

CAROLINA COAST

REAL PRODUCERS.®

CONNECTING.

G. INSPIRING.

COVER STORY

Brandi
Minchillo

RISING STAR

Katie Hole

FEATURE AGENT

Wren Floyd

SPONSOR SPOTLIGHT

John Pate

JULY 2023



THE WORLD'S LARGEST MEMBERS-ONLY BOAT CLUB!



We Buy and Maintain Boats



You Join the Club



Get Unlimited, FREE Training



Reserve a Boat and Enjoy!

NORTH MYRTLE BEACH
@Harbourgate Marina

MURRELLS INLET
@ Crazy Sister Marina
& Wacca Wache Marina

SOUTHPORT, NC
@ Southport Marina

FREEDOMBOATCLUB.COM • 843-732-3777









YOUR GRAND STRAND REAL ESTATE MEDIA TEAM



PHOTO | VIDEO | DRONE | DIGITAL

WWW.HIGHTIDECONTENT.COM | 843.885.3088 | INFO@HIGHTIDECONTENT.COM

TABLE OF CONTENTS

	<p>06 Preferred Partners</p>		<p>12 Rising Star: Katie Hole</p>		<p>18 Spotlight Sponsor: Top to Bottom Inspection, LLC</p>
	<p>24 Almost Summer Jam Event @ The Hangout</p>		<p>28 Featured Agent: Wren Floyd</p>		<p>34 Cover Story: Brandi Minchillo</p>

If you are interested in contributing or nominating REALTORS® for certain stories, please email us at anita.jones@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 *Carolina Coast 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.



JUNK KING
MYRTLE BEACH'S #1 RATED JUNK REMOVAL TEAM

LOCAL OWNER,
ERIC JONES

Full-Service
JUNK REMOVAL

Junk King will handle the bagging, removal, and hauling of the unwanted clutter and debris in your life.

- Convenient Same Day Appointments
- Free Onsite Written Estimates
- Guaranteed Satisfaction
- Professional Team Members

JUST CALL & JUNK KING DOES THE REST!

WWW.JUNK-KING.COM 843.890.0579







BOOK ONLINE TO SAVE \$30

A Total Solution



Senior Relocation/Resettling
Estate Liquidation • Organize/Declutter
Clean Out • Online Auctions • Nationwide Network

Caring Transitions of Myrtle Beach

Tel: (843) 997-5088
CaringTransitionsMyrtleBeach.com
Email: CBlanton@CaringTransitions.net



Senior Relocation • Downsizing • Estate Sales

Offices Nationwide • Bonded & Insured • Each Office is independently owned and operated.

As a member of the Coastal Carolina Association of REALTORS®, we've worked closely with Myrtle Beach Area Realtors for over 10 years!



WITH A PROPERTY INSPECTION FROM TOP TO BOTTOM, THE ONLY THING YOUR CLIENT HAS TO WORRY ABOUT IS SETTLING INTO THEIR NEW HOME.

Refer an inspector you can rely on to be **HONEST, TRUSTWORTHY, AND TRUE!!**



No Roof Too High!
Drone Certified and Licensed
Roof Inspections

John Pate, Certified Roof Inspector | 843-231-8532
Book your Home Inspection online at www.homeinspectiontoptobottom.com



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!

APPRAISAL SERVICES

For What It's Worth
Michael Sichitano
(843) 808-1533
1136 44th Avenue
North Suite 101
Myrtle Beach, SC 29577
www.fwiwappraisal.com/

ATTORNEY - REAL ESTATE

Beach Injury Lawyers, LLC
Will Parker
(843) 357-4111
541 Atlantic Ave
Murrells Inlet, SC 29576
www.willparkerlaw.com/

Joye, Nappier, Risher,
& Hardin, LLC
Wendy Hardin
(843) 357-6454
www.inletlaw.com

BOATING

Freedom Boat Club
Chris Speckman
(843) 732-3777
www.freedomboatclub.com

BUILDER

Chesapeake Homes
Nicole Maggio-Deaton
(757) 448-3742
ChesHomes.com

FENCING

All American Fence
(843) 254-7212
www.fenceitusa.com

FINANCIAL ADVISOR

Palmetto Coast Capital, LLC
David G. Wurster
(843) 504-4583
www.palmetto
coastcapital.com

FLOORING

Door to Door
Kitchens & Floors
(518) 694-6788
www.door2doorpro.com/

FURNITURE

Sea Side Furniture
Gallery & Accents
Julie Almeida
(843) 280-7632
shopseasidefurniture.com

GOLF CARTS

Riptide Ridez
John Finez
(843) 663-0710
586 Highway 17 N
N Myrtle Beach, SC 29582
10225 Ocean Hwy
Pawleys Island, SC 29585
(843) 314-9060
riptideridez.com

HOME BUILDER

Dream Finders Homes
(919) 812-5111
dreamfindershomes.com/
myrtle-beach/

HOME INSPECTION

Island Inspections, LLC
Matt Smoak
(843) 817-8810
www.island
inspectionsllc.com

RIVERTOWN PROPERTY INSPECTIONS

Justin Ferraro
(843) 360-4354
1203 48th Ave N
Suite 111
Myrtle Beach, SC 29577
www.rivertowninspects.com

TOP TO BOTTOM

Home Inspection
John Pate
(843) 231-8532
www.homeinspectiontop
tobottom.com

HOME WARRANTY

2-10 Home Buyers Warranty
Angela Mitchell
(843) 999-5355
www.2-10.com

HOME WARRANTY INC.

Curtis Shelley
(864) 993-1536

OLD REPUBLIC HOME

Protections
Stephanie Midgett
(910) 382-8048

INSURANCE

Coastal Insurance Group
Sarah Sichitano
(843) 808-0291
1136 44th Ave N, Suite 1,
Myrtle Beach, SC 29577
www.coastal
insurancellc.com/

JUNK REMOVAL

Junk King
Eric Jones
(410) 274-0705

MEDSPA

Dunes MedSpa
Amanda Howard
(864) 934-6149
4710 Oleander Dr
Myrtle Beach, SC 29577
www.dunesmedspa.com

MORTGAGE LENDER

Alpha Mortgage Advantage
Justin Marlowe
(843) 450-6295
www.alphamortgage
advantage.com

BANK OF ENGLAND MORTGAGE

Carl Monsour
(843) 970-3120
www.boemortgagepros.com

MOVING & LIQUIDATION

Caring Transitions
Charlene Blanton
(843) 997-5088
www.caringtransitions
myrtlebeach.com

MIRACLE MOVERS

Chris Wilhoit
(843) 447-9525

MOVING / STORAGE

All My Sons Moving
and Storage
(843) 438-7001
www.allmysons.com/
south-carolina/myrtle-beach

PHOTOGRAPHY

High Tide Content, LLC
Jeremy Kierez
(843) 885-3088
www.hightidecontent.com

TIDES EYE PHOTOGRAPHY

Donald Hovis Jr.
(843) 504-8711
www.tideseye
photographysc.com

SIGNS, BANNERS

& PRINTING
Design the Sign
Olga Kazakova
(843) 808-9301
www.facebook.com/
designthesign/

TITLE SERVICES

Elite Title Services
Ashley Beavers
(843) 957-5627

ELITE TITLE SERVICES

We are YOUR full real estate paralegal service

Handling your real estate closing from start to finish

ASHLEY BEAVERS, OWNER/TITLE PRODUCER
abeavers@elitetitlesvc.com | Office: 843-957-5627 | EliteTitteSvcmb.com
1551 21st Avenue N Unit 14 | Myrtle Beach, SC 29577

Door to Door Kitchens & Floors

WE'LL BRING THE SHOWROOM TO YOU!

FLOORING SERVICES
Exclusive Shaw Flooring
Luxury Vinyl
100% Nylon Carpet
Porcelain & Ceramic
Engineered Hardwood

KITCHEN CABINETS

We pay CASH for all REAL PRODUCERS REFERRALS!!! JUST TELL US YOU'RE A REAL PRODUCERS MEMBER WHEN YOU CALL!
ASK FOR KEVIN: 347-709-7033

1836 LONESTAR ST.
CONWAY, SC 29526
843-251-8456
WWW.DOOR2DOORPRO.COM

RPI RIVERTOWN PROPERTY INSPECTIONS

Beat the Heat!
Ice Cubes
1 Part Vodka
1 Part Blue Curaçao
4 Parts Lemonade
1 Lemon Slice

Cool down with our summer cocktail!
Pour 1 part vodka and 1 part Blue Curaçao in a shaker with ice. Shake well until cold and strain into an ice-filled glass. Top with lemonade, garnish with lemon slice and serve. Cheers!

SCAN TO SCHEDULE YOUR INSPECTION!
HEROES
SAME DAY INSPECTION REPORT
24/7

CALL: (843) 360-4354 | TEXT: (843) 800-2320
RIVERTOWNINSPECTS.COM

MEET THE CAROLINA COAST REAL PRODUCERS TEAM



Bill Poulin
Publisher / Owner



Anita Jones
Publisher / Owner



Jeremy Kierez
Photographer



Anna Price
Ad Strategist



Dave Danielson
Writer



Donald Hovis
Photographer

If you are interested in contributing or nominating REALTORS® for certain stories, please email us at anita.jones@realproducersmag.com

FOLLOW US ON FACEBOOK AND INSTAGRAM

<https://www.facebook.com/carolinacoastrealproducersmag> <https://www.instagram.com/carolinacoastrealproducersmag>

Client: Miracle Movers Myrtle Beach
Size: Full
Location: Standard

OLD REPUBLIC HOME PROTECTION

You're more than a real estate agent.
You're a *hero* to your clients.

*I am proud to support you —
contact me anytime.*

Save the day with
industry-leading
home warranty
coverage.

Stephanie Midgett
Senior Account Executive
800.282.7131 Ext. 1070
C: 910.382.8048
StephanieM@orhp.com
my.orhp.com/stephaniemidgett

This is a paid advertisement.

People Helping People

OLD REPUBLIC INSURANCE GROUP

Beat The Heat & Ride In Comfort

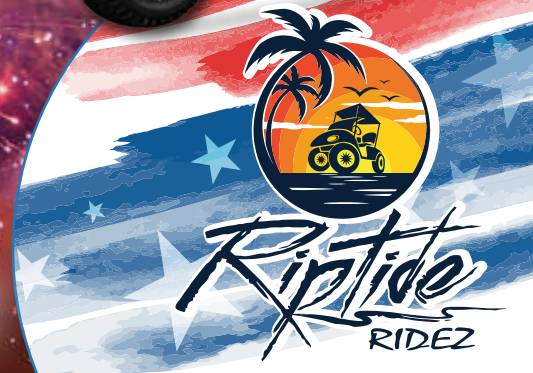
Lithium Battery Upgrades

10x Longer Life • No Maintenance
5x Lighter • Eco Friendly

FREE DELIVERY ON THE GRAND STRAND

586 HWY 17 North • 10225 Ocean Hwy #17
N. Myrtle Beach • Pawleys Island
843-663-0710 • 843-314-9060
* Gator Hole Plaza • * Publix Center

 **STAR**  
www.RiptideRidez.com



Wendy A. Hardin

Protecting the rights and interests of our clients through every step of real estate transactions



Personal Injury • Criminal Defense • Real Estate Law • Business Law
Civil Litigation • Mediation • Collection & Foreclosure



Joye, Nappier,
Risher & Hardin, LLC

whardin@inletlaw.com
inletlaw.com

843-357-6454

3575 Highway 17 Business
Murrells Inlet, SC



We Inspect Homes Like We're BUYING THEM OURSELVES

Every Residential Home Inspection Comes with a FREE Home Warranty

- Residential Home Inspections
- Indoor Air Quality
- Pool/ Hot tub Inspections
- Thermal Imaging
- Wind Mitigation Inspections
- Irrigation Inspection
- Mold Inspection



843-817-8810 • islandinspectionsllc@gmail.com • Islandinspectionsllc.com



COVERAGE

your clients deserve



Comprehensive.
Flexible.
Convenient.

2-10 HBW's industry-leading Home Warranty Service Agreement to your happy home tool kit.



Angela Mitchell
Account Executive
843.999.5355 | angmitchell@2-10.com

➤ ENROLL:
2-10.com/agent
720.531.6723

▶ rising star

Written By **Anita Jones**
Photography By **Donald Hovis**
- Tides Eye Photography

KATIE H O L I E



Katie Hole is a successful REALTOR® with KingOne Properties International and has been a member of the National Association of Realtors® for the past two years. Despite only obtaining her license in February 2021, her career volume as a realtor is currently at \$7,049,052! She was honored to receive the Top Office Producer award in October 2022.

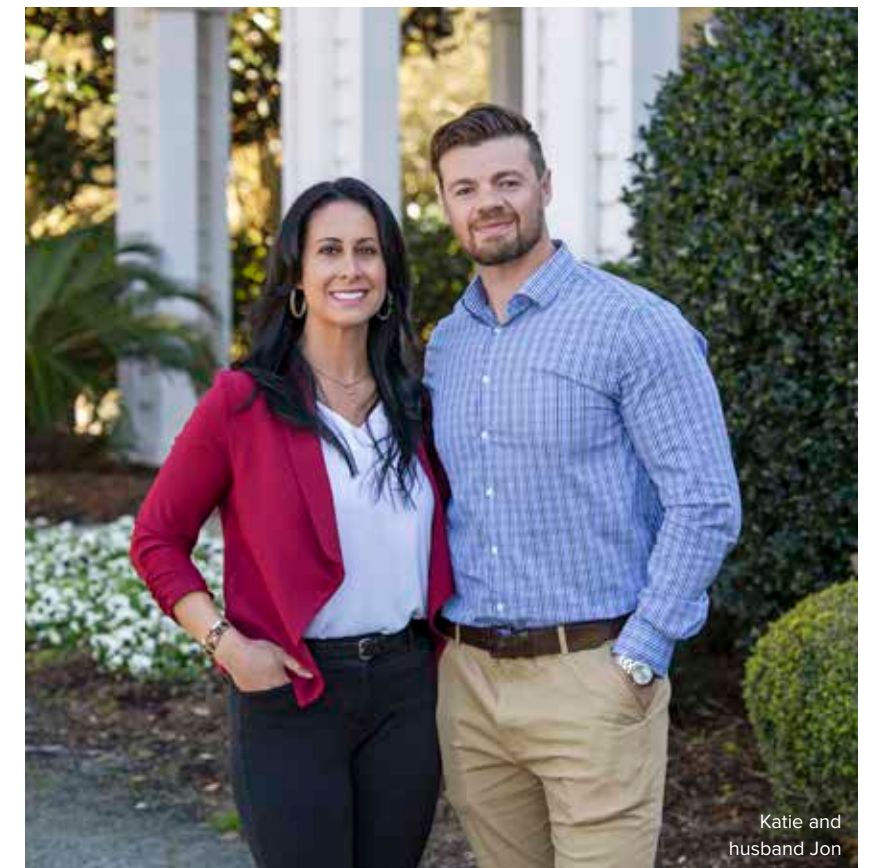
Katie shares, “Before becoming a REALTOR®, I worked in investments and insurance. However, I have always been interested in real estate, and owning rental properties with my husband, Jon. He owns a construction and building company which reinforced that interest.”

“I grew up in Pennsylvania with two sisters and an active family. We loved camping and visiting our grandparents in Delaware. I started working at the early age of 13 in the restaurant industry. Restaurant life captivated me for over a decade, and I had dreams of opening my own restaurant one day. This dream took me to Penn State for Hotel & Restaurant Management.”

Katie continues, “Jon and I were tired of the long, cold Pennsylvania winters so decided we would move to Florida! My sister-in-law’s mother worked at the Dunes Club, so on a whim, we flew down to visit her for a weekend. We loved it and decided Myrtle Beach would be our next destination. We were very excited to move here in May 2014. Moving to a new state with no family and not knowing anyone was definitely hard. Making all new friends and learning about an area that we have never visited before was challenging but we now consider Myrtle Beach home!”

“Since I did not know anyone, I started attending networking events and also joined the Myrtle Beach Chamber of Commerce. This opened doors to many people and businesses in the area. I still attend networking, Chamber events, and do volunteer work throughout the year. Being an active member of the community allows me to give back and also stay involved.”

Katie realizes, “After moving to Myrtle Beach, I decided hospitality was no longer the field for me. I knew I did not want a desk job. I was used to being around people (happy and mad) and was trying to figure out my next move. I was asked to work for a local financial firm and decided to give it a try.”



Katie and husband Jon

After a few years, I found that was also not my passion. I finally understood that Real Estate was something I would enjoy. My experience in the restaurant industry gave me the patience and people skills necessary to succeed as a REALTOR®. I knew jumping into an already crowded field of REALTORS® was not going to be easy. It was a long journey to get here but dealing with the public since I was thirteen years old gave me practice and patience for dealing with the major life decisions of purchasing and selling properties.”

“I love meeting so many new people! I have met and collaborated with some impressive agents, inspectors, lenders and attorneys and also met amazing clients who I am still in contact with.”

Katie is passionate about helping clients navigate the current tough market, ensuring all parties are satisfied with their purchase or sale. She loves helping people make one of the biggest decisions of their lives and enjoys being around beautiful properties. The most rewarding part of her business is meeting new people and building lasting relationships. Looking towards the future, she plans on continuing to purchase rental properties and traveling.

Katie got the travel bug early from being able to visit Jamaica, Spain, Greece, and Turkey while in high school. She views real estate as a career that provides her with the flexibility to meet this goal. Katie’s interest in real estate has been further fueled by the rental properties she and her husband started acquiring, along with his construction and building business.

Katie continues, “For me, success is reaching a point in life where I can take time off without feeling stressed or guilty. Outside of work, I enjoy going to the gym, taking boxing classes, listening to live music, and attempting to play golf. My husband and I enjoy spending time outside around the fire pit, going to concerts, and trying new restaurants. And a fun fact is, I did not miss a single day of school from 7th to 12th grade.”

“My advice to up-and-coming realtors is to listen to successful agents around you, shadow them, and do not be afraid to ask questions. Always be willing to learn and grow in your career. Right now, is a tough market to purchase and sell. Everyone is looking at the past few years and it is not the same! My passion right now is helping clients navigate this market, so all parties come out happy and satisfied with their purchase or sale.”

In April, it was announced that Katie won the 2023 Chamber of Commerce Ambassador of the Year! Congratulations Katie! She is definitely living her best life!



“ MY ADVICE TO UP-AND-COMING REALTORS IS TO LISTEN TO SUCCESSFUL AGENTS AROUND YOU, SHADOW THEM, AND DO NOT BE AFRAID TO ASK QUESTIONS. ”





THE PREFERRED LENDER IN THE CAROLINAS

**BUILDING OUR
COMMUNITY
TOGETHER**
SINCE 1983



Alpha Mortgage is the original local lender. Unlike big national brands, we are locally grown. Founded in North Carolina in 1983, we are experts in the area. We invest in the community. The agents and buyers we work with are our friends and neighbors. If working with the best local team is important to you, then we would love to partner with you to provide the best service possible to our new neighbors. We promise that you and your clients will be happy to get the service, support, and communication that we provide.

CONVENTIONAL | FHA | VA | USDA | JUMBO | REVERSE

VISIT US ONLINE OR CALL TODAY alphamortgageadvantage.com **843.450.6295**

Copyright © 2022. All Rights Reserved. Equal Housing Lender. Alpha Mortgage Advantage NMLS #1860353. Main Office: 6329 Oleander Drive | Wilmington, NC 28403 910.202.6733. Alpha Mortgage Advantage is licensed in North Carolina (B-185696), South Carolina (1860353), and Florida (MFR5163), NMLS #1860353 <http://nmlsconsumeraccess.org>



For What It's Worth *Appraisals*

Providing Commercial and Residential Appraisal Services
Throughout Horry, Georgetown, and Brunswick Counties

*"We pride ourselves in extensive knowledge of the marketplace,
providing exceptional service and industry-leading turn-around time."*

1136 44th Avenue North Suite 101, Myrtle Beach, SC 29577
843-808-1533 | www.fwiwappraisal.com



Close MORE Real Estate Transactions with the RIGHT insurance partner



*"We work to provide insurance value to our clients
through the strength of the companies we represent, as
well as, our direct agent to client customer service."*



1136 44th Avenue North, Suite 101
Myrtle Beach, SC 29577
info@coastalinsureit.com
843-808-0291
www.coastalinsurancellc.com

AUTO • HOME • BUSINESS • LIFE • BOAT • FLOOD
RV • RENTERS • GOLF CART • JEWELRY



SMOOTH SILKY SKIN

DITCH YOUR RAZOR BEFORE THIS SUMMER

4710 OLEANDER DRIVE
MYRTLE BEACH SC 29577

843.450.4429

WWW.DUNESMEDSPA.COM



JOHN PATE



▶▶ sponsor spotlight

Written By **Heather Spruill**
Photography By **Donald Hovis - Tides Eye Photography**

TOP TO BOTTOM INSPECTION, LLC

Top to Bottom Home Inspection LLC provides an in-depth and honest assessment of one's prospective home under the noteworthy leadership of John Pate. His eight years in the inspection business with 20+ years of experience in sales and construction makes him a one-of-a-kind businessman.

Finding His Footing

John was born and raised in Wadsworth, Ohio, where he graduated with his high school diploma and was preparing to begin his first year at Akron University. His parents, entrepreneurs, and brother moved to Myrtle Beach, SC, in 1984 to open a local food store called Pizza & Cream. They would later open a convenience store right next door, to which their customers would refer to the two storefronts as Pate's Plaza.

John decided to join his family after completing his freshmen year. While he helped run his family's business, he learned that he would rather be more of a hands-on worker. As he was learning the basic principles of sales and customer service, he dreamt of working in an industry that would allow him to build and manage constructions. Though he wanted to pursue those goals one day, his father closed the business, and the family moved back to Ohio.



Once back in their home state, his family owned and managed two drive-through beverage centers, one supervised by John for seven years. Finally, he decided that he had had enough of the northern winters and wanted to spread his wings in the warm comforts of Myrtle Beach. He found a job as a builder in the Conway area, which included building and repairing sea walls, docks, log homes, etc. Later, he found work in sales for the ABC Supply Company. There, he learned about building and constructing homes, products, installations, and home repairs. After 20 years of being an outside salesman, John began to look into a different avenue: home inspections.

John reflects, "I started taking home inspection courses, and by the end of 2014, I completed my certification. It was difficult gaining new clients as a new inspector, but I made it work. I started with one client a week while promoting myself to local businesses and growing a positive rapport with realtors. Soon my client base grew to three a week. I knew how to do my job well, but I was still working as a salesman, so balancing the two professions was tough."

"What makes our business unique is the time we spend on the property. Inspections can run as long as seven hours."



John and wife Bobbie know how to have FUN!

A Very Thorough Inspector

In 2018, John took a leap and quit sales. A friend created a website for his business, and soon after, Top to Bottom Home Inspection LLC became a tremendous success. It took weeks for John to decide on a catchy name for his business, but he and his wife found one that best describes the proper home inspection process: starting from the very top while thoroughly working their way down to the bottom.

John says, "We offer home inspections for resale properties, new construction during the build, before and after close, and 11-month inspections before the one-year builder warranty expires. We work hard for the buyers of a home, not their realtors. So, we take as long as we need to do a very detailed inspection, ensuring that our clients are well informed of the conditions of the properties. What makes our business unique is the time we spend on the property. Inspections can run as long as seven hours."



John and his partner work vigorously to provide quality work and excellent customer service for those new to the real estate buying and selling process. He prides his business on having the best interest of his clientele and providing detailed same-day inspection reports. Their dedication to their craft allows John and his partner to work on larger homes, spend more time on their property, and communicate well with buyers and their agents.

When he is not dedicating his time to serving his community, John supports his wife Bobbi with her barbershop called Bearded Stag and loves to spend time with their son Eric, a store manager in the Charlotte area. He and his wife enjoy camping, the beach, and dinner with friends. In owning his business, John defines success as working for himself and doing something he enjoys, giving him more time to spend with his family.

~ Your Grand Strand Furniture Store ~

"We Love Our Customers"

SEASIDE FURNITURE GALLERY & ACCENTS

The Largest Selection of Coastal Furniture
and Home Décor on the Grand Strand.
Living Room, Dining Room, Bedroom,
Pictures, Lamps and Coastal Accents and more



Thank-you *Real Producer Realtors*
for your generous referrals



VISIT Our
Mattress Gallery!



**TWO GREAT
LOCATIONS**
*MAIN SHOWROOM
MATTRESS GALLERY*

10356 Highway 90
Little River

*COASTAL DÉCOR,
RUGS & MORE*

527 Highway 17N
North Myrtle Beach

Mon-Sat 9am-6pm,
& Sun 1-5pm

Ph: 843-280-7632

SHOPSEASIDEFURNITURE.COM

▶ almost summer jam event @ the hangout

Our RP REALTORS® and Partners are the BEST!








THE MORTGAGE PROS WITH PLENTY OF OPTIONS!

- First Time Homebuyers
- VA
- Adjustable Rates
- Condotels/Condos
- Renovation Loans
- Non-QM
- Self-Employed Borrowers
- Foreign Borrowers
- USDA
- Investor Loans
- 2/1 Buydown
- FHA
- Jumbo Loans
- Second Homes
- & MANY MORE!

No matter what the scenario is, we have a program for you!

SCAN ME! SCAN ME! SCAN ME!



SCAN ME! SCAN ME! SCAN ME!

BOEMortgagepros.com

Check this out!

CARL D. MONSOUR
Branch Manager | NMLS# 145101
(843) 970-3120
CMonsour@boemortgage.com
@BOEMortgagePros




Bank of England Mortgage is a division of Bank of England. NMLS 418481. Member FDIC. 

Awarded Best Photographer
by Readers of North Strand News

25% Off Your 1st Listing Shoot
Use promo code **25DISCTEP.**

- Listing Photos (interior, exterior, community amenities)
- Aerial Drone Photos & Video
- 3D 360° Virtual Tours with FREE Schematic Floor Plans
- Virtual Staging
- Virtual Twilights
- Stock Landscape Photos of the Local Area taken by us!

NOW Offering Digital Watercolor Transformations

Southern Living
custom builder program
PHOTOGRAPHER


843-780-2996


info@tideseyephoto.com

www.tideseyephoto.com

PROFESSIONAL REAL ESTATE PHOTOGRAPHY IN THE GREATER MYRTLE BEACH AREA



 @tides eye photography
@tides eye real estate imagery

 @tideseyerealestateimagery
@tideseyephoto



Featured in
Southern Living
Magazine



Let Our Family Move Yours™

ALL MY SONS
MOVING & STORAGE

- Residential & Commercial Moving Services
- Local & Long Distance
- Corporate Relocation
- Full-Service Packing Solutions
- Short & Long Term Storage
- White-Glove Service



(561) 578-3800 Jolsen@AllMySons.Com


All American Fence

THE FENCE COMPANY FOR ALL YOUR FENCING NEEDS
Efficient, Durable, and Affordable. One Call Does It All

FREE ESTIMATES

Installed our black chain link fence quickly and efficiently. Very pleasant to work with and for a fair price. Very thoughtful installation crew, they even filled in the holes my dog had dug in my backyard with the dirt from the fence posts. Would recommend!"

- Stephen W.



843.234.2351 • 843.254.7212 • 843.283.2118
ALL-AMERICAN-FENCE.BUSINESS.SITE

Wren Floyd

DREAMS DO
COME TRUE

▶ feature agent

Written by **Heather Spruill**
Photography By **Donald Hovis**
- **Tides Eye Photography**

With only six years of experience, Wren Floyd has taken the real estate industry by storm and shows no signs of slowing down. Her difficult childhood has helped to shape her future in the best way possible. She dreamt of a home that she always wanted, and now she can help others attain that dream. Though her accolades and achievements speak volumes, she continues to recognize and appreciate where she came from, and the woman she has become.

Starting From the Very Bottom

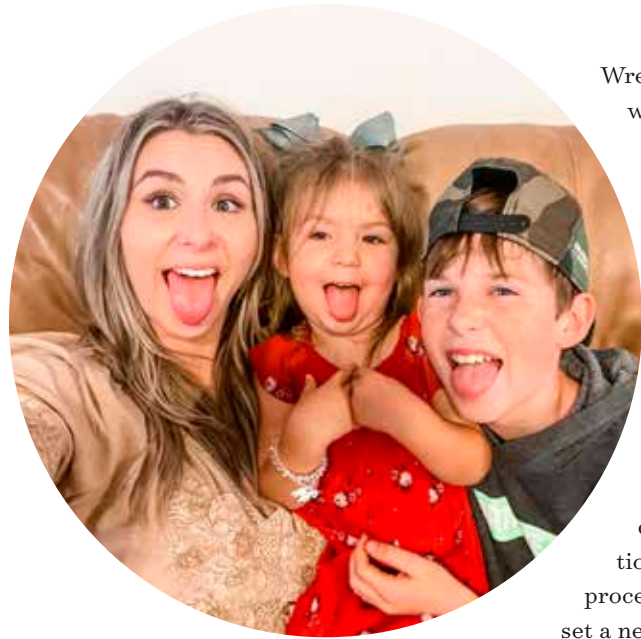
Wren was born in Myrtle Beach, SC, in 1990 and unfortunately, did not have the best upbringing. Having moved several times as a young girl with her mother, she would come to know stability at age seven, moving in with her father at Myrtle Beach. Life together was not easy as they lived more like roommates than father and daughter, but Wren attended school and, later, signed up for a local sports team.

Wren says, "I believe the best decision my father ever made for me was to sign me up for the local swim team. That is where I received a positive outlook on life today."

While on the team, Wren noticed *how* her teammates lived, *where* they lived, and their wonderful relationships with their families. She daydreamed about having a life that mimicked theirs. Along with experiencing how the other side lived, her swim coach, the most reliable and consistent figure in her life at the time, instilled in her that pushing beyond pre-conceived limits would be the driving force of success. Those encouraging words did not just apply to swim practice and meets. For the first time, Wren began to dream about the life she could have without limits.

With guidance from other adult figures, she encountered in life and through trial and error, Wren raised herself. At 14 years old, she knew she had to find a way to support herself and help her father. She decided to start working as a restaurant server. To find a way to do more for her family, she graduated early and found better work. At age 21, she gave birth to a beautiful boy and, soon after, started her career in real estate in resort sales. However, the lack of career-advancing opportunities and insufficient income forced Wren to take a leap of faith. In 2017, she left her position with a local resort company and started to pursue her real estate education. She knew she would have to work harder than anyone in any room to provide a better life for herself and her son.





Wren says, “Blake makes success seem so possible and within reach. I knew he was the best, and there is no better system than his when buying or selling a home. My job performance has caught the attention of several other firms, but my loyalty to Sloan Realty Group remains solid. He lives to see our accomplishments, and that brings me comfort to know that I have a leader who is in this for the long game with me!”

Wren continues, “The most rewarding part of this business is carrying out a smooth and successful selling process. My clients often say they appreciate being seen and treated as a person during the home-selling process, not a transaction. It is important that the client feels a part of the process at every step of the way. My personal goal is to set a new standard for what is expected of a realtor.”

Wren says, “I did not come from a wealthy family, so there was no one to borrow money from to help me get started. I did not have much money saved, so I took a great leap and acquired an \$8,000.00 personal loan to help support my son while I was learning the business. I had limited time and money, so I was fully immersed in real estate when I was not tending to him. My son was the single most motivating factor in my life then. There was no fallback plan. Real estate had to work. So I made it work.”

Wren is passionate about caring for those who are not as educated or in the best circumstances when selling their home. She assures every client that they are in the best hands and that it is her duty and privilege to help them achieve their goal, no matter how difficult the journey may be.

It Was All Worth It

In 2017, the same year Wren successfully earned her realtor’s license, she learned about Sloan Realty Group through their vigorous marketing campaign. She met with Blake Sloan, the company’s founder and president, for an interview and soon became an agent on the rise. Through his mentorship and professional experience, Wren developed techniques and practices that helped her become a one-of-a-kind agent. With her drive, tenacity, and inconceivable love for her son, she is a successful realtor and mother. In 2022, with 99 homes sold and a total volume of nearly \$24 million made, it was clear that she had developed a fantastic reputation thanks to the encouragement and leadership of Mr. Sloan.



Though Wren’s success as a realtor speaks volumes, her home life is just as wonderful. She is happily married and is now a mother of two. When they are not traveling for her son’s extracurricular activities, they are happy homebodies who love to make each other laugh. Coming from humble beginnings, she is determined to provide her children with the life of which she had always dreamed.

Wren’s future rests in building an impressive investment portfolio and becoming a mentor to new aspiring agents who want to know how to work in this field of real estate.

Wren continues, “To the up-and-coming producers, I would encourage them to be relentless! When life is in complete chaos and business does not seem to be moving as fast, take that downtime to grow your craft even more. Do not give up. Fail forward and keep going!”

“
It is important that the client feels a part of the process at every step of the way.
”

New Homes To Fit Every Lifestyle!



FIVE NEW LUXURY HOME COMMUNITIES TO CHOOSE FROM!

1 Now Selling in Longs, SC

If you are looking for a place to call home that is central to many conveniences AND a vacation- esque lifestyle featuring Swimming Pool, Pickleball and Bocce Courts, then you've found your future home! Located off Hwy 9 for easy access within 12 minutes to Loris, Cherry Grove, and North Myrtle Beach.



2 Now Selling in Little River, SC

It's more than simply moving into a new home - it's moving into a new lifestyle! Bridgewater residents enjoy an active lifestyle with the help of the onsite Lifestyle Director including neighborly get togethers, events, socializing, clubs and a whole lot more against the backdrop of a coastal-inspired community and landscape!



3 Now Selling in Myrtle Beach, SC

Now selling - homes in the award-winning community of Waterbridge! Voted best residential pool and best nature preserve, this is one exceptional community, and building our exceptional homes here will be a win-win for those who want to live here! Check out our website for the latest information on our homes!



4 Coming Soon to Myrtle Beach, SC

Another fine community with quality homes built by Chesapeake Homes in Myrtle Beach! Traditions at Carolina Forest will be coming in 2023. Sign up for the VIP list and you will be the first to know the latest and greatest about this "coming soon" community!



5 Coming Soon to Longs, SC

Coming 2023 - another fine Chesapeake Homes' community! The Willows will offer new beautiful single family homes with community amenities and many features and options that new home buyers have come to appreciate from us! Sign up now for our VIP list and be the first to the latest information on The Willows!



Visit cheshomes.com to find our beautiful collection of homes or call 843-806-1121 today!

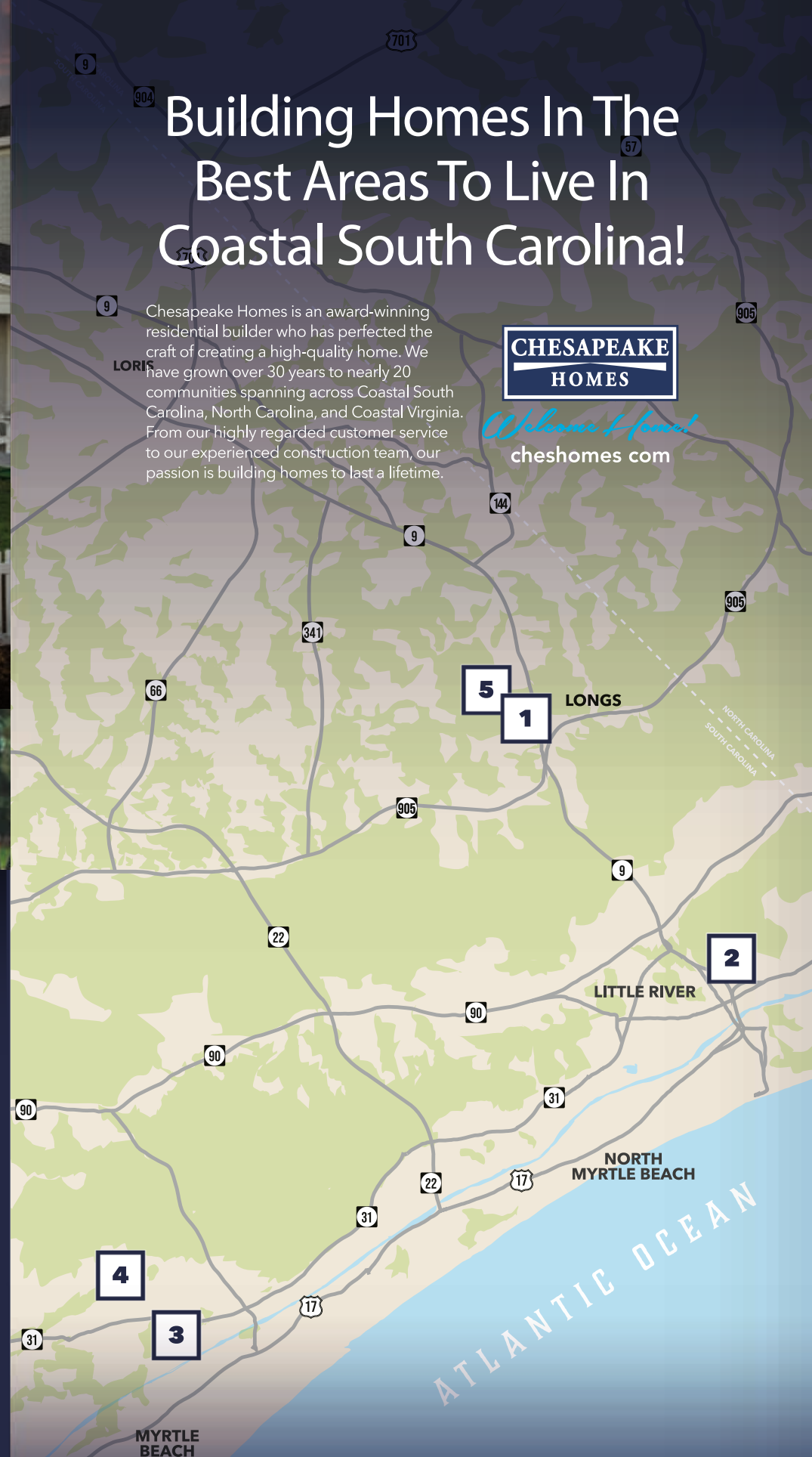


Building Homes In The Best Areas To Live In Coastal South Carolina!

Chesapeake Homes is an award-winning residential builder who has perfected the craft of creating a high-quality home. We have grown over 30 years to nearly 20 communities spanning across Coastal South Carolina, North Carolina, and Coastal Virginia. From our highly regarded customer service to our experienced construction team, our passion is building homes to last a lifetime.

CHESAPEAKE HOMES

Welcome & Proud!
cheshomes.com



1
Heritage Park
LONGS, SC
New Homes 1,282 - 2,189 Sq. Ft.



2
Bridgewater
LITTLE RIVER, SC
New Homes 1,506 - 3,349 Sq. Ft.



3
Waterbridge
MYRTLE BEACH, SC
New Homes 1,918 - 3,300 Sq. Ft.



4
Traditions
MYRTLE BEACH, SC
New Luxury Homes



5
The Willows
LONGS, SC
New Luxury Homes

Brandi Minchillo



cover story

Written By **Heather Spruill**
Photography By **Donald Hovis**
- **Tides Eye Photography**

A True Real Estate Educator

Brandi Minchillo has been a mover and a shaker in the real estate business for the last nine years and shows no signs of stopping. While dedicated to giving her clients a smooth and exciting experience when purchasing or selling property, she is also a REALTOR® leaving a legacy of perseverance and gratitude in this fast-paced and ever-developing industry.

Putting In the Work

Brandi watched her parents work laboriously during her childhood in upstate New York. With the extra helping hands of her grandparents, godparents, and other family members, who all lived on the same street as her family, there was no denying the love and support she had as a young girl. As she got older, she respected her father and his dedication to



providing for his family by any means necessary. When he was not working, her family would travel to Myrtle Beach, South Carolina, for vacation once a year. His determination and diligent efforts to make sure his family was secure made her want to work just as hard as he did.

By 2005, Brandi acquired her BA and MS in Education from SUNY Cortland and Iona University. She was an elementary school teacher for five years for the NYC public school system. She also taught at a Westchester County private school for ten years. In hopes of purchasing their own home, her growing family moved to Myrtle Beach, SC, for better and more affordable opportunities. There, she taught for two years at South Conway Elementary School in Conway, SC.

Brandi loved teaching, but over time, she became overworked and unhappy with her compensation and was ready to take a chance to learn something new. One day she saw a REALTOR® ad on Craigslist and decided to take a leap of faith. Although she had no experience in sales, she knew this was the perfect industry to find a new way to use her teaching skill set.

Brandi believes, “Teachers make the best REALTORS® because we are organized and used to working within the confines of tight schedules. We also have a great deal of patience and are accustomed to explaining things in many ways to ensure understanding.”





As she got ready to study and prepare for a new and exciting challenge, a few were not as supportive of Brandi's journey. Close critics reminded her that she was a financially strapped, married woman with two children under five years old. Her family barely made ends meet, so childcare was out of the question. Nevertheless, she was determined to find a way. So, early in her real estate career, she found a nanny to hire for four hours daily, Monday through Friday, while she began to build her business.

“ Every day we get to choose how we respond to life and the things it throws at us. Good or bad, we get to choose to be grateful, and that is what I will always choose to be.”

After interviewing with several agencies, Brandi settled her real estate roots at RE/MAX Southern Shores in 2014. She appreciated their roster of seasoned and commendable agents, and it was only befitting that she learned from the best of the best. In addition, she was excited to work in a positive and collaborative culture where she could blossom in her new career.

Although the company had previously only hired experienced, full-time REALTORS®, they gave her a chance. Once in the field, Brandi felt that her ambitions were questioned, but she was



determined to be taken seriously. She had a first-year goal of earning \$50 thousand and knew she could not continue in the field unless she reached that goal. As a result, she channeled those doubts and negative talk. In the end, she reached beyond her first-year sales goal.

Brandi reflects, “Sometimes discomfort leads to the greatest changes in our lives. I try hard to remember that when things are tough, there is always a light at the end of the tunnel.”

Leading By Example

For nine years, Brandi has enjoyed leaving her clients happier than

when she met them. She is a devoted and tenacious representative for those who trust her to make finding their dream home a reality. She also makes it her duty to positively influence and mentor others as they pursue their leadership path. She is grateful for the receipt of thanks from colleagues that she has encouraged or inspired

in some way. Her mission is to leave positive lasting impressions on anyone she encounters in the business.

While she continues to be attentive to her clients, Brandi feels even better when she finds ways to give back to her community. She takes up-and-coming agents under her wing locally and nationwide. In addition, she sits on the NAR YPN Advisory Board, which allows her to travel to YPN networks around the county and speak to young professionals pursuing a career in real estate.

Brandi continues, “I am also incredibly passionate about REALTOR'S® Advocacy and protecting homeownership and private property rights. I have served as an RPAC chairwoman at our local association for several years. I regularly champion agents to invest in the industry that allows us to serve and protect the public.”

When she is not preparing paperwork or sending her clients off to their newly purchased homes, Brandi enjoys the comforts of her own home. Whether it is game night, movie night, or arts and crafts projects with her three children, Ava, Noah, and Olivia, she enjoys spending quality time with her family. As a giving person herself, Brandi also teaches her kids to be faithful givers as they are big supporters of many children's charities. Every Christmas, they serve as angels and shop for less fortunate children so they can experience the magic of the holiday season.

At the end of a busy workday, Brandi remains thankful for the many blessings in her life. Even though life has its share of obstacles, she is grateful for the lessons and opportunities she has and that she can show others that success is within their reach.

Brandi concludes, “I want to be remembered for living with an attitude of gratitude. I try to find the silver lining in everything. Every day we get to choose how we respond to life and the things it throws at us. Good or bad, we get to choose to be grateful, and that is what I will always choose to be.”

Your Life, Your Legacy, PROTECTED

Schedule Your Estate Planning Session Today



We're Trusted, Proven, and Awarded Attorneys Who Are Devoted To Our Clients Needs

Free Consultations
843-357-4111
www.beachinjurylawyers.com



Greg Sloan and Will Parker

Take a load off

with the Home Protection Plan

- 14-month* coverage
- Choice of qualified local contractor
- Prompt LIVE call answering for claims



Curtis Shelley
District Sales Manager

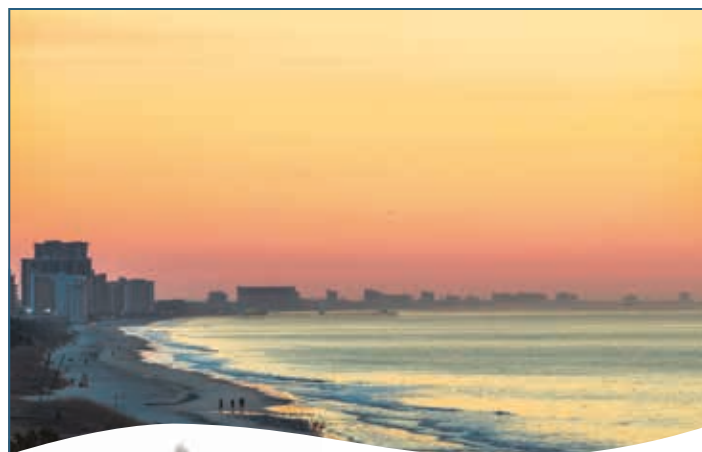
CurtisS@homewarrantyinc.com
(864) 993-1536



homewarrantyinc.com

Protect what matters

*Initial coverage term
Please review the actual terms and conditions for coverage, limitations, and exclusions at homewarrantyinc.com.



David G. Wurster

CFP®, MBA, RFC®
Certified Financial Planner™

1293 Professional Dr., Suite 205
Myrtle Beach, SC 29577
P: 843.712.2752 F: 843.712.2753
david@palmettocoastcapital.com
www.palmettocoastcapital.com

- Utilizing the appropriate retirement accounts for realtors.
- Helping realtors grow their wealth through equity markets AND real estate.
- Financial planning strategies to deal with the variability of agent's income.
- An established, experienced resource for you and your clients.

Securities and advisory services offered through Cetera Advisor Networks LLC, member FINRA/SIPC, a broker-dealer and a registered investment adviser. Cetera is under separate ownership from any other named entity.

DON'T MISS THIS EXCLUSIVE OFFER!

VEHICLE WRAPS



- VANS • TRUCKS • TRAILERS
- WALL WRAPS • FLOOR WRAPS



1788 Highway 501
Myrtle Beach, SC 29577



843-808-9301



DesignTheSignMB@gmail.com



DREAM FINDERS HOMES
HOMES BUILT TO FIT YOUR LIFESTYLE



DISCOVER COASTAL LIVING



EMBRACE AN ACTIVE LIFESTYLE

DREAMFINDERSHOMES.COM

843-279-4439 ● Carolinas.OnlineSales@DreamFindersHomes.com

NORTH CAROLINA COMMUNITIES



Calabash Station
Lighthouse Cove
Villas at Seaside

SOUTH CAROLINA COMMUNITIES



Rivertown Landing
Shaftesbury
Spring Oaks

COMING SOON COMMUNITIES

Calabash Palms
Creekside Landing
Promenade
Seaside Palms
Villas at Sandridge