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• *Building Up Baton Rouge*

Also in this issue:

RISING STAR

Dathan Chauvin

PARTNER SPOTLIGHT

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1st Annual Golf Scramble Highlights

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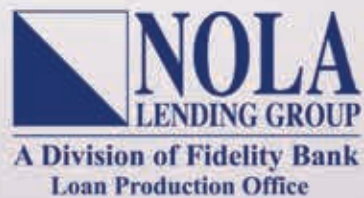


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1st Annual BRRP Golf Scramble



event recap

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Thank you to Ronel Thomas with Too Famous Studios and Ace Sylvester for capturing the event in video and photos. Thank you to Chef Jeremy Coco, The Tippy Tap Co, and Runningboards Marketing. Thank you to BJ Taillon and the entire staff at Santa Maria Golf Course.



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APRIL 27, 2023.

What a gorgeous and memorable day for our Real Producers community.

Our BRRP Golf Scramble was not a one-hit wonder. Our agents and business partners agree that this needs to be an annual event and we look forward to making this happen for them.

The weather predictions threatened to call the whole thing off, but we were blessed with the most stunning day of sunshine and good times. Just one more thing added to the gratitude list I'll keep on record in the history of *Baton Rouge Real Producers*.

We had first-time players, *a few who had to shake the dust off their clubs*, and others who love any excuse to hit the greens. It did not matter the player level or ability, what mattered was that we were together, on a Thursday in April, and having the time of our lives.

OVERALL TEAM WINNER:

- MEAGAN FAULK STATE FARM

1ST PLACE

- MEAGAN FAULK STATE FARM TEAM: Dathan Chauvin, Michael Borne, Jillian Wright, Chris Womack

2ND PLACE

- MFB TITLE TEAM: Tyler Alexander, Brett Bajon, Rob Mooney, Mason Evans

3RD PLACE

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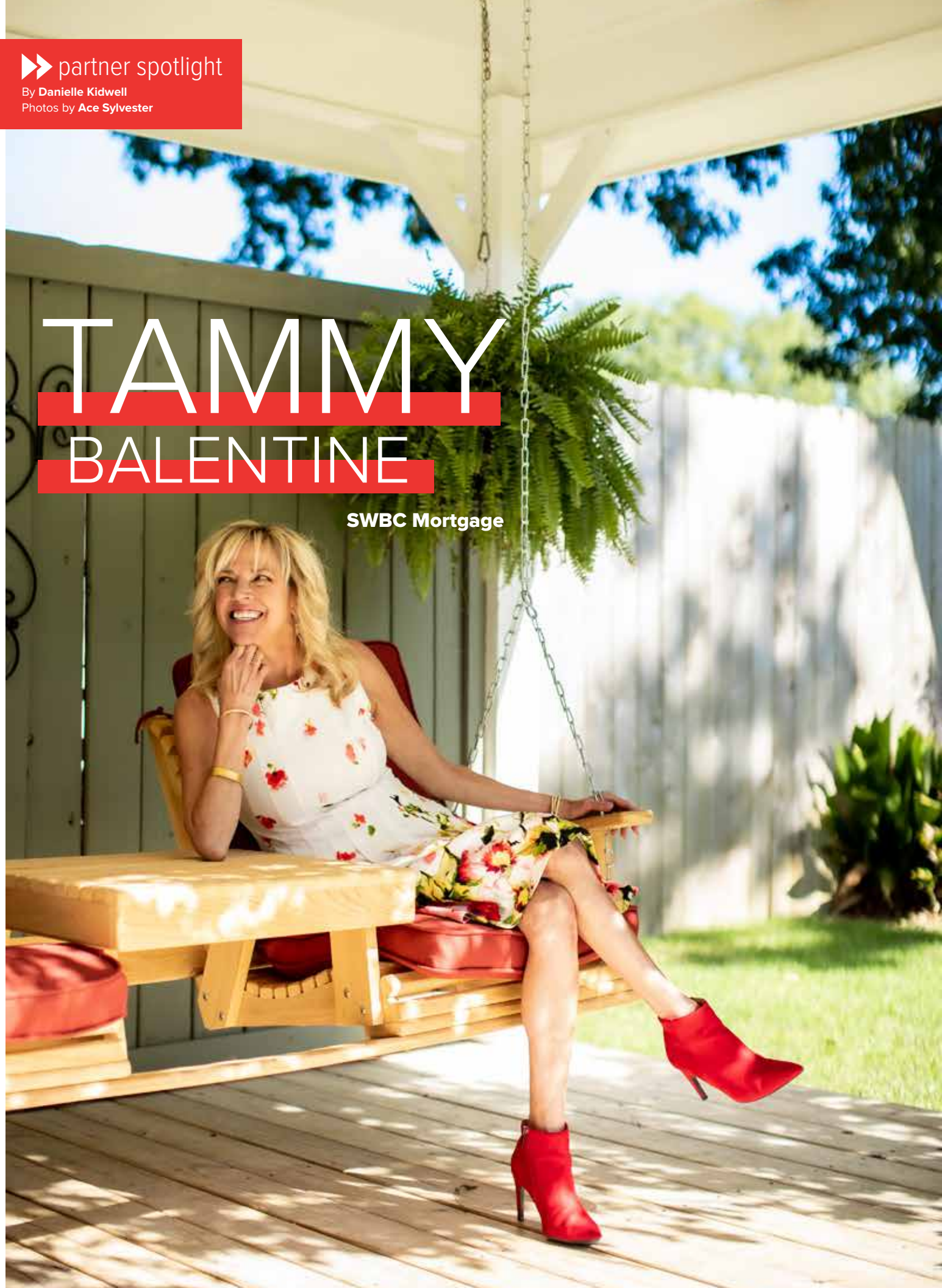
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TAMMY BALENTINE

SWBC Mortgage



Tammy Balentine, Producing Area Branch Manager with SWBC Mortgage, remembers a particularly challenging loan request. “The customer lived in California and wanted to purchase an investment property here in Baton Rouge,” she recalls. “He owned 40 properties and all but seven of them were commercial.”

His portfolio included big-name companies like Starbucks and Tractor Supply Company, located all over the country. “It felt a little overwhelming,” Tammy admits. “It was one of the most difficult transactions I’ve encountered, and the documentation was pretty daunting.” Ever the pragmatist, she started sorting it out. “I laid awake at night with all of his properties in my head like a Rolodex,” Tammy laughs. “None had the same insurance agent, so I sorted, compiled, and attached standardized relevant information to each file so the next agent would have an easy job of it.” The customer gratefully wrote a flattering letter to her and her corporate office. “Nobody had ever done that for him,” she says. “We joked that I could do his taxes from memory and when I retire from here I would make a good FBI agent.”

While she’s an expert in her field, Tammy says she didn’t come by it easily. “Math was never my forte, but you never know what’s innately



in you,” she explains. “I still get anxious when someone tells me they’re a math teacher.” Needing to work hard at math in childhood has served Tammy well in her career. While she stays abreast of new technology, she also has a healthy respect for manual calculations. “Newer agents will come to me with two numbers and ask for the correct solution,” she explains. “I show them by hand using my adding machine, so they can see the history of the calculations.” While she appreciates the speed and accuracy that newer technology offers, she feels that old-school precision and tracking still have their place in the process.

“I have a printed list of every client I’ve worked with over the past 41 years,” she continues. “Every time a loan closes or a client moves, I update it.” She recounts the story of a client whose loan she’d handled more than 20 years ago. “She was building a house and wondered about financing,” Tammy recalls. “I looked at my spreadsheet and said, ‘Oh yes, you used to live on (x) street.’” The client was amazed and said she’d called Tammy because of the postcards and letters she’d been receiving from her over the years. Tammy’s clients reach out to her with all kinds of concerns and requests and she always helps them, even when it’s outside her scope of work. “They wonder who would have a copy of their tax return or driver’s license and call me’,” she says. “If it pertains to any kind of loan, they think of me first.” She loves giving referrals for products like personal or auto loans, saying, “It’s nice to offer someone a name so they’re not just dialing all over town.” With her children grown and flown, Tammy is always available for her clients, who know they can text her after hours and she’ll be available to chat.

While she loves her career and doesn't consider it work, she jokes, "I'm the GOAT and too old to do anything else." Tammy is an avid outdoorswoman and enjoys staying active. "David and I have been married 31 years and we are outside people," she says. "We hunt deer and hogs, we golf, fish, camp in our RV, and spend a lot of time in our backyard." The couple's backyard is one of their favorite places, and their daughter-in-law, Sarah, a landscape architect, just completed a major renovation. She's married to their son Andy, a VoPak plant planner, and the couple has two children, Bayer (5) and Caroline (3). Tammy and David's younger son, Brek, played college golf and is studying supply chain management at the University of Arkansas, following in his father's footsteps as David is involved in global supply chain management at Dow.

With her active lifestyle and thriving career, Tammy doesn't anticipate slowing down anytime soon, explaining, "I've been doing this since 1981—straight out of high school—when I started answering phones and typing mortgages for a finance company." When the savings and loan industry started showing signs of trouble Tammy got her real estate license thinking it would help her relate to her clients. "I got talked into selling real estate for two years and wasn't very good at it," she laughs. "It was hard because I'm decisive and not picky, so I went back to numbers because they are consistent and predictable." She takes comfort in numbers, saying, "You add, divide, multiply, or subtract - they're not arbitrary." Tammy finds it easier to talk with someone about factual issues and prefers to sit down with her clients in person. "Sometimes



“In the loan process, there’s never a dull moment, and I love every bit of it.”

my clients are nervous, so I like to show them a visual breakdown of payments, how escrow works, and how interest works," she explains. "I explain the process in baby steps so nothing is surprising or overwhelming." Tammy has a special talent for

helping her clients feel empowered and confident, a skill developed over years of building relationships. "I read my clients and figure out they prefer to receive information," she says. "In the loan process, there's never a dull moment, and I love every bit of it."

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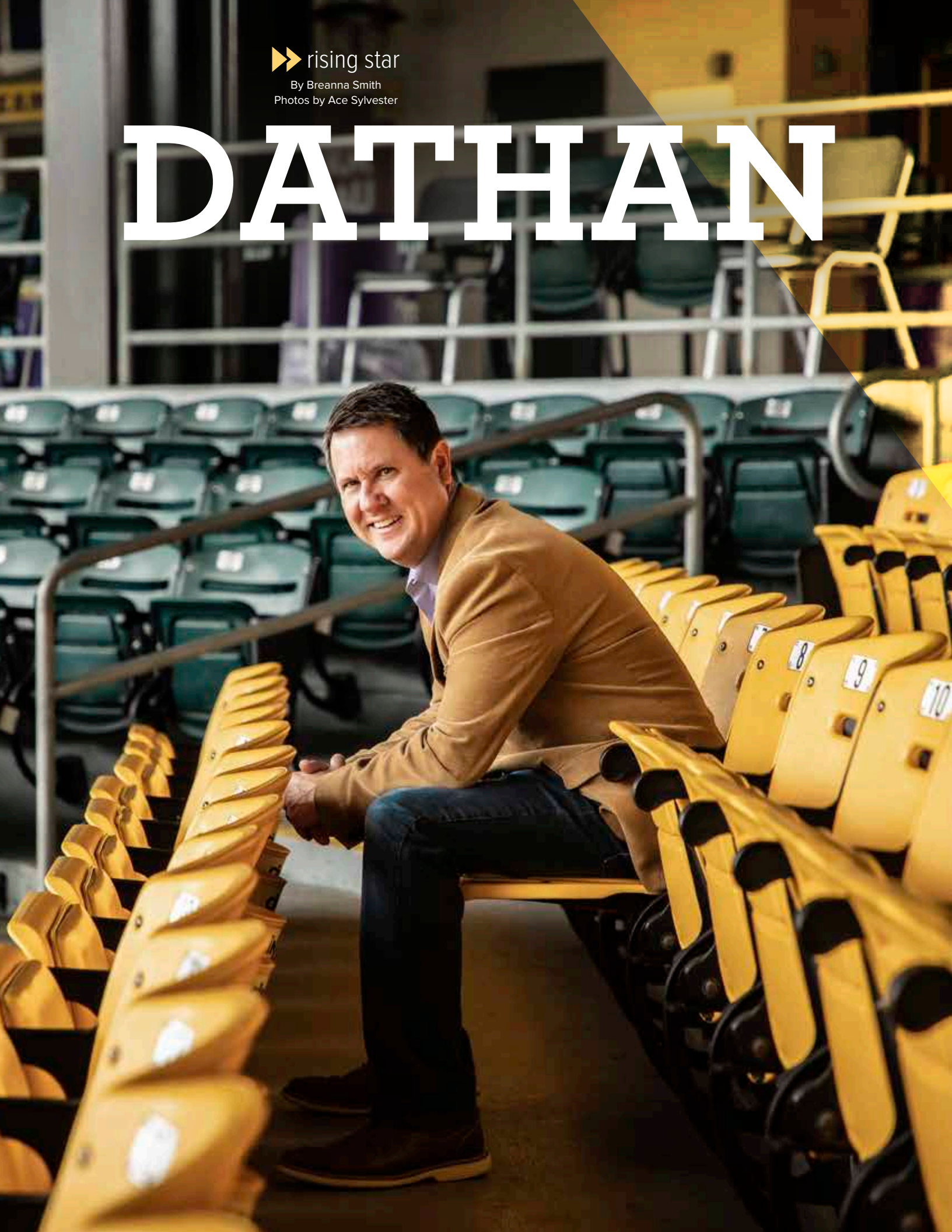
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By Breanna Smith
Photos by Ace Sylvester

DATHAN



CHAUVIN

Dathan Chauvin goes into every day the same way he would prepare for a big game. Before his feet hit the ground, he prays and takes a few deep breaths. Then, it's a disciplined and regimented routine. While his day is "time-blocked to a tee," he remains focused on being present - a skill he learned early on the baseball field and has nearly perfected through the trials of life. "I believe that no matter what you're going through - with life, the economy, anything - if you stay focused on your why, you can be successful no matter what's happening around you."

Dathan keeps his eye on the ball, especially if it's a baseball.

"I had season tickets for LSU Baseball during their inaugural season in the new Alex Box stadium, and I watched them win the 2009 National Championship game. I saw the Boston Red Sox against the Yankees at The Green Monster," he recalls.

"Baseball is pretty big to me."

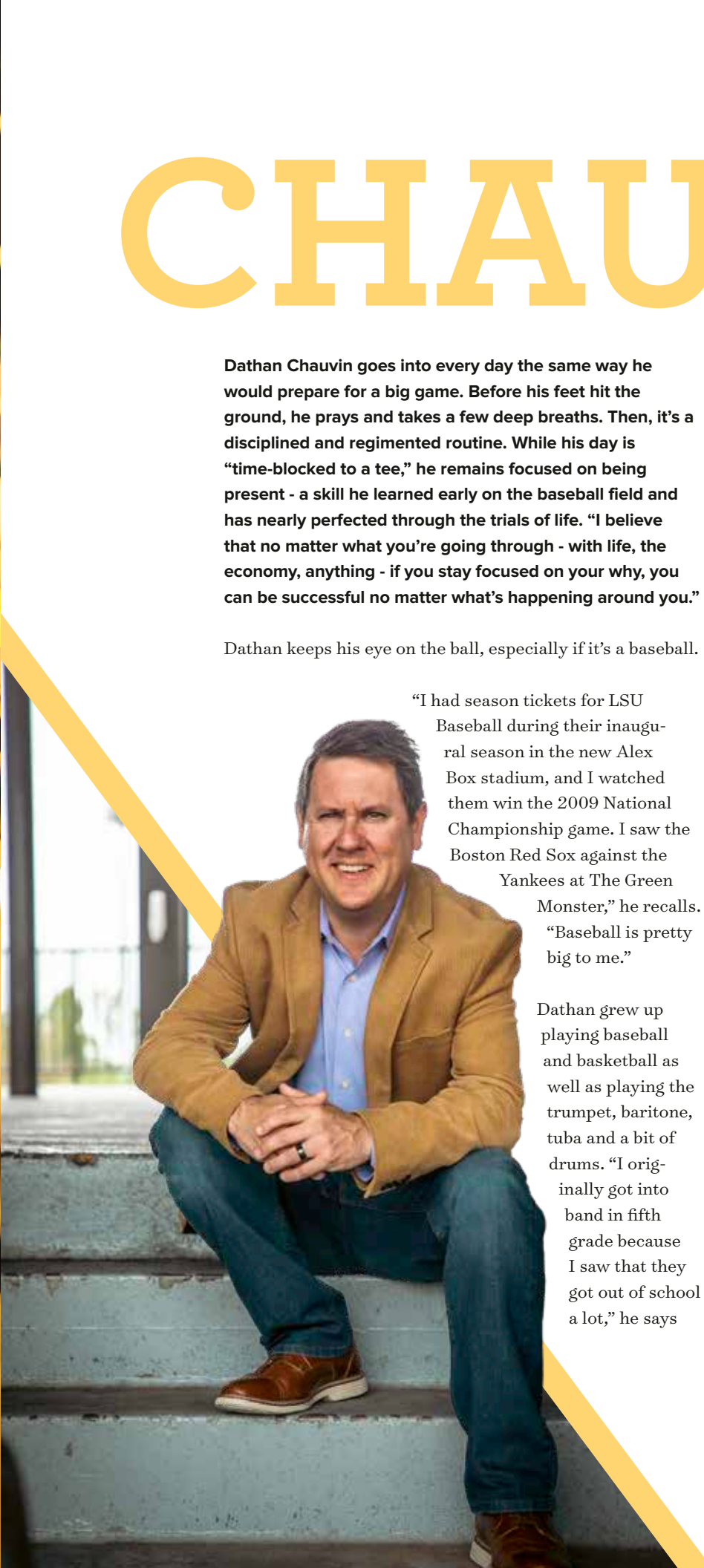
Dathan grew up playing baseball and basketball as well as playing the trumpet, baritone, tuba and a bit of drums. "I originally got into band in fifth grade because I saw that they got out of school a lot," he says

laughing. "And I ended up really enjoying it. I loved it."

His affinity for extracurriculars was passed down to his two sons. Brady, his oldest, competes in Jiu-Jitsu, and Brantley plays tournament baseball and basketball. "It's amazing, with all of the extracurriculars, they're able to maintain the honor roll," he says. Dathan and his wife, Amelia, usually run in different directions between their full-time jobs, the boys' activities and competitions, and the everyday hustle of life, but they always make time for each other. "No matter how full my calendar gets, I always take time for me and the wife. We love Italian food, Top Golf, and sometimes it's just us sitting on the patio listening to music."

Fishing trips to Toledo Bend and getaways to Tombigbee Lake State Park are their favorite ways to relax and reset to help them stay focused on the present during their busy, bustling weeks. "I lost my mom at 20, and I lost my first wife to cancer. It makes you think about things from a different perspective. *My family is what drives me, and my faith is what I lean on to make the most of every day.*"

After earning a degree from ITI Technical Institute, Dathan worked in the chemical industry as a process technician. He worked tirelessly to save money for his next venture.



Then, he took a chance and acted on the business idea he and a friend developed to make textbooks more accessible and affordable for students. He and his best friend started three textbook stores.

“We had one at Nicholls State in Thibodaux, one online and one in Southern Arkansas for 11 years,” he recalls. “Then Amazon came along. They pretty much took everybody out, then legislation changed around textbooks. Many professors began writing their own textbooks, and technology changed, people were accessing textbooks online more and more frequently.”

Dathan purchased and managed several investment properties for his portfolio. “I had a lot of downtime because the textbook business was so seasonal, but you can only golf and fish and travel so much, and I always like a good challenge.” After more than 20 years of buying investment properties, it was a natural progression for Dathan to become a REALTOR®. “I used the knowledge

I gathered to build my own portfolio, and before I got into the business, I studied what the most successful agents were doing and talked to a lot of successful agents to ask a lot of questions. When I got licensed, I hit the ground running.” Even when Dathan has dozens of transactions pending or closing, he tries to remain focused, present, and hones in on every detail.

For Dathan, being at his sons’ competitions and enjoying one of Amelia’s home-cooked meals around the dinner table are daily reminders of his why. Being present in those moments fuels his late-night property searches and precisely time-blocked days. “I’ve always listened to my elders and sought advice from successful people, but I would tell my 20-year-old self to listen more and ask more questions. That’s one of the things I teach my kids - no matter how good you are, or even if you’re at the



NO MATTER HOW GOOD YOU ARE, OR EVEN IF YOU’RE AT THE TOP, THERE’S ALWAYS SOMETHING NEW TO LEARN AND A NEW OPPORTUNITY TO GROW.



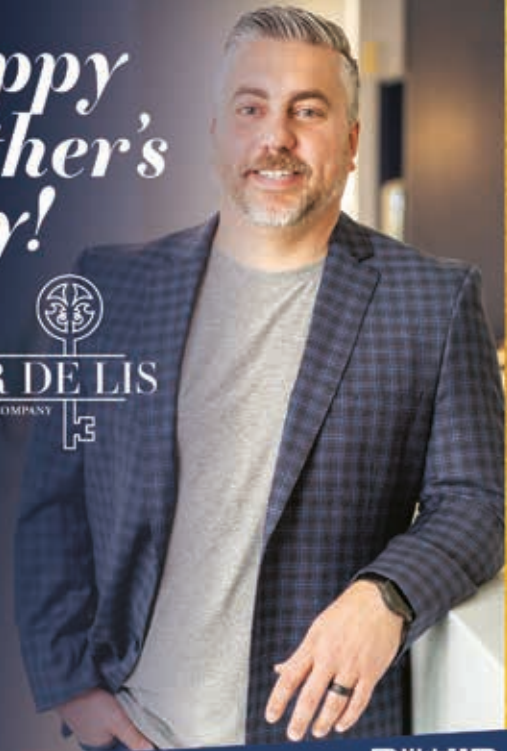
top, there’s always something new to learn and a new opportunity to grow.”

Dathan keeps his eye on the ball, his feet firmly planted in faith and takes every curve ball life throws in stride. ***“I focus on what I can control. That’s the name of the game.”***

“It’s going to be hard to outwork me, that’s something I take pride in. And I show my boys that no matter what obstacle is thrown at you in life, you still have to go on. It’s okay to mourn when you lose a loved one and have compassion for people, but at the end of the day, you still have a family to take care of and people who depend on you.”



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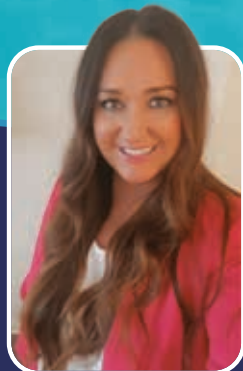
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ANNA ARCENEUX



▶▶ cover story
Danielle Kidwell
Photos by Ace Sylvester

BUILDING UP BATON ROUGE

“I REMEMBER MY GRANDMOTHER’S OLD-SCHOOL DRAFTING TABLE AND HER HAND-DRAWN BLUEPRINTS, MY GRANDFATHER WAS A BUILDER AND SHE WAS AN ARCHITECT, AND THEY MET THROUGH A. HAYS TOWN.”

Anna Arceneux was in sixth grade when her family added a huge addition to their home, and she remembers knocking out bricks, helping her dad form up the slab, and hanging sheetrock. It was then that she fell in love with the process of designing and building homes. “I love the artistic side of building houses, and I think it comes from my mom’s side of the family,” Anna muses. “She’s artistic, always decorating, and that led me to take drafting classes in high school.”

Anna was all set to study architecture in college, and surprisingly it was her grandmother who steered her away from it, setting her on a course in engineering instead. “At some point in those classes I realized that though I loved building and sculpting, I was more interested in the business side of real estate,” Anna recalls. “I switched to the college of business in my junior year.” Anna graduated from LSU with a degree in real estate finance. Anna met with a local developer to inquire about a job but there wasn’t an opening at the time, so she went to a real estate company and got right into the sales side of the industry.

Fast forward a few years and Anna and her husband Kyle were newly married with young children. “I still had the desire to build,” Anna says. “I drew up plans for a house and sent them to the draftsman with all the dimensions and specs worked out!” They worked with a builder on that project, but when the second opportunity opened Anna was working for a builder and

managed the entire project, from ordering materials to site inspection and everything in between. By the third house, Anna had obtained her contractor’s license, building and selling the house herself! “Over the past 15 years we’ve designed and built three houses that we lived in,” she says with a laugh. “My inlaws joked that they had to ask for our updated address each year around the holidays!” Anna shares that she and Kyle work very well together, with his creativity and their combined artistic energy and enthusiasm for numbers, saying, “We love taking on new projects and kept thinking ‘this’ one is our forever home, but then we’d move on to the next project! “Creativity certainly runs in the family. “My Dad is also artistic with sculpture, guitar, and drawing,” she says. “He runs a very specific metal manufacturing company building staircases for movie sets, parts for handicapped vehicles, and other specialized, high-end projects.”

Anna’s drive and determination were evident early in her life. “I remember reading Tony Robbins’ ‘Unlimited Power’ in high school and it changed the trajectory of my fundamental ways of thinking, getting out of the victim mentality, and owning my choices,” she says. “You can change your mindset at any time and reprogram yourself.” Anna’s approach to her business is fashioned out of those principles. “My career path has taught me to focus on other people and arrive with an energy of abundance,” she reflects. “I enjoy coaching and watching people grow, not only in real estate but in general.” One of Anna’s best lessons was habit stacking. “Habit stacking is where you pair something you need to do with something you like to do,” she explains. “Let’s say you like to watch a certain TV show

“
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 ON OTHER PEOPLE
 AND **ARRIVE WITH AN
 ENERGY OF ABUNDANCE.**
 ”



and need to fold laundry, just do them together!” She has easy hacks for herself and her family, putting healthy choices front and center, like a fruit bowl on the counter, dental floss on the sink, and vitamins by the coffeemaker.

“I listen to self-improvement books on Audible while getting ready for work,” she says. “I get in the carpool line at 2 PM and make calls for an hour straight until they get out of school.” She also likes to get a fancy coffee and park near the lakes at LSU to take in nature while she makes calls, saying it makes them fun and productive. She says, “I always look for ways to bring joy into my work.”

Anna is the Associate Broker and Sales Manager for Brittney Pino & Associates Real Estate Firm. She

is responsible for onboarding, leading agents and driving sales. When she’s not working, Anna is busy with Kyle and their girls, Alyse (14) and Amalie (12) playing volleyball, creating art, and enjoying the fun of turning any game into a competition. “Last year was a year of finding a rhythm and operating at a higher level in all areas.” In 2022, she successfully closed 30 transactions with a total volume of \$12 million; all accomplished while enjoying travel and enjoying family time with her daughters. “I never miss a volleyball game.” Kyle played college baseball and Anna is a self-described tomboy and lover of all sports, so the family can often be found outside playing baseball, soccer, or volleyball at her parents’ 10-acre rolling land in Folsom.



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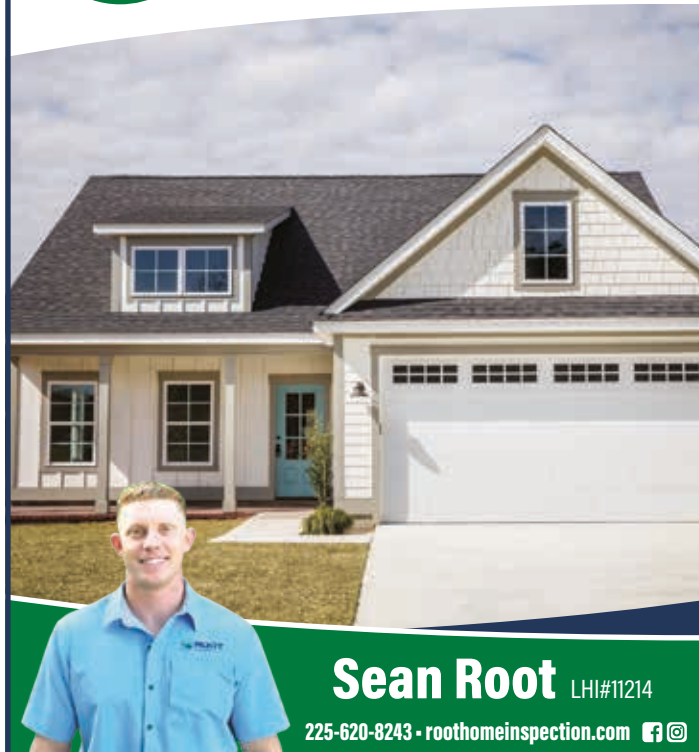
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