifts /
Cutco Closing Gifts
Lindsay Musser
(717) 575-0975
LegacyBrandingGifts.com

**CLOTHIERS & CUSTOM
TAILORING**

Elegance Custom Clothiers
Chris Martin
(856) 888-1312
EleganceClothiers.com

CREDIT REPAIR

Trinity Solutions USA
James Sacchetti
(609) 385-9570
www.trinitysolutionsusa.com

**HOME & PROPERTY
INSPECTIONS**

AmericSpec NJ
Ed Mitchell
(856) 649-5946
www.amerispecnj.net

Core Inspection Group LLC
Corwin Jackson
(215) 987-7547
CoreInspectionGroup.com

HomeTeam
Inspection Service
Fran Grenier
(856) 202-3579
HomeTeam.com

Knight Property Inspections
Ray Stevens
(856) 296-2251
ray@knightpi.com

Vitale Inspection
Services, LLC
Carlo Vitale
(609) 751-8048
VitaleInspection.com

Your Private Eye Home
Inspections
Michael Baker
(609) 379-2499
YourPrivateEyeHome
Inspections.com

HOME WARRANTY

First American
Home Warranty
Mike Cono
(267) 642-3630
www.firstamrealestate.com

Home Warranty
Stacey Santroni
(609) 922-1388
CHWPro.com

**LUXURY / CELEBRITY
RENTAL CARS**

Imagine Lifestyles &
Philly Slingshot Rental
Tom Messenger
(305) 877-2755
www.imaginelifestyles.com
www.phillyslingrental.com

MORTGAGE LENDER

Acre Mortgage
and Financial
Robert Farmer
(610) 628-4008 x101
RobertFarmer.Acre.com

Crown Home Mortgage
Rick Riddle
(973) 479-4682
crownhm.com

Envoy Mortgage -
Tri State Team
James Butz
(856) 571-1857

Gateway Mortgage
Chris Wilhelm
(856) 810-1222
www.gatewayfirst.com

The Murray Team
Chris Murray
(609) 922-2630
MurrayMortgageTeam.com

NON-PROFIT

Happy Smiles Inc
Carlo Vitale
(732) 221-4711

REAL ESTATE COACHING

Elite Opts Real Estate
Coaching Community
Devin DiNofa
(856) 577-2694
EliteOpts.com

**REAL ESTATE
PHOTOGRAPHY**

Bryant Sanders Photography
Bryant Sanders
(267) 230-5488
BryantSanders
Photography.com

Kellyman Real
Estate Photography
Chris Kellyman
(609) 234-5204
KellymanRealEstate
Photography.com

Steady Focus Productions
Chris Pirone
(609) 915-8532
SteadyFocus
Productions.com

SOLAR ENERGY

Warmac Energy
Colin Segan
(856) 536-7035
colin@warmacenergy.com

TITLE AGENCY

Foundation Title
Chris Gimello
(856) 834-2600
www.ftnj.com

Surety Title Service LLC
Julia DiPietro
(856) 702-6844
www.mysurety.com

MAKING EACH OTHER STRONGER BY
HELPING EACH OTHER SUCCEED.



We don't live in a perfect world, and there's never going to be a perfect time to give— but there are always people out there in need of help.

ALL DONATIONS ARE ACCEPTED THROUGH VENMO AT @HAPPYSMILESINC



In March, all donations benefit

TRENTON AREA SOUP KITCHEN

888-59-CROWN

CROWNHM.COM



**CROWN
HOME MORTGAGE**
— WHERE THE CUSTOMER IS ROYALTY —

WE PUT OUR MONEY WHERE OUR MOUTH IS WITH OUR

MONEY BACK GUARANTEE

1010 N Hancock St Suite 142, Office 167 Philadelphia PA 19123 NMLS ID #1892063



All borrowers may apply not all may qualify. Absolute Home Mortgage Corporation, DBA Crown Home Mortgage, 330 Passaic Avenue, Fairfield NJ 07004 NMLS #176743, California - DBO Finance Lenders Law License #603L578, Connecticut Mortgage Lender License #ML-176743, Delaware Office of the State Bank Commissioner License #025694, District of Columbia Mortgage Dual Authority License #MLB176743, Florida Office of Financial Regulation License #MLD424, Maryland Division of Financial Regulation License #06-19958, Licensed by the New Jersey Department of Banking and Insurance, License #9826392, New York Mortgage Broker Registration #A005639, Licensed under Ohio Mortgage Lending Certificate of Registration # SM.501845.000, Licensed by the Pennsylvania Department of Banking and Securities, License #34628, South Carolina BFI Mortgage Lender #MLS-176743, Virginia State Corporation Commission # MC-5924, North Carolina Mortgage Lender License #L-177842, Colorado Mortgage Company Registration, Equal Housing Lender.

**NATIONWIDE
TITLE
INSURANCE
SERVICES**



**SURETY™
TITLE COMPANY**

- Office Locations:** locations.mysurety.com
- Online Order:** order.mysurety.com
- Title Quote:** quote.mysurety.com
- Sales Team:** sales.mysurety.com

1 (800) 90-title | www.mysurety.com | [f](#) [t](#) [@](#) [in](#) [v](#)

INDUSTRY OF EXPERTS

Surety's thorough title searches, title clearance and title insurance policies help to produce clear property titles and enable the efficient transfer of real estate. As one of the largest local title insurance companies in New Jersey and Pennsylvania, Surety also offers title insurance and settlement services throughout the United States.

MEET THE
SOUTH JERSEY
REAL PRODUCERS TEAM



Keenan Andersen
Owner / Publisher



Bryant Sanders
Bryant Sanders Photography



Chris Kellyman
Kellyman Real Estate
Photography



Katie Kohler
Writer



Chris Pirone
Steady Focus Productions



Heather Pluard
Writer



Ad Junkies
Ad Design / Management
Team

**IT'S NOT YOUR CLIENT'S JOB TO REMEMBER YOU.
IT'S YOUR OBLIGATION AND RESPONSIBILITY
TO MAKE SURE
THEY DON'T HAVE THE CHANCE TO FORGET YOU**

-PATRICIA FRIPP



• Create Top of Mind Awareness • High Quality Brand • Tax Deductible • Forever Guaranteed



[WWW.CUTCOCLOSINGGIFTS.COM](https://www.cutcoclosinggifts.com)
(717) 575-0975



Lindsay Musser



If you are interested in contributing or nominating REALTORS® for certain stories, please email us at Keenan.Andersen@realproducersmag.com.

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *South Jersey Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

**It's March Madness!
The Ball's In Your Court**

Since 77% of buyers believe home warranties are important,* adding this essential protection is a slam dunk. Give your clients all the "balls and whistles" of comprehensive coverage today.

Contact me for details

*Based on survey of 1,190 recent or prospective homebuyers in AZ, CO, FL, NC, OH, OK, OR, TN, TX, UT, and VA conducted October 2021.



Your Local Resource
Mike Cono
267.642.3630
mikecono@firstam.com



"My goal is to bring value to your business"

firstamrealestate.com | Phone Orders: 800.444.9030

©2022 First American Home Warranty Corporation. All rights reserved. 4146421001_04_22

IMAGINE | Lifestyles

Luxury and Exotic Rentals

📍 @IMAGINE.LIFESTYLES
PRIMARY COMPANY ACCOUNT

📍 @PHILLYSLINGSHOTRENTAL
PRIMARY COMPANY ACCOUNT

📍 @RYANLEVELUP
CEO/OWNER OF COMPANY

📍 @TM.WHEELMAN
GENERAL MANAGER



DISPLAY VEHICLES AVAILABLE FOR OPEN HOUSE EVENTS OR PHOTOSHOOTS AT NEWLY LISTED PROPERTIES - CHAUFFEUR SERVICES FOR VIP CLIENTS - RENTAL AND CHAUFFEUR SERVICES AS INCENTIVES FOR TOP-PERFORMING STAFF MEMBERS



(866)436-3514

(215) 883-9009 • PhillySlingShotRental.com

FAQ

ABOUT THIS MAGAZINE

Real Producers magazine started in Indianapolis in 2015 and is now in over 100 markets across the nation and spreading rapidly. *South Jersey Real Producers* launched in April 2021. Name a large city and we are there or will be soon!

In every market, we take the Top 500 agents, based off of the MLS production, and we build an exclusive magazine around those agents. We share their stories, successes, market trends, upcoming events — really, anything that will connect, inform and inspire, we put in the monthly publication.

We strive to inform and inspire the top producing real estate agents in the local market and connect them socially. The secondary focus is to provide an avenue for our affiliate partners to create relationships with these top performers on a level that they might not be able to achieve on their own.

Q: WHO RECEIVES South Jersey REAL PRODUCERS MAGAZINE?

A: The top 500 agents in South Jersey. We pull the MLS numbers (by volume) from in the South Jersey area: Camden, Gloucester, Burlington and Salem Counties. Approximately 15,000 agents are licensed in this territory. We cut the list off at #500, and the distribution was born. The 2020 Top 500 cutoff is \$4.5 million. The list will reset at the end of every year and will continue to update annually.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: It's really simple — every feature you see has first been nominated. You can nominate other REALTORS®, affiliates, brokers, owners, or even yourself! Office leaders can also nominate REALTORS®. We will consider anyone brought to our attention who is in the Top 500 because we don't know everyone's story, so we need your help to learn about them.

A nomination currently looks like this: You email us at Keenan.andersen@realproducersmag.com with the subject line, "Nomination: (Name of Nominee)." Please explain why you are nominating them to be featured. It could be they have an amazing story that needs to be told — perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way, etc. The next step is an interview with us to ensure it's a good fit. If it all works out, then we put the wheels in motion for our writer to conduct an interview to write the article and for our photographers to schedule a photoshoot.

Q: WHAT DOES IT COST A REALTOR® /TEAM TO BE FEATURED?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! We are not a pay-to-play model. We share real stories of real producers.

Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a "preferred partner" in the front of the magazine is a part of this community. They will have an ad in every issue of the magazine, attend our quarterly events, and be a part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One of many of the top agents has recommended every single preferred partner you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our goal is to create a powerhouse network, not only for the best REALTORS® in the area but the best affiliates, as well, so we can grow stronger together.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: If you know and want to recommend a local business that works with top REALTORS®, please email us to let us know at Keenan.andersen@realproducersmag.com.

HOMETEAM INSPECTION SERVICE. IT'S THE QUICKEST WAY TO GAIN A CLIENT FOR LIFE.

Your clients loved this house the moment they saw it. And you wanted them to get it. But you also knew this was about more than one house. It was about building trust that would live beyond this transaction. Trust that would make you the real estate agent they always turn to. So you turned to us, and we went to work. A team of professionals quickly completed the inspection and provided a thorough, thoughtful, and accurate report. Which gave you and your clients what you needed to move forward. With this house. And the next one. And the one after that.

- ✓ My HomeTeam app can tell you when an inspection is available and schedule it immediately.
- ✓ 24 - 48 hours scheduling of inspections.
- ✓ A TEAM of inspectors on each inspection, saving you valuable time (1½ to 2 hours to inspect on average).
- ✓ One Call Does It All® - A team approach to take care of all your home inspection and testing needs.
- ✓ 24-hour report delivery

HomeTeam of South New Jersey
856.454.3090
hometeam.com/south-new-jersey



Fran Grenier
NJ Home Insp. Lic. #24GI00169800
138 South Main Street, Woodstown, NJ



At Your Private Eye Home Inspections, we only do one thing - *Home Inspections*.

Comprehensive Reports Delivered Within 2 Business Days!



Call, Text or Email to Schedule Your Inspection!
609-379- 2499

inspect@yourprivateeyehomeinspections.com
www.yourprivateeyehomeinspections.com

Proudly serving all of New Jersey.

Fully Licensed & Insured. NJ Home Inspector License #24GI00153300
NJ DEP Radon Measurement Technician License #MET13640



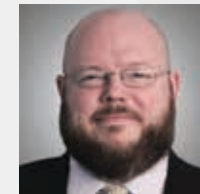
Comprehensive Home Inspection, plus Radon OR Termite starts at \$429



LOVE YOUR Mortgage Experience

SCAN HERE TO VISIT TO LEARN MORE!

Jim Butz's Team is South Jersey's #1 Mortgage Lender Team



Jim Butz

Branch Manager | NMLS: 9258

c: 856-571-1857
james.butz@envoymortgage.com

4.9 STARS
Average rating based on 124 reviews



All applications are subject to credit approval. Program terms and conditions are subject to change without notice. Some products may not be available in all states. Reverse Mortgages will be brokered to a third party lender. Other restrictions and limitations may apply. | This is not a commitment to lend - Envoy Mortgage Ltd. #6666 (www.nmlsconsumeraccess.org) 10496 Katy Freeway, Suite 250, Houston, TX 77043, 877-232-2461 - www.envoymortgage.com | DE - Envoy Mortgage, LP - Licensed by the Delaware State Bank Commissioner Licensed Lender Licensee - License # 011264 FL - Envoy Mortgage, Ltd. - Mortgage Lender/Service Licensee - License # MLD719 MD - Envoy Mortgage, LP - Mortgage Lender Licensee - License #10552 NJ - Licensed by the N.J. Department of Banking and Insurance - NMLS # 6666 - 10496 Katy Freeway, Suite 250, Houston, Texas 77043 - Phone #877-232-2461, Residential Mortgage Lender Licensee PA - Envoy Mortgage, Ltd. - Mortgage Lender License # 28942, NMLS ID # 6666 | Other authorized trade names: Envoy Mortgage LP; Envoy Mortgage of Wisconsin; Envoy Mortgage, A Limited Partnership; Envoy Mortgage, L.P.; Envoy Mortgage, Limited Partnership; Envoy Mortgage, LP; Envoy Mortgage, LTD Limited Partnership; ENVOY MORTGAGE, LTD, LP (USED IN VA BY: ENVOY MORTGAGE, LTD); Envoy Mortgage, LTD. (LP) | 01062022



Bryant Sanders Photography

Services that we provide:

Head Shots 24 Hour Turnaround - Real Estate Photography - 360 Virtual Tours



Bryant Sanders
PHOTOGRAPHER

PA, NJ • 267-230-5488

BryantSandersPhotography@gmail.com
www.BryantSanders.com @Bryant_Sanders_Photo
Jasper Studios • 2930 Jasper St, Phila PA 19134

The Gateway PROFILE

BRIANNE PEARSON

HOMETOWN:

Conshohocken, PA

EXPERIENCE IN THE MORTGAGE INDUSTRY:

18 years

BEST ADVICE I'VE RECEIVED:

Start the day off getting the difficult calls out of the way first, it sets the tone for the rest of the day.

MOST SATISFYING PART OF WORKING WITH CLIENTS:

Watching clients who did not think homeownership was in the cards for them signing their documents at the closing table.

HOW I'M DIFFERENT FROM OTHER LOAN OFFICERS:

Going the extra mile on the deals most others would give up on. Thinking outside the box and utilizing all resources available to get a deal to the table.

LAST BOOK I READ:

Open Book by Jessica Simpson

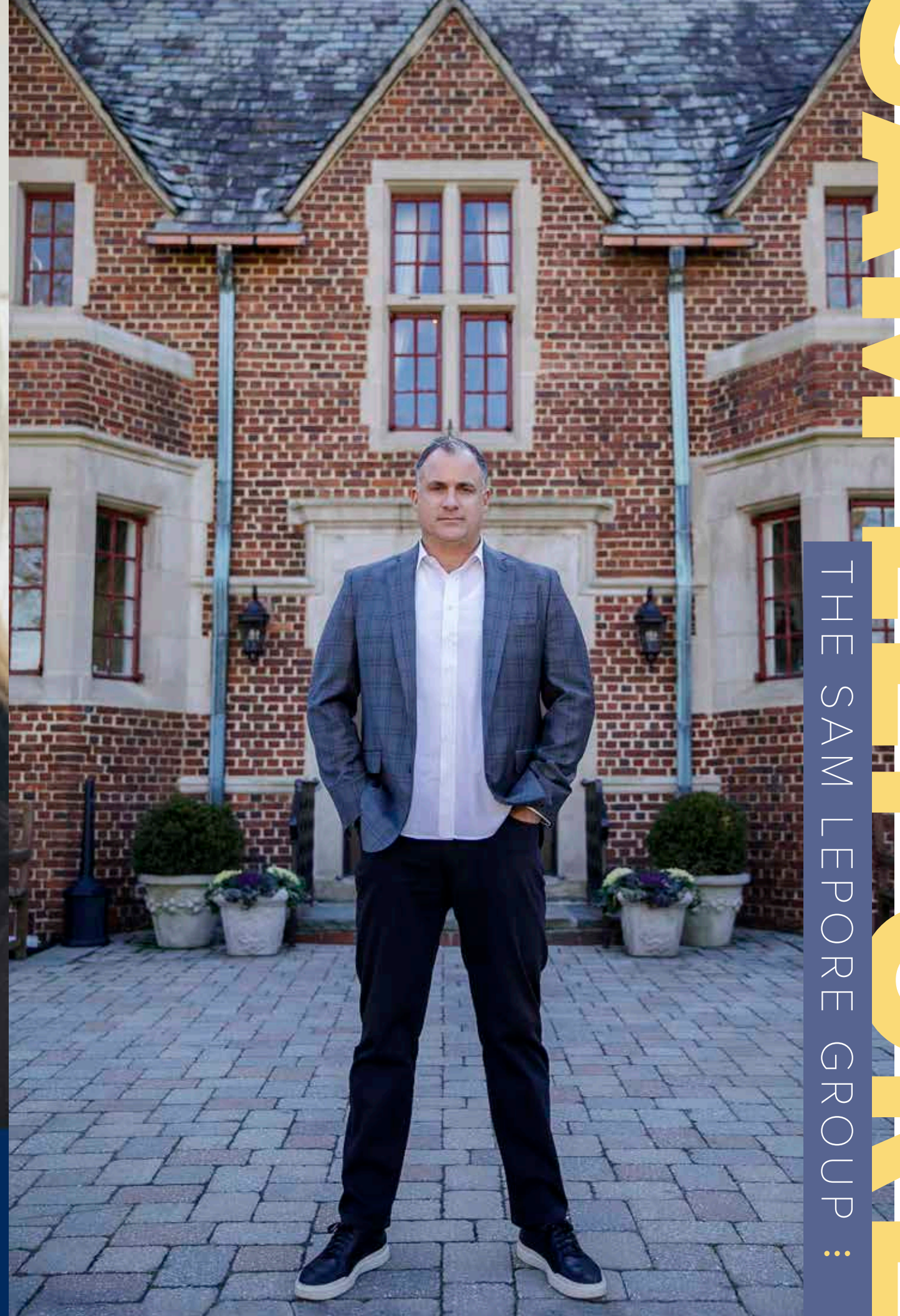
CONTACT INFORMATION:

Brienne Pearson, Loan Originator

NMLS 1611390

856.334.3001 Office

Brienne.Pearson@GatewayLoan.com



SAM LEPORE
THE SAM LEPORE GROUP



At first glance, top-producing REALTOR® Sam Lepore may seem like a Jack of all trades. He's worked in the mortgage industry, built homes, started a website company, and even spent time as a background actor in California. But at the heart of it all, Sam is an entrepreneur with the perfect mix of skills for success in real estate. Last year, he and his team, The Sam Lepore Group, had \$75 million in sales and burnished their reputation for drama-free transactions.



top producer cover story

Keller Williams Moorestown
Written by Heather Pluard
Photography by Kellyman Real Estate Photography



"I'm a hardcore entrepreneur, but I keep things smooth and relaxed for my clients," Sam says. "Real estate can be stressful, but if you can take the drama out and keep everyone calm and cool throughout the process, then everybody benefits. You just have to know how to talk to people. I often joke that I'm not just a REALTOR®. I'm also a psychiatrist."

Medicine was actually a career path Sam considered. Born and raised in West Deptford, he attended the University of Delaware and majored in pre-med but decided not to be a doctor. Instead, Sam went to Hollywood. "I lived in LA for three years after college and worked every day as a movie extra," he smiles. "You can find me in episodes of 90210, Melrose Place, and Friends. I didn't have any speaking parts, but I met all of the actors and had a lot of fun. The only downside was LA's weather ruined me for New Jersey winters!"

Returning home, Sam entered the mortgage industry with an inside sales position in Mt. Laurel for a few years and then became a subprime mortgage rep in outside sales. He also started building residential custom homes with his brother and obtained his real estate license in 2007 to sell them. "When the market crashed, both industries headed for the hills," Sam says. "I never sold a house under my license that we built because I realized we needed professional help. So we found a 'real' REALTOR® to market our properties and get our deals done. But I held on to my license and kept it at Day Star Realty, where Jason Schaeffer was my first broker."



...

Then, Sam had an epiphany. "I was driving home one day and thought, "There must be a way to earn a living off of the internet," he says. "So I started exploring online lead generation. After doing a tremendous amount of research, I hired programmers and began building websites for companies that needed real-time leads complete with names and phone numbers. We mastered search-engine optimization."

But when Google changed its algorithms, Sam changed directions. "I dropped everything and decided to focus on real estate full time," he says. "I knew I had the formula for success, and I was excited to start as a single agent at Pat McKenna Realty in 2013. Mark McKenna ran the office and helped me launch my business, mentoring me for several months."

Wanting to be closer to his home in Moorestown, Sam briefly worked for Long & Foster before finding his real estate home at Keller Williams in 2015. "I knew from that point forward that I could only do so much business alone," he says. "I was selling \$20 million a year and needed help to do more, so I started The Sam Lepore Group and hired my first assistant, Christine Turner. She's incredible and still with me today. Matt Latona was the first Buyer's Agent to join our team, and we've enjoyed working together ever since."



I LOVE MY TEAM ...

WE ALL WORK HARD AND LIKE TO HAVE FUN WHILE PROVIDING A FANTASTIC, RELAXED, CLIENT EXPERIENCE. AND WE ARE CONSTANTLY MOVING FORWARD AND INCREASING VOLUME.

Today, The Sam Lepore Group includes eight agents and three assistants. "I love my team," Sam says. "We all work hard and like to have fun while providing a fantastic, relaxed, client experience. And we are constantly moving forward and increasing volume. For example, last year, we expanded to the beaches and launched 'Lepore at the Shore.' So now we cover all shore points from Cape May to Brigantine in addition to Burlington, Camden, and Gloucester counties."

Sam has excellent advice for agents seeking similar success. "Treat your business like a business, even if you are starting from scratch," he says. "Then pick a few lead generation tools and be consistent. Also, be sure to establish your brand in the beginning. Websites like fiverr.com can help you create a logo that people recognize in your local market. Finally, you have to have superior customer service skills. Always return phone calls and emails, even if it's late at night or on weekends. You must be there for your clients."

Sam also believes in being there for your family. He and his wife, Laura, have been married 15 years and have two children, Farrah (11) and Jax (7). They love spending time at Disney, where they are timeshare holders. Recently, they bought a house at the beach and a boat for the family to enjoy. "The harder I work, the luckier I get," Sam says, quoting famous film producer Samuel Goldwyn. "But I make family a priority. My wife and I like to keep the local babysitters employed so we can enjoy our weekly date nights and time together. It's all about balance."

AVOIDING TAX-SEASON SCAMS *this spring*

By Shauna Osborne

With major distractions like a global pandemic, market disruption, and ensuing hardships and stressors (emotional, physical, and financial alike) on our plates, no one would be surprised if paying taxes is the last thing on our minds right now. However, Tax Day (April 18, 2022) is just around the corner, and being an already fraught and emotional time for some, it's crucial to stay focused and one step ahead of potential tax scams and deceptive practices. Use the following tips to ensure your hard-earned money and personal information stay secure this spring!

File Early

The IRS will process *one* return for each given Social Security number; therefore, if you file as soon as you are able, you can beat scammers who might later fraudulently attempt to use your information, gaining an extra layer of protection for your finances.

Avoid Pandemic Hoaxes

The ongoing Covid-19 crisis has thrown financial lives into disarray for many taxpayers, resulting in widespread confusion about unemployment benefits, stimulus checks, child tax credits, and more. And tax scammers are preying on the unprecedented chaos, offering pandemic-related grants or faster or bigger payments in exchange for personal financial information and / or advance fees. According to the Federal Trade Commission, Americans have lost nearly a billion dollars to pandemic-related scams since the start, with seniors bearing the greatest loss (three times more than any other age group).

Beware Phone-y Scams

Phone scams have been and continue to be a persistent and pervasive problem (to the tune of millions of dollars lost every year!) for taxpayers – especially for “vulnerable” populations such as the elderly and English language learners. Remember, the IRS will never call you on the phone, demanding immediate payment or sensitive information. In fact, this government agency almost



exclusively communicates with taxpayers by mail, so if you receive a call claiming to be from the IRS or another financial agency or collector, it is almost certainly a scammer impersonating the proper authority. Instead of conversing, hang up and contact the IRS or organization the call purportedly came from at an *official phone number* to verify its authenticity.

Don't Fall for Phishing

Again, the IRS will never reach out to you via email or social media regarding tax responsibilities. Carefully examine

tax-related emails you receive, look for spelling mistakes and unusual URLs and email addresses (often very similar to the real ones), and avoid clicking on links in messages or downloading attachments. Additionally, if using an online tax preparation software or website, be vigilant that you don't get redirected to a phishing site, which may look and feel very similar to the real ones and can trick you into divulging personal information. If you do receive a suspicious email regarding taxes, you can forward it to phishing@irs.gov.

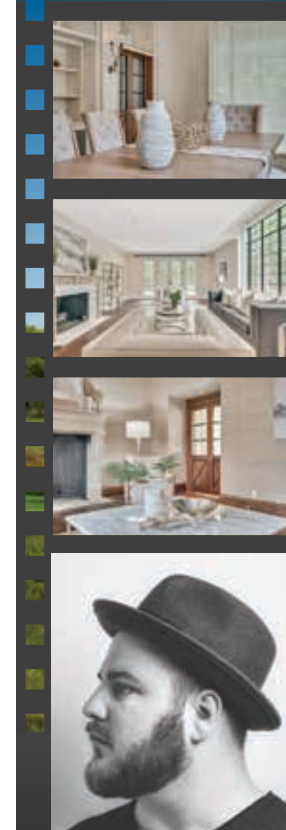
Showing You A Faster Way Home



SCAN HERE FOR MORTGAGE APPLICATION



Robert Farmer NMLS#136478
610-628-4008 | 70 East Main Street, Marlton, NJ 08053 NMLS#13988
OVER 24 YEARS IN RESIDENTIAL LENDING EXPERIENCE
Licensed by #9965751 the N.J. Department of Banking and Insurance



HIGH-END LUXURY REAL ESTATE, ARCHITECTURAL, AND INTERIOR DESIGN VIDEO & PHOTOGRAPHY

I OFFER THE SOLUTION EVERY BRAND OR BUSINESS NEEDS. VISUAL CONTENT FOR WEBSITES AND SOCIAL MEDIA.

Chris Pirone
Director. Cinematographer.

SteadyFocusProductions.com | 609-915-8532



Elegance

CUSTOM CLOTHIERS

REDEFINING YOUR PERSONAL STYLE

BOOK A CONSULTATION!

- Get measured in the privacy of your home or office - ~~\$50~~ FREE
- In-Store Consultation - FREE!

Our garments are created with beautiful, high quality, imported fabrics. Our expert tailoring and craftsmanship, accompanied by an outstanding selection of materials, ensure our customers walk away with the look that highlights their personal style and image.

REALTOR ONLY SPECIAL INTRODUCTORY OFFER

One free Home or Office Consultation
First Two Suits 50% OFF
Originally \$1200, Now \$599.99

"Join the Elegance Lifestyle, where our goal is to make you look special, so you feel special, and can go and be special."

customerservice@eleganceclothiers.com | Mike: 856-287-7400 Chris: 856-718-5226
www.eleganceclothiers.com | 333 Preston Ave, Voorhees, NJ 08043

Our workmanship is 100% guaranteed!



WE DO
MEN'S AND
WOMEN'S
SUITING!



\$3 MILLION

DONATED THIS YEAR TO HELP
END MODERN-DAY SLAVERY.

Did you know there are more victims held against their will today than ever before? That's why The N2 Company - the company behind this publication and 850+ others like it - is financially committed to end human trafficking.

FOR EVERY AD WE SELL, N2 DONATES ENOUGH
MONEY TO FREE 2 SLAVES FROM CAPTIVITY.

The average Fortune 500 company donates about 1% of their *profits* to charity.
The N2 Company donates more than 2% of their *gross revenue*.

Thanks to the businesses within these pages, our Area Directors, and readers like you, we're able to break the chains of this horrible reality.

Visit n2gives.com to learn more about our fight.

N2  GIVES

PARISHA SMITH



► agent to watch

Written by Allison Parker
Photography by
Kellyman Real Estate Photography

SMITH & CO.
KW WASHINGTON TWP.



PARISHA SMITH'S POSITIVE IMPACT UPLIFTS LIVES
Influencer. Entrepreneur. Blogger. Mom. Rockstar REALTOR®.

Parisha Smith is on fire – her momentum is contagious. There is nothing stopping this talented woman.

Meeting and exceeding personal goals are part of Parisha's aura. For example, while working full time in the medical sector, Parisha created an online community highlighting her personal health, fitness and business journey that drew over 15,000 in followers. In her continued outreach to inspire others, she created an online community, *The Positivity Charge*. Through *The Positivity Charge*, followers were given opportunities to participate in large retreats and smaller workshops providing workspaces and toolkits for enrichment and lifestyle improvement. Jumping a step further into a personal dream and utilizing her social influencing skills, Parisha pursued the role of being in production. Production being TV – the glitz and the glamour of the visual media. (Parisha had always loved production since her boarding school days in musicals at Scotland School for Veteran's Children.) Designing online segments with restaurants that earned her recognition from producers at the Food Network and Cooking Channel. An opportunity in production with Food Network soon followed. Achieving this goal was phenomenal, but Parisha later removed herself from it to return to her home in order to be close to her two children. Make no misconception, the opportunity for

the production dream had been achieved, but it did not mean Parisha was resting on her laurels. Parisha was always moving to do more with her life – her next quest was in real estate.

Parisha recalls, "I became a REALTOR® to test myself, to challenge myself to do something new. Once I started working with clients, my 'why' easily changed to 'because life is not living if it's not in the service of others.'"





Earning her real estate license in 2020, no moss has settled under Parisha's feet. With year-to-date volume of \$9 million and career volume of \$13.4 million, Parisha has earned the trust of her clients by being a resource and aid to them in their real estate journey. With her first closing being both a buy and sell, Parisha quickly learned the art of being a listing agent as well as a buyer's agent.

Parisha notes nothing is more rewarding than being able to truly help someone in need and on a tight timeline.

Parisha reflects. "I recently had a client who was moving from another state for a better life for his family. He came to NJ by himself to get things in order and decided to live out of his car to save money for the new home. When I first met him, I stood outside of his car, and I glanced at the backseat and asked him, 'Are you living in your car?' He put his head down and replied, 'That's why we are here.' I immediately moved my schedule around and made it my business to get his family a home. I do this for people

like him. People who are looking for better for themselves and their families."

Parisha understands the urge to do well for your family. She was in the radiology field before real estate and working overtime to just to make ends meet. Parisha and husband, Jermaine, decided to move to South Jersey for better school opportunities for their children, Jade (now 16) and Devin (now 8). She was in real estate school during this transition, and it was a period of financial, emotional, mental and physical stress – she knew she had to dig her heels in to overcome the situation. Initially, she was with two different teams within Keller Williams, but Parisha soon learned she had the gusto to go at it on her own by the end of her first year in 2020. Most recently, Parisha has been awarded "The Silver level of the 2021 NJ REALTORS® Circle of Excellence Sales Award."

One of her biggest supporters at Keller Williams Washington Township is her co-team leader, Branden Hawkins. Branden has been a constant support with Parisha and her business.

Parisha loves that being in real estate allows her to achieve her goals as well as enjoy time with her family. Like the old saying, "great minds think alike," her husband, Jermaine, recently joined the real estate field. Jermaine has a special calling to the investment sector of real estate. Parisha loves to bounce ideas around with him on how they can best help the clients.



I BECAME A REALTOR® TO TEST MYSELF, TO CHALLENGE MYSELF TO DO SOMETHING NEW. ONCE I STARTED WORKING WITH CLIENTS, MY 'WHY' EASILY CHANGED TO **'BECAUSE LIFE IS NOT LIVING IF IT'S NOT IN THE SERVICE OF OTHERS.'**





•••

During their family time, the Smiths enjoy days at the beach (whether it be Cape May or Wildwood), trying new restaurants, seeing new movies and shopping at the mall with the kids. When at home, they enjoy a night of board games or catching up with DC or Marvel movies.

Every day, Parisha continues to challenge herself. She is passionate about helping people who genuinely need her assistance; who are looking for a home for their families and are in it to get it.

She notes, "Most people know me from my social media presence where I share Tik Toks and reels regularly. I share educational information with a sprinkle of comedy. It's a fun way to get information out there that would, otherwise, be a bit boring to some. I've grown a passion for it because it's such an amazing way to engage with my audience and share something I love ... real estate. Win/win." The sky is the limit for Parisha.

"I am looking forward to growing as a leader to be able to grow a massive team of agents who are people-oriented and can create a positive experience for clients."

**TO REACH PARISHA SMITH,
PLEASE CONTACT HER AT**
(215) 834-3030
KELLER WILLIAMS
WASHINGTON TOWNSHIP
(KW.COM)
@PARISHASMITH •
MILKSHAKE WEBSITE
BUILDER (MSHA.KE)

@realproducers



AmerispecNJ.net • 856-649-5946

We use infrared (IR) camera technology to detect commonly missed problems, including moisture, electrical defects, pests, ductwork leaks, energy loss, and more!



DON'T LET A CLIENT'S FICO[®] KEEP YOU FROM THE CLOSING TABLE!
Trinity gets them Mortgage Ready!
CALL TO SCHEDULE A CONSULTATION TODAY!



Jim Sacchetti

Drew Smith

TRINITY
SOLUTIONS

888-391-3387

TrinitySolutionsUSA.com

realproducersmag.com

South Jersey Real Producers • 31

ARE YOU LOOKING TO ELEVATE YOUR REAL ESTATE BUSINESS IN A SUPPORTIVE COMMUNITY?



Not only will you be a part of this **exclusive community**, but Agents and Teams will get access to **training, coaching and modules** focusing on:

- How to scale and **double your business**
- How to **recruit and lead people**
- How to **market and build a brand**
- Tactical processes and systems** to grow your business
- And Access to an **invite only Facebook Community**

BECOME A LISTING MACHINE!

And get exclusive access to a network of high performers inside the industry from around the Nation!

EliteOpts.com



Kellyman Real Estate Photography



www.KellymanRealEstatePhotography.com
609-807-8071

PHOTOS - VIDEOS - DRONE - 3D TOURS  

We Respect Your Time & Home With Next-Day Digital Reports To Keep You Up To Speed.

Call for your Chimney Inspection Today!



Vitale
INSPECTION SERVICES LLC
Residential | Commercial
www.vitaleinspection.com

RESIDENTIAL • COMMERCIAL • RADON • TERMITE • OIL TANK SEARCHES
SEWER SCOPES • INVASIVE STUCCO • CHIMNEY INSPECTIONS

609-751-8048 | 17 Main St., Ste 601 | Robbinsville, NJ 08691

NJ LIC Home Inspector GI00113100





Grow WITH GATEWAY

Close Loans Fast. Win more Referral Partners. Have Fun. Be Rewarded.



Contact me for details.

Chris Wilhelm | NMLS 111160
Regional Vice President

DIRECT 856.810.1222

OFFICE 609.828.5503

EMAIL Chris.Wilhelm@GatewayLoan.com

www.GatewayFirst.com/chris-wilhelm



Gateway
MORTGAGE

