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# Celebrating 4 YEARS!

DEES HINTON

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**4 Years of Events**  
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**4 Years!**

Our Mission has remained the same through these four years - To identify, promote and enhance the relationships of the top REALTORS® in Central Mississippi and connect these REALTORS® with the top industry partners that help them sell more real estate.

I would like to thank our REALTORS® and Partners for embracing and playing active roles in our mission.

I would like to thank my incredible team. Our writer, Susan Marquez; our photographer, Abe Draper; our videographer, Kayland Partee; our ad strategist, Carolyn Foley; our Assistant Publisher and Event Coordinator, Cindy Raborn; and our Creative Marketing Director, Gingerlyn Wallace.

As always, thank you to my wife, Dusty, for continuing to support me in every way.

I continue to give thanks to God for everything! He is the reason *Central Mississippi Real Producers* exists.

What next? We will continue doing what we are doing and find creative, new ways to connect our REALTORS® with the top industry partners!

Thank you for four great years!

**Dees**



**JULY BIRTHDAYS:**

- July 2: Ginger Arledge
- July 9: Rashida Walker
- July 9: Nita Martin
- July 17: JP Clark
- July 19: Dana Marsalis
- July 25: Chad Seabrook
- July 27: Charles Lacey
- July 31: Timothy Orey



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# ANOTHER YEAR OF EXTRAORDINARY TOP PRODUCERS

Photography by **Abe Draper Photography**

## ANN PREWITT

In addition to running her real estate agency, Ann Prewitt realized that she had something to share with students and because she had experience selling foreclosures, purchasing buildings and other areas of real estate, Ann began teaching three years ago for the Mississippi Real Estate Institute. **“I teach broker classes and sales pre-licensing. But my favorite class to teach is a broker post class where I share my knowledge on how to start and run a business, finding a niche and marketing yourself.”** Ann Prewitt



Ann Prewitt, August 2022

## DEBBIE CARTER

No matter what aspect of her life is involved, Debbie Carter will tell you that family is the most important. From her own large family to her “work family,” Debbie is always looking out for what is in their best interests. **“I often tell new agents that the secret to success is to never worry about the money you will make but to always worry if you are doing the right thing for your client. Treat each transaction as if you are buying or selling that home for yourself.”** Debbie Carter



Debbie Carter, September 2022

## ALLISON DANIELS



Allison Daniels, October 2022

“I have always loved to look at houses, but as I got into this, I began to realize that showing houses is only a small part of the whole picture. There is so much that goes on behind the scenes. While showing houses is an important part of the job, I think my favorite part is advocating for my clients. Every transaction is different. Every day is different. I like that. I learn something new with each transaction, and the more knowledgeable I become, the more confidence I gain. **My goal is to make sure my clients’ goals are met.**” Allison Daniels

## DWANNA STANLEY

“When I first got into real estate, I felt like I had a lot to learn. My first year, I sold one home. The second year, I sold two. The third year I sold 28 homes. During that learning time, I took all kinds of classes and I spent time interviewing lenders. I wanted to learn about credit repair, front and back end, and I wanted to learn what each lender offered with their in-house programs.” Now Dwanna’s agency is 67 agents strong. She works hard to make sure all her agents are knowledgeable and educating people on the process of homebuying is something that is important **“I’m big on training.”** Dwanna Stanley.



Dwanna Stanley, November 2022

## DREW AND JESSICA EVANS



Drew and Jessica Evans, December 2022

Both Drew and Jessica Evans got their real estate licenses in August 2015. “Drew is the go-getter,” says Jessica, who is more comfortable being the backup person. “I never thought I would be successful in real estate because I’m too much of an introvert to meet people. I told Drew if he would do the face-to-face work I would manage it all behind the scenes.” This made for a very successful team. Jessica got her broker’s license in 2020 and the couple started Evans Premier Properties LLC. **“We give God the glory for our success. We have been richly blessed in our career and family.”** Drew and Jessica Evans





**SACIA FINDLAY**

With over twenty years in the business, Sacia Findlay has helped everyone from first-time home buyers to seasoned investors with rentals and commercial properties. She has repeat clients that bought and sold multiple properties over the years. Sacia has a broker's license in both Utah and Mississippi and has built a thriving business. **"I love bringing buyers and sellers together, making new relationships, and referring clients to other top agents nationwide."** Sacia Findlay

Sacia Findlay, January 2023



**ANDREW WHITE**

Transitioning into selling homes was fairly easy for Andrew White. "The car business was hard. We worked very hard and I took pride in that. But I needed a life change. My anthem, so to speak, in the real estate business is that I'm not here to 'sell' you something, I'm here to help you 'buy' something. I feel that my job is to guide my clients through the process of buying or selling, help them make tactful and educated decisions, and help them actually accomplish their goals. **Over the many years in sales, I learned that sometimes you have to get creative in negotiations, and I've been blessed to have a lot of experience with that. So as the years went by, that just became more aligned with my personal moral compass."** Andrew White

Andrew White, February 2023



**MICHAEL COLVIN**

Soccer brought Michael Colvin from Scotland to the United States in 2010. After college, he worked in the corporate world. In 2021, Michael Colvin reactivated his real estate license and identified a niche market- working with investors. **"My strong management background and work with investors helped me achieve major sales last year. The market was crazy, and people were looking to invest. I got it down to a science and it has been working great for me."** Michael Colvin

Michael Colvin, March 2023



**DIANNE NELSON**

Real Estate is a second career for Dianne Nelson. She started her own brokerage in 2019 and named it Right Size Realty. "Because of my age, I realized that many people, like me, were looking to downsize. Most people start out with a small home, then they have children and outgrow it, so they move to a larger home. When the kids move out, the empty-nesters no longer need all that space, so they want to downsize." Dianne says she has five agents now, including the two youngest of her four sons, twins Paul and Andrew. "We also renovate homes in the Belhaven and Fondren area." Dianne also applies her business background to her relationships with her clients and other REALTORS® and brokers. **"I work to minimize any weaknesses and threats and capitalize on strengths and opportunities. That has always been my approach, and it works for me."** Dianne Nelson

Dianne Nelson, April 2023



**STEPHANIE KITCHENS**

Real estate has been the ideal business for Stephanie Kitchens, who says that building relationships and connecting with people is important to her. "I love everything about real estate, from finding my buyers' dream home to helping sellers achieve their goals. I enjoy working hard for my clients' happiness. I find a lot of purpose in helping my clients, and I have made many lifelong friends." Stephanie says her job requires passion, knowledge, determination, and integrity. **"My favorite thing about real estate is getting to know so many people and walking alongside them through the buying and selling process. I love being a part of their success as I walk with them step by step to the closing table. I do all I can to make the process smooth and stress-free for them."** Stephanie Kitchens

Stephanie Kitchens, May 2023



**MANDY GARDNER**

Mandy Gardner's first exposure to real estate was during summer break from college. It was working on a farm that helped Mandy realize the importance of owning land. She has now been in real estate for almost 25 years. Early in her career, Mandy worked with a lot of builders, and she sold new construction, which taught her a whole different area of real estate. "I went on to get my broker's license." Working with other builders inspired Mandy to also get her builder's license, which she did in November 2021. "I started a spec house last year that will close soon." **"It is very rewarding for me to help guide people in their purchase of a home. I work with a lot of first-time home buyers, and then I work with people who are purchasing their third, fourth, or even fifth home. I love helping them as they move up."** Mandy Gardner

Mandy Gardner, June 2023





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# TREVOR WILLIAMS

▶▶ rising star

Written by Susan Marquez  
Photography by Abe Draper Photography



While he comes from a family of business-owning entrepreneurs, Trevor Williams says when he was growing up he imagined himself going to work one day in a big city. “Maybe some place like Wall Street,” he says. “I wanted to be super successful.”

## TREVOR WILLIAMS POURS INTO HIS CLIENTS

Of course, as we grow older and mature, our aspirations change. Trevor grew up in Petal and went to college at Ole Miss. “I majored in accounting – my dad made me do it. Now I’m so thankful that’s what I did. I have a good understanding of the real backbone of business.” But it took Trevor a while to come to that understanding.

“College was a real turning point for me. I began to learn that there is a bigger purpose for my life. I was fortunate to be surrounded by strong role models.” It was also during college that Trevor met his wife, Kristen. “We got married in 2017, right out of college,” he says.

After college, Trevor thought about what he wanted to do with his life. “I considered ministry, and possibly pursuing a business of my own.” For a year or two, Trevor did accounting work while also working part-time at a church. “I ended up at Belhaven University where I worked in the athletic and student life department mentoring students in leadership. I was able to pour into young people the way I had been poured into when I was in college. What I didn’t realize at the time was that everything I had done set me up for a career in real estate.”



Knowing he was seeking his path in life, Trevor’s mother-in-law, Melissa Rhodes, encouraged him to go into real estate. “She had been in real estate for several years, and she owned Dream Home Properties. She wanted me to get my license and come help her out in her business.” Trevor took some time to watch Melissa and how she did business and in 2019 he studied and got his real estate license. “I did a couple of transactions with her, and I was hooked!”

Real estate has proven to be the perfect profession for Trevor. “It allows me to use both sides of my brain. I know the financial side really well, and I enjoy walking alongside my clients as they go through the process of buying or selling a home and mentoring them, often emotionally.”

As a matter of fact, it’s the emotional aspect of the business that was the biggest surprise to Trevor. “I’m typically a pretty black-and-white person. I realized very quickly that when dealing with buying and selling homes, it can bring out strong emotions in people. I’ve had people who have gotten emotional about selling a home they’ve lived in a long time, as well as people get emotional and want to back out of a deal during closing. I learned I had to become a counselor as well as a REALTOR®.”

Trevor got his license right before Covid hit, and then, of course, the real estate market went through a very interesting time. “I felt like ready or not, I had to get in there and figure it out. And I found that real estate comes naturally to me. I actually took a real estate class while in college, with the thought of possibly investing in property for myself one day.” More and more, Trevor has realized that all he has done in his life has led him to this point. “Everything I have done has set me up to be in real estate. I love the relationships I am building; I love it when people have confidence in me, and I love to pour into people. It was not a hard transition for me. I absolutely love getting up in the morning and going to work.”







The confidence aspect is important for Trevor. “I want my clients to know that when they hire me, I understand all sides of the game.” Not that he feels he knows it all. “I am still in the learning phase. I actually got my broker’s license last year. In the stage I am at now, I feel that if I am going to do this, I want to be the best I can be. I am working on certifications and additional education so I can know as much about this business as possible.”

Trevor and Kristen have one daughter, Waverly, who turned one last February. She will be joined by a baby brother in October. Kristen has been a teacher in Brandon and at Germantown but will tutor part-time this fall for Madison County Schools. “That will give her more time to spend at home with the kids.” “As a family, we are very church-oriented. We attend Redemption Church in Madison and are involved in every way we can be. Redemption is a church plant of First Baptist Madison, and many of our friends also attend with us.”

Trevor says he and Kristen enjoy hanging out with his friends and family. “We have a supper club that meets every Monday night. We love to gather together and basically go through life with each other.” The other soul in their home is the family’s Goldendoodle, Oakley. “He was our first child,” laughs Trevor. “I enjoy taking him on runs with me daily.”

Both Kristen and Trevor’s parents live in Madison, and they enjoy spending time with them, especially going for boat rides on Lake Caroline and Reunion. “We also enjoy going to the beach as a family.”

One of Trevor’s passions is snow skiing, something he has done since he was seven or eight years old. He looks forward to his yearly ski trip with his dad. “Our goal is to hit every ski resort out west.”





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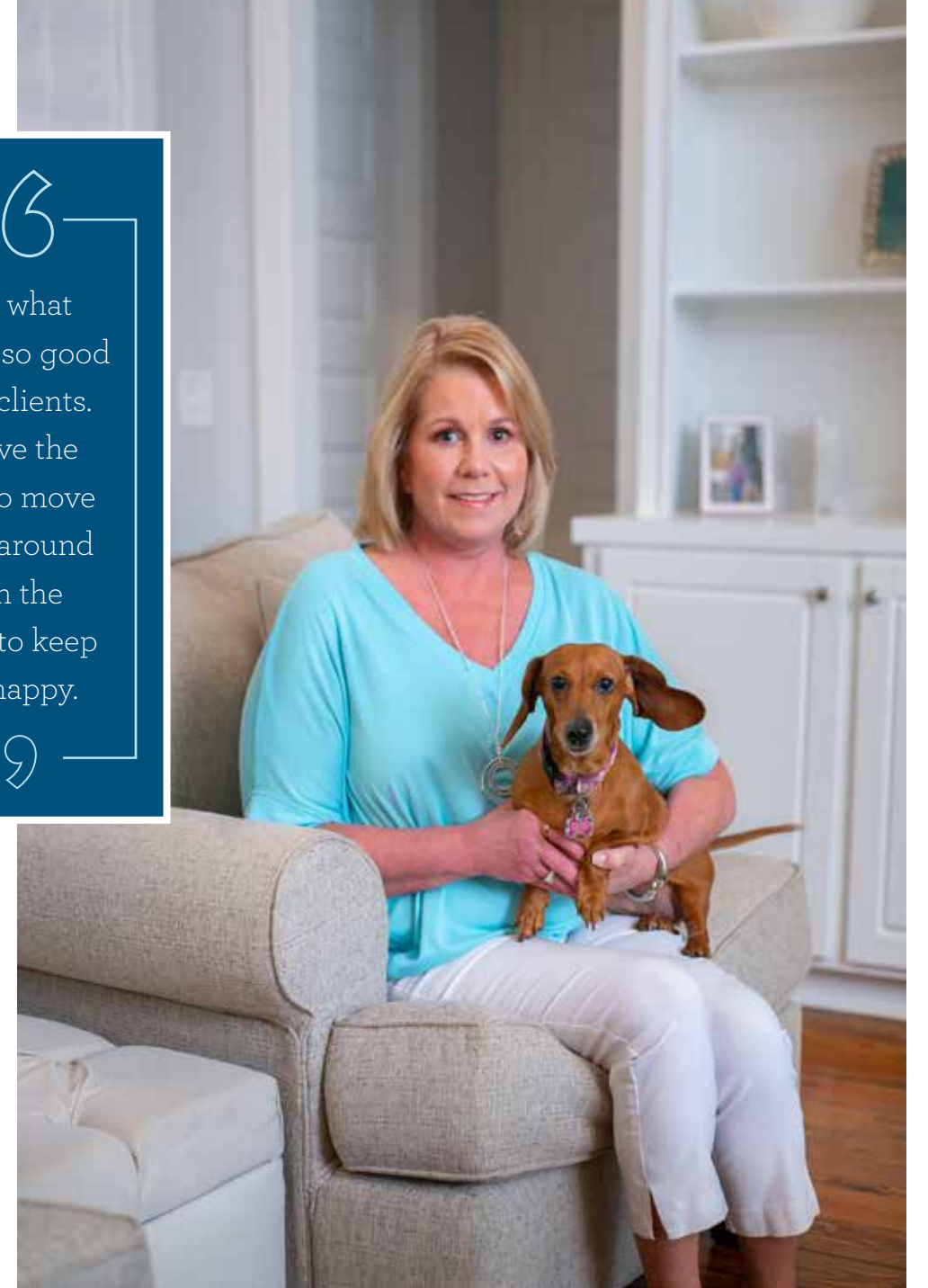
# ELAINA STEWART

▶ partner spotlight

Written by Susan Marquez  
Photography by Abe Draper Photography



“That’s what makes it so good for our clients. We have the ability to move people around within the agency to keep them happy.”



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### Elaina Stewart’s Riverside Insurance Finds the Best Coverage for the Best Rates

Elaina Stewart learned about hard work from her father, who believed in a good education and career. She grew up in the metro Jackson area, starting school at St. Andrews, before her parents built a house in Madison and she attended Madison-Ridgeland Academy. When her dad wanted to move out to the country, the family moved to Canton and Elaina graduated from Canton Academy.

Deciding she wanted to study business, Elaina went to Millsaps and got married while she was still in college. “I had a goal of finishing college.” After college, Elaina worked for a brokerage firm for

five years. “I got my insurance license in 1998 and worked at a few agencies until I started Riverside Insurance Agency in 2001. I just went from there and I’ve been clicking along ever since.”

Admitting that it may have been easier to go to work for one company, Elaina says that as an independent insurance agency, she gets to work with many different companies. “That’s what makes it so good for our clients. We have the ability to move people around within the agency to keep them happy.”

While she sells a variety of personal lines of insurance as well as commercial insurance, her company, Riverside Insurance, has a strong focus on home insurance. “We work with mortgage lenders from the beginning of the process. Some of the clients are first-time home buyers and need insurance for their new homes. Others may have an agent, but they want to get quotes to be sure they get the best rate. We shop with all of our companies to provide our clients with the best coverage for the best rate.”

Elaina says she also works with Realtors®. “They often want to get rates on home insurance. And often, we can get a better rate if we bundle with auto insurance.” REALTORS® and mortgage brokers like that the turnaround time Elaina and her company provides is quick. “We can often get a quote within 30 minutes, provided that we have all of the information at hand. We work as fast as we can because we know it is important to them.”





She has seen many changes in the industry since she started. “The industry has become way more automated,” Elaina says. “We used to do hand-written triplicate paper applications. We would often have to send it to the insurance companies and wait for a quote. Now technology has made us so much more efficient.”

Educating people on the benefits of an independent insurance agency is a big part of Elaina’s job. “The big companies advertise while the independent agencies don’t. We represent many different companies, so we can shop for our clients.”

Elaina has one daughter and one grandson. “He is ten years old, she says. “He plays quarterback on his school’s

football team.” When she is not working or spending time with her family, Elaina enjoys traveling, especially if it’s going to see a concert. “I love going to concerts out of town,” she says. “I am a huge Rolling Stones fan and I saw them play in New Orleans, in Denver, and at a three-day concert in the desert in California. There were six bands there and it was a blast!”

Elaina also loves college football. “You will almost always find me in front of a television on Saturdays during football season.” Even though she went to Millsaps, Elaina says she loves watching Ole Miss football.




# Robert “Bobby” Moorehead

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# SHANNON Warren

## Shannon Warren Loves Waking Up and GOING TO WORK EVERY DAY

When Shannon Warren graduated high school in Terry and went to Holmes Community College, she had no idea what she wanted to do in life. What she did know was that school was not her thing. “I did not like it!” But a friend convinced her to go to dental assistant school, so Shannon enrolled in the Hinds Nursing Allied Health Center. “I really liked it, and I was offered a job during clinicals with Dr. George May.”

For 17 years, Shannon assisted Dr. May day in and day out with oral and maxillofacial surgery. But the Monday through Friday grind was getting to her, especially since she got limited time off and she had two active girls. “I was at a standstill. Every day was so routine, and it wasn’t challenging any more. I knew I needed to do something else, but I wasn’t sure what that would be.”

Real estate broker Clay Parker and his wife, Kristie, are close friends with Shannon and her husband, Zach. “Clay convinced me to get my real estate license and go to work with him.” It was a big leap of faith for Shannon to leave a steady job with benefits. “Zach has a good job as a nurse and marketer for Infusion Plus, plus he owns a videography company called Warren Brothers Media. I knew he could support us financially, but it was still scary to give up the income from my job.”

Shannon and Zach had purchased a lot and had plans to build a home, but they decided to wait. “Instead we bought a smaller house.” And what they realized is that they enjoyed the simplicity of scaling back. “We sold the lot and we are still in the small house. My two girls, Annalee (13) and Reese (8), each have their own room, they choose to share a room. We are happy here, and we love the financial freedom we have.”

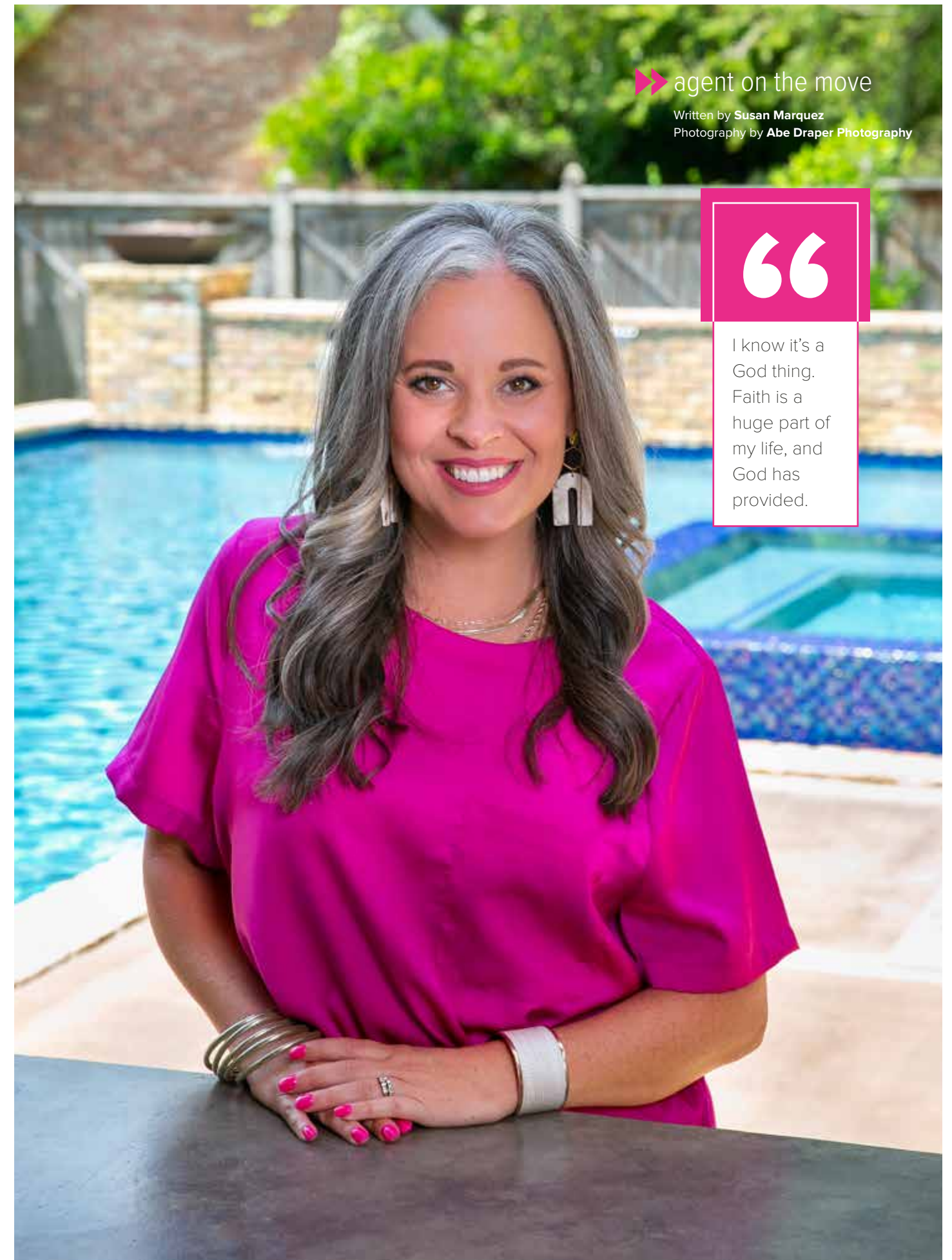
Shannon hit the ground running in real estate. “I was motivated.” And in two short years, she has been able to make up the income from her previous job. “I know it’s a God thing,” she says. “Faith is a huge part of my life, and God has provided.”

▶ agent on the move

Written by Susan Marquez  
Photography by Abe Draper Photography

“

I know it’s a God thing. Faith is a huge part of my life, and God has provided.







She started her career at Weichert Realtors in Brandon, and she is still there today. “I am never going to move,” she says. The thing that surprised her most about her job is how important her role would be in the emotional well-being of her clients. “I feel a huge responsibility to try to take as much stress as possible away from my clients. That’s one part of the job I was not expecting, but I love helping people in their home journey.”



There is a phenomenon known as the “Monday Blues,” where people get depressed at the thought of going back to work on Monday. “I have never had the Monday Blues,” she says. “Real estate does not feel like work to me. I love the flexibility of it and I can work from anywhere as long as I have my phone and laptop.”

Shannon is very involved in the youth group at First Baptist Brandon. “I work with the ninth and tenth grade girls and I love it. We go on three trips in the summer, and I can take my computer with me and not worry about a thing.”

She is also involved with an organization called Radically Against Dystrophy which benefits people with muscular dystrophy. “My cousin is the president of the organization. I used to be a counselor at a camp for kids with muscular dystrophy, so it has an important place in my heart. I’m proud that Weichert Realtors is very involved with the organization as well.

When she isn’t working or volunteering, Shannon says she enjoys going on trips with her family. “We travel a lot. It’s a great way for us to spend quality time together.”



“ I feel a huge responsibility to try to take as much stress as possible away from my clients. That’s one part of the job I was not expecting, but I love helping people in their home journey.





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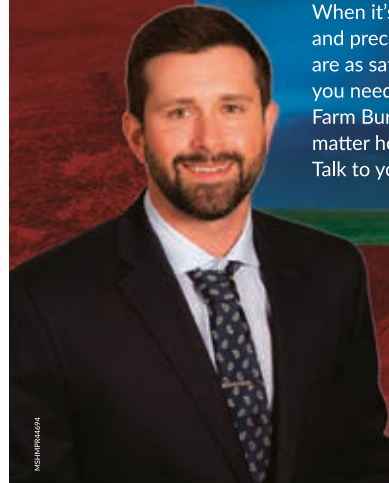
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# 4 YEARS!



## OF REAL PRODUCERS SOCIAL NIGHTS

Written by **Cindy Raborn**

**Central Mississippi Real Producers' mission** is to identify, promote and enhance the relationships of top REALTORS® in Central Mississippi and connect these REALTORS® with the top industry partners that help them sell more real estate.

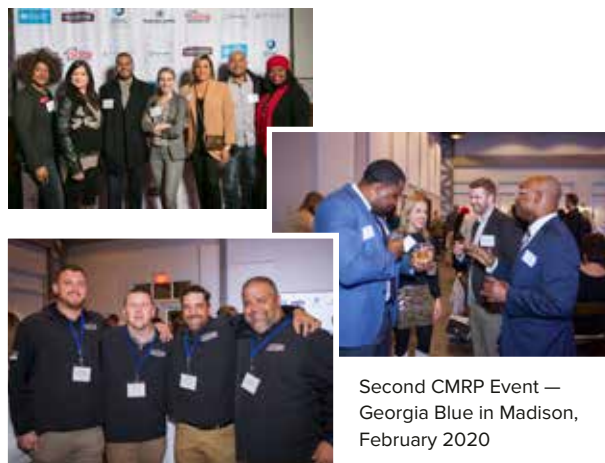
One of the primary ways we do this is with our **Social Nights**. With each event, we choose a different location and type of venue each time to make each event unique! In this anniversary issue, we want to take a look back at **FOUR Years of Social Nights and FOUR Years of Fun!**

The very first social night in October 2019 came with a lot of preparation! Mercedes Benz of Jackson was chosen as the venue, and we had a great time! This really set the tone for what was to come – great food, great drinks, great music, great door prizes, and plenty of time to see old friends and meet new ones in the industry.



First CMRP Event — Mercedes of Jackson, October 2019

Our second event was in February 2020 at Georgia Blue in Madison. It was another fun night! Word was getting around, and we had a great turnout!



Second CMRP Event — Georgia Blue in Madison, February 2020

Then 2020 hit! We were unable to have any events for a year due to the Covid pandemic. We know that networking is so important in any business, and it is one of the cornerstones of Real Producers. We set several event dates at the end of 2020 but had to postpone each time to help keep everyone safe.

Despite the pandemic, the real estate market was hot, and we continued to celebrate the successes happening in our real estate world through online and in-print publications and on social media.



Third CMRP Event — Lineage Lakes in Flowood, March 2021

Finally, in March of 2021, we were able to get back together again. Deep South Custom Homes opened their beautiful home in Lineage Lakes in Flowood, and we were glad to see everyone back together again.



Partee Photography. Third CMRP Event — Lineage Lakes in Flowood, March 2021







Two-year Anniversary Celebration — The Station in Madison, July 2021

In July 2021, we celebrated our REALTORS® and our second anniversary at The Station in Madison. The Station was a fun place to have some barbecue, see some great vintage cars and enjoy the night!



SummerHouse, Ridgeland, MS, November 2021



Our next event was at SummerHouse in Ridgeland in November 2021. We were able to mingle among beautiful home furnishings, enjoy the largest charcuterie table ever, and see some new faces at the event. And of course, thanks to our ad partners, there were a lot of great door prizes given away again.







In March 2022, we had the largest attendance yet at Babalu! We missed Dees being at the event, but we enjoyed the night in downtown Jackson.



Babalu, Jackson, MS, March 2022



Reunion Country Club, July 2022

In July 2022, we celebrated our 3rd anniversary at Reunion Golf and Country Club in Madison. What a beautiful venue and view!







Ridgeland MS Home, November 2022



The November 2022 event was held at a beautiful home in Ridgeland Mississippi. A perfect indoor and outdoor space for entertaining made for a magical evening.



The Yacht Club, March 2023

In March 2023 our event was St. Patrick's themed and held at the Jackson Yacht Club. It was another huge turnout at a beautiful venue overlooking the reservoir.



We know that networking is not just exchanging names and contact information. Networking is a way to create long-term relationships that can have mutual benefits. We strive to make your opportunity to network easy. We do all the work; you just have to show up and have a good time. Here's to **FOUR Years of new friends!**





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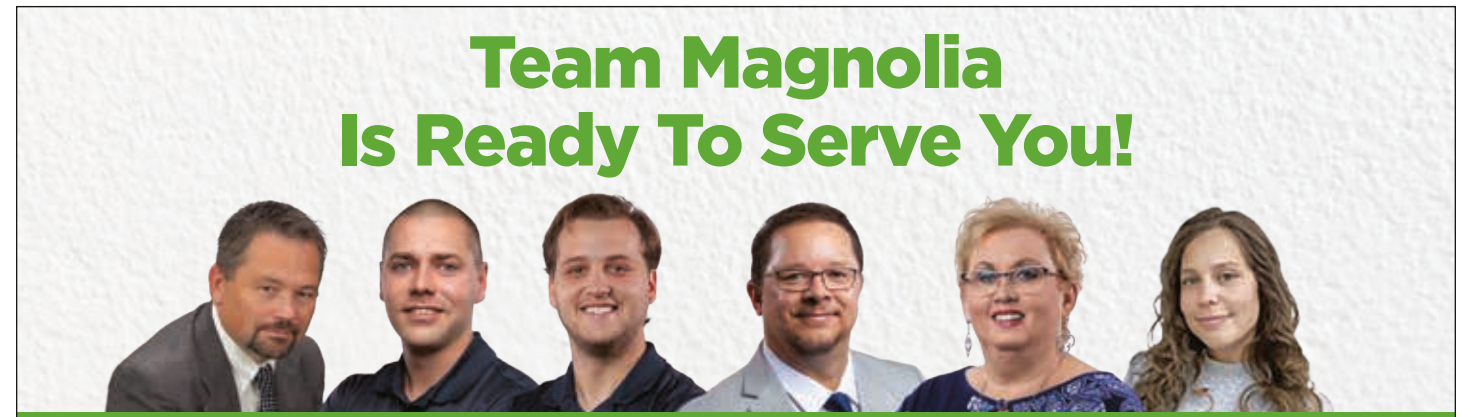
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