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2023 AWARDS GALA

SPECIAL EDITION

DECEMBER 2023

GET TO KNOW...

Katie Meiners

What made you decide to become a loan officer?

When I moved from New Orleans to Baton Rouge, I honestly had no idea what I was going to do. I wanted to be able to make an impact on peoples lives, and realized helping people achieve their dreams as homeowner's was a good place to start!

Favorite part about being a Mortgage Loan Officer?

It is hard to pick just one! One of my favorites is having my first time homebuyers become REPEAT homebuyers! It is a big deal to buy a home. By having my customers come back to me, it shows me that I did my job right. It confirms I put them at ease and made the homebuying process easy and seamless for them. I am so blessed to be able to help them navigate and pick the right program that NOLA Lending has to offer.

What has been your greatest work accomplishment while working at NOLA Lending?

My greatest work accomplishment would be that I am constantly learning. From day one in the mortgage industry to now, there has been such incredible growth! I have learned how important it is to have full knowledge of products, be organized and maintain communication throughout the entire process. To be able to make homebuyers feel comfortable and at ease when going through this process is one thing that I pride myself on!

How long have you lived in Baton Rouge?

I was born in New Orleans but moved to Baton Rouge in 2013 after I married my loving husband, Nathan.

What is an interesting fact about you that other people may not know?

I love going to the beach with my family and strawberry cheesecake snowballs with extra condensed milk! I also enjoy monogramming!



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Event Recap: 2023 Awards Gala

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and Amanda Walker



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So Much More

publisher's note

By Gina Miller

After our VERY SUCCESSFUL Awards Gala, I took a little break and went to see my kids in Houston. I have 3 married daughters, all living in Texas, and I look forward to each and every time I get to go visit their families and spend quality time with my grandchildren.

While there, my grandson and I spent hours upon hours coloring pages of dinosaurs. Eli LOVES to color and has a natural talent for picking just the right shade to bring an image to life. His attention to detail cannot go unnoticed. Bunny, as they call me, was simply doing her best to keep up with this pint-sized Picasso. His little sister Norah sat close by content to play with his miniature farm animals. The room was quiet and the moment sweet. Speaking of farm animals...I felt like I'd been given a charge to paint the side of a barn. These giant pages are no small task. *Not to be dramatic, but the Sistine Chapel came to mind while looking for another green to add to the foliage on my third page of the morning.* I got a little weary, perhaps lazy, and my artistic efforts slipped. *"Oh no...I messed up...I got out of lines."* *"It's okay Bunny, there's so much more to look at."* *Do what?!...* *Eli waves his hand over my page and says it again...* **THERE'S SO MUCH MORE TO LOOK AT.**



Wow, Eli. You are so right. There is SO much more.

As we wrap up this year, a year that has been hard on so many, I think we can all agree that bad news is there for the taking. Negative words and images are at our disposal 24/7. It can feel heavy and hard to focus on anything other than the unscrupulous. The world feels messed up and outside the lines. But if you step

back and look at the big picture, you will see what Eli saw and agree that there is so much more to look at.

I pray that as we leave 2023 behind and embrace a new year, we will remember the words of a small, innocent child and decide to stop fixating on the flaws and instead start appreciating that there is truly so much beauty in front of



us just waiting for us to take notice.

Ask me about my grandkids...
 Gina

▶▶ event recap

Photos by Ace Sylvester and Kyle Rome

2023 AWARDS GALA WINNERS

October 5, 2023
The Country Club of Louisiana

The BRRP 2nd Annual Awards Gala was held on October 5 at The Country Club of Louisiana. All 200 guests were serenaded by members of the LSU orchestra upon entering the venue. They were served a deliciously prepared menu and enjoyed lively conversation and cocktails until the ceremony began at 8:00. Publisher of *Baton Rouge Real Producers*, Gina Miller, emceed the event and recognized every nominee from the 10 different award categories while also showing appreciation to their generous sponsors. She emphasized the awards handed out recognized

their success in the industry, however, the focus is attribute-driven and goes beyond numbers or rank. She also added that the real winners were the individuals in the room who were not nominated for anything but showed up to support and celebrate those who were. "That's the heartbeat of Real Producers...championing others with enthusiasm." The enthusiasm was tangible and the response to this event was nothing short of wonderful. Congratulations to all of the nominees and winners and

a huge thank you to the event sponsors who continually support and advocate efforts to build up and connect our local real estate community.

Male Real Producer of the Year Nominees
Deante' Thomas
Michael Borne
*Richard Spears Jr
Rhett Sandusky
Stephen Couvillion
Stephen Williams

Female Real Producer of the Year Nominees
Clonise Stewart
Juli Jenkins
*Laura Buck Smith
Lisa Marshall
Melody Newman

Team of the Year Nominees
Kirkpatrick Group
MR Property Group
The Newman Group
Prime Properties
The Sandusky Group
*The W Group

“
That's the heartbeat of Real Producers... championing others with enthusiasm.
”



Whitney Willard of The W Group, Broker of the Year Brittney Pino, Female Real Producer of the Year Laura Buck Smith, and The Connector/Community Builder Award Winner Jennifer Richardson



Impact Story of the Year Kimberly Christophe July 2023 Story by Breanna Pizzolato Photos by Ace Sylvester Pictured left to right: Kurt Miller Sr, Ace Sylvester, Breanna Pizzolato, Kimberly Christophe, and Award Sponsor Alex Polito with Baton Rouge Title

Broker of the Year Nominees
Amanda Parfait
Ashley Greer
*Brittney Pino
Lisa Landers
Phil Debin
Steven Smith

Rising Star of the Year Nominees
Bryant Manchack
Catherine Shows
Dathan Chauvin
*LaRhonda Thomas
LaTonya Johnson
Michael Julien

The Connector Nominees
*Jennifer Richardson
Katie Miller
Leigh Moss

The Elevator Nominees
*Jalen Norwood
Joanna Arnold
Shawn Gee

The Inspirer Nominees
Jeffrey Welsh
Kimberly Christophe
*Shemika Mayfield

Real Estate Assistant of the Year Nominees
*Brooke Stevens
Erin Green
Kelli Wascom
Kim Swain
Marnise Stewart

Impact Story of the Year Nominees
Brittney Pino / October 2022 Story by Brian Amend, Photos by Aaron Hogan
Jennifer Richardson / February 2023 Story by Breanna Smith Pizzolato, Photos by Ace Sylvester
Dathan Chauvin / June 2023 Story by Breanna Smith Pizzolato, Photos by Ace Sylvester
*Kimberly Christophe / July 2023 Story by Breanna Smith Pizzolato, Photos by Ace Sylvester
Caitlin Daniel / August 2023 Story by Danielle Kidwell, Photos by Ace Sylvester

**indicates winner*



The Inspirer/Servant's Heart Shemika Mayfield



Team of the Year The W Group Pictured here with Award Sponsor Attorney Charles Blaize of MFB Title, Whitney Willard and Darby Mann



Rising Star of the Year LaRhonda Thomas



Real Estate Assistant of the Year Brooke Stevens



The Elevator/Social Media Influencer Jalen Norwood



Male Real Producer of the Year Richard Spears Jr, pictured here with sponsor Jessica Singletary of Top Team Roofing and Construction



Cover of the Year August 2023 featuring Richard Spears Jr Photo by Ace Sylvester

LAURA BUCK SMITH

FEMALE REAL PRODUCER
OF THE YEAR

Laura Buck Smith

Owner at The Market Real Estate Co
and Team Leader of Team Smith

Award Sponsored by Tammy Balentine
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When did you begin your real estate career? 2004

As you know, our award honored your success, but the criteria were attribute-focused. What attribute(s) do you want to be remembered for?

I was very honored to receive this award and I hope that one day I will be remembered for being a very kind and giving person. I truly love the Lord and I hope that He shines through me. I hope that at some point I was a bright light for someone in a dark spot. I can only hope that I will have truly done my best in this lifetime.

What did winning this award mean to you?

It was extremely humbling and I know that all the ladies that were also nominated for this award are real estate powerhouses. Big congratulations to them for being nominated as well!

With all the negativity surrounding the economy, how do you maintain your attitude and stay in the game regarding your real estate career?

From being in this career for almost 20 years I have learned that people always need to buy and sell real estate. I turn off the negativity and just try to see who I can help today. I enjoy being a problem solver and being able to help others with their real estate needs. Being a Realtor is more about being a problem solver than anything else.

What are you most proud of in your career, or life in general?

I feel like I've lived a very blessed life. Some days are brighter than others of course, that's just life! However, I'm very thankful to be able to work with my best friend and my husband Steven. We love our family, our little ones and our daughter Wesley. Thankful to be on HGTV twice, thankful to own our brokerage, and I'm very proud that our team is one of the very top real estate teams! We work hard and play hard too. Life is definitely a journey and I'm always thankful to be able to slow down and just enjoy life, and then get right back to work. I feel so blessed to be able to be in a career that I love.

You can recommend one book to real estate agents? What is it?

Being in the real estate industry is extremely tough so I highly recommend the daily devotional Jesus Calling. I read mine every morning and it helps guide my day. It helps us remember to slow down, not worry, and just be kind to others. it reminds me to set my attitude to being positive and to see the cheerful side.

What does Free Time mean to you?

Any time I can be with my family is most important.

What are you most excited about for 2024?

Growing our brokerage The Market Real Estate Co and growing in my faith. I feel that 2024 is going to be a powerful year for so many.

FUN QUESTION. You're stranded on a deserted island and can only have one food, one social media app and one luxury item. What will it be?

Coffee, FB, and Wine





RICHARD SPEARS JR

MALE REAL PRODUCER OF THE YEAR

Richard Spears Jr.

Keller Williams Realty

First Choice

Award Sponsored by Top Team Roofing and Construction

You can recommend one book to real estate agents? What is it?

*I would recommend *The 7 Levels of Communication*. This book is all about building meaningful relationships.*

How many years in real estate? 6

What are you most proud of in your career, or life in general?

My dad passed away three years ago. Before he passed I was able to step away from work for four months, move in with him, and take care of him. I can't think of anything in my life that makes me more proud than being able to take care of my hero during his time of need.

With all the negativity surrounding the economy, how do you maintain your attitude and stay in the game regarding your real estate career?

I choose to focus on what I can control, focus on my mission of creating an impact in our community, and create a positive environment for myself that keeps me in a positive mindset.

If not real estate, what career would you choose?

I would try my hands in the hospitality industry by owning a restaurant.

What does Free Time mean to you?

Free time for me means space to think, decompress, and reflect.

What is your best advice to new agents, or anyone currently in this business?

My best advice would be to focus on building relationships. Relationships will take you further than money ever will and treat everyone the same.

What are you most excited about for 2024?

I'm most excited about watching the agents in partnership with me grow and accomplish their goals.

FUN QUESTION. You're stranded on a deserted island and can only have one food, one social media app and one luxury item. What will it be?

I would only eat Pizza, use Instagram, and have a smart TV to binge watch my favorite shows and digital podcast.



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THE W GROUP

TEAM OF THE YEAR

Trey Willard

Team Leader The W Group

Keller Williams Realty Red Stick Partners
Award Sponsored by MFB Title

Number of Years in real estate: 13

As you know, our awards honored success, but the criteria were attribute-focused. What attribute(s) do you want to be remembered for?

Growth! I wake up every day looking to improve/grow in every aspect of my life!

What did winning this award mean to you?

It serves as a validation of our team's unwavering pursuit of excellence in every aspect of our work. It acknowledges our ability to consistently provide outstanding service to our clients and deliver exceptional results.

With all the negativity surrounding the economy, how do you maintain your attitude and stay in the game regarding your real estate career?

A good friend of mine Alan Stein always says, "There are two things you can control: Your effort and your attitude". I believe we have a choice every day to have a great attitude and

to put forth a winning effort! Mindset is everything! I also lean on GOD and scripture.

What are you most proud of in your career, or life in general?

I'm very proud of the business we have grown. I'm incredibly grateful for all of our TEAM MEMBERS as we would not have the success without them. They embrace discipline and accountability, act with integrity, are growth-oriented and work very well as a team!

What is your best advice to new agents, or anyone currently in this business?

Consistency! There is no easy button in this industry. We are in a relationship business! My advice to is focus on having as many conversations with as many people as you can about our industry every day. Bring value to everyone you can and build credibility. Never stop learning!

You can recommend one book to real estate agents? What is it?

The Compound Effect - Darren Hardy

Are you involved in any charities or nonprofits?

Club Blue - Boys and Girls Club. American Cancer Society.

What does Free Time mean to you?

I spend most of my free time at the gym and kids' activities. Whitney and I also make time to travel as much as possible. You can find us on 30A beachside in the Spring/Summer and Napa, CA in the fall.

What are you most excited about for 2024?

I'm most excited about our GROWTH! We have expanded into the Northshore and Greater New Orleans markets this year.

FUN QUESTION. You're stranded on a deserted island and can only have one food, one social media app and one luxury item. What will it be?

Does wine count as food? Instagram for social media and a yacht



BRITTNEY PINO

BROKER OF THE YEAR

Brittney Pino

Brittney Pino & Associates Real Estate Firm,
Broker/Owner

Award Sponsored by Redstick Financial

Number of years in real estate? *20 years*

As you know, our awards honored your success, but the criteria were attribute-focused. What attribute(s) do you want to be remembered for?

Energetic, progressive, professional, competent

What did winning The Broker of the Year Award mean to you?

I am honored to have been voted for by my peers. It's great to be supported, acknowledged and recognized by my community!

With all the negativity surrounding the economy, how do you maintain your attitude and stay in the game regarding your real estate career?

I wake up every day and focus on wins no matter how small. I see this market as opportunity and I stay in action. Action creates momentum. Positivity and energy attract business and success. I remain a student and am committed to my work. I study the market and I am constantly looking for the best practices to navigate and succeed in any market and to help those around me succeed as well. Also, people rely on me. I am a leader, so I show up no matter what.

What are you most proud of in your career, or life in general?

I'm proud of my business acumen which I attribute to my longevity in this business.

If not real estate, what career would you choose?

Hmmmm, not sure. Maybe I would enjoy a career in marketing or as a contractor or business consultant.

What is your best advice to new agents, or anyone currently in this business?

Be sure you are partnered with a broker or team leader who is experienced and providing top-notch leadership in this market. Partner with a leader who offers systems, processes, and directly helps you generate business opportunities.

You can recommend one book to real estate agents? What is it?

*There are so many great books. *Ninja Selling & Fanatical Prospecting* are ones I have often recommended.*

Are you involved in any charities or nonprofits? If so, which ones?

We try to choose 1 or 2 charities/nonprofits to support each year as a company. Over the years, I have supported many organizations. This year we are raising money for shoes for local children in need.

What does Free Time mean to you?

Free time is relaxing and/or spending time outdoors with my family and catching up on things.

What are you most excited about for 2024?

Increased Market Share, Growth, and moving into our new space!





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MEMBER 

LARHONDA THOMAS

RISING STAR OF THE YEAR



LaRhonda Thomas

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When did you begin your real estate career?

2 years ago in 2021

As you know, our awards honored your success, but the criteria were attribute-focused. What attribute(s) do you want to be remembered for?

God-fearing, Humble, Honest, Trustworthy

What did winning this award mean to you?

Winning this award meant that people noticed and appreciate my hard work and dedication. I am just doing what I love which is helping make dreams come true, one homeowner at a time and consistently!

With all the negativity surrounding the economy, how do you maintain your attitude and stay in the game regarding your real estate career?

I act as if the negativity surrounding the economy doesn't exist. I have never been the type to keep up with the negatives anyway. I run my own race and focus on what God promised me and my clients! My trust is solely in God and not this economy. God sees that and He blesses me accordingly.

Everyone says, "no two real estate transactions are ever the same". Is there one sale that will forever stand out in your mind and would you be willing to share?

I had a couple who reached out to me in tears saying how they tried for 5 years to purchase a home and they kept being denied by lenders and put on the backburner by realtors. They informed me that many of their friends and family kept telling them

to reach out to me because I was the one for the job. Well once they reached out and explained their situation to me, I knew exactly which lender to connect them with. A month later, they were in their new home. They could not stop thanking me and I could not stop thanking them for trusting me to get the job done!

What are you most proud of in your career, or life in general?

Having a career that I do not need to take a break from because it is so much fun and exciting! I was literally in labor and still working deals from my laptop and phone. HAHA

If not real estate, what career would you choose?

I would be a dentist.

What is your best advice to new agents, or anyone currently in this business?

Trust God, Stay consistent, Run your own race and keep trusting God no matter how hard it gets! It gets better, I promise!

You can recommend one book to real estate agents? What is it?

The Bible!

What are you most excited about for 2024?

Seeing all that God has in store for me! I literally sit back and let Him have His way. He never steers me wrong. That's why every year keeps getting better and better for me!

FUN QUESTION. You're stranded on a deserted island and can only have one food, one social media app and one luxury item. What will it be?

Bone-in Ribeye, Facebook and my Escalade to sleep in comfortably (I love to sleep) HaHa

JENNIFER RICHARDSON

THE CONNECTOR

Jennifer Richardson

Award Sponsored by Commerce Title

Number of years in real estate/what year did you begin your career? *30 yrs ago*

As you know, our awards honored your success, but the criteria were attribute-focused. What attribute(s) do you want to be remembered for?

Cleaning up our city

What did winning The Connector/Community Builder Award mean to you?

It means that my peers care about what I have accomplished over the last 3 years

With all the negativity surrounding the economy, how do you maintain your attitude and stay in the game regarding your real estate career?

God always has my back! I owe everything to Him.

Everyone says, "No two real estate transactions are ever the same". Is there one sale that will forever stand out in your mind and would you be willing to share?

I was selling a home in a new neighborhood to a friend of my son who was just getting back from serving in the Iraq war, this was the most exciting thing for him since he was deployed. During his loan process, Hurricane Katrina hit and unfortunately, all of his income history was underwater at the VA in New Orleans. Since his salary was incorrectly sent back to the lender and the lender needed 2 more weeks to get this corrected the builder refused to give him the extra time to get the correction made. I offered to buy the last two houses

for full price if he would give my buyer the time needed to correct the problem. Builder agreed and that's how my buyer was able to close on his home.

What are you most proud of in your career, or life in general?

My 3 children and grandchildren and then Keep Tiger Town Beautiful.

If not real estate, what career would you choose?

Hospice nurse

What is your best advice to new agents, or anyone currently in this business?

Pray a lot

You can recommend one book to real estate agents? What is it?

Resisting Happiness

Are you involved in any charities or non-profits? If so, which ones?

Red Stick Kiwanis and Keep Tiger Town Beautiful

What does Free Time mean to you?

A nap!!!

What are you most excited about for 2024?

I never think about the next year only the next day.

FUN QUESTION. You're stranded on a deserted island and can only have one food, one social media app and one luxury item. What will it be?

Crabs, Facebook, Egyptian Cotten Sheets





JALEN NORWOOD

THE ELEVATOR

Jalen Norwood

Keller Williams Red Stick Partners/
Deante' Thomas Group/ Buyer's Agent
Award Sponsor Monique Briggs with
Fairway Independent Mortgage

What year did you begin your career?

Almost 4 years ago in 2020

As you know, our awards honored your success, but the criteria were attribute-focused. What attribute(s) do you want to be remembered for?

Care! Even though this business is very lucrative, I genuinely care for each and all of my clients and, I never want them to feel like it's about the money with me! Life and my business are so much more than just money.

What did winning the Elevator/Social Media Influencer Award mean to you?

This award meant everything to me! I made a decision almost exactly a year ago to go all out with social media, so I felt this award was perfect timing. This award is also a huge push for me to go even harder!

With all the negativity surrounding the economy, how do you maintain your attitude and stay in the game regarding your real estate career?

I take a very logical approach to real estate, it's a numbers game! When the market is hot you may not have to talk to as many people, and when the market is cold you just have to talk to more people! My attitude is pretty neutral because

I decide to happen to the market, not let the market happen to me.

Everyone says, "No two real estate transactions are ever the same". Is there one sale that will forever stand out in your mind and would you be willing to share?

I once had 3 listings owned by the same seller who lived in Los Angeles. It took a while but we finally got to the closing table. I suggested he give me power of attorney, but he insisted on being present for the closing. Closing day comes and he flies into Baton Rouge with just enough time to close and fly back home. Long story short he thought he should get \$5,000 more than he was getting and made a scene about it even though we talked about it and he signed the purchase agreement stating otherwise. That was a WILD day!

What are you most proud of in your career, or life in general?

I'm most proud of the people I choose to have around me every day! They help me in business, in life, and spiritually. (Most of them are millionaires)

If not real estate, what career would you choose?

I would own a digital marketing agency, I went to LSU for marketing and marketing is my area of strength.

What is your best advice to new agents, or anyone currently in this business?

Find mentorship. With this

business being commission-only and cutthroat at times, a mentor or accountability group can make you feel less alone and also help you and your business grow.

You can recommend one book to real estate agents? What is it?

Millionaire Real Estate Agent by Gary Keller. The title speaks for itself

Are you involved in any charities or nonprofits?

I am involved with the West Baton Rouge Chamber of Commerce and we are heavy on community outreach.

What does Free Time mean to you?

Free Time is something I take too much of and I feel like I don't yet deserve. To get where I want to be in life free time hinders that. I do take time for self-care, but I don't see that as true free time.

What are you most excited about for 2024?

Now that I have found my lane and I have caught a stride as a real estate agent, in 2024 I am excited to see what new heights I can reach in my career! I am going to maximize every aspect of my business!

FUN QUESTION. You're stranded on a deserted island and can only have one food, one social media app and one luxury item. What will it be?

I need a Salmon and rice bowl, YouTube, and a Yacht

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SHEMIKA MAYFIELD

THE INSPIRER

Shemika Mayfield

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As you know, our awards honored your success, but the criteria were attribute-focused. What attribute(s) do you want to be remembered for?

I want to be remembered for the compassion that I show towards others. Regardless of their background. I want to be remembered for my humility, integrity, and adaptability but most importantly I want to be remembered for my heart! My heart to serve the individuals that God Places in my life and to hold them accountable to the goals they have for themselves and their family.

What did winning The Inspirer/Servant's Heart Award mean to you?

Winning this award meant so much to me because I do so much behind the scenes that I would never share with the world. Because It's not for anyone to know but the people whose lives I make a difference in. But I have

to admit It felt amazing to be rewarded in public for my private blessings.

With all the negativity surrounding the economy, how do you maintain your attitude and stay in the game regarding your real estate career?

By staying grounded in my why! Keeping my head down and just doing the work. Focusing on the impact and not the obstacles. Not getting caught up in what I see around me and just trusting God!

Everyone says, "No two real estate transactions are ever the same". Is there one sale that will forever stand out in your mind and would you be willing to share?

There's one transaction that will always hold a special place in my heart. It involved a client with a lifelong dream of purchasing a home and leaving it as a legacy for her children. We dedicated months to improving her credit score, and finally, on her 67th birthday, she closed on her very first home. Tragically, just six months later, she lost her battle with cancer. It was a heartbreaking loss, but what came next warmed my heart. Her son reached out to me with some incredible news. The home had been fully paid off by an insurance policy, and it now

stood as a cherished family heirloom, a place where generations to come could create lasting memories. In the world of real estate, the idea is to create something generational, and Ms. Shannon has achieved just that. She had secured her family's future before taking her last breath.

Moments like these remind me of the profound impact my work can have on people's lives, and it's precisely why I do what I do.

What are you most proud of in your career, or life in general?

I am most proud of being a great mom! I have good kids who love and adore me. I'm proud of that! I take pride in showing up and being present. I work extremely hard but I'm always available for my children. Nothing but God comes before my husband and kids. I want to always be present whenever I'm needed and or wanted!

If not real estate, what career would you choose?

I would be an Attorney!

What is your best advice to new agents, or anyone currently in this business?

The most valuable guidance you can receive is to absorb as much knowledge as possible during your initial year in the field. However,

remember that learning should be an ongoing process, and you should always maintain the mindset of a perpetual student. Seek out a real estate brokerage that provides top-notch training opportunities. Embrace mentorship and don't hesitate to reach out to fellow agents, as most of them are willing to offer assistance and support.

You can recommend one book to real estate agents? What is it?

Millionaire Real Estate Agent (I know everyone will pick this) so I would say The One Thing

Are you involved in any charities or nonprofits? If so, which ones?

I am involved with Baton Rouge Cancer Services and Best Dressed Ball Committee

What does Free Time mean to you?

Uninterrupted quality time with family

What are you most excited about for 2024?

Getting my nonprofit started and coaching new agents

FUN QUESTION. You're stranded on a deserted island and can only have one food, one social media app and one luxury item. What will it be?

Shrimp fettuccini, Tik Tok, and since it's an island I'd say my YSL sunglasses





BROOKE STEVENS

REAL ESTATE ASSISTANT OF THE YEAR

Brooke Stevens
List to Close LLC

Listing & Transaction Management
Award Sponsored by Cypress Roofing

What year did you begin your career?

2010 - 13 years ago

As you know, our awards honored your success, but the criteria were attribute-focused. What attribute(s) do you want to be remembered for?

My ability to organize the chaos of a real estate transaction for both agent and client, help find solutions to problems, and systematize my work to allow me to efficiently work a large volume of transactions at the same time.

What did winning The Real Estate Assistant of the Year Award mean to you?

To me, this award is a huge acknowledgment in a field where compliments and acknowledgment are few and far between. It shows me I am doing something right in a field that is needed by agents, and all of my hard work and long hours mean something to my agent clients.

With all the negativity surrounding the economy, how do you maintain your attitude and stay in the game regarding your real estate career?

I just wake up and do my job EVERY DAY. Doesn't matter if I have 60 contracts or 10. There is still work to be done, and we all know real estate is a predictable cycle.

What are you most proud of in your career, or life in general?

Well, next to my two daughters, this business has been a huge accomplishment for me. It started from scratch, as a side gig for some extra income when I was in real estate

sales. At the time, I was leaving a team to go solo again, and I was broke. I had a two-year-old toddler I could not afford to put in full-time daycare. I needed to work from home for at least half of the day. No one knew what a TC was or what they did at the time. Fast forward 5 years later and more nights and weekends than I can count, it has grown into a full-time business, at times employing multiple people. I am proud to know I am making a difference in the lives of my agents, and they appreciate it!

If not real estate, what career would you choose?

Interior design

What is your best advice to new agents, or anyone currently in this business?

Stay in the business, even if it is your secondary job. Do the work, every day. It will pay off.

You can recommend one book to real estate agents? What is it?

Profit First

Are you involved in any charities or non-profits? If so, which ones?

Magic Happens Rabbit Rescue and BR Friends of the Animals

What does Free Time mean to you?

What free time? Lol. To me, free time is time for me...working out, shopping, gardening, traveling with my family, or just relaxing.

What are you most excited about for 2024?

Growing my business, adding more agents, closing more transactions, and creating additional services for agents. I also have not had a vacation in two years. I am looking forward to planning one in 2024!

FUN QUESTION. You're stranded on a deserted island and can only have one food, one social media app and one luxury item. What will it be?

Peanut butter, Instagram, and my bed



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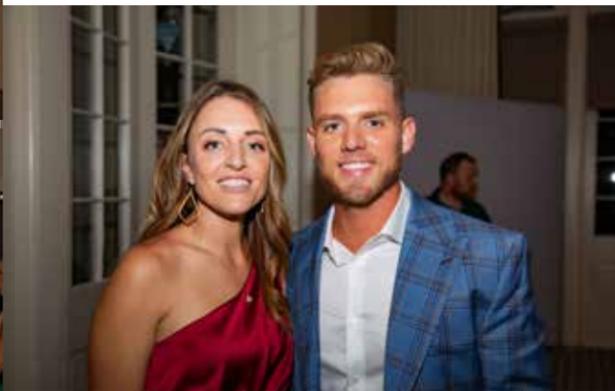
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