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Jake Callahan

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Shannon & Rob Malcolm

PARTNER SPOTLIGHT:

Timberline Inspections



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Drive, Determination, and A Refusal to Give up

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JUNE 2023



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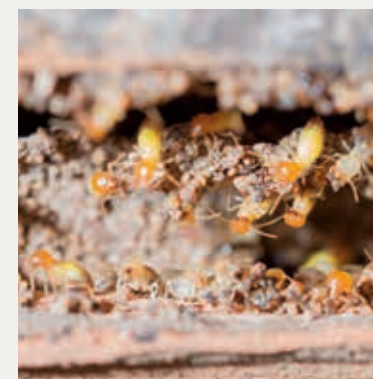
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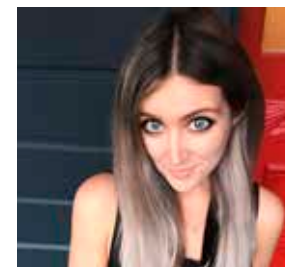
MEET THE BIRMINGHAM REAL PRODUCERS TEAM



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Owner/Publisher



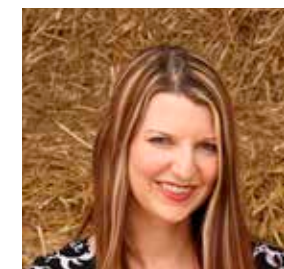
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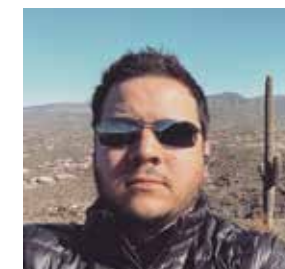
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How Do *Birmingham Real Producers'*

Events Work?

publisher's note

Birmingham Real Producers events are only for the Top 300 producing agents and our *Real Producers'* Vetted Business Partners. The Top 300 agents can invite the agents on their teams to join them at these events if they would like to. The businesses that partner with us have been vetted by the top agents, and the *Real Producers* Team, to ensure they are of the highest quality; these businesses are the ones that invest in our community and truly make this platform possible. For those reasons, we do not give access to outside businesses to our events. Keeping the integrity of what this community is remains very important to us, which is a community of the best of the best that honors and respects one another.

Birmingham Real Producers' official launch party is June 22nd, and it will kick off our series of monthly events. You don't want to miss it! We have five different types of events:

- 1) Social Events
- 2) Magazine Celebration Events (only for those featured in the magazines and select businesses)
- 3) RP Vetted Business Socials (only for our partners)
- 4) Masterclass Events (educational events with networking)
- 5) Year-end Awards Party

We, and everyone we have talked to, are very excited about our *Birmingham Real Producers* event structures. Being in these rooms is so special. The agents in the top 300 have collectively sold over \$4 Billion and 9,000 units in 2022 alone. It truly is an honor for us to be able to host these events for you all.

From everyone on our *Birmingham Real Producers* Team, we thank you for your support. Keep an eye out for your invitation to the next event!

See you soon,



Meredith Jones
Owner/Publisher
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TIMBERLINE

INSPECTIONS

Written by **Elizabeth McCabe**
Photos by **Brendon Pinola**,
Brendon Pinola Photography

Ensuring Your Listing is Safe and Sound, Comprehensive Inspections You Can Trust

Don't leave home inspections to chance. With Timberline Inspections, residential and commercial properties are inspected from top to bottom, ensuring that they are safe and sound. Owned by husband-and-wife Mackay and Amandalyn Barr, this local company prides itself on thorough home inspections and commercial property inspections. They opened their doors in 2016, eager to serve the community.

Setting Themselves Apart

"What sets Timberline Inspections apart is our quality," explains Mackay. He and his wife built their business on quality, one satisfied client at a time. "We wanted to be the Toyota of home inspections, providing a good quality brand at a reasonable price," points out Mackay. He and his inspectors provide thorough



inspections from the foundation to the roof. They are able to analyze the structures of properties and help people make informed decisions about purchasing a home or business.

With its commitment to excellence, Timberline Inspections is currently expanding operations. Amandalyn comments, "We love hiring veterans." She and Mackay hire veterans and are eager to give back to the community by employing those who served our nation.

To date, they have done thousands of inspections and have built an impeccable reputation in the home inspection industry. They follow the standard of practices established by the International Association of Home Inspectors (InterNACHI®). Inspectors are all licensed and insured and provide comprehensive reports along with recommendations.

Ninety percent of reports are turned around the same day, and all reports are guaranteed within 24 hours. With flexible scheduling, clients can get their inspections done in a timely manner.

Currently, Timberline Inspections works in Montgomery and Birmingham as well as Tuscaloosa and are expanding its operations to include all of Alabama.

Experience + Expertise

What makes Timberline Inspections stand out is their experience. Mackay brings his decades of construction background and expertise to the business. He has worked in the construction industry since he was 11 years old under the supervision of his father, which was an invaluable experience for him.

A veteran, Mackay faithfully served our country for 8 years, putting others before himself. "I served in the National Guard for 4 years followed by active duty for 4 years," explains Mackay. As an infantry officer, he was promoted to the rank of captain and honed his problem-solving skills and ability to execute decisions in leadership, overseeing the service members entrusted to his care. Little did he know that this would help in his future career choice. Mackay's leadership ability, coupled with his construction background, was a natural fit for the home inspection industry.

"Mackay is very detail oriented," adds Amandalyn. His critical eye is essential when performing home inspections. The idea to start a home inspection business came about through a real estate agent, who understood Mackay's strengths and

passion for houses. He has a wealth of knowledge about construction and houses, which has served him well in the inspection industry.

Amandalyn, a REALTOR®, manages the office and helps to grow the company. She understands the time deadlines that Birmingham Real Producers face and is eager to exceed their expectations.

How did she get into home inspections? “I met Mackay when he did inspections for my clients,” she explains. She was impressed with his comprehensive home inspections, and they soon started a relationship that led to the altar. They began their life together and complement one another beautifully in work and in life.

A Happy Home

When not working, Amandalyn enjoys homeschooling their three kids, Joshua Barr (13), Hannah-Claire Barr (12), and “Gator” (3).

They also manage the livestock on their hobby farm with pigs, cows, and chickens, not to mention growing their own non-GMO organic crops to support a healthier lifestyle. The kids are all active in 4H and enjoy doing chores around the farm. Gator loves sitting on the tractor with his dad while the older two children are bookworms, often doing their homework out on a blanket in the field with the cows. It’s all about living life on the farm with the mooing of cows, the clucking of chickens, and the oinking of their pigs.

How do they do it all? “Time management,” says Amandalyn, “and a lot of prayers.” This family of five prays a lot and has incorporated their faith into their business by putting God first followed by their family.

In addition to their work, the Barrs enjoy shooting and offer firearms training and personal protection classes. They help real estate agents learn self-defense so they can be safe in their line of work.

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“Mackay and I are both competitive International Defensive Pistol Association (IDPA) shooters,” explains Amandalyn. They have a gun range on the property for firearms training.

For More Information

Timberline Inspections enjoys working with REALTORS® and their clients, making the process of buying a home easier and stress-free. They are committed to providing excellent service and ensuring that their clients have peace of mind in their new homes. As Amandalyn says, “We love working with REALTORS® as an extension of their business. It is an honor, a joy, and a privilege to help them build their business and provide home inspections that they can trust.”

For more information on Timberline Inspections, check out their website, timberlineinspections.com, or call 205-545-2050.



save the date

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REAL PRODUCERS® LAUNCH PARTY



SCAN ME

22 JUNE 2023
5PM - 8PM

You're invited to celebrate the official launch of *Birmingham Real Producers* magazine at SouthPoint Bank!

This FREE, invite-only event is open to the top 300 REALTORS® and our *Real Producers* vendor partners. You don't want to miss networking with your top-producing REALTOR® peers, plus there will be food from Little Donkey, Tasty Town, Rodney Scott's BBQ, drinks, and giveaways!



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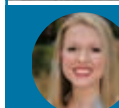


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Meet Rising Star

Jake Callahan

rising star

Written by **Elizabeth McCabe**

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From Selling Luxury Cosmetics to Selling Real Estate

“When I was younger, I always wanted to be an actor. I loved entertaining people and having a good time. Those characteristics gave me the ability to navigate an individual’s likes and dislikes early on which has helped me better understand clients’ needs,” says Jake Callahan, a real estate agent with Ray & Poynor. He grew up in the Bluff Park area of Hoover, Alabama. The youngest of seven children, all raised by a single mother, Jake learned how to be self-sufficient.

“There was never a dull moment,” he reflects. He and his siblings learned to be independent, while occasionally taking care of each other while their mother worked to support them. “Her work ethic shaped me into who I am today,” he smiles. “I definitely have her drive to get the job done.”

Making Things Beautiful

Although Jake did not become an actor, he did make his mark in the cosmetics industry in luxury cosmetic sales, complementing his siblings’ career choices. He comments, “My brother owned a construction company when I was growing up. My other brother was a lieutenant for the Birmingham Police Department. My mother made a joke that one brother builds and the other protects. I help make it beautiful.”

For 11 years, Jake worked in the cosmetic sales industry as a renowned makeup artist in Alabama, Mississippi, Texas, Oklahoma, Atlanta, and New York. With his success, he had a choice to make. He explains, “I was capped in the cosmetic sales position for our market, and I would have needed to relocate for growth or promotion. At the time, I was a single parent struggling to make ends meet, so it probably

wouldn’t have been a wise financial decision to move to Houston or New York City. This led me to pursue my passion for real estate.”

His sales and marketing background, coupled with his creative eye, made him an asset in the industry. Jake has previous experience flipping a few of his own properties over the years. He knew he could have a successful career in the industry. Best of all, he could still be present for his son Matthew’s baseball games and school events.



Launching into Real Estate

In April 2018, Jake earned his real estate license and started selling in November that same year. In January 2019, he had his first closing. The road hasn’t been easy, but real estate is a rewarding career for this driven and dedicated entrepreneur.

“Honestly, it’s been a lot of trial and error,” he candidly comments. “I’ve had to learn to pivot when challenges come my way, and sometimes take a leap of faith – not knowing exactly where I might land.” He was able to find the right brokerage for himself, Ray & Poynor, and his style of service that complements his personal business style.

Putting Clients First

“I’m only successful when I have satisfied clients,” says Jake. “My goal is to have a well-balanced career and work life. I don’t necessarily strive to be the most well-known agent, but as an agent who puts his clients’ needs first.”

When his clients are happy and recommend his services to friends and family, that is the biggest compliment to Jake. He also puts the community first, giving back to worthy causes, whether through time or money.

Fortunate for Family and Furry Friends

When Jake isn't working, you can find him with his husband, Brandon Patterson, a human resources professional. As they merged families, they blended their pet families with two dogs and two cats.

"It was doggie boot camp for the French bulldog when we merged our household," jokes Jake. "They tolerate each other. They give each other the evil eye while they sit on opposite sides of the couch." A self-described dog person, Jake's husband is a cat person. Their household comprises a Chihuahua, a French bulldog, and two tabby cats. Everyone is learning to live with each other and keep their paws to themselves. It takes time to blend furry friends into a harmonious household, and these two men are patient and compassionate as their beloved pets learn to love one another.

"We are like the Brady Bunch," smiles Jake. They also just bought a mid-century home and it's been a lot of fun for this new family and Jake's son, Matthew.

Eat + Exercise

"I know I have to stay active between the gym or hiking so I can enjoy my favorite hobby, which is FOOD," says Jake. "I love to dine at our wonderful local restaurants, and I also love to cook and entertain friends and family." As Jake's husband will tell you, Jake makes a mean spicy chicken alfredo that pleases people's palates. A talented chef, Jake enjoys what he does as he prepares each delicious dish with love.

When he has the time, he loves to paint and sketch to keep his creative side flowing. Spending time with loved ones or hobbies makes him feel more rested and prepared for the next workday.

Embracing the Journey

When reflecting on his life, Jake concludes, "Every single thing that's happened in my life – struggles, obstacles, triumphs, and tribulations – have all molded me to become the person I am today. Experience is the greatest teacher, and there's something to be learned from every situation while still having a smile and a good time along the way."

From luxury cosmetics to real estate, Jake is living proof that hard work and caring for others are the secrets to success. This Rising Star caters to his clients and it shows with his passion, enthusiasm, and optimism.

“
I've had to learn to pivot when challenges come my way, and sometimes take a leap of faith – not knowing exactly where I might land.
”



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Shannon & Rob Malcom

▶▶ difference makers

Written by **Ann Marie Harvey**
Photos by **Brendon Pinola**,
Brendon Pinola Photography

Everything Changes with an Address

Shannon and Rob Malcom know firsthand what it means for someone to believe in them. In 2006-2007, the couple was homeless, living in their car, and sleeping under bridges. Their families no longer welcomed them into their homes. Addiction had taken hold, and Shannon and Rob had given up on themselves. “We were on a path of destruction, but the Lord had a better plan for our lives than we could see in that moment,” Shannon says. “He placed us in circumstances where people offered us opportunities to turn our lives around.”

Once the couple regained their footing, they threw themselves into careers. Newly married in 2011, they moved into the North Birmingham community of Norwood. “I saw a ton of properties that were run down and abandoned,” Rob explains. “I could see the potential in the neighborhood and wanted to address it.”

Rob founded his construction company, Three D Properties, and got busy renovating houses. The Malcoms love Norwood in particular, not only because of its diversity, but because it was a

visual representation of the renewal they had seen in themselves. “We were broken and abandoned like these old homes,” Shannon says. “Transforming them into something beautiful is exactly what we have done with our lives.”

Their efforts in the community have also increased property values. “We sold our first flip for less than \$89,000,” Rob says. “Some of the much larger houses are now appraising in the \$600,000s.” As a REALTOR® himself, Rob believes that agents should own personal property to create a passive income stream and teaches classes about how to create it. “We own rental properties and AirBnBs,” he says. “We truly care about the communities where we work.”

In 2017, Shannon got her real estate license, mainly to help Rob’s construction business. “I often say she came to real estate against her will,” Rob laughs. “But Shannon quickly found out that she was really good at it.”

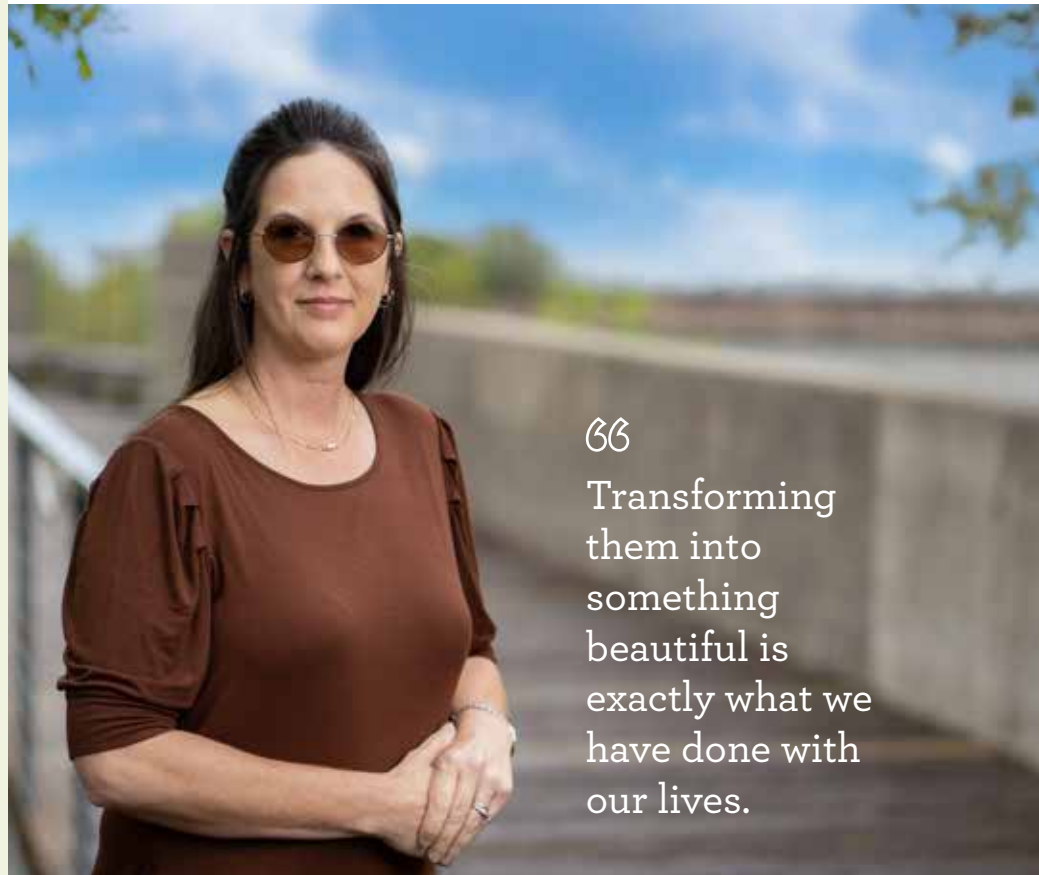
To Whom Much is Given...
From the start, Shannon was a top producer in the brokerages where she worked. In 2021, the couple were approached by EXIT Realty Corporation International to purchase a franchise in Birmingham and prepared to take their business to the next level. Shannon became the qualifying broker last year, all while teaching and growing the brokerage to 40 agents and handling 45 personal transactions. “We are passionate about helping people—our clients and our agents,” she says. “To whom much is given, much is required.”

A self-professed spreadsheet nerd, Shannon created systems and processes to maximize efficiency. “My spreadsheets allow me to put in pertinent information and check boxes from start to close of a transaction,” she says. “The fields are auto-calculable for taxes and tithes, so I know at a glance what I’m currently doing and what my income is.”

Since her systems have worked so well, Shannon shares her processes and teaches effective communication skills to their new agents. “An agent who has a resolution for problems and communicates well with clients and other agents is one that is successful,” she says. “We also have a success coach on staff available to further help our agents see their potential.”

Experiencing homelessness firsthand fuels Shannon and Rob. “We tell our agents that everyone deserves home ownership, whether they have \$30,000 or \$300,000 to spend,” Shannon says. “I had a client who was told by three other agents that he wasn’t worth their time. I remember feeling unworthy of someone’s time, so I made it my mission to help him.” Not only did that client buy his first house from her, he recently contacted Shannon about a more expensive property. “Everyone should be treated equally, even those that have very little,” she shares. “If you treat people correctly, you will have a client for life. We truly care about the people behind the transaction.”

From 2021 to 2022, the brokerage quadrupled not only the number of transactions, but the dollar amount earned. Personally, Shannon had more than \$9 million in sales volume and was number two in Alabama in listings for EXIT. Rob was right behind her in the number three spot. “We really hadn’t paid attention to our own personal production,” Shannon says. “We recently won 15 awards plus the Transformational Growth Award, only given to one office in the state for doubling agent and production count.”



“Transforming them into something beautiful is exactly what we have done with our lives.”

...Much is Required

Although both Shannon and Rob enjoy their work, they are passionate about giving back. They are active in their church and volunteer through Christian Service Mission. Shannon is involved with an organization called My Sister’s Place and attends their annual retreat. “These women are getting clean, starting jobs, and recovering from hurts, habits, and hangups,” she says. “When I give my testimony, the ladies can’t believe I was just like them. I want to give them hope that they, too, can transform their lives and the trajectory of their families.”

“We truly care about the communities where we work.”

Rob recently joined a coaching program that addresses multiple facets of life—spiritual, relational, physical, and financial. “I started thinking about how I could help people find more potential,” he says. “At the beginning, I couldn’t do more than five pushups, and next month, we will hike the Grand Canyon rim to rim. I’m excited to find my personal potential that I didn’t know was there.”

The kind of success the Malcoms have found over the last decade has been humbling and overwhelming. “There’s nothing special about us. Every day, we have to remind ourselves how far we’ve come and how good God is,” Shannon says. “Our families have been restored to us, and relationships have been redeemed. When someone is cheering in your corner, the sky is the limit.”



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▶▶ cover story

Written by Elizabeth McCabe

Photos by Brendon Pinola, Brendon Pinola Photography

Never underestimate the challenges of life. Every obstacle is an opportunity to overcome. Adversity can be disguised as a blessing if we use it as a stepping stone rather than a stumbling block. Connie Alexander Jacks accepted all of the challenges in her life and used each of those lessons to become stronger and more successful. This outlook has truly developed into a game-changer for how she approaches real estate.

CONNIE ALEXANDER JACKS

is an Inspiration with Her Drive, Determination and Refusal to Give Up

“I just feel so grateful to have the opportunities that I’ve had, but I want it to be very clear that none of it was easy,” says Connie, Broker/Owner and Co-Founder of The Luxe Group at White House Real Estate. Before Connie became a successful businesswoman, she faced several challenges and made some difficult decisions in her personal and professional life.

“It snowballed from there. Real estate turned into a career, and I never looked back,” she reflects. After Connie had her first son, she became a stay-at-home mom. “I wouldn’t trade staying home and raising my family for anything. Knowing that I could get back to real estate when the time was right was always at the forefront of my mind. It truly was a gift in itself to know that I had something to fall back on.”

MAKING LEMONADE FROM LEMONS

When her second son was born, she decided to jump back into real estate. “I didn’t take it seriously until 2015 when I went through a divorce. I had no clue how I was going to support my family or myself,” she admits.

Connie jumped into real estate coaching with some of the best coaches in the business, learning as much as she could. She excelled in real estate and put herself on the map. Her experience also helped others. “Now, I teach other agents the same basic principles of success.”

EARLY LIFE AND CAREER

Connie grew up in Tuscaloosa, Alabama, an hour away from Birmingham. She was the youngest of seven children and was raised in a modest household. Her mother stayed at home, while her father worked in construction.

“I got a job at 15 so I could figure out how to save money for a car and buy shoes,” smiles Connie. “I started working pretty early, but it drove a steady work ethic from an early age.” Her first job was working for an insurance agent in Tuscaloosa who was a go-getter. “It was one of the first up close and personal experiences that I had at sales.” It left an impression on her, especially realizing the limitless potential that sales had. “I wanted to make a positive difference for people while being able to be a self-sufficient woman. I realized that sales skills were going to be necessary for me to do that. Any profession requires sales skills.”

“I wanted to make a positive difference for people while being able to be a self-sufficient woman.”

STARTING HER OWN BROKERAGE

Connie met her current husband in 2016, who graduated from Birmingham School of Law. Although he worked in the personal injury field, he was not fulfilled, so she shared her dreams of working together, and they took a leap.

“I talked him into getting his license in 2017,” she says. “We both made the decision to build something that was our own.” A brokerage was the answer. Although there were several real





estate companies in Birmingham, none had the core values that they wanted to bring to the community and the local market. In 2018, they started a team called The Luxe Group and their brokerage - White House Real Estate.

As a broker, Connie faces the challenge of helping agents who have a lot of promise but may be tempted to give up too quickly. "Real estate is a hard business, and you have to put in the time and energy," she says. Through thoughtfully developed systems and processes along with heavy accountability, Connie has found the secret sauce to help agents excel quickly in real estate.

Connie leads agent development and provides all the tools necessary to succeed. With encouragement and support, she trains agents from start to finish. "The majority of our agents are very successful," she comments. The industry average for a real estate agent is three transactions per year. White House Real Estate averages over three times that amount per agent.

Connie says that service to others is her purpose. She is passionate about the success of each agent in her brokerage and on her team because they are supporting their own families and their own dreams. "Nothing makes me happier than knowing I am a part of something so much bigger than myself," she reflects.

She prides herself on the ability to serve people on an authentically high level, no matter what price point they are in. "It's a huge win for me," she says. As a woman business owner, she prides herself on exceptional service and working tirelessly for her clients - even starting her days at 4:30 a.m.

LESSONS LEARNED

Looking back on her career, Connie wishes she had known how hard real estate could be. However, she has learned that hard work, dedication, and accountability are the keys to success. "If I had gone 'all in' during those first few years in Tuscaloosa like I was forced to do in 2015, I could have retired by now," she says. However, she would never trade the time she had with her two sons and the precious milestones in their lives.

FOCUSED ON FAMILY

Connie credits her mother for being the inspiration for who she is today. "I saw how much she sacrificed as a mom, and repayment is impossible, but the appreciation and gratitude are endless," she says. Connie's husband, Steven, is also an important part of her life. She raves, "I couldn't do what I do if it wasn't for him. It's been an amazing 7 years and I give him a ton of credit for taking a chance to create this beautiful dream with me." His drive to succeed matches Connie's, and together, they make a dynamic duo. Connie and Steven also love traveling and collecting art from all over the world.

This dedicated broker also loves her two boys, Amos and JonRoss, and wants to make them proud. "I want them to know what hard work is and see what a service with focusing on others looks like, and hope that they can glean from that somehow," she reflects.

In her free time, Connie loves the constant companionship of her two King Charles Cavaliers, who require lots of attention but make her house

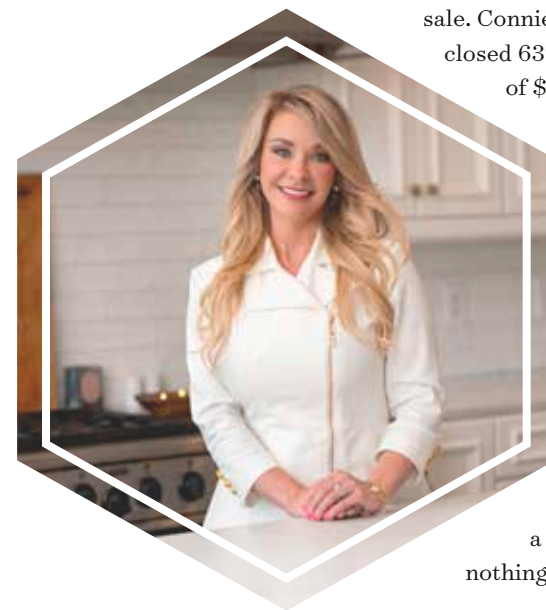
a happy home. She also likes to relax with Pure Barre to help her stay in shape and relieve stress.

FINAL THOUGHTS

Connie Alexander Jacks has had a successful career in real estate, and she has overcome many challenges along the way. From growing up in a modest household to starting her own brokerage, Connie's story is about hard work,

determination, and perseverance. She has learned many lessons throughout her career and continues to mentor and lead agents to success. Her story is an inspiration to anyone who wants to overcome the odds.

Connie's team closed 157 homes last year for over \$64M in real estate sales. Her team consistently closes hundreds of homes each year and is dedicated to improving the process with each and every sale. Connie and her team have closed 637 homes with a volume of \$193M in just a few short years.



"There is no limit to what you can achieve in this business," she concludes. She adds, "To find joy, contentment, and peace in the wildlife of a real estate career is such a blessing, and I take nothing for granted."

Nothing makes me **HAPPIER** than knowing I am a part of something so much **BIGGER THAN MYSELF**.



The Luxe Group of White House Real Estate
Photo by Frank Carnaggio

FAQ

ABOUT THIS MAGAZINE

Real Producers magazine started in Indianapolis in 2015 and is now in over 125 markets across the nation and continues to spread rapidly. *Real Producers* is launching in May 2023!

Q: WHO RECEIVES *Real Producers* MAGAZINES?

A: The top 300 real estate agents serving the Birmingham Metro Area, based on their annual residential sales production for the previous year, as recorded on the MLS. Refer to the map in this publication for the exact territories. If your broker address is within that given territory, and you are in the top 300, you will receive that publication for the year. The list will reset at the end of every year and continue to update annually.

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 Birmingham real estate.

We take the top 300 real estate agents and RP Vetted Businesses in our 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.

It is important to note that *Real Producers* is not a brag book. To be in the top 1-2% in your field takes a lot of grit, passion, hard work, trials, tribulations, and a strong “why” to keep pushing on. *Real Producers* is about sharing and honoring those stories and humanizing you and your peers to create a culture of honor and collaboration that propels us all to the next level.

Q: DOES *Real Producers* HAVE EVENTS?

A: Yes! We'll host them throughout the year and have several different types of events, such as magazine celebration events, partners-only events, social events, mastermind/educational style events, and an annual awards gala. For these events, we invite the top 300 real estate agents and our RP-vetted businesses. Top 300 agents are allowed to invite members of their team, as well. These events are an incredible opportunity to connect with the best of the best in Birmingham real estate. It is amazing to see the power in the connections made at these events. Be on the lookout for your exclusive invites!

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.

You can email your nominations to meredith.jones@realproducersmag.com.

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 Birmingham 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. One of many of the top real estate agents has 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 for the best businesses, as well, so we can grow stronger together. When you meet one of them, be sure to thank them for their continued support and for investing in you and your growth.

Q: HOW CAN I RECOMMEND A BUSINESS?

A: If you know and want to recommend a business that works with top real estate agents, please email us to let us know at meredith.jones@realproducersmag.com.



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