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KATIE ENGLER

HARD WORK HAS NO LIMITS

After almost six years in the real estate business, Katie Engler has undoubtedly left a lasting impression on her clients and peers. While she thrived in advertising as a project manager for many years, this realtor would use her marketing skills to help educate those looking to make a significant purchase. While acknowledged for her many achievements in the real estate industry, Katie's humbleness and tenacity continue to depict her as a one-of-a-kind agent.

Katie reflects, "While I grew up in Southern Florida, my father, Martin Sachs, worked diligently as a Public Adjuster. I would observe his work ethic and admire his ability and passion for sales and negotiating for his clients to achieve equitable coverage. No one, in my opinion, that I was exposed to in my adolescence worked harder than my dad." She admired that he sought to help those



▶ rising star

Written By **Heather Spruill**
Photography By **Donald Hovis** -
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- Franklin D. Roosevelt



it did not hurt that she was also great at sales. So, in 2017, Katie and her husband, Nic, began taking real estate courses and earned their licenses shortly after.

Suddenly, in the same year, a year before she would graduate with another degree and days before her wedding, Katie lost her father, one of her biggest inspirations. From that moment forward, she was even more determined to make her hero proud. In 2018 she completed her MBA and began working towards an even better future with her business partner and husband. Later, with almost six years of experience in real estate, Katie found a reputable brokerage that she would call home.

Two Heads Can Be Better Than One

In 2018, the realtor duo created The Engler Group at Realty One Group Dockside. With the support of their fellow realtors and Mike Cole, the brokerage's owner, Katie and Nic are confident in their brand, not just as a husband-and-wife team, but as members of this phenomenal realty group. Katie says, "My husband and I share a passion for helping clients meet their goals and saving them from

whose businesses were in dire straits and vowed that she would commit to being just as dedicated and persistent in her career.

Katie continues, "In my efforts to be as hardworking as my father, I set off to South Carolina and attained a BSBA from Coastal Carolina University in 2015. Soon

after, I decided to redirect my focus and began my career as a Digital Project Manager." Discovering that the realtor's manual was a bit outdated with its marketing systems, Katie decided that with her advanced background, she could improve it in the real estate industry. In addition,



difficult situations during a real estate transaction.” We pride ourselves on educating our clients about acquiring market shares and the intricate steps of the home-buying experience. Our favorite motto is:

“When our clients succeed, we all succeed.” -K.E.

Katie continues, “I humbly recognize that my homebuyers are not the only ones who can learn something. So Nic and I strive to encourage ourselves and our team to be eager and ready to learn, grow, and expand their knowledge and years of experience in the industry.”

The Benefits of Hard Work

Though helping a client conclude what can be considered a daunting process is fulfilling, Katie finds that the most rewarding part of her business is being able to provide for her family.

“I knew that there was an unlimited income potential and that I would have the scheduling flexibility that I was looking for in regards to my family. It is such a wonderful opportunity for those who have the determination to make it work”, she asserts.

Along with her passion for the market, she truly values the quality time she, Nic, and their two children spend together. From fishing to relaxing on their boat, Katie is grateful that she and her husband can provide their children with beautiful memories and loving moments. More than anything, she wants to be remembered as the best wife and mother, but she also desires to succeed greatly in the real estate business.

Because of her go-getter attitude and business savvy, Katie was honored on January 24, 2023, with the Top Producer Award for \$15m+ closed

sales volume made in 2022. She also received a Top 3 team award at Realty One Group Dockside company-wide, a significant accomplishment with a brokerage

that holds more than 475 agents. After five years in the industry, it is safe to say that Katie is a mover and



a shaker in this business. This powerhouse believes that this career will give you what you put into it.

“I truly feel it is an effort and consistency model with real estate, and there’s just no limit to what you can achieve.” -K.E.

Today, Katie is pursuing her Ph.D. through Robert Morris University in Instructional Management and Leadership. There is no limit to this agent’s willingness to learn all she can to get ahead in the real estate industry. For new agents who hope to break into the industry with the same passion and determination, this notable realtor wishes to relay some sound advice: “Shut out the noise and be consistent. Dedicating yourself to income-producing activities often will give you the best results. Keep going.” -K.E.

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CHRISTY WHITLOCK

A DEEP BOND

WITH THE REGION



▶ feature agent

Written By **Dave Danielson**
Photography By **Donald Hovis - Tides Eye Photography**

When a person carries a true love for what they do and where they do it, it is easy to see ... and it comes naturally. Christie Whitlock is a prime example of that.

A DEEP BOND WITH THE REGION

As Owner/REALTOR® of Lachicotte Company, Christy is eager to share the passion she has for Pawleys Island with

visitors and prospective new homeowners alike. “Meeting new people and assisting clients who want to sell their homes or relocate to the area is why this work is so rewarding. There is so much beauty and quality of life here in Pawleys Island ranging from sunrise walks on the beach to sunset boat cruises (all of course with my beloved Golden Angels, aka golden doodles!)” Christie says.

“Dining in Pawleys Island is one of the hidden gems of our little seaside

community. Fresh local seafood with a Lowcountry twist in a laid-back atmosphere is a wonderful way to meet friends while delighting your tastebuds!”

Christie says, “I am also very excited about my current hotel project, The George Hotel in Georgetown. You can feel the positive energy this development is having on the City of Georgetown residents and business owners, it’s a source of pride!”

FIRST STEPS

As she was growing up in Andrews, South Carolina, she was the daughter of an entrepreneur who made a lot of property purchases and started many property developments. Christie followed her dad’s footsteps and pursued her Pharmacy degree as her father had done. She was devastated when he passed away in 2001.

“After working in the Long -Term Care pharmacy business for 18 years it was time for a radical change which led me to become a REALTOR®. My dad was a powerful influence on my career choices,” Christie says. “He was an entrepreneur who built many healthcare businesses and bought and developed many properties. He was a fearless visionary and made an incredible mark on my life and work ethic.”

OPENING A NEW CHAPTER

Christie was managing her family’s real estate portfolio and felt that it would make sense to have real estate knowledge. “My sister can be credited for my real estate success as she encouraged me for years, telling me I would love it and thought I would be a great REALTOR®,” she says with a smile.

LIFE'S REWARDS

Family has always been at the heart of life for Christie throughout her life. She cherishes the time she has with her husband of 32 years, David. “He is my number one fan and supporter. He lifts me up if ever self-doubt begins to surface,” she emphasizes.

Christie and David look forward to moments spent with their children—31-year-old son, Wesley, who has his Masters degree in Commercial Real Estate Development and works for Ernst and Young and lives in Charleston; their 28-year-old daughter Caroline who works as a Mental Health Counselor; and their 22-year-old daughter, Cooper Anne, who is a recent graduate of Ole Miss and is working as an Interior Design assistant in Charleston.

Christie also treasures time with her mother, who she calls her daily companion and beloved friend. In her free time, Christie enjoys hanging out with her three Goldendoodles. She also is a certified Yoga Instructor. She lived in a Yurt for 30 days on a mountainside in Santa Barbara, California! Travel is also a favorite for her, with memorable destinations including the British Virgin Islands and St. Thomas/St. John.

When it comes to giving back, Christie serves on the Board of Directors of Pawleys Island Litchfield Business Association. She also founded and hosts an annual music festival called Downtown Pawleys Live on the Sunday before Labor Day that supports Carolina Human Capital Organization. Giving back to her community is a priority as is having fun and bringing fun to her community. “Making a positive difference in the lives of others and my community really keeps my engine running!” Christy looks forward to continuing to make life better for those around her.



MAKING A DIFFERENCE

Christie has continued growing her business and reputation for results by continuing to learn and push herself. As she says, “Do something that scares the heck out of you every day. Go for it! Force yourself out of your comfort zone and make that call that scares you. Finally, ‘eat the frog’... this just means do the things you dread (make those calls,

do that homework) first thing in the morning when you have clarity. It will make your day go much easier.”

“My hope is that people see me as someone who has a deep love and appreciation for family and others, and that they know I want to leave the world better than I found it,” she smiles. Each day, Christie does that with a deep sense of pride, selflessness and passion.



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Written By **Dave Danielson**
Photography By **Donald Hovis** -
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meet *Julia* **WELLMAN**

Dream Finders Homes

5 REASONS WHY I LOVE WHAT I DO

Since its founding in 2008, Dream Finders Homes has vowed to deliver the highest possible standards in new homes. Our team is committed to providing exceptional service while delivering a beautifully innovative home. Dream Finders Homes spans across eight states, 190 communities with over 15,000 homes closed. Locally, in Horry and Brunswick counties, we are opening nine communities this year and look forward to sharing the dream of home ownership by serving one family at a time.

Julia Wellman, Director of Sales, shares how her career path brought her to Dream Finders Homes and the five reasons why she loves what she does. Julia has had many role models in her life, including her mother, Suzanne Barbato, who taught her to be self-driven, never give up, serve from the heart and remain humble. Julia credits her father, Dave Barbato, for opening the door to a world of new home building. “He taught me to listen first, respond not react, and to approach each day with grace.”



Julia’s career path to Dream Finders Homes is inspired by great people along the way. “As the years passed, and I matured in my career, I met several influential people. Recently, the most influential person who inspired me to dream again is Art Sandler, co-owner of Chesapeake Homes. I met Art several years prior and he told me a story about how he entered the building industry. His excitement to create a story through land development and home building inspired me to reach to higher levels of management within the industry. This experience led me to Kevin Beall, our National Vice President of Sales & Marketing with Dream Finders Homes. Kevin and his team offered me the opportunity to become intricately involved in the building process as the Director of Sales & Marketing for our Myrtle Beach and Southern Coast Division. I am privileged to have a team of 8 talented sales professionals working with me who go the extra mile for their buyers and each other. For me, though, the WHY is always more important than the HOW. Here are five reasons WHY I love what I do!”

Julia’s first reason is she feels blessed to have an impact on her community. She shares, “There are few professions that allow someone to have a positive effect on one’s community throughout the entire scope of their career. In new home building, you can improve businesses, spark interest in the local residents, bring people together from different parts of the world, and become a part of their story, their Dream.”

Secondly, she loves that Dream Finders Homes is part of something bigger than themselves. Julia continues, “A career in new home building can be empowering and inspiring. It takes multiple professional’s expertise combined to complete a successful housing project. To take part in creating the story of a new community, to bring life to that vision is exciting! We work together with land developers, architects and engineers, permitting and field operations, marketing and sales, to spending hours of

conversation with design consultants choosing just the right selections to complete the product. All this collaboration brings you to a place where every day you realize you are a part of something bigger than yourself.”

Thirdly, Julia and her team enjoy that they get to see progress every day. “In some professions, you leave work at the end of the day, and it’s unclear what you did or did not accomplish. New home building is not one of those industries. Although there are days when it feels like we fell short of our goal, we still know that baby steps continue to move us in the right direction, because we never lose sight of the dream of homeownership for that next family.”

Julia’s fourth reason is there is never a dull moment. “Constructing a community, a home, is no easy task, and there are hundreds of items needed to be taken care of daily. Jobs are progressing constantly, and obstacles are inevitable.

The new home construction industry is for solution-minded, detailed-oriented, hands on, a high sense of urgency go-getters with a HEART of GOLD to serve each other and homebuyers every single day.”

Lastly, Julia shares, “We produce work that keeps giving. In many industries, your work is in the spotlight for a few days, or months. But in new construction, your finished product is a home that will serve countless friends, families, pets, co-workers, students, businesspeople, couples, children, and families of all kinds for years to come.”

Julia moved to Myrtle Beach almost 10 years ago with her two sons, Alexander and Joshua, and Chance, “the most special pup in all the world,” who passed in October 2017. Her family loves real estate, and like most real estate families, they talk shop. Her eldest son, Alex, owns and manages Wellman Property Group while her younger son, Josh, is showing an interest in

multi-family investment. They love to play disc golf, watch superhero movies and spend time on the river. They are blessed to be together under one roof for the first time since their home was flooded in 2018. “We can’t wait to share our newly renovated river home with all our family and friends!”

Julia shares, “The most rewarding part of my work is looking up at a multi-million-dollar project with my team and being able to say we built this. Our team at Dream Finders Homes are these people – dedicated, loyal, ambitions, supportive, caring. I’d like to be remembered for having a positive impact in my own life and those around me. But more than anything, I’d like to be remembered for serving my family, helping my friends, and building relationships that are rooted in respect.”

For more information on Dream Finders Homes, visit www.dreamfindershomes.com/myrtle-beach





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ADRIANNA DERRICK

LONG LIVE
THE LEGACY

▶ cover story

Written By **Dave Danielson**
Photography By **Jeremy Kierez** - High Tide Content

One of the most rewarding aspects of what you do every day is knowing that you are making a tangible impact in the lives of those around you. That is one of the prime motivators in life and business for Adrianna Derrick, too. One of Adrianna's favorite quotes is, "A great realtor begins with a legacy of trust."



Care and Commitment

As a Broker and Team Leader with the Derrick Legacy Team at BRG Real Estate, Adrianna is committed to leading the way ahead. You can see that spirit in the way she takes pride in leading her team.

"I want them to be the best REALTORS® on the beach. Lately, we have been strategizing ways to take our team to the next level, so we are excited the current market conditions are favorable for our plan," Adrianna says.

"The majority of our team agents are fresh out of real estate school, so we do a lot of training. Weekly meetings and monthly happenings are mandatory. Our time together strengthens our business relationships, and enables us to collaborate on ideas and deals to make real estate happen."

Getting a Valuable Preview of the Future

Adrianna's career today is a natural extension of her childhood. Her father, Ernie Derrick, was a REALTOR® and Developer in North and South Carolina. "I would spend some of my days riding around Cherry Grove Beach in the truck with him, whether checking a job site, catching lunch with a client or showing oceanfront condos," Adrianna says.

"He always said real estate was challenging work and hoped for a different career path for my brother and me. Unfortunately, he passed away before I got started in real estate, but many would say he is looking down on my brother and me now and is very proud of our success!"

Capturing the Moment

One of the most important lessons that Adrianna's father taught her was one of action. As she says, "Losing my father made me realize that life is hard, it is short-lived, tomorrow is not promised and we only have a certain amount of time to accomplish our goals, so why not give it your all today?"

Adrianna grew up on the Grand Strand and graduated from North Myrtle Beach High School. She first went to Winthrop University for a time before continuing her education at Coastal Carolina University. "Originally, I wanted to go to medical school so my major was biology with a pre-med emphasis. My junior year in 2012, I switched to interdisciplinary studies



Adrianna, Josh, and Office pup Ella



after realizing my love for sales and marketing," she says.

After college, Adrianna pursued marketing in Charleston with the Greenhouse Agency until 2016. "I enjoyed the marketing aspect of working here. So this job became the defining path for my career."

Getting Her Start

As she earned her real estate license, Adrianna picked up valuable experience working with other firms before coming to BRG. "We are so blessed to call BRG home! The year we joined we doubled our business and have continued to exceed our yearly goals for production.

Joining with the right Broker will make or break your business," she continues.

Record of Achievement

There have been many signs of success. She earned Rookie of the Year honors in 2017.

She has kept building from there ... having recorded \$150 million in career sales volume, representing 500 closings, including \$43 million in sales volume on 160 transactions in 2022.

Family Foundation

Away from work, Adrianna cherishes time with her daughter, Levianna Belle, who is 5 years old.

In her free time, she likes to travel and spend time together at the beach. Boating is also a favorite for her.

The life you live is the legacy you leave. She wants to leave a Legacy of love, not just real estate. Adrianna says earnestly, "I want to be remembered for helping people always accomplish their real estate dreams, whether they are a client

or fellow agents. We are in the business of helping and serving others. When you add love into the equation, people feel important. They notice the passion and love you have for what you do and thus that attracts them to you."

Arianna continues, "I like investing in real estate. When my father passed away, my brother and I inherited some rental properties that were built by him. We are hoping to start scaling pretty soon into the long and short-term rental markets along the beautiful Grand Strand. I also want to continue to grow my real estate career and team, until we are #3 in the MLS. That was my Father's and my lucky number. This has been my goal from the start. Another goal of mine is to become 1% better every day of my life. Success is to improve your life daily by 1%. Success is infinite. I also want to leave every person I come in contact with, better than I found them."



Adrianna, Josh, and photo of their Dad

Adrianna continues, "Being a single working mother and running a team plus serving my own real estate clients doesn't leave much time for life outside of business. I live, eat and breathe real estate most days. My daughter and I enjoy going to church on Wednesday nights and Sunday mornings. I also enjoy spending time listening to podcasts, working out, and reading books. My daughter and I love to go to the local parks, festivals and anything kid friendly. We love to play tourist for a day and stroll around Barefoot Landing or Broadway at the Beach!"

Important Advice

Adrianna advises, "What you put into life, you get out of life. Someone once told me, "Real estate is a C- class industry, meaning most do not have a college degree or much relevant education. Therefore if you're always an A+ realtor, you will have unlimited potential." More importantly, it is marketing first and real estate second. First, you have to market yourself as a local agent, then you have to market the property. Real estate is about sales, mindset, discipline, scripts, objections, time management, and so many other crucial key points that either make or break your career."

"It is not as easy as it looks and by the time you divide the paycheck over the months' worth of working with a client, it is usually not as good as it seems. The day you receive your license, there will be NO ONE there to tell you what to do next. Your future is in your hands. Be sure if you are a new agent to find a trusted brokerage or a seasoned agent you can look up to. Be prepared to spend 4-6 months working harder than you ever thought possible, with NO pay. Do not worry, it will pay off in the long run!"

Congratulations to Adrianna Derrick for the difference she makes each day for her clients, team members and community ... leading the way ahead.

As she says with a smile, "One of the most rewarding parts of what I do is centered around growth ... watching my little business bloom and thrive into a beautiful team of knowledgeable REALTORS® who are very passionate about helping people accomplish their real estate goals."



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