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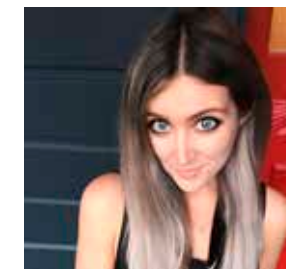
## MEET THE BIRMINGHAM REAL PRODUCERS TEAM



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*Owner/Publisher*



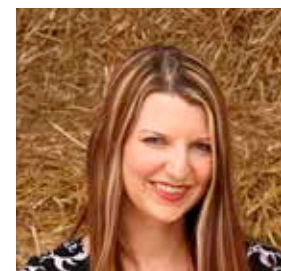
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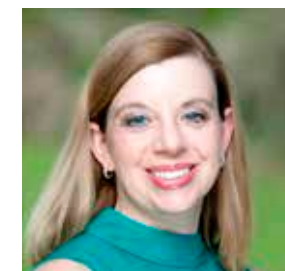
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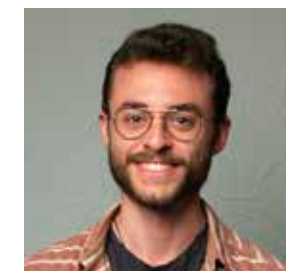
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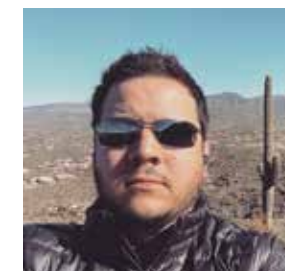
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» publisher's note

# END OF SUMMER BLUES

As the summer draws to a close, you may feel a tinge of sadness also known as the “end of summer blues”. The transition from long, sunny days filled with relaxation and fun to the routine of work or school can be tough. One way to beat the end of summer blues is to set new goals and create excitement for the upcoming season. Take some time to think about what you want to achieve and how it will set you up for a successful 2024.

Another way to beat the summer blues is planning your Saturday Alabama and Auburn football watch parties or tailgating events. Nothing connects Alabamians like Alabama and Auburn football. According to a poll from FanNation in 2022, these two schools have approximately 9 million fans and USAToday estimates that there is an average attendance of 91,500 at their home games.

College football is an easy way to reconnect with friends and past clients that share your passion. Here are a few additional ideas for Saturday events beyond watch parties or tailgating:

- Host a game day brunch
- Host a college football pre-game trivia contest
- Put together a fantasy football league

*Birmingham Real Producers* is also a partner in your success, and we want to have meaningful events that not only strengthen your local relationships but also elevate your business. Send us your input on what mastermind or panelist topics you are most interested in to [meredith.jones@realproducersmag.com](mailto:meredith.jones@realproducersmag.com).

See you soon,



**Meredith Jones**  
Owner/Publisher  
*Birmingham Real Producers*

YOUR BIRMINGHAM REAL PRODUCERS

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## SUMMER SOCIAL & LUNCH

Please join us Wednesday, Aug 30th, from 11:00AM-1:00PM, for an **EXCLUSIVE** Summer Social & Lunch event for the top agents in Birmingham and the best business partners in the city!

Networking, food, and camaraderie will be found at 2570 Simmsville Road, Pelham, AL. A special thank you to Harris Doyle Homes for hosting this event at one of their beautiful and luxurious model homes!

Click on the QR code for more information. We hope to see you there!



▶▶ partner spotlight

Written by Elizabeth McCabe  
Photos by Brendon Pinola,  
Brendon Pinola Photography

# MEET ANDY GAGLIANO



## BUILDING A CUSTOMER-CENTRIC MORTGAGE BUSINESS WITH A PASSION FOR PEOPLE

“This was my first time buying a home through Gagliano Mortgage, and it was a fantastic experience. **Andy made everything so simple for me. I never had a problem reaching him.** I used the VA loan and I’ve tried other lenders before, and being self-employed, it’s always been a struggle, but not here. If you’re self-employed, I don’t think there’s anyone better for you than Gagliano Mortgage.”

– George

“Excellent experience. **Luke and Andy provided fantastic service,** found us competitive rates and made a very complicated process easy to navigate. They were always quick to respond to any questions we had and always had simple, easy to understand answers.”

- Jason Botop

These are two of 41 **rave reviews** of Gagliano Mortgage, Inc., a company that has earned all five-star reviews on Google, which is a testament to their level of client satisfaction.

### MEET ANDY GAGLIANO, FOUNDER OF GAGLIANO MORTGAGE

Trusted. Tried. True. Andy has years of experience in the mortgage industry. Entering into the industry after graduating from college, he learned a lot. “It was the best and worst experience had as far as working for another company,” he says. “I learned a lot of what to do as much as I learned what not to do.”

Little did he know that the experience that he gained would be invaluable. “I used that knowledge to help form the way I wanted Gagliano Mortgage to help people in the future,” he comments.

### FOUNDING GAGLIANO MORTGAGE: A LEAP OF FAITH

Andy’s entrepreneurial spirit led him to found Gagliano Mortgage at the young age of 24. Despite doubts and challenges, he was determined to create a mortgage company that would make a difference. With determination and a belief in his ability to succeed, Andy took the leap and embarked on a journey to start a company that would lead him to a long career in the mortgage industry.

### PRIORITIZING RELATIONSHIPS: A KEY TO SUCCESS

One of the cornerstones of Gagliano Mortgage’s success is the emphasis placed on building and nurturing relationships. Renting his first office space from a local real estate company, Andy had the opportunity to establish strong connections with real estate agents. These relationships provided valuable insights into the needs and preferences of agents, which allowed him to better serve its clients and create a seamless homebuying experience.



Shannon Driver



Tammy Gagliano

"I learned what real estate agents like and don't like," he candidly comments. "I heard the horror stories and that gave me direction on what to do and how to help clients. I always had the attitude of treating clients like family." Andy treats every loan like it was his own loan. "We offer personalized customer service," adds Andy. "We're a small company and a buyer won't get lost and be another number with us." By giving borrowers more attention and customer service than an online lender, the level of satisfaction is higher.

#### GOING THE EXTRA MILE

Andy and his team take the time to understand the unique circumstances and challenges faced by each borrower. They provide guidance and support to clients who may not currently qualify for loans, offering a roadmap for future homeownership.

"People just need some guidance to know what they need to do today or tomorrow to qualify for a mortgage," he says. Helping others is what Andy and his team do best. The commitment to personalized customer service sets Gagliano Mortgage apart from online lenders, ensuring that every borrower receives the attention and care they deserve.

Andy has stood the test of time in the industry, making it through the Great Recession in 2008 and the pandemic. Pushing through hard times came easily to him by putting others first. "I made it a customer-centric business," he explains. "I focus on customers and referral partners."

#### GROWTH AND EDUCATION

Gagliano Mortgage understands the importance of continuous growth and education for both its team and referral partners. Shannon Driver, Andy's VP of Business Development, and Andy organize two real estate events each month where real estate agents can learn new tactics and strategies to enhance their business.

A monthly mastermind session and a monthly lunch-and-learn event keep everyone updated on the latest trends and developments in the mortgage industry. By empowering referral partners to excel in their respective fields, Gagliano Mortgage aims to serve as a valuable resource and a trusted partner for the real estate community.



"We want to help our referral partners become better at what they do," says Andy, "so they can be better servants to their buyers and sellers."

#### FAMILY + FUN

Andy's personal life centers around his family. He is married to Tammy, and they have one grown son who lives in Birmingham. While they don't have grandchildren yet, Andy and Tammy cherish their close-knit family and are deeply connected to their immediate relatives. In his free time, Andy enjoys outdoor activities like hunting, hiking, and fishing, as well as engaging in sports. Andy's number one passion is turkey hunting, which has taken him to 49 states across the United States. "I want to kill a turkey in every state," he says.

What's left on his list? Pennsylvania, California, and Alaska. "Alaska doesn't have a huntable wild turkey population, so I have 2 states left to finish my goal," he points out.

Why wild turkey hunting? The thrill of the hunt and the intricate dance of calling in a wild turkey captivate Andy, allowing him to truly unplug from the world and be present in the moment. It's a hobby that has brought him closer to nature and provided many delicious meals of wild turkey.

#### LEADING THE WAY IN MORTGAGES

Andy Gagliano's unwavering dedication to customer satisfaction, personalized service, and continuous growth has positioned Gagliano Mortgage as a leader in the mortgage industry. Through learning from experiences, building relationships, prioritizing personalized customer service, and fostering a culture of growth and education, Gagliano Mortgage is making a lasting impact in the lives of its clients and referral partners.

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▶ rising star

Written by **Ann Marie Harvey**  
Photos by **Brendon Pinola**,  
Brendon Pinola Photography

# ANA AVALOS

## Kicks the Winning Goal

Ana Avalos is on a mission. As a first-generation American born to Mexican parents, her calling is to help the Hispanic community find homes in their adopted country. “I love working with buyers, whether they are first-time or repeat customers,” she explains. “The number one goal for any American or immigrant is to own a home in the U.S.”



From the time she could speak, Ana served as a translator for her parents, even communicating at the closing table for them when they bought their first house. “The majority of my clients are Hispanic, so I help my own community understand their options,” she says. “Even if it doesn’t help me, I will translate for someone just because I like to help and have their best interests at heart.”

Real estate is complicated and can be exacerbated by a language barrier, so Ana enjoys explaining the more intricate portions of the deal. “The number one step to creating generational wealth is to own your own home and that is particularly important with first or second-generation Americans,” she explains. “It’s so rewarding to hand my buyers the keys to their home.”

### **Making the Goal**

The road to real estate was born out of necessity. Right before graduating from UAB, Ana and her husband, Edgar, found out they were expecting their first child. “I knew I wanted to be a stay-at-home mom, so I stayed home with him that first year,” she says of Karim, who is now seven. “I had just taken a job when I found out I was pregnant with baby number two.”

At that point, Ana turned to Google and searched for the best job for a stay-at-home mom. Real estate was at the top of the list, so she enrolled in real estate school and got her license in 2017. Initially, she joined Keller Williams—Alabama Metro South office before moving to her current brokerage, Local Realty. “Broker/owner Jeremy Miller saw that I was killing it and asked me if I wanted to double the \$2 million I sold that first year,” Ana says. “I’ve enjoyed being part of a smaller brokerage and love that it feels more like a family.”

“

I’ve enjoyed being part of a smaller brokerage and love that it feels more like a family.

”





Although Ana has consistently increased her business each year since, she's not one to track her efforts. In 2021, she had \$11 million in volume, followed by \$9 million in 2022. "I have a photographer and someone to place my signs, but beyond that, I do everything myself, including the transaction coordinating," she says. "My clients only want to talk to me, so I'm very hands-on and the direct point of contact for every deal."

Goal setting used to be an obstacle for Ana because she felt like she had failed if she didn't reach her goal. Now, she sets a goal and pushes herself. "I set my goals high, but I also set myself up for success because it's not an impossible goal," she explains. "If I'm selling one or two houses a month, that makes me happy. Thankfully, I sell more and stay busy."

#### Advantage Real Estate

Not only does Ana serve the greater Birmingham area as an agent, she has become a property investor herself. "We bought our first house before we had our son," she says. "Now, I own four properties around the city that I rent to people I know or need a place to go."

The belief that property can help build generational wealth is what convinced Ana to jump into the market herself. "The best way to understand real estate is to become part of it," she explains. "If you are selling, then you should be involved in flipping or renting, too."

Ana has seen success through her own investments and those of her clients. She consistently works with five base investors who buy and renovate properties, selling them for a profit. "Smart investing can give you equity in a property almost overnight," she says.

#### On the Pitch

Since beginning her real estate journey, Ana and Edgar added two other children to their family: daughters Mila, 5, and Valentina, 3. Although she has a lot of help from her husband and other family, there are still times that



“I love everything that has to do with real estate.”

her children come along when Ana needs to show a house or meet with a client. "My daughter will pick up a pretend phone and play real estate," she laughs. "They know that they have to be quiet when Mommy is working, and my clients understand that my children are my priority."

At least five days a week, you'll find the entire family on the field playing soccer. Ana also plays in a women's league and sponsors local Hispanic adult soccer because the sport means so much to her. "Every weekend involves soccer—it's a huge deal for our family," she says. "My profession allows me to enjoy my kids and to be at every school event, practice or game."

At the end of the day, family is everything, and real estate has made it possible for Ana to live a life she couldn't have dreamt of. "I was meant for real estate and being my own boss," Ana says. "My entire life is different from what I ever imagined. I love everything that has to do with real estate. I've seen how it changes lives and I'm here to help."

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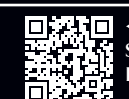


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# BIRMINGHAM REAL PRODUCERS

# LAUNCH PARTY

## SOUTHPOINT BANK

The *Birmingham Real Producers* Launch Party was an incredible success, and it wasn't your typical real estate event! With over 80 in attendance, the energy and camaraderie throughout the party was palpable.

People came and stayed for hours because *Real Producers* serves as a platform to forge new and meaningful connections within the Birmingham real estate community.

This testimonial after the event sums it up: "Meredith! I thought you would be happy to know that another agent and I just finished looking at a property together as a potential development... and, this is only because we struck up a conversation at the *Birmingham Real Producers* Launch Party! We've done a real estate transaction as co-op agents before, but never had the chance to just shoot the breeze and learn about each other. So... thanks!"

Our launch party would not have been possible without the support and contributions of our preferred partners. Their invaluable services and unwavering dedication to excellence propel the Birmingham real estate market forward. I want to give a special thank you to SouthPoint Bank for generously allowing us to use their amazing bank for our after hours event!



# Cindy Hilbrich

**“The purpose of life is to contribute in some way to making things better.”**

– **Robert F. Kennedy**

Cindy Hilbrich is not your typical REALTOR®. While she excels in her career, helping clients find their dream homes, she also dedicates her time and energy to making a difference in the community through her involvement with Manna Ministries. As the secretary of this remarkable organization, Cindy plays a crucial role in its mission of serving the community. As she says, “God is in charge and we are following His plans.

“Manna Ministries is a nonprofit organization, and we distribute food to people who are going through hard times and food insecurities,” she comments. “We’re open every weekend except major holidays.” They are eager to help the hurting and those who don’t have enough money to provide food for their families. Recently, they reached their new record of 672 families served on a Saturday morning, which was a memorable milestone.

#### LENDING A HELPING HAND

What sets Manna Ministries apart is its unique approach to helping those in need. Unlike many other organizations, Manna Ministries does not have any qualifications or restrictions for individuals to receive food

**A REALTOR® with a Heart for Manna Ministries Feeding the Hungry and Providing Hope Through Food**



assistance, nor do they charge for the food they distribute. With zero paid staff, the organization relies solely on donations and the generosity of volunteers.

“Manna Ministries came into being over 35 years ago when someone would hand out food from the trunk of his car,” explains Cindy. Since then, it has grown significantly, and today, Manna serves around 28,000 people annually. In January alone, the organization distributed a staggering 125,000 pounds of food. The impact they have made is remarkable, filling a tangible need in the community.

“We’re really blessed,” says Cindy. “We are lucky that we have the donations that we do. It really takes a village. I’ve been there 6 years and we have grown and remodeled our facility.” They have responded to the needs of the community, eager to help people with their food insecurity.

#### CINDY’S ROLE

Cindy has been a dedicated volunteer at Manna Ministries, committing long hours every week to ensure that those in need have access to food. On Fridays, Manna receives trucks from the Community Food Bank in Birmingham. She spends six to eight, and sometimes nine, hours preparing for the distribution by unloading and organizing pallets. The trucks can have anywhere from three to eight pallets on them. On Saturdays, she devotes another six hours to the cause. Despite the hard work and the numerous tasks that need to be done, Cindy remains passionate and committed to the mission of Manna Ministries.

Cindy’s journey with Manna Ministries started when she changed careers from a college basketball coach to REALTOR®. She expressed her desire to give back during a dinner conversation with friends. One friend suggested visiting Manna Ministries, and Cindy decided to check it out one Saturday morning. That visit turned into a life-changing experience. “I’ve been hooked ever since,” she smiles.

In recent years, Manna Ministries faced new challenges due to the COVID-19 pandemic. They had to pivot and find innovative ways to continue their mission while ensuring the safety of volunteers and recipients. Previously, people would come inside and choose their food. Since the pandemic, Cindy and her team make boxes of food and load them into each vehicle that drives through. Despite the challenges, Manna Ministries persevered, providing essential support to the community during a time of great need.

Each distribution day is a testament to the dedication and hard work of Cindy and the volunteers at Manna Ministries. They handle a wide range of food items, including fresh produce, frozen meats, dairy products, bread, canned goods, extras (granola bars, popcorn, and fruit snacks), and more. In addition to food donations, they also accept monetary contributions, which help fund building expansions, utilities, and other necessities.



## I'VE BEEN ABLE TO HELP SO MANY PEOPLE!

"We also have Manna Farms on our property," explains Cindy. "We grow onions, squash, zucchini, and more. We harvest the produce and then hand it out to our clients."

In addition to the trucks received on Fridays, volunteers pick up food from local stores to meet the demand of the community, including Walmart, Aldi, and Publix. "We even get Crumbl Cookies on Saturday mornings," says Cindy.

### THRIVING IN REAL ESTATE

When Cindy isn't serving others at Manna Ministries, you can find her serving her clients in real estate with Championship Realty Group at Keller Williams Hoover. Although real estate wasn't the initial plan, she found a new purpose to her life when she listened to God.

"I used to be a college basketball coach," she comments. She worked for 12 years as a college basketball coach, including five years at the University of Montevallo, and two years as a high school basketball coach. "God had a different plan for my life." She got her real estate license in November 2017. "That was the same month I started volunteering in Manna," she comments. Her first year, she sold 36 properties and has continued to grow each year.

Cindy is a solo agent with an executive assistant and a showing assistant. Real estate fits her desire for her career goals. "I wanted something with flexibility and the chance to achieve financial freedom," she comments. Real estate has given her a solid financial future, and best of all, she knows that she is doing what God wants her to do with her life.

People pointed her to real estate, especially with more work-life flexibility for her career. "I also wanted to be able to help people," she comments. Prior to real estate, she worked in landscaping for a summer right after getting out of coaching, joking, "It was refreshing that sod did not yell back at you! It helped me to clear my mind and pray about what to do next. God led me to real estate and I've been blessed. I've been able to help so many people!"

Beyond her professional life, Cindy enjoys spending time outdoors, whether it's at the beach, the lake, or simply enjoying the beauty of nature. Family is also an essential part of her life, and she cherishes the time spent with her four nieces. Cindy is actively involved in her church community at Church of the Highlands, where she serves on the Information and Development teams.

### AN AMBASSADOR OF GOODWILL



Cindy Hilbrich is more than just a REALTOR®. She says, "God is using me as His ambassador to lead people to Him." She uses her skills, time, and resources to make a positive impact in the lives of those less fortunate through her involvement with Manna Ministries. Her dedication, generosity, and unwavering commitment to serving others exemplify the true spirit of compassion and community. She concludes, "I'm just His servant."

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# BLAKE SHULTZ

BUILDING A SUCCESSFUL CAREER THROUGH PASSION AND PERSEVERANCE

**DREAM IT. DO IT.** When it comes to pursuing a fulfilling career, few individuals embody the spirit of passion and perseverance as wholeheartedly as Blake Shultz. Growing up in the vibrant city of Hoover, a suburb of Birmingham, Blake had an active and adventurous childhood marked by his insatiable energy and a desire to explore the world around him.

“I was always the one in trouble,” he jokes. “I was the problem child with too much energy.” As the middle child, he had an older sister and a younger sister.

Blake’s parents played an instrumental role in shaping his values and instilling a strong work ethic within him. “My parents were awesome,” raves Blake. His father was an electrical engineer and his mom was a stay-at-home mom. Blake treasures how his father interacted with him. “We were his hobby, which was really cool,” he comments. “He built our ramps for bicycles and played basketball with us. It had an impact on me.” Relationships mattered, and Blake saw that firsthand, ingrained in him from his childhood days.

#### FINDING HIS PATH

When it came to envisioning his future career, Blake focused on finding avenues that would allow him to enjoy what he did and make a positive impact on people’s lives. Throughout his early adulthood, Blake explored different service-oriented roles, including participating in Habitat for Humanity projects and embarking on service trips. His affinity for construction and his love for working with people gradually led him to consider a career in real estate.

Blake longed for a career that he would love. “Enjoyment has always been the focus,” he says. “Whether at home or at work, I wanted to make sure that I enjoy what I do.” A natural with people, he wanted to work with others rather than being behind a desk.

After completing his bachelor’s degree in business management from Auburn University, Blake found himself uncertain about his next steps. He admits, “I didn’t know what I wanted to do.” He wanted to be in construction and soon found a job that taught him many skills.

“I started working for a custom home builder here in Birmingham,” he explains. “He paid me less than \$7.00 an hour.” However, Blake found the experience invaluable. “I would swing hammers, pour concrete, do sheetrock, lay brick, and do all the trim carpentry for crown molding.” On

his last house, which was over 8000 square feet, Blake did all the trim, which took several months. However, seeing the transformation was priceless. “I really enjoyed working with my hands and being on site,” he comments. Although the work was demanding, he thoroughly enjoyed witnessing the transformation of raw structures into aesthetically pleasing spaces.

“I did that for close to a year,” He reflects. The husband-and-wife builder team he worked for then had a new opportunity for him. When Blake was presented with the opportunity to sell software in the commercial construction world throughout the country, he said yes.

“I love a challenge,” he says. “For the next 6-8 months, I traveled around the Southeast trying to sell dictation software.” His biggest account was the University of Alabama for their construction team.



In 2013, when the market for residential real estate increased, Blake was asked to sell a few lots. He got his real estate license and learned the ropes. “I didn’t know you had to put your license somewhere,” he admits. “I went with Coldwell Banker for three months followed by ARC Realty with Vickie and Robert Warner. I ended up joining their

team, splitting my time between working with them and working off of commission splits.”

When his friends realized that he was a REALTOR®, he started selling houses to friends. “Then I stopped working for the builder and just started selling houses,” he says.

#### FLIPPING HOUSES

In 2013-2014, investors would reach out to Blake for foreclosed properties. With his construction side, Blake decided to start flipping homes and purchasing foreclosed properties. He says, “There had to be a way to do this. I read books and listened to podcasts to find out about private money.”

Blake’s first house, which he describes as a “hoarder house,” was his first deal. “I purchased it for \$95,000 and the builder funded part of it,” he comments. “My goal was not to lose money for investors and do all the work myself to save money.” He accomplished both goals, pocketing \$500 after the end of the deal. He wouldn’t trade the experience for anything. “It’s pretty wild to look back at now,” he says.

### FINDING HIS FOCUS

Embracing the entrepreneurial spirit, Blake acquired his builder's license in 2014 and started flipping houses while simultaneously managing his real estate business. He says, "People started asking if I could renovate for them since I was a contractor as well. I bought my first couple rentals and renovated and managed them myself."

With so many professional pursuits, Blake realized the importance of focusing on a few things. He comments, "Back in 2013, a business coach reached out to me." The advice that he gave him changed his life. "Don't try to do everything yourself. Pick a few lanes and stick to those." Blake hired him as a business coach, helped him to define his passion, and picked a few things to focus upon.

"I want to do what gives me energy and life," he comments. "That came down to selling real estate to clients. I was going to grow my own real estate team." He also aimed to continue building his investment portfolio.

"In 2018, I picked two lanes and kept my blinders on. I focused on commercial and multi-family real estate investments. I got away from single-family homes and small condo rentals," says Blake. He also built a team, the Blake Shultz Team, with three assistants at ARC Realty.

What was the secret to his success? Blake realized the importance of outsourcing tasks that were not his unique abilities. He adopted a mindset of focusing on what he excelled at, delegating the rest to capable team members, including Stacey Smith, his transaction coordinator, and Cindy, who excels in client relations. By doing so, he optimized his efficiency and created space for growth. This shift in perspective allowed him to establish a thriving business.

For Blake, success is not solely defined by financial achievements but rather by the freedom to live life on his terms. As he says, "Success is not a dollar figure." He aspires to make a significant impact in the world, both through his investments and philanthropic endeavors. Blake dreams of giving away a million dollars a year, using passive investments to build generational wealth and create opportunities for others.

He also wants to help others. "I've made a ton of mistakes," he admits. "Time mistakes. Money mistakes. You name it - I've made it." Through his experience, he wants to help others not to make the same mistakes that he did and save time and



money. "I want to help people with their investment portfolios or help them get into their dream home," he reflects.

### WORK-LIFE BALANCE

Beyond his professional pursuits, Blake cherishes his family and understands the importance of being present for his loved ones. He married the love of his life, Rachel, in 2015 after a long -distance relationship. In a matter of weeks, they got married, purchased a home, and renovated it before moving into it. It was a whirlwind.

To relax, Blake has numerous hobbies. "Rachel jokes that my hobby is getting hobbies. I'm trying to make my family my hobby," he says. Exercising, mountain biking, road biking, golfing, and woodworking are some of his pastimes.

Blake also continues to flip properties. What is his latest project? The Hartman Castle, which he recently purchased and hopes to rent out to the community. His father joined him in investing in 2016 and now works alongside Blake. "With him being an engineer, we complement each other pretty well," he says.

### FINDING FULFILLMENT

Blake's journey is a testament to the power of following one's passion, embracing challenges, and continuously learning and growing. From his active childhood to his successful career in real estate and property investment, Blake exemplifies the values of perseverance, hard work, and the pursuit of one's unique abilities. As he continues to expand his impact and build a legacy, Blake remains grounded in his commitment to making a difference in the lives of others while finding joy and fulfillment in his work and personal life.



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# FAQ

## ABOUT THIS MAGAZINE

*Real Producers* magazine started in Indianapolis in 2015 and is now in over 125 markets across the nation and continues to spread rapidly. *Real Producers* is launching in May 2023!

### Q: WHO RECEIVES *Real Producers* MAGAZINES?

**A:** The top 300 real estate agents serving the Birmingham Metro Area, based on their annual residential sales production for the previous year, as recorded on the MLS. Refer to the map in this publication for the exact territories. If your broker address is within that given territory, and you are in the top 300, you will receive that publication for the year. The list will reset at the end of every year and continue to update annually.

### Q: WHAT IS THE GOAL OF THIS MAGAZINE?

**A:** We believe that we are better together. When we surround ourselves with other successful, like-minded people, we grow to new heights. *Real Producers* is a platform that brings together the most elite individuals in Birmingham real estate.

We take the top 300 real estate agents and RP Vetted Businesses in our market, and we build an exclusive community around that group. We share their stories, successes, market trends, and upcoming events — really, anything that will connect, inform, and inspire, we put in our monthly publication.

It is important to note that *Real Producers* is not a brag book. To be in the top 1-2% in your field takes a lot of grit, passion, hard work, trials, tribulations, and a strong “why” to keep pushing on. *Real Producers* is about sharing and honoring those stories and humanizing you and your peers to create a culture of honor and collaboration that propels us all to the next level.

### Q: DOES *Real Producers* HAVE EVENTS?

**A:** Yes! We'll host them throughout the year and have several different types of events, such as magazine celebration events, partners-only events, social events, mastermind/educational style events, and an annual awards gala. For these events, we invite the top 300 real estate agents and our RP-vetted businesses. Top 300 agents are allowed to invite members of their team, as well. These events are an incredible opportunity to connect with the best of the best in Birmingham real estate. It is amazing to see the power in the connections made at these events. Be on the lookout for your exclusive invites!

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

**A:** It's really simple. You have to be on the top 300 list, and we take nominations seriously. You can nominate other real estate agents, businesses, brokers, owners, or even yourself! Office leaders can also nominate real estate agents. We will consider anyone brought to our attention who is in the top 300 because we don't know everyone's story, so we need your help to learn about them. We cannot guarantee a feature, but we encourage you to meet with one of our team members, support *Real Producers* and attend our private events to increase your chances.

You can email your nominations to [meredith.jones@realproducersmag.com](mailto:meredith.jones@realproducersmag.com).

### Q: WHAT DOES IT COST A REAL ESTATE AGENT/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 RP-VETTED BUSINESSES?

**A:** They are one of the best businesses in Birmingham in their category, and you can find them listed in our index! 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 real estate agents has recommended every single business 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 team will further vet every business to make sure they are a good fit and bring value to our community. Our goal is to create a powerhouse network, not only for the best real estate agents in the area but for the best businesses, as well, so we can grow stronger together. When you meet one of them, be sure to thank them for their continued support and for investing in you and your growth.

### Q: HOW CAN I RECOMMEND A BUSINESS?

**A:** If you know and want to recommend a business that works with top real estate agents, please email us to let us know at [meredith.jones@realproducersmag.com](mailto:meredith.jones@realproducersmag.com).

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