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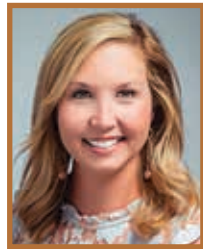
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PUBLISHER'S NOTE



Dees Hinton

In March we talk a lot about luck. It is said, “one of the ways to make yourself luckier is to work hard”.

In the real estate industry, we know that putting time and effort towards your goals and dreams, will definitely help make them come true.

We did a little research on the best habits of successful real estate agents and these are 7 favorites (lucky #7):

1. Believe you can achieve daily! Success begins in the mind.
2. Communicate with your client often and quickly respond to their requests.
3. Have a good insight about mortgages and the market in general.
4. Fully utilize social media and enhance your digital presence often.
5. Know your neighborhoods and area inside and out.
6. Set goals and work towards them daily.
7. Network, Network, Network – with potential clients, other real estate agents and professionals who service the Real Estate industry.

98% Hard Work and 2% Luck make for a successful Real Estate Professional.

Dees

“May you have all the happiness and luck that life can hold—and at the end of your rainbows ay you find a pot of gold.” – Old Irish Blessing

Happy Birthday:

- March 2 - Robin Torrence
- March 3 - David Ostrander
- March 11 - Michael Keeton
- March 11 - Lance Cooper
- March 11 - Shannon Ellis
- March 12 - Jessica Evans
- March 12 - Katie Mitchell
- March 15 - Meaghan Murphy
- March 27 - Tika Ferrell
- March 29 - Alese Jones
- March 30 - Grace Pilgrim

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Written by **Susan Marquez**
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MICHAEL

COLVIN

It was soccer that brought Michael Colvin from Scotland to the United States, but it is his wife, Amiee, that makes him feel at home here. Michael moved to Texas in spring 2010 to play soccer at a community college in Tyler. He completed college at Belhaven University in Jackson, where he played soccer for the Blazers. Michael earned a degree in business administration, and went straight into coaching after college at Madison Ridgeland Academy and Hinds Community College. “I was also bartending, which meant long days for not a lot of money.”

A friend got him a job with a property management company, and in 2015 Michael became a full-time property manager with Terramark. He started off learning the trade and studying for his real estate license. “I found a Groupon for half off an online course, so that’s what I did. I got my license and did property management only. I wasn’t selling anything.”

In 2018 Michael took a corporate job and he put his real estate license on inactive status. He decided to reactivate it the summer of 2021. “I did a few sales here and there, nothing major.” Michael was at Next Home



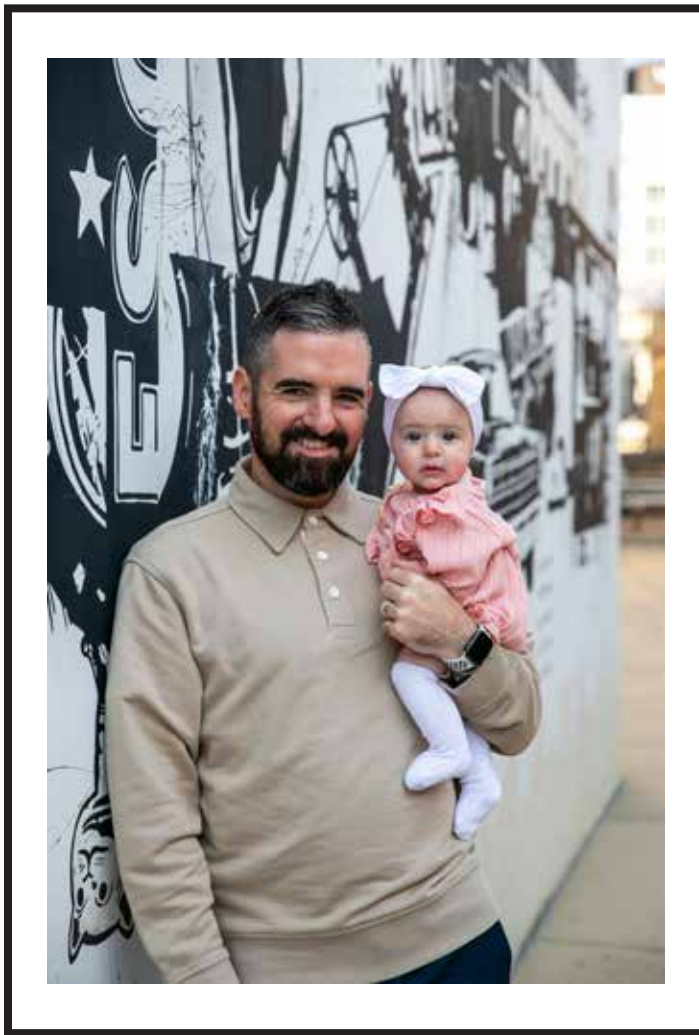
“

MY STRONG MANAGEMENT BACKGROUND AND WORK WITH INVESTORS HELPED ME ACHIEVE \$13 MILLION IN SALES LAST YEAR. THE MARKET WAS CRAZY, AND PEOPLE WERE LOOKING TO INVEST. I GOT IT DOWN TO A SCIENCE AND IT HAS BEEN WORKING GREAT FOR ME.



Realty and one day Ryan Porter, the broker and owner, identified a niche market for Michael. “My strong management background and work with investors helped me achieve \$13 million in sales last year. The market was crazy, and people were looking to invest. I got it down to a science and it has been working great for me.”

While \$13 million in sales may sound impressive, imagine doing that while working in management at a major bottling company and being a dad to a toddler with another on the way. That is exactly what Michael did. He works fulltime as the general manager of Exell. “I did my real estate work at nights and on weekends,” he says. “All of my sales last year were to investors from out of state. I spent a lot of time with emails and phone calls. Some deals didn’t work out, and that was OK, because most of them did.”





Michael says he works through a portal that allows people to view the properties online. "I rarely met the investors in person." While the market isn't the same as it was a year ago, Michael says he is fine with doing fewer deals these days. "If I can do ten to fifteen deals a year, I'll be happy. I certainly don't expect to keep up the pace I had going last year. But I'll always help out anyone if I'm approached."

Giving credit to his wife, Michael says she was a tremendous asset, giving him encouragement when he was at his busiest. Aimee has long been someone Michael could lean on. "We met when I was in school in Texas. In 2011, I got hit by a car and she came to care for me." Aimee works as an executive assistant to Tiffany Boyte at Bob Boyte Honda. The couple's oldest child, Calum, is four and a half years old, and baby Sutton was born in September of last year. They reside in Madison.

Soccer is still very much in Michael's blood. He coaches for Mississippi Rush, a local soccer club. "I also enjoy playing golf when I can find the time."



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Tarrah Lockhart

Tarrah Lockhart is a Realtor® on the rise and that's not an accident. "I believe that every job that I have had and every Mississippi town that I have lived in has prepared me for real estate."

Originally from Duck Hill, Tarrah moved to Oxford with her family when she was in the second grade. "My father was a journalist and he worked at Ole Miss." Eventually, the family moved to Jackson and Tarrah graduated high school from Murrah before following in her father and mother's footsteps and heading to Ole Miss, where she majored in broadcast journalism. "I always had a camera in my hand when I was growing up; there has always been something beautiful to me about telling someone's story," she recalls.

While at Ole Miss, Tarrah met her husband, Rahim Lockhart, who was a stand-out basketball player. Eventually,



the couple married, had two children and moved to Jackson, where Tarrah went to work in the corporate world at Cellular South (now C Spire). "While there, I got pregnant with twins," says Tarrah. "I left because the job wasn't conducive to having four children." Tarrah's husband suggested she should get her teaching license because it would be flexible and work with the children's schedule. "I got licensed as a teacher and it has been one of the most rewarding experiences that has also propelled me to be a great Realtor®."



After moving around the state for several years with Rahim's coaching, the family moved to Oxford when he got an opportunity to coach at Ole Miss. "I was tickled pink because Oxford is home. We bought a house in Oxford and I loved it. Through the home buying process, I fell in love with real estate and enrolled in classes in Oxford." But a series of events happened that changed the family's course once again. "I almost gave up on the real estate profession during this challenging time, but my husband reminded me that I could sell real estate anywhere and he encouraged me to pursue this new journey."



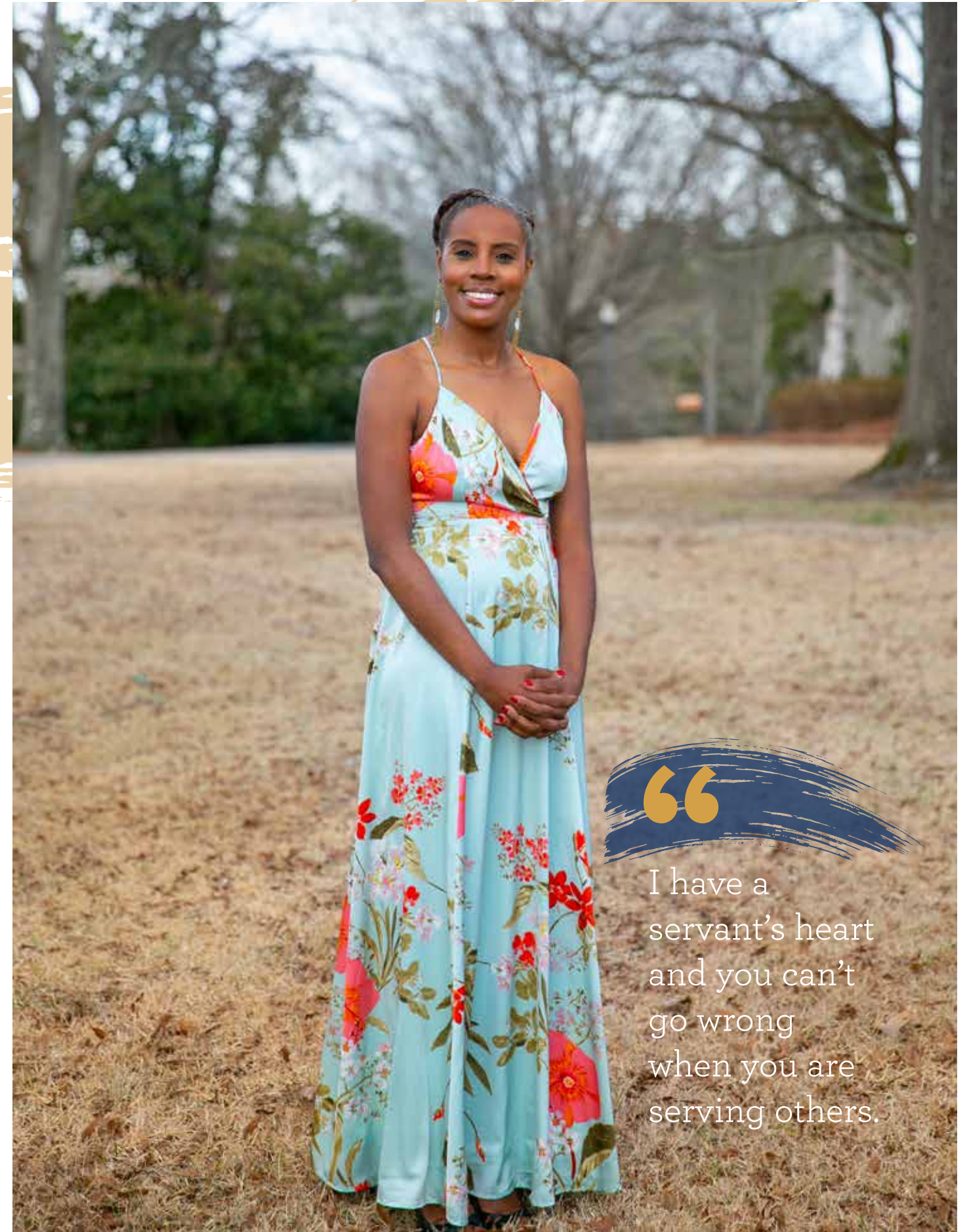
The family packed up and moved to Mendenhall, where Rahim grew up, into a home they built there. “God dropped it in my spirit to go back to our home in Mendenhall to regroup.” Tarrah got her real estate license in 2018. “I had to find a new broker in a new area,” she says. “I interviewed a few and settled on one, but the timing didn’t work.”

About that same time, Tarrah and Rahim attended an event. “I reconnected with Rashida and Felix Walker there, having no idea they had their own brokerage. After sneaking away from the event for an impromptu meeting at the W Real Estate office, everything about them aligned with what I’m about; I like to think of it as divine intervention. Their brokerage is God-centered, so I knew it was the right place for me.” Tarrah started with W Real Estate, LLC in June 2018. “It’s been perfect,” she says. “Rashida and Felix pour into us as agents.”



The first couple of years were especially difficult for Tarrah. “Real estate was new territory in the midst of a major life change, but Rashida and Felix gave me the tools and guidance to succeed. It is a lot of hard work, but it is worth it at the end of the day when I am able to help someone make their dream of owning a home become a reality. I have a servant’s heart and you can’t go wrong when you are serving others.”

Tarrah has remained in education, now serving as an assistant principal at Hazlehurst High School. “I have taught and consulted across the state of Mississippi building relationships along the way. “Education and real estate are aligned in a lot of ways in that there is always someone in need. Just like I take pride in caring for my students and teachers, I take that same pride in caring for my clients. It is of the utmost importance



I have a servant’s heart and you can’t go wrong when you are serving others.

that they all receive my best. In the process, both education and real estate play a significant part in building communities. I'm thankful that I can be a part of that process in some way."

When she's not working, Tarrah says she loves to be at home on the couch reading a book or teaching yoga. I feel that



it is important to have a balance in the midst of my active life; home and yoga bring me that peace. She may have more leisure time soon, as her children are nearly grown. "I have two that are still in high school, active in the band and with basketball. One of the two older children is in law school in Texas, while the other is in the workforce with hopes of maybe one day getting his real estate license. Tarrah and her family are members of Pearlie Grove Missionary Baptist Church in Brandon.





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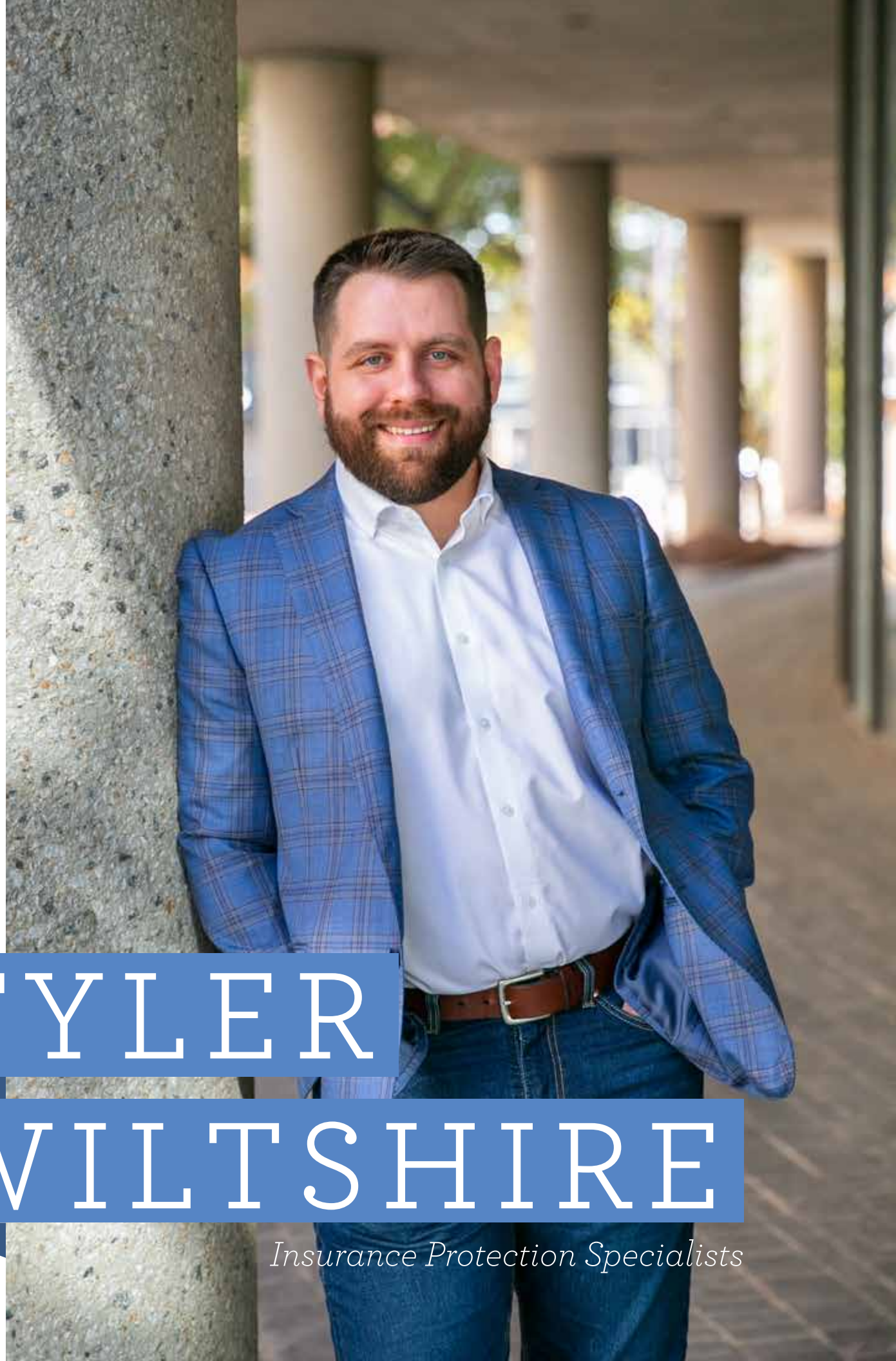
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TYLER

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Insurance Protection Specialists

Tyler Wiltshire Works to Find the Best Coverage for Less

When Tyler Wiltshire went to school at Delta State University, he thought he wanted to be a coach and a teacher. Instead, the Vaiden native went to work after college as a line-man for AT&T. He enjoyed the work, but after five years, Tyler headed for an inside job at Southern Farm Bureau. “I worked there for five years before moving to Kosciusko, where I was an insurance agent for two years before taking over an agency in Brandon.”

Everything you do in life leads you to the next thing, and for Tyler, that was making a move to Insurance



Production Specialists a year ago where he is an independent insurance agent. “We try our best to help families make sure they are protected for whatever life throws at them.”

That protection includes all assets, from homes to cars, and even to life insurance. “I write policies for home, automotive, and commercial,” says Tyler. One of the things Tyler likes

about his job is that he can provide his clients with the best possible coverage for the lowest price. “I’m not limited to just one company, so I have the luxury of shopping around for the best deal. That is what drives me. I like helping people find solutions that keeps more money in their pocket at the end of the month. I do that by finding the policy that provides the same coverage they may already have, but for less money.”

Another aspect of his job is being there when people are in need.

“When a disaster of any kind strikes, I try to reassure my clients. I tell them things may look bad now, but we can help by making sure they are protected and covered.”

Tyler gets his sales ability naturally. “My grandfather was a door-to-door salesman in Black Hawk, Mississippi. For the first ten years of my life, we lived across the road from my grandparents. My grandfather sold furniture, bed sheets, and all kinds of things. I spent my childhood riding with my grandfather, helping him on his route. Later on, my dad got into the furniture business with my grandfather in Lexington.” Tyler spent a lot of time in the furniture store and it was there that his interest in sales was piqued. “I felt I could be good at it. I knew other people who were successful in sales, and I figured I could do it, too.”

Insurance Production Specialists is an independent insurance company that has been in business for eighteen years. Owned by Bubba Howell and Chip Jones, the company has offices in both Flowood and Starkville. Tyler’s relationships with area Realtors® is a strong one. “We do a lot of home insurance, and of course,





...

with the sale of any house, you need home insurance. We make sure the client has the best insurance coverage for the best price. We also understand that rates need to be in line for a home to close. We work with several different brokers to get the best possible coverage within budget.”

Tyler says that when he started in the insurance business, he had a house and car, both insured, and he had life insurance. “I started getting calls from mortgage brokers and Realtors® saying they had deals that were about to fall through because they couldn’t get the insurance right. I stepped in to help and they were able to close on the deals.”

“They keep me busy, but I love the time we have together.”



Getting a quote back quickly is important to Realtors® and Tyler says he can often get a quote back the same day if it’s not too late in the afternoon. “What I do saves the Realtors®’ time, because they don’t have to call around. We look at all the available options to get the best coverage at the best price.”

Tyler works hard to provide for his family. His wife, Abbie, is in her residency at University of Mississippi Medical Center in pediatrics. The couple has two daughters, Mary Tyler (8) and Olivia (2). “When I’m not at work, I’m with my family,” says Tyler. “They keep me busy, but I love the time we have together.”



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2023 REALTORS® LEGISLATIVE MEETINGS & EXPO

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► a note from nita



By **Nita Martin**

REALTORS® are invited to attend the National Association of REALTORS® Legislative Meetings & Expo in Washington, DC from May 6 - 11, 2023.

The REALTORS® Legislative Meetings & Expo are organized to give REALTORS® a seat at the table to advance the real estate industry and to protect homeownership. Attendees will participate in Capitol Hill visits with lawmakers, special issues forums, committee meetings, legislative activities, and an industry trade show. More than 9,000 attendees are expected to attend this year's event.

Since 1974, REALTORS® has been working together to advance public policies that build strong communities, protect property interests, and promote a vibrant business environment. Key legislative priorities this session include support for the 1031 Like-Kind Exchange and the National Flood Insurance Program (NFIP). Both bills have received bipartisan support and REALTORS® have been an essential factor in keeping both opportunities on the table for potential homebuyers. The REALTORS® Legislative Meetings will allow continued critical policy conversations with lawmakers and industry leaders on each issue.

On Tuesday night, May 9, all attendees are invited to attend a **“Riding with the Brand Reception: Driving Home the REALTOR® Difference”** with Members of Congress and their staff, industry friends, and family.

About the 2023 REALTORS® Legislative Meetings

- **Legislative Meetings Dates:** May 6-11, 2023
- **Trade Expo Dates:** May 8-9, 2023
- **Legislative Meetings and Trade Expo Location:** Walter E. Washington Convention Center, 801 Mount Vernon Place NW, Washington, D.C. 20001
- **NAR Headquarters Location:** Marriott Marquis Washington, DC, 901 Massachusetts Avenue NW, Washington, DC 20001
- **Affiliate Meetings (WCR) Location:** Renaissance D.C. Downtown Hotel, 999 9th St NW, Washington, D.C. 20001
- **Affiliate Meetings (REBI) Location:** Conrad Washington, D.C., 950 New York Avenue NW, Washington, D.C. 20001
- **Estimated Attendance:** 9,000 REALTORS® and guests
- **Estimated Number of Exhibitors:** 100

Registration is free for REALTOR® Members. For more information, visit legislative.realtor.



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JOSH



▶ partner spotlight

Written by **Susan Marquez**
Photography by **Abe Draper Photography**

NEAL



Josh Neal Roofing & Restoration

Josh Neal finds satisfaction in educating homeowners on their rights, especially when it comes to insurance. He finds success in his roofing business by advocating for homeowners when it comes to their policies. Josh also enjoys experiencing the success of his team. “It’s amazing to see how their lives are changed.”

As a matter of fact, the roofing business has been good to Josh and his family. He first began his roofing career in his home state of Tennessee in 2011. Josh hails from the town of Fayetteville, Tennessee, but his work as a traveling power lineman brought him to Mississippi. After meeting his wife, Payton, he decided to call Mississippi home.

Josh began his roofing business, Josh Neal Roofing & Restoration, here in October 2016 after tiring of the demands of traveling. That year a large hailstorm hit central Mississippi, and Josh’s business was underway. Today he has seventeen representatives with over sixty crew members on hand at any time, and a secondary location based in Tennessee that his brother, Landon, runs with him. “We specialize in roofing and insurance claims.”



I work with a lot of agents, and my goal is to get any issues at hand corrected quickly to get to closing without sacrificing quality.

Working with Realtors® is a main goal of Josh’s. “I work with a lot of agents, and my goal is to get any issues at hand corrected quickly to get to closing without sacrificing quality.” Josh says that it is not unusual for him to go from a repair job to a full roof replacement at no cost to the homeowner. “I get very good results working with insurance companies.”

Josh Neal Roofing & Restoration provides roofing solutions for both commercial and residential properties. From asphalt shingle repairs to metal, they cover all aspects of roofing. “I am confident in our team, and we strive to get a job done right the first time, every time. Our goal is complete customer satisfaction.” The company provides a lifetime warranty on workmanship that is fully transferrable, as well as a fifty-year manufacturing warranty backed by Atlas. All shingles are made in Mississippi.

Roofing isn’t the only area of construction Josh’s company is involved with. “We are a do-it-all crew,” he says. Josh’s project coordinator,



I enjoy all aspects of my company and being a business owner, but I am happiest when I am spending time with my family.

•••

superintendent, foreman, sales team and roofing crews all work in unison and have strong teamwork skills. “We can do all kinds of repair work inside and out.” Josh says they can handle all punch list items including painting, stucco repair and full restoration.

One thing that makes Josh’s company attractive to Realtors®, as well as homeowners, is the fact that they are never two or three weeks out. “We push our crews fast, but efficiently,” Josh says. “The average time turn-around time on insurance claims is two weeks. We are ready to go as soon as we get the OK.”

While Josh says he works with anyone from home and business owners, property managers, and HOAs, he prioritizes Realtors®. “I always ask what the closing date is so that we can work to have everything done in a timely manner. I don’t want to be the person who holds up a closing!”

Josh’s wife, Payton, is a Madison County native. The couple resides in the Gluckstadt area with their son, Gray, who recently turned five years old. “I try to cherish every moment with him,” says Josh. He enjoys spending his time watching his son engage in several sports, and most recently, four-wheeler racing. Josh also spends time deep sea fishing and hunting. “I enjoy all aspects of my company and being a business owner,” Josh states, “but I am happiest when I am spending time with my family.”



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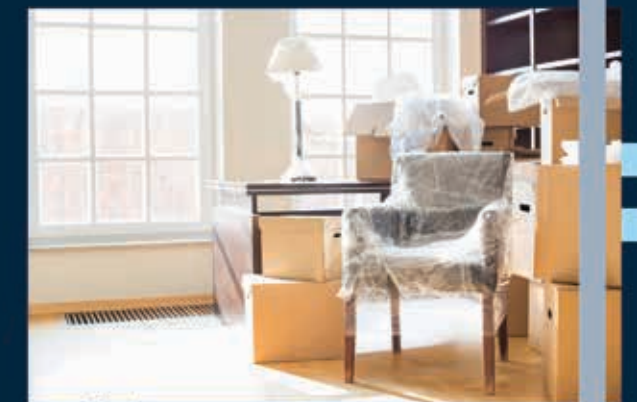
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