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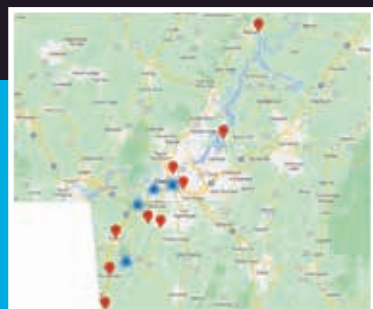
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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at jeff.white@realproducersmag.com

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4. Invite them to coffee or dinner and invite some other REALTORS® to join you! Relationships are the root of good business!
5. Share their information with newer agents and give them an opportunity to help them succeed in this industry.

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welcome to July!

Welcome to the July edition of *CHATTANOOGA REAL PRODUCERS*, where we tell the REAL stories of the REAL PRODUCERS in our local real estate community, to inspire us to KNOW ONE ANOTHER BETTER. We believe that doing business in the real estate industry is not just about transactions; it's about connecting with people you know, like, and trust!

In these vibrant pages, you'll discover stories that showcase the joy and thrill of working with familiar faces.

From heartwarming success stories to valuable insights from seasoned professionals, we bring you a treasure trove of knowledge and inspiration.

Real estate is all about building communities, and what better way to foster that spirit than by collaborating with trusted partners? Whether it's finding the perfect home, sealing a deal, or forging powerful partnerships with affiliates that will ally with you, we firmly believe that building relationships is the key to success.

As you read through these pages, we hope you will be inspired by the stories you read and will find ways to connect with those we have featured. As always, we welcome nominations for feature stories, so feel free to reach out to me with names of those you would love to read more about!

Happy reading and here's to a future filled with prosperous partnerships!



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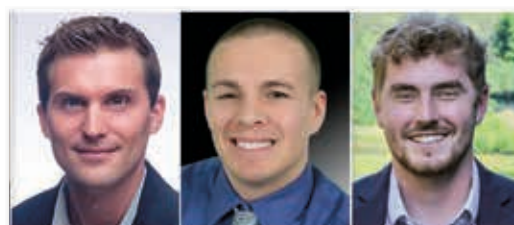


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CELEBRATING LEADERS

Behind every real producer is a strong leader. Excellent managing brokers, owners and leaders are something worth celebrating! We love to highlight the human behind the brokerage and give a glimpse into what makes these industry titans tick. Love your broker? Nominate them today!

TOP PRODUCER

Every cover of *Chattanooga Real Producers* features a top 50 agent. Despite what you might think, that local legend REALTOR® you're thinking of right now is a *real human being* with quirks, hobbies and even mistakes. She may be a household name, but have you ever seen her house? Did you know he has 17 cats? You get the picture. We love getting to know our top performers ... nominate one now!

MAKING A DIFFERENCE

Many real estate agents know the importance of giving back, and we celebrate that! Our "Making a Difference" column spreads awareness for great nonprofit organizations and good causes. If you are involved with a nonprofit or philanthropic cause (volunteer, founders, etc.), share yours today!

MENTAL HEALTH MINUTE

REALTORS® face a unique set of challenges from month to month, day to day and even minute to minute! A lot rides on your shoulders, so it's important to take your mental health seriously. Press pause with us for a moment and maybe even learn something about yourself you didn't realize before. If there is a specific struggle, topic or trigger you'd like to see discussed in an upcoming article, please reach out!

FUNNY STORIES

Everyone knows there are some funny, bizarre and/or downright crazy situations that happen in your life as a real estate professional! This column is your chance to share those funny stories with other agents so we can all be in on the joke. Email a brief story to see it in a future issue!

AND MORE!

As we grow, we will be able to do more types of content, so we are *always* open to input and feedback from you! Please do not hesitate to speak up!

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To share your stories, photos and nominations, please reach out via email or social media!

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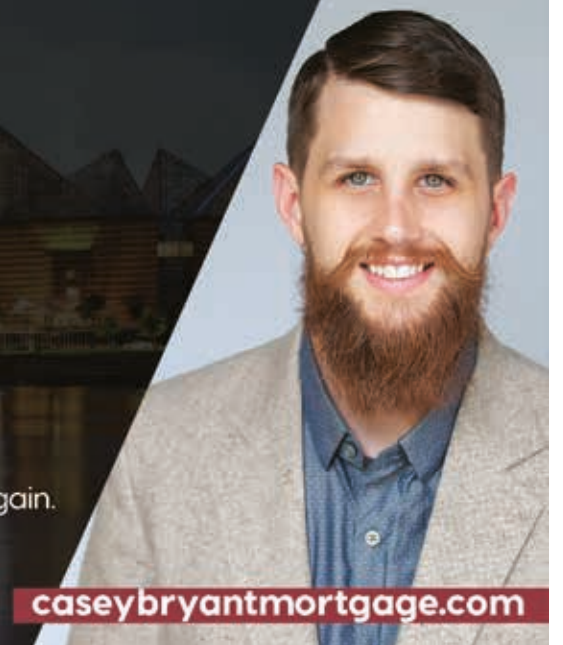
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BOUNDLESS

MOVING & STORAGE

partner spotlight

By Anders Clarke
Photos by William Griggs

PERSONAL SERVICE WITHOUT LIMITS

While the process of selling or buying a house can be tough, moving into it can bring plenty of stress as well. Having to pack and move out of a house, apartment, or even a business is an often daunting task. Boundless Moving & Storage aims to help guide people through the process, providing support and peace of mind to their clients. By maintaining communication, customizing the process for each client, and following through, they have built strong relationships and a great book of referrals and repeat business.

Matt Carlson founded Boundless Moving & Storage in 2015 after seeing the opportunity in a growing city. After talking with a friend in the industry from Texas, he left his career with non-profits and started out on his own. While the early days are always tricky to navigate, he quickly built a team of movers and started getting the word out. As

his business and reputation grew, he earned the trust of his clients and partners in the area. Now eight years later, he is expanding his business into Charlotte, North Carolina and seeing his efforts continue to pay off.

Boundless Moving & Storage's motto is 'Personal Service Without Limits'. A big part of their model is to provide that personalized touch for each client according to their needs. "We really try to listen to what they need," Matt says. "Tell us what you need and how involved you want to be". By learning exactly how their clients want to handle their move, they can provide exceptional service. Figuring out what their client wants to be in charge of and what they want to be handled for them is a big part of the collaborative process. They do a walk-through with each client to ensure they understand what they are moving and how to best move it.

Keeping in communication with their clients ensures everything goes smoothly. While they do walkthroughs before each move, they also make plans with clients to ensure everything goes exactly where it needs to. For Boundless Moving & Storage, their goal is to get the client's new location as close to perfect as possible, cutting down on the work they have to do to sleep in their new house. They communicate with precise times for pick-up and drop-off, whether it's a local or national move. Keeping clients in the loop provides them the peace of mind that is often hard to come by during the moving process.

Another tenet of the Boundless Moving & Storage business model is taking care of their own employees. Much like their clients, employees are in communication about what they need. Boundless Moving & Storage works to provide them the opportunity to

pursue the lifestyle they want and help them with their individual goals. Many of their employees have grown with the company and have remained loyal during a tough time in the industry. From pay to time off, Matt wants to make sure his team is taken care of so they can take care of clients.

As the owner of the company, Matt has plenty on his plate. Most of his free time is spent with family in Cleveland enjoying the outdoors. With his wife, Heather, and two children, Nile and Cora, they love to fish, camp, hike, and experience nature to the fullest. He is also an avid runner, which helps him stay in shape and enjoy life. He even ran as part of a relay with several others after the 2013 Boston Marathon bombing to raise money for charities. The relay started in 2014 in Cleveland, TN and ended in Boston with several runners in the marathon itself. They raised \$75,000. His heart for people and community extends into other areas as well.

Matt worked with Habitat for Humanity for almost 15 years. During his time, he built homes in Cambodia and Thailand, as well as helping locally in many ways. Even though he has moved on from Habitat, he still stays involved in organizations including FCA, local United Way's, Casa, and the company participates in a

community wide Christmas drive every year. Always looking out for others is a big part of why Matt does what he does. The moving business allows him to love people through great service in a tough event to navigate alone.

Ultimately, Matt is a servant of others. From his family to his business, clients, partners, and employees, he strives to provide the best possible life he can. He is serious about building great relationships and being honest in all facets of his business. "Being a part of something you can be proud of" is a major drive for his work ethic and success. "You want to live and work with people who support, love, and trust you," he says, and he works to achieve this in every way he can. Matt embraces the opportunity to have a positive impact in each and every client's lives, and the trajectory of his business proves he does it well. Only eight years into the business, Boundless Moving & Storage is already building an exceptional legacy.



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Some of the biggest successes in our lives start out as a leap of faith. Kelly Szezborski was never a risk-taker in her life until she was left without another option. As a result, she is happier, more capable, and in a career she loves. Despite her fears of failure, she continues to succeed at a high level and has high expectations for her future plans. In the past four years, she has become a great advocate and representative for the industry and impacted many agents and clients during her career thus far. While real estate wasn't her initial path, it ended up being the best one for her.

her knowledge and experience. "My nature is to be helpful and a teacher," she claims. She has proven her aptitude as she has helped the team grow to 25 agents and staff. Having taken a step back from her roles to focus on family and her own business, she is still excited about the future.

Being a teacher in the industry is a large part of Kelly's motivation. "I do have a huge passion for making my community better and helping," she states. Whether it's her office community or her city, she loves to spend time being an asset to others. She has always taken on management roles in all her work due to her strong work ethic and commitment. However, she really leaned into it as a trainer, coach, and mentor with her team at eXp. One of the best ways to learn is to teach others, and she is definitely better off for it.

Driven to constantly improve, Kelly has leveraged her work ethic to help establish her own business and reputation. She is a constant student of the

After her primary job was dissolved, Kelly checked out and went all-in on real estate. She started as a solo agent, but moved to the Austin Sizemore Team shortly after its inception in 2019. During that time, she was able to learn and grow quickly, eventually passing on her own skills to new agents, recruiting, and mentoring others. She loves the opportunity to have a positive impact on other agents and pass on

“

You're always going to run out of motivation at some point, but then you have to be **DEDICATED** and **DETERMINED** to push through when you don't want to.

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By **Anders Clarke**
Photos by **Hayley Ownbey Photography**

business, always looking for new sources of education and more tools to serve others at a higher level. She says, "You're always going to run out of motivation at some point, but then you have to be dedicated and determined to push through when you don't want to." She was raised to work hard, but doesn't let her desire to succeed supersede her commitment to honesty. She will always be doing the right thing, even if she has to take one step back now for two steps forward later.

Kelly loves collaboration and partnerships, and puts a lot of emphasis on working towards a winning scenario for everyone. From her managerial roles to her transactions, her goal is for everyone to walk away happy. Even if you can't please everyone all the time, it doesn't stop her from trying. She finds fulfillment in achieving a common goal and exceeding expectations. She states, "I really value honesty and collaboration," and it shows in her daily interactions. She extends this to her partners and affiliates as well, working with them side by side to create the biggest impact. Not one to leave something halfway done, she will always see it through.

While she claims she has never really had hobbies, she spends much of her free time making memories with her family. With her husband, Victor, and three children (and another on the way), she loves to get out and explore Chattanooga or just relax by the pool. She has a lot on her plate right now and even recently started a landscaping company with her husband. Her unbeatable work ethic extends to her family, and she works hard to raise her kids well and ensure they get all the love and support she can offer. Her family is what really drives her to work hard, setting a



great example for her children and creating opportunities that she didn't get to experience herself. She loves being able to enjoy them with her children now.

Looking ahead, Kelly has big plans for the future. She has just started a brand new brokerage with her partner, Chase Buckner, called Freestone Property Group, where she

will be the principal broker. She is looking forward to growing her brokerage and creating something new in the community. She is all-in on her business, raising her family, and helping her husband as much as she can. Not one to sit still too long, she embraces the chaos and intricacy of the industry and loves how crazy it can be. Having accomplished so much in four short years, we're excited to see what she can do with four more.

"Strength grows in the moments when you think you can't go on but you keep going anyway."

- Ed Mylett



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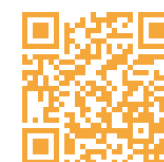


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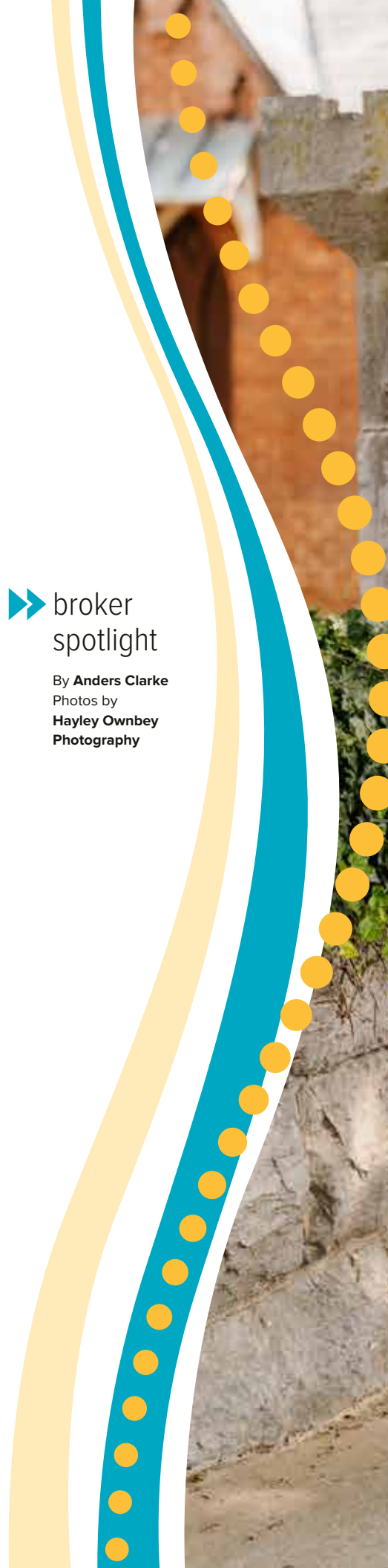
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JESSICA GARRETT

REAL ESTATE MADE SIMPLE

Growing up with parents who were business owners, Jessica Garrett knew she wanted to do the same. She planned to open up her own insurance agency, but as her family grew, she sought out something more family-friendly. While looking for opportunities, Jessica found real estate in 2017. Over the past six years, she has earned a great reputation in the industry and is now pursuing the opportunity to impact other agents as a broker.

Starting Mighty Oaks Realty was a decision to start something to offer agents an extraordinary experience. Founded in 2020, the name of the brokerage sets the expectations for her agents: A brokerage that remains strong in local connections, knowledge, and integrity, and provides top-tier service. It sets a tone that Jessica upholds in her personal business and extends to her agents as she grows. Part of her desire to start her own brokerage is to improve the reputation of real estate.

The biggest reason for Jessica to stay at Mighty Oaks Realty is to give agents the freedom to do business how they want with the guidance of an experienced agent. “I just want to elevate the name of realtors,” she says. One of her driving forces is to change the public perception of REALTORS®. “I want to be part of that change.” The change starts from within each brokerage, so she spends lots of time training and coaching

agents on how to do good business. She loves dealing with contracts and enjoys teaching how to get the most out of each transaction for clients. Despite her experience, she continues to focus on learning in her own career.

Not one to fall behind, Jessica is very intentional about staying educated and informed in the industry. She seeks to learn something from each and every transaction, and is constantly improving herself, stating, “I’m a lifelong learner.” She has worked hard to build a great network around her as well. “I really appreciate that network and community I’ve built in the real estate realm,” she says. It gives her even more energy to put into each interaction with clients, agents, and her family. Having a network to draw from is one of the best ways to improve, and she ensures her network is quality.

Her family is a large focus in her life, and she doesn’t let her business prevent her from enjoying time with them. Like many REALTORS®, she struggled early on to find a good balance between work and home. Now, she tries to help other agents find that balance to avoid one of the most common pitfalls. Finding your balance and knowing when you need to call in for help is an important lesson to learn for any business owner.

“YOU CAN DO IT ALL IF YOU WANT TO.”

Jessica spends lots of her free time with her family. Her husband and four children can be found outside mostly. She loves to garden and often goes kayaking or hiking with her family as well. When she is not outside, you can find her reading a book or poring over mysteries and cold cases. She loves solving puzzles, which probably explains why she is so good at working with contracts.

She teaches her kids the same way she teaches her agents. “You can do it all if you want to,” she says. Helping people navigate the decisions they need to make to find the path to their goals is just another puzzle to solve. Since each agent is different, it keeps her on her toes. She also believes that doing the right thing for the right reason is important. Every great agent knows you don’t compromise your client for your own sake and vice versa. There is always a solution to find where people can walk away satisfied.

As Jessica continues to grow her brokerage, she looks forward to the challenges it will bring. Each agent brings new opportunities to teach and learn, and each transaction is a new chance to grow. As she transitions from working in her business to on her business, she is increasingly focused on bringing on people to help her propagate the standards and ethics of the industry for all newcomers. “A rising tide lifts all ships,” she says, and she wants to make sure she is working towards that goal every day. With her at the helm, you can expect to see Mighty Oaks Realty spreading its roots and building a great legacy.



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► nominations and recommendations!



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We are always accepting nominations for feature stories! If you know a colleague who is absolutely on fire and deserving of celebration, we would love to feature them in an upcoming edition of *Chattanooga Real Producers* magazine! Categories may include Top Producer, Rising Star, Team Leader, Broker, Making a Difference, REALTOR® on Fire, etc. To nominate a fellow REALTOR®, simply scan this QR code and follow the prompts. We look forward to receiving your nominations!

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KATRINA

MORROW

FORGING LONG-LASTING RELATIONSHIPS

Katrina Morrow, Keller Williams, has a gift for helping other people see what's possible before they can see it for themselves. This gift serves her clients in many ways. She's helped many of her clients believe in the dream of homeownership when they thought it was unobtainable for them. It helps some clients see a home they might have passed on in a new light. As the leader of Team Morrow, she helps her agents believe in a future they can create for themselves and their families.

Before real estate, Katrina worked with kids and thought her career would be centered around children. As a mom with a young family, she was looking for a way to add extra income to her household. Her mother-in-law, Kiwana Jones, is an agent and encouraged Katrina to get her license. "When I was getting my license, I had no idea all the ways real estate was going to impact my family," shares Katrina. "It's been the most incredible blessing for us and for my clients. There's no better feeling than sharing the moment with my clients when they get the keys to their own home for the first time."

When she began her real estate career, Katrina recalls walking into the office and seeing the photos of the top agents lining the walls. "I will never forget looking at the agents who were leading in sales and vowing to join them," shares Katrina. One of the biggest obstacles she faced at the beginning of her career was self-doubt and the fear of failure. "I think this is a common hurdle a lot of people face,"

says Katrina. "I had to trust myself and pour into myself while tuning out any negative thoughts."

She is almost a decade into her career and she and Team Morrow can consistently be found on the list of top producers. However, she's never forgotten what it felt like to be a brand-new agent unsure of how to start. "Real estate felt very competitive when I started. It didn't feel like other agents wanted to help a new agent," shares Katrina. Cheryl Fuqua, a well-respected, veteran agent mentored Katrina when she was first getting started. "Cheryl has an amazing outlook on life and cares deeply for others," offers Katrina. "She's inspired me to help others."

Giving back is very important to Katrina. Two of the organizations dear to her heart are The Well on Montlake and Youth for America. "I've been so fortunate in my career. And I'm grateful my success allows me to support the important work these two local nonprofits do."



It's been the most incredible blessing for us & for my clients. There's no better feeling than sharing the moment with my clients when they get the keys to their own home for the first time.





Success is not the key to happiness.
Happiness is the key to success.

**IF YOU LOVE WHAT
YOU ARE DOING, YOU
WILL BE SUCCESSFUL.**

In the last two years, Team Morrow has grown to include three buyer's agents and an inside sales agent. One of those agents is Katrina's husband, Josh. "It was a big risk for him to leave his secure job and join me in real estate, but it's paid off in so many ways for Josh and our family," Katrina says warmly. She could see it before Josh could. It's been a great fit for everyone, and Josh was named Rookie of the Year in 2022.

Katrina and Josh have three sons - Elijah, Sawyer and Dawson. Katrina views her real estate career as a way to leave a legacy for her sons. "I truly hope they will want to join us in the business someday," she says. "Nothing would make me happier." The boys have grown up in real estate and her middle son, Sawyer, already has a knack for the business. "He's convinced clients to buy a house before. He's also brutally honest and doesn't have much of a filter when he's pointing out flaws," laughs Katrina.

The Morrow family has a packed schedule between work, school and sports. They spend a lot of time at the baseball field. They also enjoy glamping in their RV. When she's looking for a way to relax and recalibrate, Katrina loves to mow her lawn. "I know it sounds crazy, but I love mowing my grass. It's therapy for me," she shares. She also loves antique stores and squeezes in visits to them between appointments when she can.

Katrina never forgets her humble childhood. It fuels her to keep growing. She has a genuine passion for people and helping others achieve their goals. She pours into her clients, team, other agents and, most importantly her family. She measures her success not in the number of homes sold or where she can find her name in production reports, but in how many people she was able to help. Katrina's favorite quote is by Albert Schweitzer and perfectly captures her spirit. "Success is not the key to happiness. Happiness is the key to success. If you love what you are doing, you will be successful."



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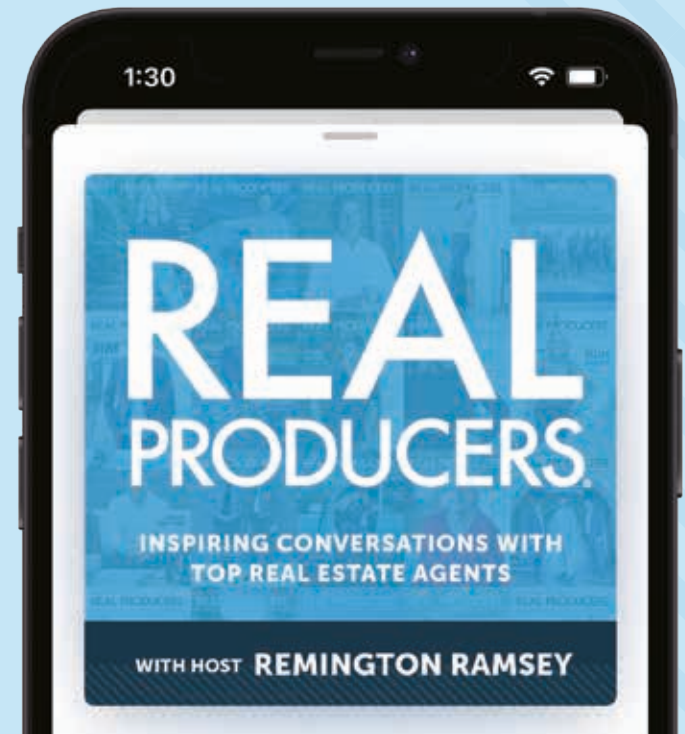
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