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**CHARITY:**

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# TABLE OF CONTENTS

 <p><b>05</b> Preferred Partners</p>	 <p><b>07</b> The Real Update: Welcome to Volusia-Flagler Real Producers Community!</p>	 <p><b>08</b> Partner Spotlight: Tameka Bryant</p>
 <p><b>11</b> Expert Corner: Navigating the Health Insurance</p>	 <p><b>12</b> Charity Spotlight: Kiwanis Club of Daytona Beach</p>	 <p><b>14</b> Tom Caffrey: A Trusted Advisor and Community Advocate</p>
 <p><b>18</b> Hilary Deininger</p>	 <p><b>22</b> FAQ: All About Volusia Flagler Real Producers</p>	 <p><b>24</b> Amanda and JJ Rupp</p>

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▶ the real update **Jayme Dickey**

# WELCOME TO VOLUSIA FLAGLER REAL PRODUCERS COMMUNITY!



## Publishers Note:

Welcome to the latest edition of VFRP. As the publisher, I am thrilled to connect with you once again and share the stories of top producers and our business partners. Summer has arrived, and with it comes a vibrant energy that envelops us all. The sun-kissed beaches, the refreshing ocean breeze, and the captivating allure of long, lazy days invite us to immerse ourselves in the beauty of the season. It is a time when we embrace the splendor of nature and indulge in the pleasures that warm weather bestows upon us.

One thing that I particularly enjoy as a publisher is the opportunity to connect with top producers and businesses in our community. It is an honor to collaborate with these talented individuals and showcase their remarkable work in our magazine. Highlighting the achievements of top producers, we take pride in showcasing the best of the best. Thank you for joining me on this exciting journey.

If we haven't met, you might be wondering, "What is *Volusia Flagler Real Producers*, and why am I receiving this magazine?"

You've earned it!

You are one of the top 300 REALTORS® in Volusia Flagler Counties by sales volume, and only the top 300 will receive this for free every month moving forward. If you are reading this now, you should be incredibly proud!

I like to think of it as "The Country Club of Real Estate"

You must be nominated to be featured in this magazine. We want to highlight you and all your hard work!

## What can you do to help Volusia Flagler Real Producers community grow?

It's simple! Nominate or refer your favorite businesses in the area to be a part of our community. You can submit their information to me at [jayme@n2co.com](mailto:jayme@n2co.com) or our *Volusia Flagler Real Producers* page on FB. A phone call or text is great too, 816-642-6800.

This is an amazing opportunity to build a strong referral base with people who do a majority of business in our local area. Sharing is caring.

What does this magazine mean to the REALTOR®?

It is a badge of honor to be receiving this magazine out of the thousands of agents in our area. We want to validate your business and achievements! There are so many incredible producers who don't get the opportunity to be in the spotlight as they should. We will celebrate our local legends each month and the success they've created.

We have a lot of great events planned for the year so make sure to keep an eye out for your personal invite.

Let's ROCK 2023 together!

**Jayme Dickey**  
**Volusia Flagler Real Producers**  
[jayme@n2co.com](mailto:jayme@n2co.com)

**Let's Connect:** Please follow our Instagram & FB at *Volusia Flagler Real Producers*



If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [jayme@n2co.com](mailto:jayme@n2co.com).

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▶▶ partner spotlight

# TAMEKA BRYANT



## ON A MISSION

Tameka Bryant's success story is an inspiration to many in the real estate industry. Prior to establishing her own real estate brokerage, The Real Estate House, she spent a decade as a not-for-profit executive, serving communities and youth development in New York City. Her dedication to serving others was instilled in her upbringing and family values.

At the age of 17, Bryant started at St. John's University and was quickly introduced to the world of business. Completing her Associate, Bachelor and Masters within 1 year each, she was determined to use the skills learned in both the not-for-profit and for-profit worlds to her advantage.

While in New York, Tameka developed innovative programs to ensure her clients' funds were managed efficiently, and her clients included the federal government and Fortune 500 companies. Learning how to write grants at age 13 paid off! During this time, Bryant was tasked with working with community development and quickly discovered ways to assist more people tie into community development. There was simply not enough affordable

housing for new buyers or investors like herself. So, it became a goal to do something about this.

While working for the largest youth-serving organization in the country, Bryant completed her Doctorate while maintaining a full travel schedule. And when the events of 9/11 occurred, she decided it was time to get back into helping more communities.

In 2004, Tameka applied her skills to build her real estate brokerage, which quickly gained recognition and success. Within a year, she became a Master Listing Broker for Freddie Mac and represented Fannie Mae and three other high-volume banks servicing Kansas and Missouri.

With over 2,900 closed real estate transactions under her belt and has trained thousands of real estate professionals for the National Association of Real Estate Brokers (NAR), Tameka is a well-versed expert in the industry. Her favorite classes to teach are Creating Housing Opportunities and Employer-Assisted Housing. Tameka was also named Realtor of the Year, was the first Black MLS President for Heartland MLS, has written several courses and has authored 7 books.

Today, Tameka works as an international real estate developer, maintaining her CEO position at The Real Estate House with offices and teams in many states and countries. Tameka is a member of the National Association of Real Estate Brokers, serves as a Commissioner for Lee's Summit Housing Authority and continues to be a champion for Attainable Housing. She also has a true passion for assisting real estate professionals in finding their niche and adding pillars of income to their business is evident in everything she does. In fact, she wrote the book on it. **11½ Ways to Make Money in Real Estate - Finding a Niche that Pays** can be found on Amazon and on her website.

Tameka Bryant's journey to opening doors for others is a testament to the power of hard work, dedication, and a passion for serving others. Through her innovative programs and leadership in the industry, she has created a lasting impact on the real estate community. To learn more about Tameka and her work, visit her website at [www.be-niched.com](http://www.be-niched.com).



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expert corner

Written by: Nicolas Martin, PT, DPT

# NAVIGATING THE HEALTH INSURANCE

## Finding New Insurance Coverage When Relocating: Brokers Offer Benefits Others Can't

Moving to a new area can be an exciting but overwhelming experience, particularly when it comes to navigating the world of insurance. Whether it's health, auto, or home insurance, finding the right plans that align with your needs and budget in an unfamiliar location can be a daunting task. This is where an insurance broker can be an invaluable resource. In this article, we will explore the benefits of using an insurance broker to find suitable insurance plans for individuals moving to a new area.

## Local Expertise and Knowledge

Insurance brokers possess in-depth knowledge of the local insurance market in the area you are relocating to. They are familiar with the insurance providers, their policies, and the unique factors that can affect insurance rates and coverage options in that specific location. With their expertise, brokers can help you navigate through the complexities of the insurance landscape, ensuring you make informed decisions tailored to your new area.

## Access to a Wide Range of Insurance Options

Insurance brokers have access to multiple insurance carriers and a variety of insurance plans. They can provide you with a comprehensive comparison of different options, helping you understand the coverage details, limitations, and costs associated with each plan. Brokers can assess your specific needs, such as the level of coverage required or specific insurance requirements for your new area and recommend plans that best suit your circumstances.

## Personalized Recommendations

One of the significant advantages of working with an insurance broker is their ability to provide personalized recommendations. Brokers take the time to understand your unique insurance needs, taking into account factors such as your budget, lifestyle, and any specific coverage requirements for your new location.

With this information, they can tailor insurance recommendations to match your individual circumstances, ensuring you find the right plans that offer adequate coverage at a competitive price.

## Time and Effort Savings

Searching for insurance plans on your own can be time-consuming and overwhelming, especially when you are in the process of relocating. Insurance brokers streamline the process by doing the research, comparison, and paperwork on your behalf. They save you time and effort by gathering relevant information, explaining complex insurance jargon, and presenting you with the best options based on your needs. With their assistance, you can focus on settling into your new area while having peace of mind knowing your insurance needs are well taken care of.

## Ongoing Support and Assistance

Insurance brokers provide ongoing support even after you have secured your insurance plans. They can help you with any future changes, updates, or claims related to your policies. If you have any questions or concerns regarding your insurance coverage, brokers are just a phone call away, ready to assist you and provide expert advice.

## Conclusion

When relocating to a new area, using an insurance broker can greatly simplify the process of finding suitable health insurance plans. With their local expertise, access to multiple insurance options, personalized recommendations, time-saving capabilities, and ongoing support, insurance brokers are invaluable resources. They can ensure you have the right coverage that meets your specific needs and offers peace of mind as you embark on your new journey. So, when moving to a new area, consider partnering with an insurance broker to navigate the insurance market with confidence.

►► charity spotlight

# KIWANIS CLUB OF DAYTONA BEACH

## MAKING A POSITIVE DIFFERENCE

Discover the Kiwanis Club: Join Us in Making a Positive Difference

In a world where kindness and compassion can sometimes feel like rare treasures, the Kiwanis Club stands tall as a beacon of hope and service. If you're looking for a way to make a meaningful impact in your community, look no further. The mission of the Kiwanis Club is rooted in the belief that together, we can create positive change and improve the lives of those around us.

At its core, the Kiwanis Club is all about serving children and their communities. We strive to enhance the well-being of young minds and hearts, nurturing their growth and empowering them to reach their full potential. Our dedication to this mission has united countless individuals who share a common goal: to make the world a better place, one child at a time.

Joining the Kiwanis Club opens up a world of opportunities to contribute your time, skills, and resources to meaningful projects that truly make a difference. From organizing educational initiatives and mentorship programs to supporting local charities and spearheading community

development projects, Kiwanians actively engage in activities that leave a lasting impact on the lives of children and their families.

But being a Kiwanian is not just about service—it's about building lifelong connections and fostering a sense of belonging. When you become part of the Kiwanis Club, you join a warm and welcoming community of like-minded individuals who are passionate about giving back. The camaraderie and shared sense of purpose create an atmosphere that is both supportive and inspiring.

So, how can you join us on this incredible journey? It's as simple as reaching out to your local Kiwanis Club chapter of Daytona Beach. Connect with us, and you'll find open arms ready to welcome you into the fold. Whether you're a seasoned professional, a young adult looking to make a difference, or a retiree seeking new avenues of service, there is a place for you in our Kiwanis family.

We offer various membership options tailored to meet your needs and availability. By becoming a member, you gain access to a wealth of resources, educational opportunities,

and leadership development programs that will enrich your personal and professional growth. The Kiwanis Club is not only a platform for service but also a platform for self-improvement and lifelong learning.

Imagine the satisfaction of knowing that your efforts have contributed to a brighter future for children in your community. Picture the smiles, the laughter, and the sense of hope you can help create. By joining the Kiwanis Club, you become part of a legacy of kindness, leaving a lasting legacy for generations to come.

So, if you're ready to embark on an extraordinary journey of service, connection, and personal growth, we invite you to explore the Kiwanis Club. Together, let's make a positive difference in the lives of children, families, and communities. Reach out to your local Kiwanis Club today and discover the joy of giving back.

**For membership inquiries please contact:**  
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# TOM CAFFREY:

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Photography by: **Cid Photography**  
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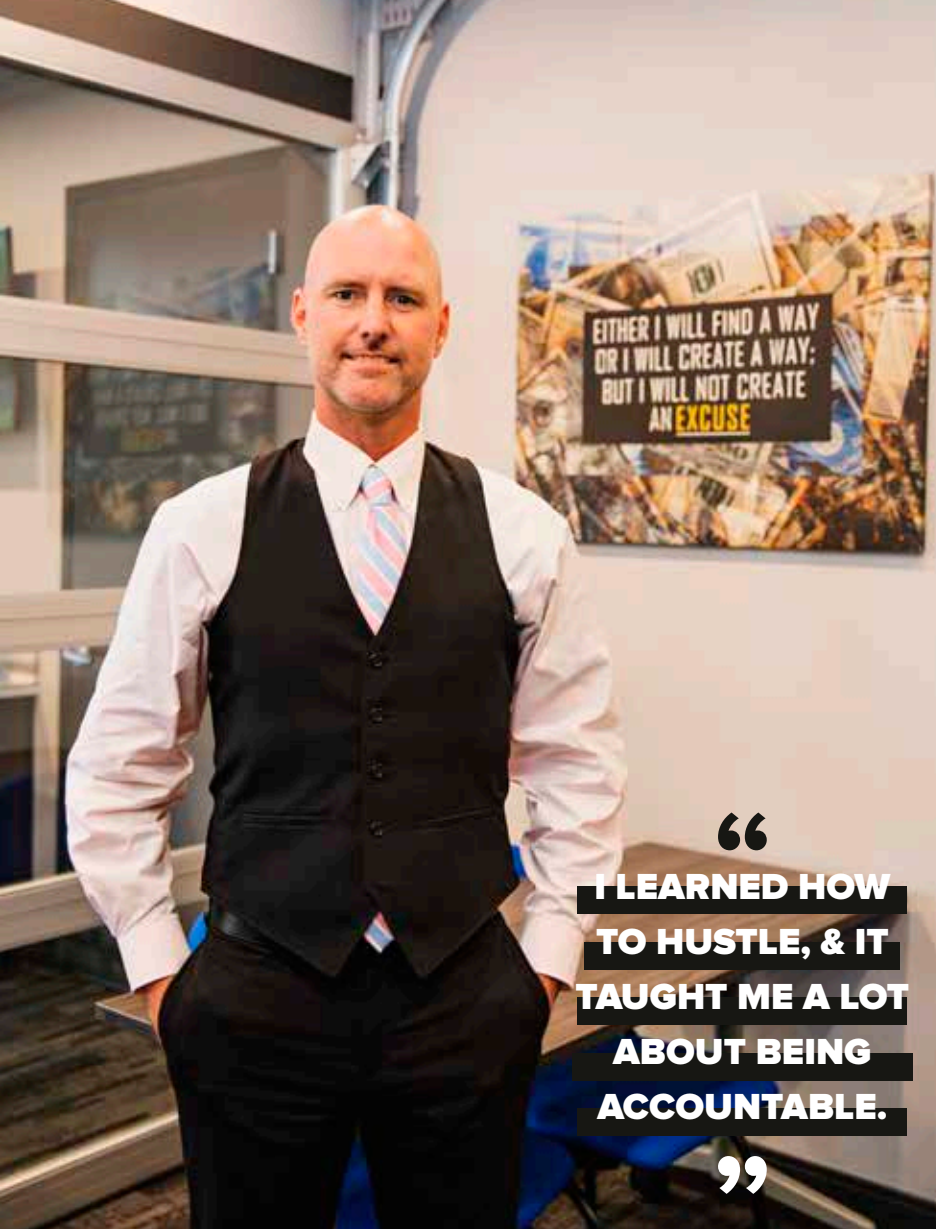
*With almost a decade of experience in the Daytona Beach real estate market, REALTOR® Tom Caffrey serves as a trusted advisor and advocate for families looking to buy or sell properties across the local community. His in-depth knowledge of the area, coupled with an unwavering commitment to his clients, has earned him a reputation as a reliable and results-driven agent. Always determined to forge his own path, Tom took a winding road into the real estate industry.*

*Through a variety of unique experiences that were not without adversity, Tom ultimately fueled his personal and professional success.*

"I got bullied around and was picked on daily at school, so I decided it wasn't for me," Tom recalled. "I never felt comfortable and started skipping class in the second or third grade. I ended up dropping out of high school, but eventually got my diploma at Daytona State College. There's a benefit to school, but it wasn't very conducive for my growth because I didn't want to fit into a square box."

Never one to shy away from hard work, however, Tom entered the workforce at just 15 years old and gained experience across several industries, including phone sales, plumbing, welding, waiting tables, and even pouring concrete. These opportunities allowed him to develop a versatile skill set and a deep understanding of customer needs. Tom's passion for sales then led him to join the Mitsubishi brand, where he thrived as a salesperson. Over his 14-year tenure, he achieved remarkable success, becoming the number one salesperson in the country for Mitsubishi and later the dealership's general manager.





“  
**I LEARNED HOW  
 TO HUSTLE, & IT  
 TAUGHT ME A LOT  
 ABOUT BEING  
 ACCOUNTABLE.**  
 ”

“Working from such a young age gave me the opportunity to meet different people and allowed me to gravitate towards success,” Tom described. “I learned how to hustle, and it taught me a lot about being accountable. At Mitsubishi, I had a great management team that encouraged growth and understanding of the product. I learned how to work with customers and deal with what’s between their ears.”

Drawing from his background in the automotive industry, Tom has harnessed a deep passion for negotiation and exceptional customer relations—a combination of skills that have proven invaluable in his real estate career. Since his start in the business in 2015, Tom has dedicated himself to forging meaningful connections that pave the

way for successful real estate transactions. His commitment to his clients shines through in every interaction, as he goes above and beyond to ensure their needs are met and their expectations exceeded.

“The most rewarding part of the business for me is seeing people happy,” Tom described. “I’m passionate about finding the link between a buyer and seller that gets us under contract in a competitive market while bringing the deal to fruition with both parties feeling satisfied. I like the negotiation part, which comes from being in the car business for so long. I like slow yeses and I enjoy being the middleman.”

As an Ambassador of the Ormond Beach Chamber of Commerce and

Vice President for Ormond Mainstreet, Tom also stands out as a devoted member of the Greater Daytona Beach community.

His involvement extends beyond the realm of real estate, as he actively engages with local businesses to foster growth and cooperation. Recently, he also collaborated on a groundbreaking project by spearheading the establishment of the World’s Most Famous Brewery, paying homage to Daytona’s heritage as the ‘World’s Most Famous Beach.’ This endeavor was made possible due to Tom’s advocacy efforts, which sought to sanction breweries outside of industrial zones and ultimately positioned him and his team as the face of transformative change for local businesses.

“I’m passionate about driving businesses because it’s what makes the community better,” Tom shared. “If there’s money being injected into the community and people are actively enjoying the area, there’s no better way to show our city’s welcoming atmosphere and how we’re working together to make the community better.”

Despite his remarkable success as an entrepreneur and real estate professional, what Tom values most is his dedication to his family and the meaningful relationships he has cultivated both within and outside of his business. Recognizing the challenges of achieving a harmonious work-life balance, Tom appreciates the flexibility that a career in real estate provides. In line with these priorities, he has made commitment and consistency guiding principles not only in his professional endeavors but also in his personal life.

“From the time I was 15 [years old], I haven’t worked less than 60 hours a week,” Tom explained. “I could be happy working seven days a week as long as I have time for my family. I don’t get burned out and it’s been that way since I was very young. Work-life balance is something I have to work at. Flexibility is key at this stage in my life and the way I’ve set up my real estate career offers that, and allows me to continue to be a top producer in our market.”

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# HILARY Deiningering

Your resource for coastal living, REALTOR® Hilary Deiningering is an ambitious self-starter who is known for approaching every real estate transaction with integrity, hard work, and dedication. Originally hailing from Delaware, Hilary's journey took her across the country, from California to the shores of Hawaii. In Daytona Beach, however, she discovered a sense of belonging coupled with the small beach town atmosphere that she had always envisioned. It's in this supportive community that she was able to launch a successful real estate career that leverages her strengths to serve local families.



Photography by: Cld Photography • Written by: Manuela Nivia

# ARY

## Sunshine State Success

"As soon as I got here, I felt this was the perfect place for us," Hilary recalled. "God knew exactly what he was doing. We've been able to have deeper and more meaningful relationships here. We have an amazing community and support system, more so than I ever have in my entire life."

Though originally a counselor by trade, Hilary had a clear goal for her career when she arrived at Daytona Beach—one that would allow her to utilize her experiences and attributes while offering her the freedom she desired. Having admired the profession from afar, real estate stood out as the perfect avenue. After closing \$18 million in team sales in 2022, Hilary decided to form HD Homes Group in February 2023—an undertaking that has allowed her to cultivate her own vision of a successful real estate team. To ensure a hands-on, personal connection with each client they serve, HD Homes Group is comprised solely of Hilary and Heather Winlock, a dedicated buyer's agent and listing assistant who Hilary describes as "the Robin to her Batman."

"I do things a bit differently than other people and it works well for me," Hilary shared. "I don't conform to a standard of what a real estate agent does. I go above and beyond what others may do. I'm learning that my vision is a very small team of professional agents who really have a passion for the customer like I do, who really want to see the best for them. I love showing houses, but in the end, it's about helping someone find a home—it's about the person."

Now a seasoned expert in the industry, Hilary partly attributes her success to the lessons and inspiration she has drawn from fellow agents in the industry. In the selling of her own home in Delaware, she recalls the lasting impression left by her REALTOR®. In the midst of a challenging closing, the agent remained composed and worked diligently to find solutions for the Deiningering family. These lessons of perseverance and problem-solving continue to shape Hilary's approach to real estate, ensuring she delivers effective solutions and unwavering support to her clients.

"A career in real estate is all about the long game," Hilary explained. "You have to look into the future and work towards that—not the commission check. Each transaction is not about me. It is about the buyer, seller and working diligently and professionally to make each dream come true. My devotion is to them and their needs."

Hilary's dedication to her clients goes beyond the transactional aspect. She is meaningfully invested in their success and happiness, offering tireless support and a commitment to exceptional service. Among her highest priorities is empowering her clients with knowledge and information throughout the real estate journey. She understands the importance of informed decision-making and believes that educated clients are better equipped to achieve their goals. Whether it's discussing market data, explaining contract terms, or offering guidance on investment opportunities, Hilary is driven by a genuine desire to help local families navigate the real estate landscape with confidence.

"Because we eat, live, and breathe real estate every day, sometimes we think other people know about real estate, but they really don't," Hilary described. "They really need that education and for you to let them know what the newest things are. You're helping people spend hundreds of thousands of





dollars—this is not a little thing. You have to be there to advise clients so they can make the right decisions for themselves.”

Operating from a servant-leader mentality, Hilary is a formidable advocate for each of her clients. Drawing from her background in counseling, she prioritizes active listening as well as taking the time to understand the unique needs and requirements of each client she works with. Her diplomatic personality allows her to navigate complex situations with ease and embrace challenges head-on, never shying away from difficult situations. In fact, she believes she thrives on overcoming obstacles—always welcoming every challenge with a resounding “challenge accepted.”

“I get up in the morning and think about who needs me today and who I can serve,” Hilary shared. “I pray to God to put someone in my path who needs me. Throughout my life, I have been given so much grace and I just really feel I need to put that grace back out into the world in some way.”

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Volusia Flagler REAL Producers • 21

# FAQ

## ALL ABOUT VOLUSIA FLAGLER REAL PRODUCERS



**Real Producers** magazine started in Indianapolis in 2015 and is now in over 130 markets across the nation and continues to spread rapidly.

*Real Producers* magazine started in Indianapolis in 2015 and is now in over 130 markets across the nation and continues to spread rapidly.

**Q: WHO RECEIVES REAL PRODUCERS MAGAZINES?**

**A:** The top 300+ real estate agents in the Volusia Flagler Counties.

**Q: WHAT IS THE GOAL OF THIS MAGAZINE?**

**A:** We believe that we are better together. When we surround ourselves with other successful, like-minded people, we grow to new heights. *Real Producers* is a platform that brings together the most elite individuals in Volusia Flagler Counties real estate.

We take the top 300 real estate agents and RP-vetted businesses in every market, and we build an exclusive community around that group. We share their stories, successes, market trends, and upcoming events — really, anything that will connect, inform and inspire, we put in our monthly publication.

**Q: DOES Real Producers HAVE EVENTS?**

**A:** Yes! We will have specific networking events throughout the year.

**Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?**

**A:** It's really simple. You have to be on the top 300 list, and we take nominations seriously. You can nominate other real estate agents, businesses, brokers, owners or even yourself! Office leaders can also nominate real estate agents. We will consider

anyone brought to our attention who is in the top 300 because we don't know everyone's story, so we need your help to learn about them. We cannot guarantee a feature, but we encourage you to meet with one of our team members, support *Real Producers* and attend our private events to increase your chances.

**Q: WHAT DOES IT COST A REAL ESTATE AGENT/TEAM TO BE FEATURED?**

**A:** Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! We are not a pay-to-play model. We share **real** stories of Real Producers.

**Q: WHO ARE THE RP-VETTED BUSINESSES?**

**A:** They are one of the best businesses in Volusia Flagler Counties in their category, and you can find them listed in our index! We don't just find these businesses off the street, nor do we work with all businesses that approach us. Many of the top agents have recommended every single business you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our team will further vet every business to make sure they are a good fit and bring value to our community. Our goal is to create a powerhouse network, not only for the best real estate agents in the area but the best businesses so we can grow stronger together.

**Q: HOW CAN I RECOMMEND A BUSINESS?**

**A:** If you want to recommend a business that works with top real estate agents, please email or message us!  
**Email:** [jayme@n2co.com](mailto:jayme@n2co.com)



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# AMANDA & JJ RUPP



**The Power Couple Behind Rupp Ipt Realty**

A dynamic real estate duo, Amanda and JJ Rupp are making waves in the West Volusia real estate market. Together, they have established Rupp's Ipt Realty, a premier team that prides itself on going above and beyond to fulfill the unique needs of their clients. With a strong emphasis on effective communication, expert negotiation skills, and meticulous organization, Amanda and JJ provide exceptional service that keeps their customers' real estate goals at the forefront. As parents to Fisher, 5, and Sailor, 3, the couple not only shares a joint vision of transforming the real estate experience but also making their own dreams come true.

"Real estate is a catalyst for us to drive forward all of our goals—giving our kids a life they could only dream of with two parents who love each other," Amanda shared. "Our family is our 'why' and that drives us to go to work every day. Once we had kids, it propelled us to create a good life for them, for our families, and generationally as well."

Before the Rups joined forces in business, Amanda initially sought to climb the corporate ladder. She soon realized, however, that she aspired for the undeniable opportunity that real estate offered to shape her own destiny. It was during this pivotal time that she crossed paths with JJ, who had already made a name for himself in the industry through house-flipping ventures. Undeterred by



the challenges that lay ahead, Amanda dedicated herself to obtaining her real estate license, solidifying her commitment to this transformative profession.

"I wanted to get into something where my income potential was unlimited, and I could get out of it what I put into it," Amanda recalled. "When I worked in the corporate world, I told them I would make \$1 million selling real estate and they all laughed. Every time I've been told I can't do something, that's fueled me to prove them all wrong."

Since their start in the industry, Amanda and JJ have combined their unique strengths and shared passion



“ YOU ARE A REFLECTION OF THE EFFORT YOU PUT INTO THIS BUSINESS— THAT’S WHY WE GRIND. ”

for real estate to create a dynamic partnership that continues to flourish. Amanda excels in the retail aspect of the business, leveraging her expertise to ensure that transactions smoothly progress to the closing table. On the other hand, JJ’s expertise lies in more out-of-office aspects, such as market analysis and property evaluation, which perfectly complements Amanda’s retail prowess. By pooling their talents and working in tandem, the couple ensures that clients receive comprehensive and well-rounded support, ultimately elevating their home-buying or selling experience.

“We’re both working towards the same goal and we’re on the same page of what we’re trying to do both in life and in business,” JJ explained. We have separate roles and take the business on from different angles, but we mesh together well.”

The duo recently made the strategic decision to transition their team from their own brokerage to lpt realty where they have been recognized as one of the top performers amongst a vast pool of agents, receiving the prestigious Black Badge Award. By joining forces with lpt realty, they were able to streamline their operations, delegate compliance-related tasks, and focus on leading and supporting their team of 30 agents. This move has allowed them to create a nurturing environment that fosters individual growth and empowers each of the agents on their team to achieve their own unique goals. With their unwavering dedication to excellence and a strong support system in place, Amanda and JJ continue to make their mark in the real estate industry, setting new standards of success and leaving a lasting impression on clients and colleagues alike.

“What sets us apart is that we treat our careers as a full-time job,” Amanda explained. “We come to the office every day and we have really put in the time to get to where we are. You are a reflection of the effort you put into this business—that’s why we grind.”

At Rupp’s lpt realty, clients not only benefit from Amanda and JJ’s outstanding communication and negotiation skills but also from a genuine partnership built on trust, integrity, and a genuine desire to see their clients succeed. It is this winning combination that sets Amanda and JJ apart in such a competitive industry.

“We’re very lucky,” JJ shared. “We haven’t met anybody that works together well to the extent that we do. We try to be on the same page about our larger-picture goals and make sure we’re working towards them. Every day we keep that at the forefront of our minds.”



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