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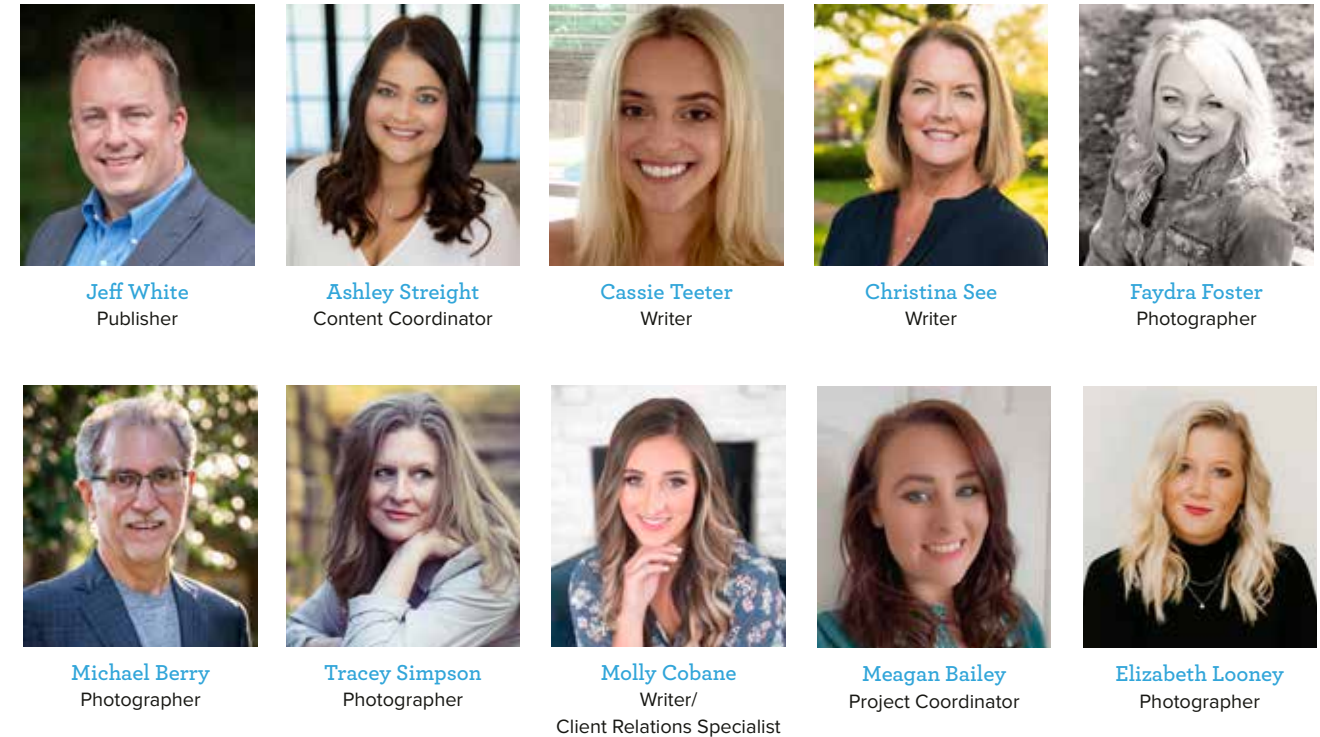
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MEET THE MEMPHIS REAL PRODUCERS TEAM

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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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▶ publisher's note

WELCOME TO JULY!

Welcome to the July edition of *MEMPHIS 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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D&H Designs

BRINGING YOUR VISION TO LIFE

David and Haycha Salazar are the owners of D&H Designs, a cabinet and granite shop that is also one of our Preferred Partners at Real Producers! Over the past eight years, David and Haycha have dedicated much time and energy into building the kind of business that puts its whole heart into both its work and the community it serves. The company has since been recognized by box stores for its successful program.

David was born in Cuba and moved to California when he was 13 years old. Haycha was born in Brazil and moved to Georgia when she was 14. The two have been married for 15 years and have worked together since they met. Haycha's dream was to help immigrants like herself in the area of immigration law. So, after earning a bachelor's degree in Legal Studies, she became a paralegal, which she did until she and David became business owners.

"When David decided to open our own business, I was working for FedEx Headquarters, and he requested me to quit and help with building our future. This was a very scary ride. Especially at that time. We had two small kids, and they were both in private schools."

The couple opened their shop, D&H Designs, in 2014. They

started small, but have grown a lot since then! The business expanded to include cabinets in 2019 and now serves a large client base. To name a few, they work with several box stores, real estate agents, walk-ins, contractors, designers, and remodeling companies.

“

WE WOULD LIKE EVERYONE TO KNOW THAT THE SUN SHINES FOR EVERYBODY, SO DO NOT LET GO OF YOUR CHANCES. MAKE THE BEST OF WHAT YOU'VE GOT AND DON'T GIVE UP!

”

An important part of the success of their company comes from the people they have met along the way. When they first started out, things didn't always come easily. Forming relationships with clients takes time. Fortunately, David and Haycha played the long game. They didn't give up when they faced obstacles; they used them as stepping stools.

"Being a small/new business in a small city like Memphis, takes a lot of trust/loyalty from people/

companies/real estate agents we do business with. A lot of the builders/real estate agents have been using their companies for many years, so being small/new to the business is very scary and hard. So, we can say that we had to overcome getting lots of 'no' every day. The word 'no' can be very hard to overcome, so we found new ways to get new business by driving a 3-4 hour radius to survive, to make it. So, we can say that D&H Designs Inc. is a Tri-State company because we had to learn that 'no' was not bad to us, but it just made us stronger."

"We would like everyone to know that the sun shines for everybody, so do not let go of your chances. Make the best of what you've got and don't give up!"

In the future, D&H Designs is excited to connect with more real estate professionals. They recognize that a REALTOR® is the heart of a community because finding dream homes for families is such an important job. With that in mind, the company wants to be more involved in that process, as well as the community at large.

David and Haycha's teamwork at home is just as important as it is at work. They have three boys. Their oldest, Matthew, is an incoming freshman at



Collierville High School. Their middle child, Andrew, is a student at West Collierville Middle School. The baby of the family, Nathan, is in kindergarten at Crosswinds. It is important to David and Haycha that they have ample time to spend with their family while expanding their business. So, their current outlook on the meaning of success involves their business and their boys.

“The modern definition of success lies in the eye of the beholder. As an immigrant, how we define success is largely influenced by our life experiences. Over the years, my perspective has changed: from when I was a child watching my parents struggle to make ends meet to becoming an adult entrepreneur chasing the American Dream, and eventually to the present day, as parents to three handsome and amazing boys and owner of a Cabinet and Countertop Shop.”

“
**THE MODERN
 DEFINITION OF
 SUCCESS LIES IN
 THE EYE OF THE
 BEHOLDER. AS
 AN IMMIGRANT,
 HOW WE DEFINE
 SUCCESS IS
 LARGELY
 INFLUENCED
 BY OUR LIFE
 EXPERIENCES.**
 ”

Another of their interests is racing cars. This includes driving a quarter mile at a speed of 100 mph. For that, they attend events throughout the country. They go to car shows on the weekends and participate in local philanthropic events to give back to their community. Their family is especially passionate about volunteering at and providing support for Le Bonheur Children’s Hospital.

D&H Designs is a company run by dreamers. First, it was the American Dream. Then, it was the success of the company. To transform their dreams to reality, David and Haycha Salazar have never given up on their goals, even in the face of rejection. If you’re looking for a cabinet and granite business or, in our case, a partnership, you can trust the Salazar’s to have your back. Stay tuned!



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For those who may be new to *Real Producers*, or if you are just curious, here are some quick facts about *Real Producers*:

THE HEARTBEAT: We seek to elevate the culture of our local real estate community by **INSPIRING** us to **KNOW ONE ANOTHER BETTER**, creating stronger **CONNECTIONS**, more trusted relationships, and more repeat business for everyone involved.

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

CONTENT: This is all about you, the Memphis real estate community. We do personal and unique stories on members of this community, giving you a platform to inspire others. Our goal is to go beyond the numbers and take a deep dive into the personal side of the industry, to inspire us to know one another better. It costs absolutely nothing for a real estate agent to be featured in the publication.

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

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

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

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

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



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Gary W. Holmes Jr. was born in Detroit, Michigan, but soon moved to Missouri City, TX, outside of Houston. His family moved to Memphis in 1989, and he was raised in Glenview Park, Capleville and Collierville, TN. Gary attended Southwest Tennessee Community College where he earned his A.A.S. degree in the Spring of 2006, and the University of Memphis, where he received his B.S. in Computer Engineering Technology in the Spring 2013.

His wife, Camille L. Holmes, is a REALTOR® and hairstylist. They met in 2003 at Southwest Community College where they took Engineering Algebra together and have been married since 2015. Together they have a fourteen-year-old daughter, Gabrielle Holmes (Gabbi).

For the past 10 years, Gary has worked in Mechanical Engineering with an emphasis on Maintenance. While working in multiple plants in the Mid-South, he has earned Industrial Readiness Training, Six-Sigma Lean, and other industry certifications. Being an Engineering/IT and Mechanics nerd, Gary has always had a love for how machinery works and how to repair them. However, he has also always had a desire to run his own business.

Gary has worked for multiple plants in industries including the Chemical Grid (Dupont), the Electrical Grid (Mitsubishi), and the Food Grid (Kellogg's and Hershey)

Gary and Camille have been the proud owners of Holmes Clutch Cleaning for 7 years.

"Our greatest reward is knowing that our customers are satisfied because of the continuous support and referrals we are receiving. Our motto is: "You

will receive the best QUALITY, INTEGRITY, and have a great EXPERIENCE, in dealing with us".

In his previous employment or at Holmes Clutch Cleaning, some of Gary's crew family and kin family include:

- Camille L. Holmes
- Gabrielle Holmes
- Zurich McGhee
- Zackary McGhee
- Christion Holmes
- Christopher Holmes
- David Hassel (R.I.P)
- Rodney Cortez Slaughter
- Deon McVay
- Morgan London

"My biggest inspirations are my late parents Gary Sr. and Ruth Elaine Holmes; They taught me what it means to be disciplined, determined, and how to persevere through the good and bad times as a business owner. We had a family lawn care business that my father was passionate about building for his family. At one point we talked about expanding the business by adding cleaning services, but my father fell ill and, unfortunately, he passed away in 2015 before we could move forward. After my mother passed away in 2019, I felt it was my mission to move forward with our family cleaning business."

Gary's Uncle, Charlie Cochran, is a retired Auto Mechanic teacher at Raleigh Egypt High School and has been an entrepreneur for 30 plus years. He has always been Gary's go-to person for mechanical and business questions - he is only a phone call away. "Seeing him maintain a successful business and loving what he does every day gives me the



determination I need for my growing business,” says Gary.

Another significant influence on Gary was Ms. Martha – his janitorial manager/owner when he was a custodian at Southwest Tennessee Community College. She showed Gary the ropes, gave him the how-to’s and taught him the business side of things while he was her employee. She gave Gary the push he needed to move forward.

“I have had to overcome many obstacles over the years, such as proving naysayers wrong, grieving through the journey of healing from the loss of my parents, and most recently the death of my dearest best friend, Jason Cox. With much prayer and the support of my wife, Camille, I am determined to build Holmes Clutch Cleaning into a household name across the Mid-South.”

Gary is very passionate about his business serving the Mid-South, and being

“
WHETHER A CLEANING SERVICE IS NEEDED
FOR A NEW LISTING, THE BUYER JUST CLOSED,
RENOVATIONS ARE COMPLETED, AND/OR A TENANT
JUST MOVED OUT - WE CAN DO IT ALL.
”

able to be the solution to a client’s cleaning problem is what keeps him going. “The most rewarding part of my business is to continue to have a great relationship in our community and to know that if they need something cleaned, they will think of Holmes Clutch Cleaning LLC,” says Gary.

Gary believes his business is tied to the Real Estate Industry. “We fit well with real estate professionals because we serve both Commercial and Residential properties. Whether a cleaning service is needed for a new listing, the buyer just closed, renovations are completed, and/or a tenant just moved out - we can do it all.”

Gary’s business specializes in Trash outs, Make Ready Deep Cleaning, Floor Services: Carpet, Tile, Hardwood, Marble, etc., Upholstery Services: Couches, Sofas, Rugs, Chairs, etc., Window Cleaning and much more.

Gary is a member and supports Pilgrim Rest Baptist Church on McLemore. He also gives back to the community through membership in Omega Psi Phi Fraternity-Psi Mu Mu Chapter, and Douglass Lodge 360 Masonic.

“One of my wife and I’s greatest pleasures is seeing our daughter, Gabbi, excel and bring home trophies from various karate/martial arts and cheerleading competitions. As a family we love to attend football games, barbecues and other family fun activities.”

“Outside of the business, we love football, watching movies - especially Sci-Fi and Horror movies with my daughter, reading books about wealth building, watching documentaries, having a cup of moonshine in the fall and winter months by the bonfire, enjoying various outside activities, and cooking, fishing, four-wheeling, and just hanging out with close family and friends.”

“Success for us is being a bridge builder and helping other people become better than they were and helping each other or anyone else out with good intentions. Life is a loop, so what you give out is what you will get back.”

Fun Fact: Gary is a HUGE fan of Moonshine, Florida Gators, and is a Real Life Country Boy.

Gary’s advice for others: Growing up, we were disciplined in practicing “The Three C’s” Be Committed! Stay Consistent! Complete It!



The ONE thing Gary wants to be sure the article captures about himself, his team and how he runs his business is that:

- The Holmes Family -
- Does Right by People
 - Starts Strong
 - Stays Strong
 - Finishes Strong
 - With the BEST QUALITY and INTEGRITY

Gary wants to be remembered for being a good person in life, being simple, keeping it simple, living in peace, and always telling the truth no matter what the circumstances.

Gary is passionate that his brand name will speak for itself. His motto is: “Live slow, steady, and consistent, and you will see a lot of details!”

Real Producers wishes Gary and his team many years of great success in Memphis and the Mid-South!

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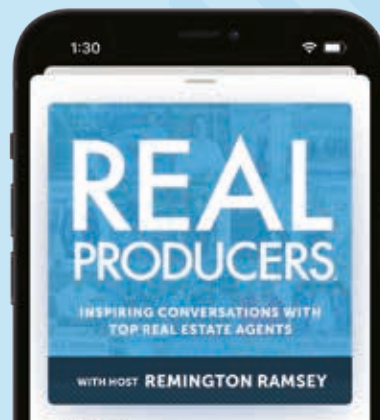


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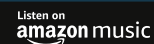
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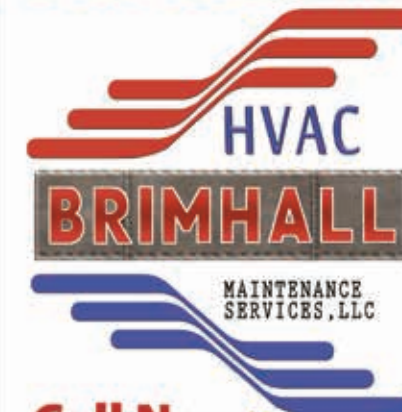


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MARY GRODSKY



LIVING THE BEST OF BOTH WORLDS

▶▶ REALTOR® on fire

By Christina See
Photos by Tracey Simpson

This month's Real Producer's Realtor® on Fire is the Crye-Leike Quail Hollow office's current Number 1 agent, Mary Grodsky. She has found her sweet spot in the Memphis and Pickwick Lake real estate markets. A licensed REALTOR® in Tennessee, Mississippi and Alabama, Mary was awarded Multi-Million Dollar Club in her first year as a REALTOR®. Her total volume last year was \$10 million, with a 3.5-year career total of \$29 million. Her first year was a fantastic start for anyone, let alone a woman from Iuka, MS.

Mary was born in Florence, AL, but only because Iuka (a one-red-light county) didn't have a hospital. Growing up as the youngest of five siblings, she was able to learn from her parents as they transitioned from a regular job to a life of real estate. Her parents ended up starting the first real estate brokerage in Iuka. However, she initially did not follow along in their footsteps. She earned a Degree in Psychology from The University of Mississippi, but she wasn't sure what she wanted to do after college.

Ten days after graduation, however, Mary packed up and moved to New York to study Business at Columbia University. She began her career in NYC as an Executive Assistant to the Vice President of Urban Sales for Warner Music Group, owned by Time Warner. She worked in their main headquarters right next to Rockefeller Center.

One of her Executive Directors was Puff Daddy (as he was known at the time), who ended up teaching her a valuable lesson about dealing with clients. "Working in that industry really taught me how to cater to a higher-end clientele," says Mary. "I wanted to be in business, so I learned all the ropes!"

Mary met her husband, Randy, who also worked in the music industry in NYC, at a Rockefeller Christmas Tree Lighting. Being in the same business, they would inevitably see each other at concerts and work events. "It was so fun while it lasted, but it was so very different than life in Iuka and how I was raised. It fully changed me for the better because I

“

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EMOTIONAL ATTACHMENT,

AND ASSISTED LIVING

DECISIONS ARE ALL PART

OF THAT PROCESS. IT'S

HARD WORK, BUT ALSO A

BLESSING TO GET TO DO IT.

”



met so many different people of various backgrounds and traveled to many exotic places. That period, that culture, helped me grow and learn, and really helped shape me into who I am today. I would not have gotten that by staying in Mississippi. However, when my husband and I got married, we were so poor in NYC! How would we have children in our 600 sq. ft. apartment? That's when Randy applied for an MBA at the University of Memphis and was offered a scholarship to study and work at FedEx."

Mary and Randy moved to Memphis where Randy is a Marketing Executive at FedEx. Although she had a real estate license in New York, Mary suspended that when they moved to Memphis right in the middle of the 2008-2009 recession and got a job at another corporation. The Grodsky's now have two boys, Carter (7) and Colin (9). When they were younger, Mary asked to work from home one day a week to be with them, but she was rejected. "My heart was just not in the corporate world anymore. I wanted to figure out a way to work for myself or have my family be involved."

She started spending more time at Pickwick Lake with her family right before the pandemic and saw a real need for REALTORS® in the area. Mary knew she could work as

a REALTOR® at Pickwick Lake since the majority of purchasers there are Memphians. She knew she would be perfect to bridge that gap because she understood the needs of Memphians, but was also a local. She prayed about it and decided to quit her corporate job for real estate. Mary gave two weeks' notice and her last day ended up being her oldest son's first day of kindergarten. She studied for the real estate exam and got her license in October 2019. Mary recalls, "The last time I got my real estate license was in 2007 when we were heading into a recession and now I get it again going into a pandemic! The pandemic was a very exhausting time for real estate. Showing 20 homes, making 20 offers, nothing sticking, multiple offers, escalation clauses, etc. It was a very difficult time." It took five months to get her first closing, but thankfully, it all snowballed from there. Now she sells pretty much 50/50 between Pickwick Lake and Memphis. Currently, the Grodsky's live in Memphis but also have a lake place and rental properties in the Pickwick Lake area.

Mary is very grateful for the long list of people that have been her mentors. Steve Brown, President of Crye-Leike, advised her to "Do the work no one else is willing to do. Do relocations, internet customer care, smaller end sales no one wants, go help other agents, and do open houses

until you can build your own transactions." Tyler Tapley, Bill Maury, and many other people have helped her succeed along the way. Her friend and colleague, James Underwood, encouraged her to go all-in on Pickwick Lake.

Although Mary is still a Memphis agent, the Pickwick Lake market has learned to accept her. Mary says, "It's a very local world but they accept me because a lot of people knew my parents. It's a hard market to jump into." Mary gets attention from Pickwick Lake because she's an anomaly of being an agent who has both local and Memphis clientele.

For Mary, the most rewarding part of the business is helping people get to the next chapter of their life whatever that may be. She is passionate about the more difficult side of real estate, such as helping the elderly move out of their current homes and into their next phase of life. "Estate sales, emotional attachment, and assisted living decisions are all part of that process. It's hard work, but also a blessing to get to do it," says Mary.

Although she is busier than when she was in corporate, Mary is grateful to be able to carve out time to be a room mom, be involved with the PTA, Junior League, church, charities, and other ways of giving back.

Her future real estate goals include investing in rental properties at Pickwick Lake and teaching her boys how to start investing. Their family hobbies are watching the boys participate in sports like: swimming and baseball, living the lake life, traveling, and reading everything under the sun.

FUN FACT: Mary is a local writer for the weekly Tishomingo County newspaper with a column called "The Local Tourist" where she talks about Pickwick Lake tourism and lake life.

Mary would want to be remembered for always being honest and giving back to a world that has given her so much.



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NOMINATE YOUR FAVORITE AGENT:

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 *Memphis Real Producers* magazine! Categories may include Top Producer, Rising Star, Team Leader, Broker, Giving Back to the Community, 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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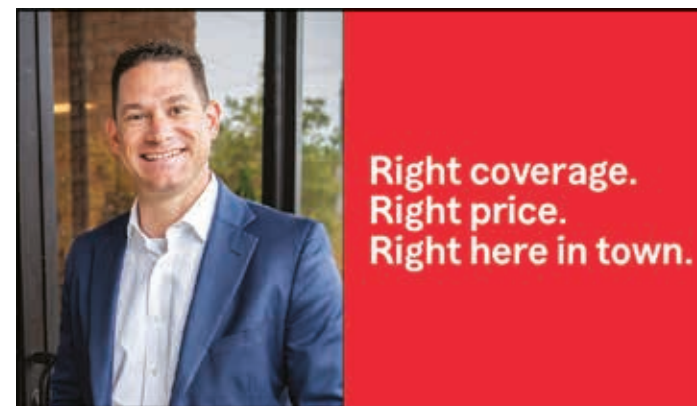
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EDDIE & MELINDA CROSSLIN



A FAMILY
AFFAIR



▶▶ power couple

By Cassie Teeter
Photos by Elizabeth Looney Photography

Melinda and Eddie Crosslin are both native Memphians. After graduating from the University of Memphis, Eddie worked in insurance sales at AIG and Melinda was a Bank Manager at First Tennessee. After considering the transition to real estate for years, the two made the leap in 2000. They became licensed REALTORS® and eventually formed their team, which is now among the top five at Crye-Leike. The Crosslins have done 1,248 transactions since 2002, with a total volume of \$196,259,210.

The start of Melinda and Eddie's real estate journey makes for an excellent story. During a trip to Shelby Farms Park with their children, Corey and Brianna, the couple saw someone trying to break into their car. The burglar, a student, fled the scene and the family followed him to Southwest Tennessee Community College. At some point during the drive, Melinda and Eddie noticed a sign about registering for classes. They may not have found the person who tried to steal from them, but they did register for real estate courses together. The rest is history!

Melinda and Eddie started out as individual agents at Mallard Creek Realty, where they worked on new construction properties for MDM and Chamberlain & McCreery builders. Melinda worked full-time and Eddie worked weekends until quitting his job in insurance sales. Their time selling new homes in Bartlett, Millington, Collierville, and Wolfchase area

subdivisions was successful, but very time-consuming as well. Melinda says: “New construction is tough. You’re expected to be there at 11 A.M. and, back then, you’d stay until it got dark. So it was a little demanding! That was one of our challenges at the time. It was hard to manage work and our family while we were working so many hours, him in one subdivision and me in another.”

Melinda’s parents were a huge help during such a busy time. Her mother, Anna McCorkle, was another tie to real estate, as she was an agent herself. Anna knew how wild the schedule of a REALTOR® can be from her own experience. Melinda’s mom was her hero and her biggest motivation to get into the business herself.

“When I was a child, I would ride around with her and look up houses for her. This was back when there was an MLS book! Until she passed away, she was like a sales manager to me. I talked to her every day. She kept me motivated and accountable.”

After doing new construction sales for Mallard Creek, the Crosslins worked for Coldwell Banker - John R. Thompson Company, Realtors. There, they continued to work with MDM builders and also helped people relocate to the area. Working with relocation clients helped to increase their sphere. About eight years after they started, Melinda and Eddie decided it was time to make a change. They decided to go with Crye-Leike and haven’t looked back since! “They allow us to do our own thing! They give us recognition, a fantastic retirement plan, and they’re just a great, well-respected company. We don’t have any desire to go to another company.”

Since then, the team has gained a member. With real estate in his blood, it makes sense that Melinda and Eddie’s son followed in their footsteps. Corey, who is also a graduate of the University of Memphis, was a natural. He has brought in a completely new client base and become a vital member of the team.

The Crosslins’ favorite part of the job is helping people in all phases of life reach their real estate goals. They work with first-time buyers, lifelong clients, people moving to assisted living, and many military clients. They are even official REALTORS® for the Memphis Tigers! One of the reasons why they help so many clients is their “work hard, play hard” mentality. When you work with the Crosslin Team, a good time is guaranteed!

“One of the keys to our success, and I know this sounds crazy, is having a driver. I literally sit in the car, with my laptop, and I work while my husband drives. We can work anywhere.”



“We make work fun! If we go show land, we’ll take our side-by-side so we can take people riding on it. Since we make it fun, it doesn’t really feel like work to us. We could be on our way to dinner or leaving for a vacation, walking out the door, and someone will call us to see a house. So, we’ll go see the house!”

Melinda and Eddie celebrate 30 years of marriage and 23 years as real estate agents. Corey has been working with them for the past three years. From chasing a burglar, to lifetime memberships, to the Multi-Million Dollar Club, this team is a force to be reckoned with. As the saying goes, “All good things come in three’s!”



“
We make work fun! If we go show land, we’ll take our side-by-side so we can take people riding on it. Since we make it fun, it doesn’t really feel like work to us.
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Given her distinctive Northeastern accent, you might not recognize Tammy Davis as the longtime Memphian that she is. Although Tammy was born and raised in New York, she relocated to the Mid-South over 25 years ago. She immediately fell in love with the friendly people and the distinct Southern architectural styles.

She attended State University of New York as an undergraduate where she received her degree in Accounting. She then went on to attend The University of Memphis-Graduate School where she earned her MA in Accounting with an emphasis on Tax.

Prior to becoming a REALTOR®, Tammy's career included over 20 years of Fortune 100 Corporate/Real Estate Tax experience, most recently with FedEx where she was the Tax Director. She laughingly refers to her early career as her "pantsuit days."

Tammy had a storied career that she absolutely loved and was more than she thought she deserved. However, she loved her family more, and as the kids got older, she didn't want to miss those soccer and baseball games. She decided it was time to pivot. It was time to give up corporate travel and focus on her family.

She earned her real estate license in 2018 and considers herself lucky to have always been with Coldwell Banker Collins-Maury, Realtors. Tammy is an Affiliate Broker and Luxury Specialist who hangs her hat in the East Memphis office. While Tammy freely admits that "Some of my dearest friends are with other agencies here in town, and we are so lucky to have so many great people in this

real estate community of ours." When asked about any mentors that have been helpful, Tammy says, "In all honesty, I take away a lesson from every agent I co-op with. We have some pretty amazing agents here in Memphis."

Some of her awards include the Coldwell Banker International Presidents Elite - 2022, Coldwell Banker International Presidents Circle - 2021, MMDC member, Coldwell Banker Collins-Maury Top 10 Agent - 2022, 2021. MAAR Top 100 agent - 2022, 2021. Her total volume last year (2022) was \$19 million.

Tammy is happily married for over 25 years to the "Wonderful Warren Davis," who works for MAA (Mid-America Apartment Communities, headquartered in Memphis) in Asset Management. Warren works in Multi-Family, and Tammy's work is primarily Residential. Tammy admits they don't tend to talk a lot of shop at home, but Warren "is beyond supportive of the late-night paperwork, weekend showings of property and the perpetual text messaging."

When asked what she has had to overcome in her life/business to get to where she is now, Tammy says, "This career is my second act, and starting a new career later in life teaches you to be VERY humble, and work twice as hard. You are always playing "catch-up". I am never at the top of my game; I am always climbing."

Tammy's extensive knowledge of monetary transactions allows her to bring to her clients the value of high-level organization and money-matter know-how. Her straightforward approach helps create



“ I LOVE THAT MY JOB AS A REALTOR® PROVIDES AN OUTLET TO GIVE BACK TO PEOPLE, EARN A LIVING, AND BE SURROUNDED BY SPECIAL PEOPLE WHO WOULD NEVER HAVE COME INTO MY LIFE OTHERWISE. ”



clarity and deliver a sense of calm to the often-overwhelming sales transaction. “One of the most important things I can do,” she says, “is step back and really listen to the needs of my clients, my co-op agent, the contractors engaged in the transaction. It makes each conversation and transaction more meaningful.”

Tammy says, “The most rewarding part of this business is being invited over a month after the home sells or closes for a cup of coffee or glass of wine. I love cementing that connection that quite often lasts a lifetime.”

“I love that my job as a REALTOR® provides an outlet to give back to people, earn a living, and be surrounded by special people who would never have come into my life otherwise. I am often amazed at how many new friends I have been blessed with these past five years. I always have someone to go to dinner with, chat on the phone with, or ask what to binge-watch on Netflix!”

Tammy loves that Coldwell Banker Collins-Maury partners with St. Jude. “We each participate and give back a portion of our commission to St. Jude with each transaction. Separately, there are several organizations (one being a local shelter for the homeless) that I have personally and silently chosen to contribute to both in time and money. As my business grows, I try to take ‘baby steps’ to give back more. If only because I can, and I should.”



Outside of work, Tammy loves spending time with her family. She has two grown children here in Memphis and she loves Sunday dinner the best! “Anytime we can sit down to a big Italian dinner on Sunday, my heart is full, says Tammy.” She says she also gets lost for hours “playing in the dirt in the backyard gardens with the flowers and veggies. It’s my happy place. I will pick weeds all day versus drafting a repair proposal.”

Success for Tammy is waking up each

day with a purpose that is meaningful to herself and those surrounding her. Living a selfless life. “The ONE thing you need to know about me is: It’s never about me. My single goal is a smooth transaction and being invited over for that cup of coffee or glass of wine. That says to me: Job well done.”

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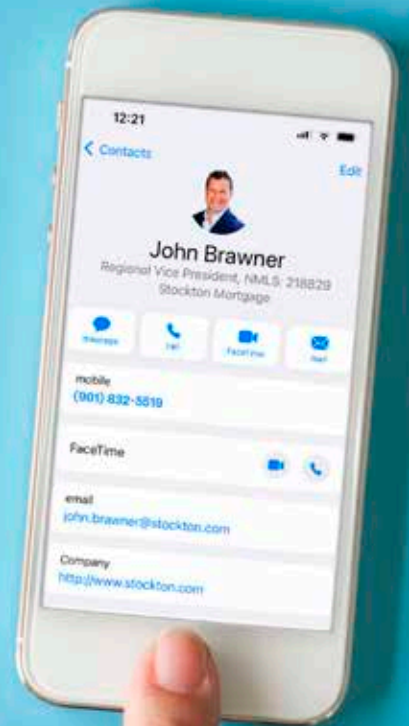
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Amazing job performed by the installers! Very pleased with my new kitchen and bathrooms!
- Haycha

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Top Tips To Get to the Tip of the RP TOP 500?



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