

MEMPHIS

REAL PROFESSIONALS

CONNECTING PEOPLE. CHANGING THE WORLD.



CELEBRATING LEADERS

Frances Anderson

RISING STAR

Kevin Gates

POWERFUL PARTNERSHIPS

Cheryl Rogers & John Brawner

PARTNER SPOTLIGHT

Rees Hodges with Hodges Law Firm

FEBRUARY 2023

I Love My Agents!

As a former Keller Williams Real Estate Professional, Christy Hunt knows you want to work with a Title Company and Closing Attorney who you know and trust.

**Supporting the best agents in the business,
Saddle Creek Title LOVES being the resource for AGENTS!**



SADDLE CREEK
TITLE

The Mid-South's leader in client-focused, innovative closing solutions.

CHRISTY HUNT
Manager, Business Relations

Saddle Creek Title, LLC
756 Ridge Lake Blvd., Suite 120
Memphis, TN 38120

Phone: (901) 753-1600
Cell Phone: (901) 282-7222



7511 CAPITAL DR.
GERMANTOWN, TN 38138

(901) 701 - 1339

The Reasons

THE AREA'S TOP REALTORS HAVE MADE THE SWITCH TO
THE KARLTON GOVAN TEAM

”

As a REALTOR, it's important to have a lender on your team who enhances the client experience. Karlton always exhibits the highest level of professionalism, expedient service, communication and most of all, smooth on-time closings!! He is a God-send. It's a great feeling working with a lender who cares as much for clients as I do.

- Tina J.

The Karlton Govan Team was a pleasure to work with. Karlton was extremely helpful and responsive throughout the entire transaction. His level of professionalism and persistence is hard to come by these days. I highly recommend that you use his services if you are looking to purchase or refinance your home!!!

- Raychel D.

“

Fast TURN TIMES

DECISIONS MADE *locally*

In - House UNDERWRITING

CUSTOMER SERVICE
NO ONE CAN MATCH



[GoWithGovan.com](https://www.gowithgovan.com)

KARLTON E. GOVAN
BRANCH MANAGER NMLS#652305

 THE KARLTON GOVAN LENDING TEAM
LEGACYMORTGAGE

© 2022 Legacy Home Loans, LLC . NMLS
ID#133739 (www.nmlsconsumeraccess.org)
TERMS AND CONDITIONS APPLY



Stena Services LLC

Have a punch list of required repairs prior to selling or buying a home?

All-in-one repairs, remodeling, and electrical provider focused on delivering exceptional service




Refer Stena Services LLC!

Mon - Fri: 8:00am to 6:00pm
Sat: 9:00am to 1:00pm

stenaservicesllc.com • 901-238-4689
stenaservicesllc@gmail.com

Follow us on Facebook: @Stenallc



PORTRAITS • BUSINESS • LIFE
SPORTS PHOTOGRAPHY
CELEBRATIONS • PETS • FAMILY

TS Photography

901-482-8027 • tsimpsonphotos@gmail.com



Only 9% of people can name their Realtor after 6 years. Put a system in place today to brand your name with clients forever!

Brand yourself with an item of value

GIVE CUTCO!

- Never Consumed / Used Daily, Forever
- High Quality & Guaranteed Forever
- Engraved with your info
- 100% Tax Deductible as Marketing
- Increase top of Mind & Client Retention

Please call me today to set up a zoom gift consult and get a FREE piece of Cutco



Contact Ben to get your Gift System in Place

(318) 364-7046
Ben@thegratusgroup.com
MyCutcoRep.com/BenCunningham

SHARP RETENTION LONG TERM MARKETING TOOLS

HL HODGES

LAW FIRM, PLLC

Expect professionalism.

Lincoln Hodges, Attorney at Law
lhodges@gohodgeslaw.com

L. Rees Hodges, Attorney at Law
rhodges@gohodgeslaw.com

2294 S. Germantown Road • Germantown, TN 38138
P: 901.754.6440 • www.gohodgeslaw.com

PRACTICE IN TENNESSEE AND MISSISSIPPI

With over 17 years of mortgage lending experience, Bob Zacher is committed to finding the right program to meet each customer's financial needs.

Apply Online at FirstCNB.com




Bob Zacher
AVP & Mortgage Loan Originator

BZacher@FirstCNB.com
Member FDIC 901-489-1217
NMLS #137172



GUARDIAN TITLE

REALTORS® enjoy:

- Full service on every transaction
- Online or App-based Net Sheet Calculator and Closing Costs Estimator
- Timely and accurate title commitments
- Superior communication
- Knowledgeable and professional staff
- Contract upload capability, email, or drop off

PRECISE NUMBERS PRECISELY WHEN YOU NEED THEM!

Create custom Seller Net Sheets, Buyer Estimates and Refinance Estimates online or in print with our quote calculator. Then easily submit your order with just one click!



662-262-1800 | guardiantitle.net | office@guardiantitle.net

6080 Getwell Road | Suite 300 | Southaven, MS 38672



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

CLEANING: RESIDENTIAL & COMMERCIAL

Holmes Clutch Cleaning, LLC
Gary Holmes
(901) 864-1239

CLOSING - TITLE & ESCROW

EDCO Title & Closing Co
Carrie Lacher
(901) 558-6299

Guardian Title, LLC
Jason Lashlee
(662) 262-1800

Harkavy Shainberg
Kaplan PLC
Jeremiah McGuire
(901) 494-1622

Hodges Law Firm, PLLC
Rees Hodges
(901) 238-8960

Home Surety Title & Escrow, LLC
Jeff McEvoy
(901) 737-2100

Saddle Creek Title
Christy Hunt
(901) 753-1600

CLOSING ATTORNEY

Guardian Title, LLC
Jason Lashlee
(662) 262-1800

CLOSING GIFTS

Cutco Closing Gifts
Ben Cunningham
(318) 364-7046

ESTATE SALES

Blue Moon Estate Sales
Rick Blanton
(901) 331-1887
www.bluemoonestatesales.com/memphis/

FINANCIAL ADVISOR

First Command
Financial Services
Mark Louderback
(901) 385-3110

GRANITE, MARBLE, & QUARTZ

D & H Designs
David Salazar
(404) 556-5710

HARDWOOD FLOORING

Bonafide Flooring
Solutions, Inc.
Daniel Gardeazabal
(901) 331-8809

HOME INSPECTION

HomeTeam
Inspection Service
Brandon Thompson
(901) 562-0988

National Property Inspection
Derek Groves
(901) 497-0943

Wilson Home Inspections
Colin Wilson
(901) 461-9417

HOME RENOVATION

Stena Services, LLC
Jackie Stena
(901) 238-4689

HOME WARRANTY

First American
Home Warranty
Seth Lacher
(901) 282-6273

HVAC SERVICES

Brimhall Maintenance
Services, LLC
Matt Brimhall
(901) 550-4845

Crowe Services-HVAC
(901) 413-5361
www.crowehvac.com

INSURANCE

Farmers Insurance
Mathew Fields
(901) 250-3680

State Farm Insurance -
Joe A. Sarrio
(901) 853-0831

INSURANCE: AUTO/HOME/LIFE

Lovelace Allstate Insurance
Rod Lovelace
(901) 853-5442

LANDSCAPING & LAWN MAINTENANCE

Grizzly Lawn and
Maintenance
Jesse Brawner
(901) 297-2469

Roper Lawn & Landscape
Jordan Roper
(901) 290-8165

MORTGAGE LENDER

Cardinal Financial
Ashley Koon
(901) 277-7982

CrossCountry Mortgage
Phillip Hankins
(901) 826-5068

Evolve Bank & Trust
Ryan Guess
(901) 461-7215

First Citizens National Bank
Bob Zacher
(901) 489-1217

Orion Financial Credit Union
Courtney Griesenhauer
(702) 885-5083

Stockton Mortgage
(901) 431-6010
www.stockton.com

Stockton Mortgage
John Brawner
(901) 832-5519

Supreme Lending
Shelley Dunn
(901) 870-1107
www.shelleydunn.com

The Home Loan Expert
Karlton E Govan
(901) 233-1243
TheKarltonGovanTeam.com

MOVING & RELOCATION SPECIALIST

Armstrong Relocation
Tom Allmon
(901) 848-0863

Black Tie Moving
Scott Caulk
(901) 218-5358

MOVING, STORAGE & RELOCATION

Big League Movers
(901) 881-5581

NEW HOME BUILDERS

Skylake Construction
Lynda Edwards
1361 Nesbit Dr
Nesbit, TN 38651
(662) 429-9900

ORGANIZING SERVICES

Trazo
(901) 257-9484
www.trazo-design.com

PHOTOGRAPHY:FAMILY/HS SENIORS/HEADSHOTS

Faydra Foster Photography
(901) 413-2028

PLUMBING AND REMODELING

Lovelace Plumbing
Chad Lovelace
(901) 331-5490

PROPERTY MGT & CASH HOME BUYER/INVESTOR

Foundation Property
Management, LLC
James Wachob
(901) 633-2331
ibuyyourhouse.com

REAL ESTATE PHOTOGRAPHY/VIDEOS

Lensman Real Estate Photography
Michael Berry
(972) 814-1937

Pic This House
Keenan Greer
(901) 230-7733

Mortgage Lending Done Right

"I love the idea of being able to guide someone along the path of homeownership. The best part of my job is helping families realize their dream of owning a home. I'm always available for my clients so please contact me anytime."



CARDINAL
FINANCIAL COMPANY LIMITED PARTNERSHIP, NMLS 66247

Ashley Koon Edwards

Cardinal Financial Company, Limited Partnership
Producing Branch Manager, NMLS #723341

901-277-7982 ashley.koon@cardinalfinancial.com

TABLE OF CONTENTS

 <p>06 Preferred Partners</p>	 <p>09 Meet the Memphis Real Producers Team</p>	 <p>11 Publisher's Note</p>
 <p>14 Partner Spotlight: Rees Hodges with Hodges Law Firm</p>	 <p>20 Rising Star: Kevin Gates</p>	 <p>26 Nominations/Recommendations!</p>
 <p>29 Follow Us!</p>	 <p>30 Powerful Partnerships: Cheryl Rogers & John Brawne</p>	 <p>38 Celebrating Leaders: Frances Anderson</p>

MEET THE MEMPHIS REAL PRODUCERS TEAM



Jeff White
Publisher



Ashley Streight
Content Coordinator



Molly Cobane
Ad Manager



Cassie Teeter
Writer



Christina See
Writer



Faydra Foster
Photographer



Michael Berry
Photographer



Matt Nelson
Photographer



Tracey Simpson
Photographer



If you are interested in contributing or nominating REALTORS® for certain stories, please email us at Jeff.White@RealProducersMag.com

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



Pay only for the protection you want.

Finding the right home can be a lot of work, but adding the right coverage is easy with Allstate House & Home™ Insurance. I can help you customize a policy for your home and **save an extra 10%** for signing up now.

Plus, when you bundle your home and auto policies, you can save even more. Call me or stop by my office for a free quote!



Rod Lovelace
901-853-5442
Collerville and Memphis Locations
rodlovelace@allstate.com
allstate.com/rodlovelace



Proudly protecting our community for over 20 years.

You found the one. Now protect it.

Coverage, discounts and features are subject to terms, conditions and availability. 10% discount applies to premium for major perils. Savings vary. Allstate Vehicle and Property Insurance Co., Allstate Property and Casualty Insurance Co. © 2015 Allstate Insurance Co.

Helping your clients have an *easy, personalized* mortgage experience.



PHILLIP HANKINS
Originating Branch Manager
NMLS104705
M 901.826.5068
crosscountrymortgage.com/Phillip-Hankins





CrossCountry Mortgage, LLC | 6263 Poplar Ave, Suite 430 Memphis, TN, 38119 | NMLS1973132 For professional real estate use only. Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. NMLS3029 (www.nmlsconsumeraccess.org).

FINANCING YOUR BIGGEST DREAMS



HOME LOANS

TIME TO SETTLE IN

ORIONFCU.COM

Orion
REDEFINING BANKING

▶▶ publisher's note

POWERFUL PARTNERSHIPS

WHAT DOES YOUR HEADSHOT SAY ABOUT YOU?

Faydra Foster
PHOTOGRAPHY

APPROACHABLE

CONFIDENT

POWERFUL

Give Memphis' Premier Real Estate Branding Photographer a call today to schedule your next photo session!
(901) 413-2028

@faydrafosterphotography

This year at *Memphis Real Producers*, our theme is POWERFUL PARTNERSHIPS, and I am on a mission to discover and learn why individuals choose to partner together in business. As we all know, real estate is a very interdependent industry. In any given transaction, there are countless stakeholders involved: lender, home inspector, closing attorney, title company, termite inspector, not to mention a whole host of potential trade vendors such as roofers, flooring, HVAC, carpet cleaners, etc.

So here is a genuine question: What makes you want to do business with an affiliate vendor? What makes you continue to do business with them? Knowing affiliate vendors are an important and necessary part of your business, how do you want to be approached by a vendor who feels they have something to offer to you and your success?

Part of our mission at Real Producers is to CONNECT top REALTORS® with top BUSINESSES. My guess is most top REALTORS® understand the symbiotic nature of our business and are open to building new relationships that will result in powerful partnerships. I would love to hear your thoughts! We love hearing from you! Email me at jeff.white@realproducersmag.com.



Financial Service Specialist



Mathew Fields, CLCS
Insurance and Financial | Services Agent
Fields Agency, LLC

2024 Exeter Rd. Ste 2
Germantown, TN 38138
(901) 250-3680
rfields@farmersagent.com





GET EVOLVED.

EVOLVE

bank & trust

“Ryan is a great communicator and took his time to explain details for the closing. As a first-time investor, this was important and he made himself available for any question I had. Very professional and had a great experience.”

“Ryan and his team kept me informed every step of the way. Made my first home buying experience very smooth!!”

Ryan Guess | NMLS #70442
Senior Home Loan Advisor & Strategic Growth Manager

901.461.7215 | rguess@getevolved.com
855 Ridge Lake Blvd, Suite 210 | Memphis, TN 38120

www.GetEvolved.com



GET A GUARANTEED OFFER ON YOUR HOUSE!



James Wachob

Dear Realtor Friends,

Do you have a listing that needs to be sold AS-IS or quickly? James will make a cash offer to buy any house in the Memphis area! We love working with our fellow Realtors!

- AS-IS no repairs necessary
- Close fast with cash
- Tenant occupied or vacant
- Seller's Agent keeps both sides of the commission
- Fire-damaged properties
- Vacant lots - we are home builders
- Large package deals
- Foundation Failure

We buy tenanted properties!

Do you have a client who is ready to sell their rental properties?

CALL: (901)-509-9889

Lovelace PLUMBING



TRUSTED. QUALITY WORK. FAIR PRICING.

EXCELLENT CUSTOMER SERVICE.

Lovelace plumbing specializes in all aspects of residential plumbing as well as service in both residential and commercial.

Chad Lovelace, Owner
(901) 331-5490
clovelace24@icloud.com



Foundation Property Management, LLC 8520 Macon Road Cordova, TN 38018
Licensed in TN (294924) & MS (B-0004)

REES HODGES

with Hodges Law Firm

POSITIVE RESULTS

Rees Hodges, born and raised in Germantown, TN, graduated in 2006 from Mississippi State University with a Bachelor of Business Administration in banking and finance before attending Mississippi College School of Law. After graduation from law school in 2009, Rees began his career as a closing attorney where he is now a partner at Hodges Law Firm, PLLC, a firm that serves both Mississippi and Tennessee with more than 50 years of combined experience tailored to fit the specific needs of each client.

For Rees, a career in real estate came almost as if by default. His grandfather and father traveled down the same path and, after watching his father run a successful real estate business, Rees knew that he wanted to follow in his footsteps. His father, Lincoln Hodges, became his mentor.

“It’s nice to have a family member to ask your questions to. There’s a sense of trust that you have with someone you’re related to. Sometimes you have to bite your tongue with family, but you know you’re with someone who genuinely cares about you, your interests and your family. Other people care too, of course, but in a different way than a parent does.”

Rees has been working with his father at Hodges Law Firm since his start. He has been there for 13 years, which is fitting since it’s his lucky number. The firm supports Youth Villages, the Memphis Area Association of REALTORS®, the Multi-Million Dollar Club, the Mortgage Bankers

Association of Memphis and, of course, Real Producers. They have been named a Leading Title Agency by Chicago Title Insurance Company for the past seven years. Hodges Law Firm is also one of our preferred partners here at Real Producers, and for good reason!

“We have the best team. I receive compliments about our staff more than I don’t. It happens all the time. Everybody who works here is so responsive and easy to get along with. We always answer the phone; no auto-attendants here! Everyone’s time is valuable, and when you have a question, we have an answer. Working with my staff is my home away from home.”

At Hodges Law Firm, you don’t have to be one of the Hodges to feel like you’re family.

REALTORS® and clients leave knowing that they have been heard and their time has been prioritized.

Located in a quaint house in the historic district of Germantown, clients and agents feel right at home as soon as they walk through the door. Hodges Law Firm is known for top-tier customer service and hospitality because their staff is genuine, friendly and down to earth. Their team prides itself on the quality of work and the ability to make closings fun!

“I enjoy working with people,” says Rees. “I love working with happy people and making people happy. When asked why I do real estate, I always answer that people are generally unhappy when they have to see an attorney, yet, when they come to a closing to buy or sell their house, they’re happy! This is one of the only areas of law where your clients are genuinely happy to see you. Meeting new people from all walks of life on a daily basis and hearing their stories never gets old.”

Outside of business, he prioritizes his family. He and his wife, Kati,

...

“

Everyone’s time is valuable, and when you have a question, we have an answer. Working with my staff is my home away from home.

”





Photo by Kelly Day



Photo by Kelly Day

...

have four children: Warner, Henry, Hudson and Andrew. With four boys, the Hodges family is always moving! Rees always makes time for family events while balancing his professional endeavors. There is no hard and fast rule to the perfect work-life balance, but Rees is always available and encourages everyone to ask any questions they might have whenever they arise.

“I try not to complain, but instead work harder. I’ve had to learn how to juggle. I very quickly went from

being a new attorney to being married with four kids, all while running a successful closing business. It felt like it happened overnight. I don’t consider that an obstacle; I consider it a blessing. I have a very demanding career, but I love it and take things one day at a time.”

Success to Rees is less a measure of money and more about the ability to take care of those who depend on him, whether that is his family, REALTORS® or clients. He also values the practice of humility, which can be difficult at times.

Ultimately no matter where you are in your journey, you must never forget where you came from.

“There will be times when you are so overwhelmed you will wonder why you chose this career. So many things will happen all at once. Don’t let being overwhelmed discourage you. Things will always calm down.”

In his free time, Rees loves to be around water and his family. Vacations on a boat, at the beach or on the lake are common in his family.

They also love to snow ski, which Rees says is still a water sport even though the water is frozen!

Hodges Law Firm may be located in a historic old house, but the team is what makes it feel like home. Team members like Rees Hodges know how to treat REALTORS® and clients just like their own families. With such a demanding career, balance is key. Rees has used that skill to open many doors since becoming an attorney, so stay tuned this year, because 2023 is going to be a good one!



T R A Z O
—
ORGANIZED
DESIGN

Organize • Closet Design
Move Management
Pack + Unpack

(901) 257-9484 • trazo-design.com • trazodesign

HC²
HOLMES CLUTCH CLEANING
WHERE QUALITY COMES FIRST

Where Quality Comes First!

Contact us for a complimentary quote!

Commercial & Residential Services
Move-Ins/Outs | Floor Services | Upholstery Cleaning
COVID Defogging | Window Cleaning & More!

Gary Holmes Jr. - Owner
901-864-1239
holmesclutchcleaning@gmail.com
HolmesClutchCleaning.com
 @holmesclutch

ARMSTRONG RELOCATION & COMPANIES

65 YEARS

Keeping Memphis Moving Since 1957

Tom Allmon
901.848.0863
tallmon@goarmstrong.com
memphis.armstrongrelocation.com

Agent for **United**

CROWE SERVICES

Count on us to keep your clients comfortable!

We will donate \$100 for each residential HVAC installation completed to St. Jude Children's Research Hospital® to support its mission: Finding cures. Saving children.®

Proud Partner

CroweHVAC.com | 901-413-5361 | info@crowehvac.com

D&H DESIGNS

Delivering Premium Countertops Across the Entire Mid-South Area

★★★★★
Amazing job performed by the installers! Very pleased with my new kitchen and bathrooms!
- Haycha

DHDesignsInc.com | @dhdesignsinc
901-774-2195 | 1815 Florida St. | Memphis, TN 38109 | sales@dhdesignsinc.org

A man with short blonde hair, wearing a white button-down shirt and dark blue trousers, is sitting on a set of concrete steps. He is smiling and looking towards the camera. His hands are clasped in his lap. He is wearing a watch on his left wrist. The background shows a brick wall and a dark metal railing.

KEVIN

GATES

► rising star

By Christina See • Photos by Tracey Simpson

A SERVANT'S HEART

Having a servant's heart means to not only put others' needs ahead of our own but to serve with the right motivation. Let me introduce you to one of the most hardworking, caring and selfless REALTORS® you're ever going to meet in Olive Branch, MS: Kevin Gates. Receiving his license at the end of 2020, Kevin is fairly new to the real estate profession, but he's as savvy as the most seasoned pro. The best salespeople don't always come from the upper crust of society, but more often, they come from the school of hard knocks. Kevin has definitely worked his way into a lucrative career in real estate the hard way.

Growing up in Desoto County to divorced parents of limited means, college was never in the picture. Kevin had to eke out a living from a young age through various odd jobs in and around Memphis. He has worked in construction and warehouses, waited tables and tended bar. One of his more interesting and lively jobs was being a bartender at B.B. King's Blues Club. His goal throughout this whole period of time was to save enough money to start investing. In early 2020, he thought he was well on his way out of the late-night bar scene when he invested in — instead of working in — a couple of restaurants. Timing being everything, however, COVID-19 almost immediately shot down this dream. This was a very rough and scary time for Kevin and his family. It shut him down financially and almost broke him. But it was the push he needed to get into a completely different scene — real estate.

Never one to give up on a dream, Kevin took the requisite real estate classes and earned his license by the end of 2020. He affiliated with Keller Williams in Southaven, MS, and received the Rookie of the Year Award in 2021. Clearly, this man is not afraid of hard work! In addition to becoming a REALTOR®, Kevin opened his own investment company last year. He buys, sells and flips properties in order to help other people out of bad situations and help them find what living arrangement they need at the time. He knows what hard times feel like and is devoted to helping others.

...





...

Kevin is also very devoted to his family, and they are his whole reason for getting into real estate. He loves being able to help coach his 10-year-old son in football and basketball, and he's only a little worried about his daughter turning 16 soon and getting her own truck! His wife, Brittany, is in clinical sales, and they believe their nine acres in Olive Branch is a pure slice of heaven.

Success for Kevin is being happy in his profession, being able to provide a good life for his family, and helping others into or out of any situation. Obviously, real estate is a complete 180 from bartending, but it has made all the difference in his life, his family's life and the lives of the many others he has been able to help along the way. Of course, the team at Keller Williams, especially Sue Dye, have been incredibly supportive in helping Kevin transform from a bartender who can sing "Achy Breaky Heart" with the best of them to the husband, father, REALTOR® and friend he always wanted to be.

As for advice from someone fairly new in his profession, Kevin encourages other up-and-coming real estate professionals to be a good person who cares about your clients, surround yourself with other good people, always have the best interest of your clients in mind, keep at it and never give up. Your success will flow from there.

@realproducers

Locally owned and operated
small business
that loves to support other
small businesses!



**ALL-INCLUSIVE
MOVING SERVICES**
MOVING
LOCAL & LONG DISTANCE
STORAGE • WAREHOUSING



STORAGE
SHORT TERM STORAGE
LONG TERM STORAGE VAULTS
MOVERS INCLUDED



PACKING
PACKING • UNPACKING
PLASTOMAT
PICTURE HANGING • ANTIQUES



**DECLUTTERED
DANDELION**
HOME ORGANIZATION
ORGANIZATION
DE-CLUTTERING
ROOM DESIGN • STAGING

**Our all-inclusive services help realtors and
small businesses by making their jobs easier!**

4727 Burbank Rd. Memphis, TN 38118 ★ BigLeagueMovers.com

(901) 446-3527 ★ Sales@BigLeagueMovers.com

Fully licensed, bonded & insured.

Update Today Pay Later

Design. Construction. Financing



How It Works

1. Discuss your or your client's project with Renovations Sells.
2. We visit & quote the project.
3. Your clients can request financing.
4. We get to work. Our average project takes just 7 weeks!



We work with home sellers and Realtors making important and stylish interior updates without breaking the renovation budget.

(771) 301-9122 | renovationsells.com | michael@renovationsells.com




FOR SALE

PHOTOGRAPHY & VIDEOGRAPHY FOR RESIDENTIAL AND COMMERCIAL REAL ESTATE

PIC THIS HOUSE

PHOTOS THAT SELL

PICTHISHOUSE.COM

CONNECT WITH US TODAY:
901.335.3199 | info@picthishouse.com

HOME INSPECTIONS FROM A FIREFIGHTER'S PERSPECTIVE




SERVICING THE GREATER MEMPHIS AREA

At Wilson Home Inspections, your client's future property will be inspected by an **experienced professional** who has 13+ years of construction experience and is also a firefighter. Refer the inspector you can trust to find all the safety hazards.



COLIN@HOMEINSPECTIONMS.COM
901-461-9417
HOMEINSPECTIONMS.COM

Licensed in New Home Inspections in Mississippi!

@INSPECTMS

HOME SURETY TITLE

COMMERCIAL & RESIDENTIAL CLOSINGS
CIERRES COMERCIALES Y RESIDENCIALES
WWW.HOMESURETYTITLE.COM | @HOMESURETY



STACY MONTEGUT (901) 481-1901
JESSICA CRAWFORD (901) 605-7227
BUSINESS DEVELOPMENT

5583 MURRAY RD. STE #120
MEMPHIS, TN 38119
(901) 737-2100

5779 GETWELL RD BLDG D STE 1
SOUTHAVEN, MS 38672
(662) 856-7100

3107 E. CORPORATE EDGE DRIVE
GERMANTOWN, TN 38138

367-A N. PARKWAY SUITE 1
JACKSON, TN 38305



▶▶ how does memphis real producers work?

NOW YOU HAVE IT

FOR THOSE WHO MAY BE NEW TO REAL PRODUCERS, OR IF YOU ARE JUST CURIOUS, HERE ARE SOME QUICK FACTS ABOUT REAL PRODUCERS:

Distribution: This magazine is sent free of charge to the top 500 agents in the greater Memphis area based on MLS productivity. Within this area, there are over 5,000 active agents, but everyone who receives this publication is part of an elite group. You are remarkable. Just to be in this group is truly a badge of honor!

Content: This is all about you, the Memphis real estate community. We will do personal and unique stories on members in this community, giving you a platform to inspire others. As we grow, we will add fresh content focused entirely on you. In the coming months, we will be adding several other sections as well. It costs absolutely nothing for a real estate agent to be featured in the publication.

But to be featured, an agent must be nominated by a peer or leader in the Memphis real estate community. We are always taking nominations and encourage you to nominate individuals who are making a huge impact on our local real estate market.

Our Partners: Anyone listed as a "preferred partner" in the front of the publication is a part of this community. They will have an ad in every issue, attend our events and be a part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have recommended every single preferred partner you see in this publication. We do not meet with businesses until they are vetted by one of the agents in our community and receive a "stamp of approval." If you are looking to add to your arsenal of incredible vendors, look no further.

Connections: We love connecting REALTORS® and BUSINESSES in a variety of creative ways. If you ever would like a personal introduction, we would love to arrange it.

Events: Along with the monthly publication, we host various social networking events where top agents, along with our top preferred partners, get together at reputable local venues to rub elbows, mastermind, have a good time and strengthen our greater Memphis community. We communicate information about the events through the publication, emails and social media.

Contribution: If you are interested in contributing, nominating REALTORS® for certain features, know of top-notch affiliate partners who should be a part of our community or would simply like to network, please email me at any time. I look forward to hearing from all of you!



Jeff White
Owner/Publisher
Memphis Real Producers
Jeff.White@RealProducersMag.com



GRIZZLY
LANDSCAPE AND MAINTENANCE

Full Landscape Design and Install

- Regular Maintenance
- Leaf Removal
- Mulch
- Power Washing
- Hedge Pruning
- Drainage
- Sod Installation
- Tree Removal

Call for a Free Quote!
Jesse Brawner
(901) 297-2469



SUPREME LENDING
Shelley Dunn,
your personal mortgage loan officer



Partnership done right. Our goal is to close loans in 30 days or less!

Call Today!
Shelley Dunn
Producing Branch Manager NMLS #185241
Direct: 662.268.5211
Cell: 901.870.1107 Fax: 662.268.5216
Shelley.Dunn@SupremeLending.com
ShelleyDunn.SupremeLending.com
7145 Swinnea Road Suite 1
Southaven, MS 38671

ADVERTISEMENT. CREDIT FINANCIAL, INC. DBA SUPREME LENDING NMLS ID #10129 (www.nmlsconsumeraccess.org) 14001 Garsden Dr., #300, Dallas, TX 75254. 877.363.0295. Copyright © 2021. For loaning information go to www.nmlsconsumeraccess.org



\$3 MILLION

DONATED THIS YEAR TO HELP END MODERN-DAY SLAVERY.



N2 GIVES

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

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

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

Visit n2gives.com to learn more about our giving program.



▶▶ announcement

FOLLOW US!

Be sure to follow us on Facebook and Instagram so you can find out who is being featured, check out upcoming events and much more!

@MEMPHISEALPRODUCERS

We're focused on growing the personal and professional lives of top real estate agents while connecting them to top affiliates in the area so that the best of the best can grow their businesses together. We're telling the true stories of real estate agents in the top markets around the country. Welcome to the cream of the crop.

CHERYL ROGERS & JOHN BRAWNER

and The Village at Green Meadows

“Surround yourself only with people who are going to take you higher.” — Oprah Winfrey

THE FORGING OF A PARTNERSHIP

What do you think of when you hear the phrase ‘powerful partnership’? In the real estate world, we often differentiate agents by whether they are part of a team or a “solo” agent. But we all know that even solo agents, at least the great ones, have learned to surround themselves with equally great individuals. Powerful partnerships are more than simply two individuals doing business together or business associations that are mutually beneficial. They are collaborations that have been forged through time, trust and sometimes even tribulation. Partnerships that have the incredible potential to elevate all stakeholders to higher levels than they could possibly achieve on their own.

For Cheryl Rogers with ReMax Right Way and John Brawner with Stockton Mortgage, the alliance that has been forged has proven to be an important part of both of their success stories.

Cheryl Rogers was born in Chicago and spent several of her early years residing with her grandmother before relocating to Tennessee with her family. She describes her upbringing as unstable, even leaving home at age 14 and becoming homeless for a time in



▶ powerful partnerships

Photos by Tracey Simpson

Chicago. Her family didn't own much ... but looking back now, she knows it helped mold and shape her into who she is today. Cheryl knows this was all part of a higher plan to prepare her for her calling. Some said she would never make anything of herself. She knew different. She knew God was at work.

Cheryl met her husband, Jeff, when she was 15, and they have been happily married for 33 years and counting. “Jeff's mom and dad took me under their wing and really became the parental figures that I have always longed for. They taught me the importance of prayer and how to be a woman of integrity and dignity as well as upholding myself as a woman of God. They have continued to have a tremendous influence in my life. For that, I am truly grateful and blessed.”

Cheryl and Jeff have been involved in leading a variety of ministries for over 30 years, from leading youth, as well as music ministry. Cheryl continues in ministry but now sees real estate as her calling. It's all about building firm foundations and bringing restoration to families alike.

John Brawner grew up in Corinth, MS, and graduated from Mississippi State University. His senior year, though he expressed no interest in pursuing the mortgage industry, he landed a job with BancorpSouth in Tupelo. Ironically, John turned down a position in Memphis, but following his dad's tragic death in 1997, he decided he needed a fresh start and made the move. Within a month, he met Becky, who would become his wife a year later. Now, 25 years later, his career has taken him to several mortgage companies, always with a heart to provide everything he can to help clients with their mortgage. He describes his philosophy of doing business as “Never give up. Never stop. Don't be afraid of failure. You have to fail to succeed. You can't lose faith when you fail, because that is your learning experience to grow.”

...

“

**WE'RE A TEAM.
WE EACH BRING
SOMETHING
DIFFERENT TO
THE TABLE, AND
AT THE END OF
THE DAY, WE ARE
BETTER WORKING
TOGETHER THAN WE
ARE APART.**

”



•••

Little Bethlehem Shining Bright
Cheryl was asked recently to represent the Village at Green Meadows, a gated, active lifestyle community specifically designed for the 55-plus community, nestled in Munford, TN. Cheryl calls it her “little Bethlehem.” “It’s this tiny little village hidden in the back of this big huge piece of property that has existed there for many years but for some reason has just now come to its full potential and now is shining bright.”

The Village, when complete, is planned to consist of 34 individual buildings with four units in each. Home sizes are approximately 1,500 to 1,800 square feet and have open floor plans with sunrooms, energy-efficient construction and attached garages. Residents of the Village enjoy access to a private clubhouse, outdoor pool and patio and plenty of green lawn space for countless hours of outdoor enjoyment.

Cheryl is absolutely passionate about the project. “People are going to come here for their next or final phase. Some are going to be lonely, some will find family, some lifelong friends.

Some will find an opportunity to be able to congregate together here and have something they have longed for a long time. I want to be able to help build that foundation to give them the foundation of peace and hope.”

Mother Teresa once said, “I can do things you cannot, you can do things I cannot; together we can do great things.”

When Cheryl was asked to represent this community, she knew it was the perfect opportunity to include John in the mix. “John is an absolute Godsend, and I knew if I were to be blessed to be able to represent this community, I wanted to have John Brawner as my partner to offer his services to my clients.

LIKE-MINDEDNESS

Cheryl describes how she first met John as a simple transaction. “John represented a buyer for one of my listings and I loved working with him. That one transaction turned into more, and we just clicked. We discovered we were very much of the same mindset. We both approach our business from a faith perspective,

and that makes it really easy to work together. I know he has my back and I have his. But even more importantly, the camaraderie we share elevates me to be a better agent for my clients.”

John describes working with Cheryl as if they have known each other for years. “What started as simply a ‘how can I help you’ business relationship has now blossomed into a friendship. We talk on the phone almost daily and are genuinely interested in each other’s well-being. Like all relationships, we have good days and bad days, but that’s part of what makes us trust one another ... navigating life and business together.”

Cheryl agrees with a smile. “We’re a team. We each bring something different to the table, and at the end of the day, we are better working together than we are apart.”

“Alone we can do so little; together we can do so much.” — Helen Keller

The Village at Green Meadows is now available for viewing and continues to grow. For more information, please visit their website at www.greenmeadowsliving.com or contact Cheryl Rogers directly.

•••



“
**WHAT STARTED AS SIMPLY
 A ‘HOW CAN I HELP YOU’
 BUSINESS RELATIONSHIP
 HAS NOW BLOSSOMED INTO
 A FRIENDSHIP.**
 ”

Reason to **Love**  a Home Warranty

You'll **LOVE** hearing your clients say, "I'm so glad you recommended a home warranty!" when their covered household appliances and systems unexpectedly break.

Contact me for details.



Your Local Resource

Seth Lacher

901.282.6273

slacher@firstam.com



"My goal is to bring value to your business"

firstamrealestate.com | Phone Orders: 800.444.9030

©2023 First American Home Warranty Corporation. All rights reserved. 414823-0000-0001



NATIONAL PROPERTY INSPECTIONS

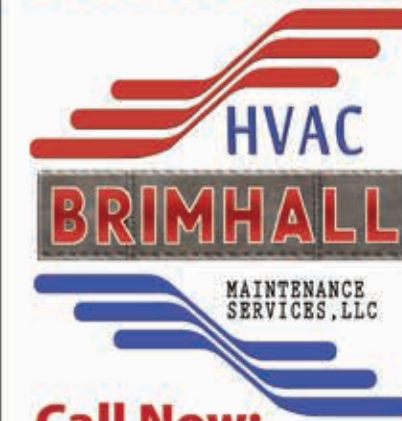
WE ARE NORTH AMERICA'S PREMIER INSPECTION SERVICE



MENTION THIS AD TO GET YOUR CLIENTS **\$25 OFF** A BUYER'S INSPECTION

npweb.com/nwms • 901-497-0943 • nwms@npiinspect.com  @npinorthernmississippi.com

Our EXPERTISE equals your COMFORT.



**Call Now:
 (901) 550-4845**



**We want to be
 your preferred
 Heating and A/C
 Contractors**

Provided Services on any Make/Model/Efficiency

- HVAC System Inspections
- Repairs/Service/Installation
- Consultation/HVAC System Design
- Duct-work Repairs & Installation
- Home Warranty Inspections
- Zone System Install/Repair
- Thermostat
- Air Quality Solutions
- Energy Audits
- Home Inspection Punch List

**Contracted licensed General Contractor for any additional repairs or remodels.*



SKYLAKE - CONSTRUCTION -

Proudly building in DeSoto County

HERNANDO

Creekside MEADOW

Pre-Sales Open
Construction Starting Soon
2000 sf & Up

LEWISBURG

CrossWinds

Pre-Sales in Phase 1 Open
Mid-Construction For Sale
2000 sf & up

SOUTHAVEN

PINE WOOD

Pre-Sales in Phase 6 Open
Mid-Construction For Sale
Move-In Ready For Sale
1800 sf & up



DOWNLOAD
our app



Visit our website for more details
www.skylakeconstruction.com

Sky Lake Construction 1361 Nesbit Drive Nesbit, MS 38651 662-429-9900



Lensman Real Estate Photography

PHOTOGRAPHY | VIDEO | AERIALS | TOURS



Honest Relationships. High-Quality Media.
A package for every listing.

www.lensmanphoto.com

972-814-1937

michael.berry@lensmanphoto.com



FREE CONSULTATIONS | EXCITED SHOPPERS
SAFE PROCESSES | EFFECTIVE RESULTS

Elevate your client services with the
industry-leading estate sale company.



We get homes market-ready fast.

BLUEMOONESTATESALES.COM/MEMPHIS/ | 901-331-1887

HARKAVY SHAINBERG KAPLAN PLC



ATTORNEYS AT LAW
CLOSING AND TITLE SERVICES

GIVE AWAY TIME!



Custom watercolor
home portrait!!!

Art created by:
Cat Lencke

Let's have some fun and
give a gift that will leave a
lasting impact.

Each week during the month
of February, I will do a
drawing of all the contracts
that have come in that
week, and we will give away
a free custom house
portrait, that you can give
as a closing gift.

JEREMIAH MCGUIRE
ATTORNEY AT LAW

901.494.1622

jeremiah@harkavyshainberg.com

www.harkavyshainberg.com

BLOG: www.jeremiahmcguire.com



**EDCO Title provides exceptional
closing and title services such as:**
RESIDENTIAL & COMMERCIAL REAL ESTATE CLOSING
REFINANCES, LEASES,
REMOTE CLOSING SERVICES (WE COME TO YOU)
REO PROPERTY CLOSINGS, RELOCATIONS



Carrie Lacher
Business Development

EDCO Title & Closing Services
901-558-6299 Cell
901-382-0170 Office
carrie@edcotitle.com

6510 STAGE RD, STE 1, BARTLETT, TN 38134

FRANCES



A N D E R S O N

▶▶ celebrating leaders

By Cassie Teeter • Photos by Mike Berry

NOW MORE THAN EVER, EXPERTISE MATTERS

Frances Anderson is with Crye-Leike REALTORS® Southeast. She is a Crye-Leike Vice-President Circle of Excellence member and the 2023 president of the state of Tennessee Women's Council of REALTORS®. She is a broker associate, C2X Endorsed, a Lifetime Member of the MAAR Multi-Million Dollar Club and the Crye-Leike Multi-Million Dollar Club, and an accredited buyers representative, certified residential specialist, graduate of the REALTORS® Institute, E-Pro Certified, PMN, Seniors Real

Estate Specialist, RPAC Major Investor, RPAC President's Circle member, MAAR Leadership graduate, served on the MAAR board of directors and a Tennessee REALTORS® director, a current state RPAC trustee, serves the State Diversity and Inclusion Committee and currently serves on the National Association of REALTORS® FPC Committee, and a member of NAREB and WC NAREB. She served as the Memphis Women's Council of REALTORS® 2014 president and MAAR MMDC president from 2019 to 2020.

...



...

Frances was born and raised in Memphis, TN. She graduated from Southwest Community College with a degree in nursing in 1971. After college, she became a business owner. She opened a hair and nail salon and a beauty boutique, and also worked as a traveling stylist for several major companies.

All this changed after an interaction with an old friend who traveled with her and the product companies. She found out later that her friend Loura was a REALTOR® and a member of the Multi-Million Dollar Club. Frances liked the sound of that, and she earned her real estate license in 2000. Frances has worked for Crye-Leike REALTORS® since she started.

Frances has become one of the top 20% of REALTORS® company-wide with Crye-Leike REALTORS® and the top-ranked agent in her office for over 18 years. In her 22 years as an agent, she has been awarded MAAR REALTOR® Associate of the Year, Crye-Leike REALTORS® Prestigious Circle of Excellence Award, Women of Excellence for NAREB and the Tri-State Defender, voted as the 2012 Best REALTOR® and more. Frances Anderson is not only a Lifetime Member of the MAAR Multi-Million Dollar Club but was its first black president in 48 years from 2019 to 2020.

However, success to Frances goes even further than her many real estate accolades.

“Success is one step away from failure. I am very precise about helping others. I sell real estate to help and educate others on homeownership. Success is to keep trying even after failure.”

Frances’ successes have come from her hardworking nature and drive for community enrichment. She took classes, asked questions and read books about real estate to learn more about her current field, all while being a single mother. She overcame her obstacles by always striving for excellence, trusting in God, constantly pursuing her education and maintaining her positive attitude no matter what!

“I got educated immediately about real estate. I always just do it! I have a nickname: ‘Geterdone.’ I am focused on making my community better to educate and promote homeownership for all. To help eradicate blight in our communities.”

Frances’ positive attitude and her dedication to others are not something that is quickly forgotten. Her impact on the people she meets is lifelong. The interactions she shares with others are the most rewarding part of her career.

“I once helped a young lady that remembers me from my hair salon. She said to her mom that when she grew up, she wanted to buy a home. Later, after college, she found out that I was in real estate and should find me, and I helped her. She was 10 when she first met me. That was the greatest reward!”

In the future, Frances aims to continue doing what she loves: selling homes and forming meaningful relationships. When she is not sharing the joys of homeownership, she supports Youth Villages, Mid South Food Bank, Habitat for Humanity and Women’s & Veterans Give Back Programs.

Frances also loves to stay close to her three children, Avery, Brent and

Carmen, and her 11 grandchildren. Her family frequently has dinners together, as well as hosting cookouts and going to various brunches. One of her grandchildren, Stephanie, has followed in Frances’ footsteps and has become a Crye-Leike agent herself. Frances has had the opportunity to mentor her and several other well-known agents and is so proud of their success. Travel is at the top of her mind, as she and Stephanie have traveled the world together.

Frances is extremely thankful for both her biological family and her career family. Her goal of helping others extends to both. To new agents, she has the following advice:

“Success occurs when your dreams get bigger than your excuses! If you need help, ask for it! Get involved, participate, give back, serve on committees and meet other agents. It will help you in your business if people know who you are. Stay educated! Stay involved. Don’t be a secret agent.”

Frances Anderson knows how to spend her time wisely. She has had multiple successful careers, raised a beautiful family, and has more than just her real estate accomplishments to be proud of. At one time or another, she has still found the time to travel, act in plays and even model professionally. Her story proves that, with a servant’s heart and a mind that constantly thirsts for knowledge, it really is possible to do it all!

“The biggest difference between money and time: You always know how much money you have, but you never know how much time you have. Enjoy every moment of your life!”





The personal financial coach of our Nation's military families.



MARK LOUDERBACK

First Command Financial Advisor
 5050 Poplar Ave | Suite 1716
 Memphis, Tennessee, 38157
 (901)-472-1443
 MLouderback@FirstCommand.com

©2018 First Command Financial Services, Inc., Parent of First Command Financial Planning Inc. (Member SPIC, FINRA).



Right coverage.
 Right price.
 Right here in town.

Joe Sarrio Ins Agency Inc
 Joe A Sarrio, Agent
 2085 E Winchester Blvd Ste 103
 Collierville, TN 38017
 Bus: 901-853-0831
 TN@joeinsurance.net
 www.JoeInsurance.net

Here's the deal. The right insurance should help you feel confident and comfortable. I'm the right good neighbor for that. Call me today.

Like a good neighbor,
 State Farm is there.®

State Farm
 Bloomington, IL
 2001290



Professional, Friendly, and Personable Lawn Care in Memphis

Lawn Mowing | Flower Bed Maintenance
 Bush Trimming | Mulch Installation
 Leaf Removal

RoperLawnCareMemphis.com

REALTORS - ADD US TO YOUR REFERRAL NETWORK!

Locally Owned & Operated



BONAFIDE FLOORING SOLUTIONS

Whether you need your floors **installed, restored, cleaned, or replaced**, we at **Bonafide Flooring Solutions** will do whatever it takes to keep our customers satisfied.

- Bona Revive:** Deep Clean & Scruff Removal
- Bona Restore:** Light Sanding & Recoating
- Bona Refinish:** Full Sanding & New Surface

CONTACT DANIEL GARDEAZABAL, OWNER/OPERATOR FOR A FREE QUOTE TODAY! 901-331-8809



CALL NOW!
 (844) 920-2966



Memphis



AS SEEN ON
Forbes
 realtor.com®



LICENSED AND INSURED



PROFESSIONAL TEAM

Our movers are background checked and clean cut, providing you with the utmost professionalism while in your home.



LICENSED AND INSURED

We are licensed and insured to cover any accidents that may happen during your move. But hey, we won't be needing that :)



TRUSTED

We are a trusted moving company that has worked with many celebrities and rock stars just like you!

AGENT ADVANTAGE PROGRAM FOR REALTORS

SIGN UP • REFER CLIENTS • EARN MONEY

blacktiemoving.com/vip



A down market isn't your foe. But it doesn't hurt to strategize.

If this market is squeezing out your buyers, you need a divergent thinker and problem-solver. **Lets talk.**



John Brawner

Regional Vice President, NMLS: 218829
901.832.5519 | john.brawner@stockton.com



NMLS: 8259 | Equal Housing Lender | nmlsconsumeraccess.org