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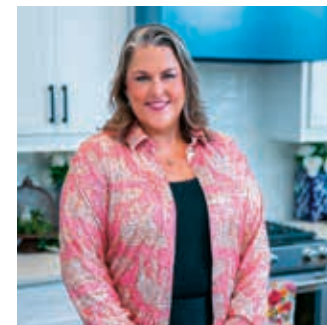
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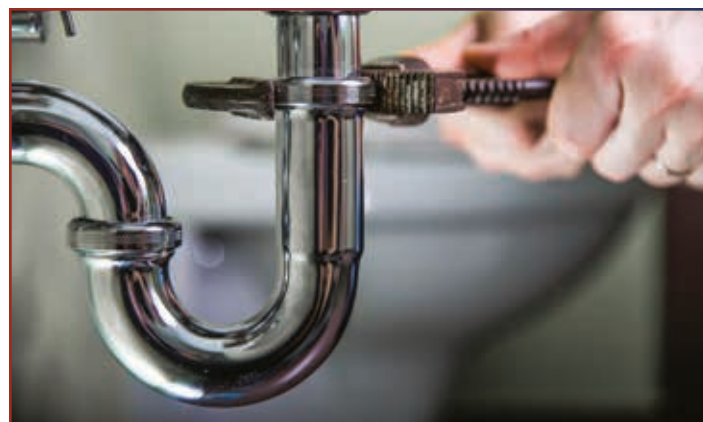
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Merry Christmas and Happy New Year!

We had a great time kicking off the Holiday Season with our Social Night on November 30th at Table 100! There was a big turnout of REALTORS® and our ad partners. We love seeing everyone together, networking and having a good time. That's what we are all about! Also, A HUGE Thank You to our Sponsors for helping make this night happen!

December is a busy time for everyone in the real estate industry and at home. We hope that your year ends on a high note both professionally and personally. And we look forward to a new year - 2024!!

Take time to rest and enjoy the holiday season!

And an angel of the Lord suddenly stood before them, and the glory of the Lord shone around them, and they were terribly frightened. But the angel said to them, "Do not be afraid; for behold, I bring you good news of great joy which will be for all the people; for today in the city of David there has been born for you a Savior, who is Christ the Lord." Luke 2:9-11

From the whole staff of *Central Mississippi Real Producers*, we wish you a Very Merry Christmas and a Happy New Year.

Dees



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- Dec. 2 Darrick Carson
- Dec. 3 Jim Engle
- Dec. 4 Christy Coleman
- Dec. 6 Wes Tankersley
- Dec. 9 Steve Kennedy
- Dec. 18 Emily Jenkins
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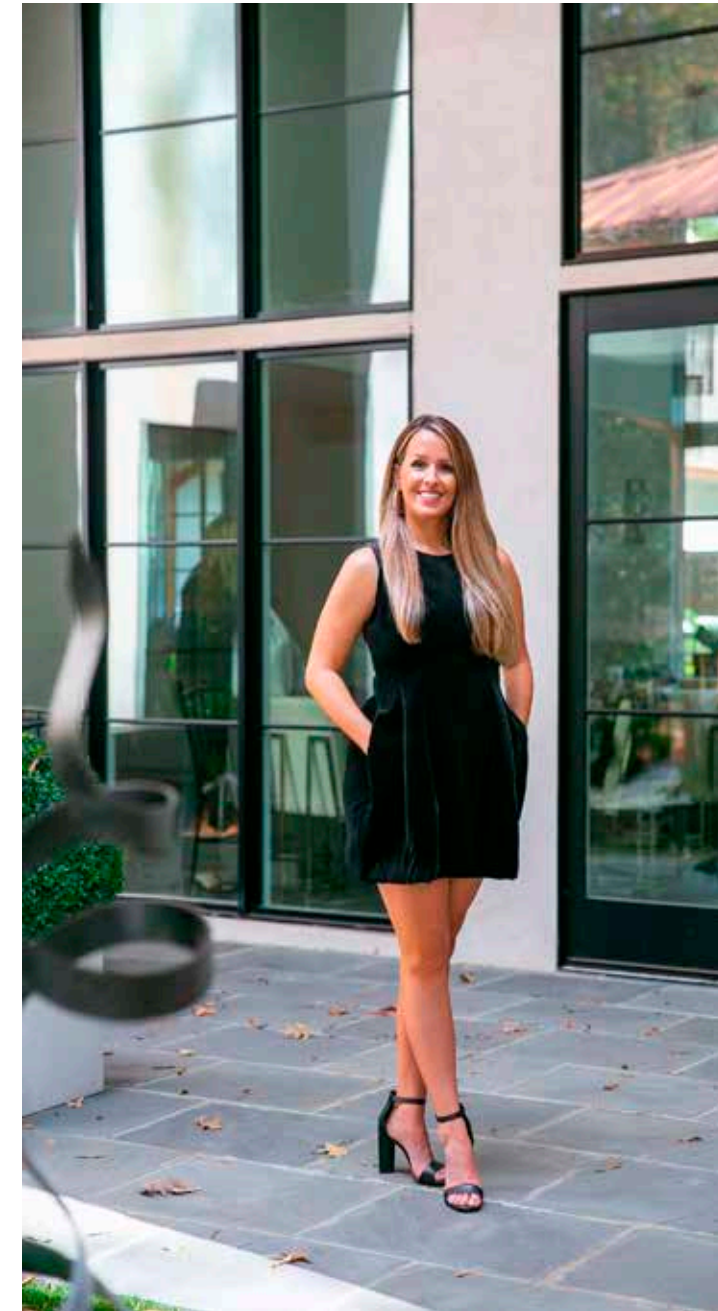
Haley

Jessie

HALEY PROPERTIES



TEAM WORK MAKES THE DREAM WORK



Jessie Haley's journey into real estate was a leap born out of passion and perseverance. Initially drawn to nursing after graduating high school at Madison Central, Jessie eventually redirected her focus to real estate after discovering her innate love for homes and an affinity for connecting with people.

With roots in Madison, Jessie's deep ties to the community along with a supportive nudge from her husband, Michael, led her to the world of real estate, where her sociable nature found its perfect match. She began her real estate career in 2014 when she got her license and joined Godfrey and Ivey in Clinton before moving to Keller Williams where she was a top producer.



We have one agent who is an interior designer and worked for the state board of contractors for 15 years. Two of our agents are adept in graphic design and social media. One of our agents has over twenty years in teaching. And three of our agents come from a long line of construction and development work.

Our agents go the extra mile.



A pivotal moment for Jessie was when she earned her broker's license in 2019. She fearlessly and confidently opened her own brokerage in Madison, Haley Properties, in March 2022. Emphasizing foundational principles that underpin her success, Jessie attributes her achievements to a trifecta of factors: a robust network, unwavering consistency in follow-up, and a flexible scheduling approach that prioritizes clients' needs.

What started as a one-woman show soon blossomed into a company that now has six agents. Jessie's approach is not just managing her agents but nurturing their growth. Her focus on mentorship stems from her love of teaching and guiding others to be well-informed professionals.





For Jessie, the chaos of juggling work and family is a cherished testament to a life filled with purpose and joy.

The brokerage encompasses the expertise of JJ Fariior, Robin Torrence, Kate Hilliard, Meagan Torrence, Madison Brock-Berry, and Bree Acker, all of whom are instrumental in furthering Haley Properties' commitment to exceptional service and client satisfaction. "Different people here have different talents to bring to the table," says Jessie. "We have one agent who is an interior designer and worked for the state board of contractors for 15 years. Two of our agents are adept in graphic design and social media. One of our agents has over twenty years in teaching. And three of our agents come from a long line of construction and development work. All of this works together to create a strong staple brokerage in the Madison area."

"Our agents go the extra mile to ensure customer satisfaction," says Jessie. "They work to demystify the home buying process, including outlining financial expectations and ensuring a stress-free experience."

Jessie's pride in the growth of Madison the City is reflected in her involvement with three significant developments and her collaboration with both builders and developers. Her brokerage, housed in the historic district of Madison, not only caters to clients but actively engages in community development through her membership in local Chambers of Commerce and economic development groups.

Balancing a thriving career with family life, Jessie and Michael celebrate their upcoming seventh anniversary with their two young children Cannon and Brinley. For Jessie, the chaos of juggling work and family is a cherished testament to a life filled with purpose and joy.

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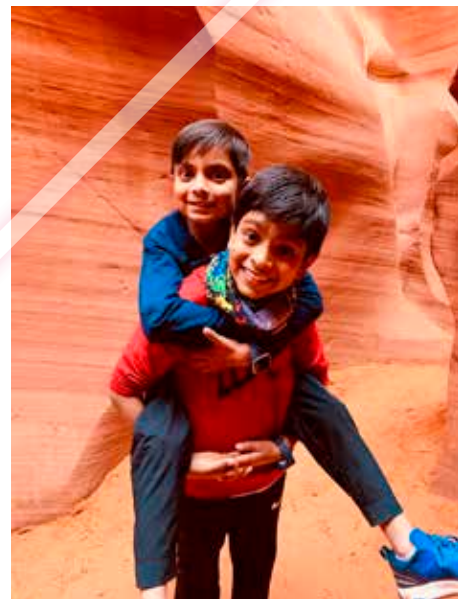
Manisha Patel Believes in Community Over Competition

“It’s all about cultivating relationships and building rapport,” says Manisha Patel, highlighting one of the key aspects she enjoys most about being a Realtor®. The connections, the people and the memories associated with someone’s most significant purchase are what resonate with her. She explains, “The knowledge and support from industry peers, especially during my first year, have proven invaluable in navigating many of my transactions. It’s all about community over competition.”

Manisha, originally from Hamilton, Ontario, relocated to Oklahoma at the age of five. Growing up in the small town of El Reno just west of Oklahoma City, she graduated from The University of Oklahoma with a Bachelor’s in Public Relations and Sociology, placing emphasis on business. Immersed in the hotel business from an early age, helping her parents and learning to multitask, she was inspired by their ability to handle various responsibilities, instilling in her the drive to achieve more.

Fast forward to 2009, Manisha moved to Mississippi after marrying her husband, Mike, who is the co-managing principal of Wealth Hospitality Group. Before taking a leap of faith into real estate, she served as the General Manager of the family’s hotel in Clinton for a decade. She then transitioned into a management role overseeing several properties, acting as a liaison between the ownership and management group





in their corporate offices until 2020. With workplace dynamics evolving, she decided to explore her passion, leading her to real estate.

Reflecting on the challenges of 2020, she recalls, "I took the online course and studied on my own, which took longer than expected.

Eventually, I enrolled in the Zoom two-week course in 2021 and obtained my license in October 2021." Manisha began with W Real Estate, making a significant impact before switching to EXIT New Door Realty in December 2022. From year one to year two, she tripled the number of units sold and sales volume. In her first year she made a brief appearance on *Belle Collective*, a show on the OWN Network. She says, "They featured a short clip in one of my Bridgewater listings last year and it was so exciting seeing the behind-the-scenes action take place."

"In the brief time I've been in real estate, I feel like I've discovered my calling, and

this is what I'm passionate about. It's not just about transactions, and I never try to pressure my clients. It's genuinely about ensuring my clients are happy and fostering relationships throughout the transaction that evolve into lasting friendships. Most of my business has come from referrals and I am thankful for that."

Manisha and Mike are parents to two children, Milan (11) and Myles (9), who both attend St. Andrew's Episcopal School. Managing their active schedules keeps the couple busy throughout the week. Manisha says, "Both of my boys have huge personalities and I often tell them I can't wait to see the mountains they will move one day." The family shares a love for travel, and Manisha

has set a goal to run in all 50 states, turning it into a family affair as her husband has started running the half marathons with her. She adds, "So far, I've completed four full marathons and over 35 half marathons in 23 states. The boys are most excited about Hawaii and Alaska, but I'm saving those for several years down the road so the boys can participate in the half marathons with us." Their most recent trip took them to Nebraska.

Manisha actively contributes to the Jackson community through various organizations she is a part of, including The Junior League of Jackson, The American Cancer Society, Diabetes Foundation of Mississippi, Make-A-Wish of Mississippi, and The Children's Museum of Mississippi.



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TIMOTHY WHITE

T & K ELECTRIC



▶ partner spotlight

Written by Susan Marquez
Photos by Dave Vowell

TIMOTHY WHITE, THE PLANT-BASED ELECTRICIAN

When a health issue threatened Timothy White, he took action. “In 2015 I went to the eye doctor, which led to a visit with my primary care physician, and I learned I had high blood pressure.” The father of three knew he wanted to do better, so he decided to eat plant-based food for thirty days. “The results were amazing,” he says. “I felt better and my blood pressure went down.” So he decided to stick with the plant-based way of eating.

When Timothy makes up his mind to do something, he puts everything he has into it. A graduate of Jim Hill High School in Jackson, Tim attended Hinds Community College. He wasn’t sure what he wanted to do in life, but a conversation with his grandmother helped him make a decision.



“My father had a sheetrock business, and from the time I was twelve years old, I would go on jobs with him. I took notice of the electricians and what they did early on, and it fascinated me. One day my grandmother told me there were no electricians in our family, so that’s what I should do.”

And that’s exactly what Timothy did, graduating from Hinds in 2001 and going to work for Adco Electric. “I went through their apprentice program and got my journeyman’s license. I began running crews and managing job sites.”

In 2013, Timothy got a call from Hinds asking if he could teach a night class. “In 2013, I taught one class, in 2014 I taught two classes, and by 2015, I quit my job at Adco and began teaching full time.” That same year Timothy got his Master Electrician license.

“I also helped with workforce development training at Hinds, particularly, OSHA training. I worked with several companies, including Continental Tire in Clinton, doing their OSHA training for new employees. I also did a lot of leadership training.”

When the Covid pandemic hit in 2020, a lot changed with the teaching job. “It was difficult to teach on Zoom, and during that time my phone was ringing off the hook with people wanting me to do work for them.” He left Hinds in 2021 and started T and K Electric Company, named after



Timothy and his wife, Kim. “We have been together since the ninth grade,” Timothy says. “Kim is a huge help to the business. She does the scheduling, keeps up with the crews, and she does payroll and other paperwork.”

While Timothy got plenty of experience working on commercial jobs while at Adco, he says he prefers doing residential jobs. “I started off doing a lot of work with real estate investors. When they had inspections done, I corrected problems for them.” The company also does light commercial work. But the goal was to get into new home construction. “I much prefer doing electrical on a new build than



a remodel.” He has been doing a lot of that recently, particularly in Rolling Fork, where the town is starting to rebuild after a devastating tornado last March.

Timothy has also been working with Realtors®. “There is one in particular that I met at a Real Producers networking event. We exchanged cards and I’ve been doing work for her ever since.”

Kim and Timothy have three children. Timothy Junior is 13 years old; daughter Zion is 10 years old, and seven-year-old Josiah brings up the rear. All three attend Christ Covenant School on Pear Orchard Road in Ridgeland. They are the reason Timothy decided to start his own company. “I wanted to spend more time with my children.” Timothy is already taking his oldest son with him on jobs.

The family loves to take trips, whether it’s for the weekend, spring break, or a summer vacation. “We just like to experience different places together.” They also enjoy going to movies and out to eat. “I also like going fishing with my boys.”

Timothy also has a passion for gardening. “When we went plant-based, I wanted to eat the cleanest, healthiest produce possible, so I began to grow my own.” That has expanded to a learning garden at Blackburn Middle School a collaborative project with Jackson State University. Timothy has even presented health seminars at local churches because he knows that eating plant-based is a healthy lifestyle. “A lot of folks call me the Plant-Based Electrician.”



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Jill Gordon

JILL GORDON IS A LEGACY IN REAL ESTATE

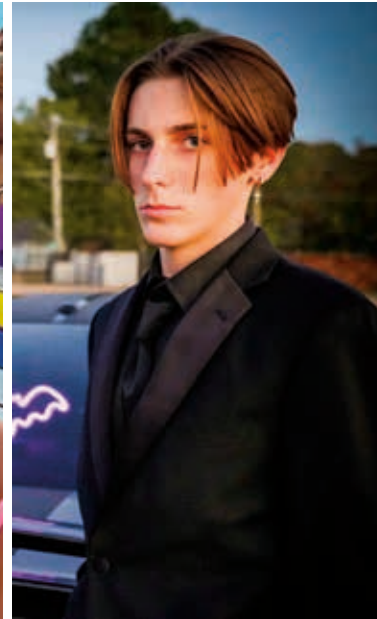
Born and raised in a family with a deep-rooted love for real estate, Jill's journey began at a young age. Some of her earliest childhood memories include going to work in the 70s with her grandmother, Loraine Hearron, a Realtor® who charted new territory for herself in the 1950s. "She was a secretary at a firm in Meridian, Mississippi and when she asked to be an investor and a partner, she was rejected, so she set out to do it on her own," explains Jill. "By the 1960s, she did just that and became a broker for Century 21. By the 1970s, she continued to break barriers and built her own dream home." Although her grandmother died when Jill was just seven years old, she remembers accompanying her to her brokerage and using the "bottle thingy" to wet the envelopes for real estate mailouts. She also was able to witness her grandmother serve the community as a hostess for events at the country club and in her beautiful home. While Jill was "playing office" in a cherished time of her girlhood, she was also getting a lesson about women in business.

Jill was raised in Rankin County and graduated from Brandon High School before going to college at Southern Miss. "I was so shy in college, but I wanted to be a teacher. I ended up changing my major to communications to help me overcome my shyness. It worked and I learned how to effectively communicate and present my ideas in a professional way. I learned to cope and overcome my shyness."

For over 20 years, Jill had a successful career in banking, where she worked steadily in the world of financial services and investments. She left that career to exercise her creative side in a marketing role for the Mississippi State Medical Association. "I learned so much there, including graphic design, content creation, and creating statewide ad and marketing campaigns. I also hosted events for the Association and hobnobbed with elected officials."

In time, Jill was ready to apply her new expertise and honed skillset into something new. Nervous about leaping into real estate, she did just that. She left her job on a Friday and began real estate school on Monday. "I was afraid to walk away from a steady salary, but I decided if I was going to do it, I would go all in." She got her license in February 2019 and earned her first listing within a week. "Then... boom! Covid hit," Jill recalls. "But I was all in,





and I decided to take the risk. I capped my first year and every year since. I think it was because there was no room for failure.”

Jill says she learned as much as she could as fast as she could. “I love to learn, and I am committed to a path of self-mastery.” That once-shy teenager became “a relationship person.” She learned the power of mentoring when she was in banking. “I had a mentor who taught me relationship banking. That clicked with me because I care about people. I love to help others.” Jill describes herself as a leader. “I don’t mind taking direction, but I can also take charge. And I have operated as a businesswoman with the advice I was given: *if you do the right thing by the client the right results will follow.*”



Jill began her real estate career at a smaller brokerage but found her “tribe” at Keller Williams over two years ago. “I am an entrepreneur in every sense of the word and Keller Williams aligns so well for me. There are 150 agents here and I can learn something from them every day. Real estate is so much more than just buying and selling houses - I see the big picture of real estate.” Jill recognizes it’s a multi-faceted career that creates passive income, investment opportunities, and leverage through an extensive worldwide referral network. This benefits not only herself but also positions her to mentor to motivate others and enable her clients to build generational wealth.

To hear Jill talk about her family is to give witness to that same enthusiasm woven throughout her professional life. “I have a 16-year-old son, Jase, whom I adore. He attends Northwest



Rankin, and we recently went to Mexico on vacation. It was so much fun to take a teenager to Mexico.” Jill says Jase grew up listening to her talking on the phone, which is normal for someone in real estate. “Because of that, he has great negotiating skills.” Jill is very active in her son’s life, encouraging him to explore his interests to find his passion.

Jill says her mother is also her role model and someone she deeply admires. For years she watched her mom succeed with a career in the banking industry. “She was a socialite and a great person to have in my corner.” True to her mother’s legacy, Jill is energetic and passionate. Naturally, Jill jumped at the opportunity when her Broker, Phil Landers, and Team Leader & CEO Darryl Pieroni, approached her about coaching other

agents to lead successful real estate careers. “It’s like I have come full circle. The skills I have learned in every role throughout my life have perfectly positioned me to be a high-performing, results-oriented, driven, and highly successful Realtor®.”

Helping families find their dream homes or sell their homes is what brings Jill the most joy professionally. She has dedicated herself to listening, learning, helping, and being available. Her dedication has led to her being recognized as a Keller Williams’ Multimillion Dollar Producer year over year. She has received the 2022 Marketing Excellence Award and the Agents Choice Award. Jill also serves on the 2023 and 2024 Agent Leadership Council for Keller Williams, as well as serving as a member of the Executive Leadership Team.

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