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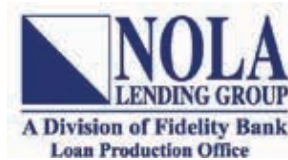
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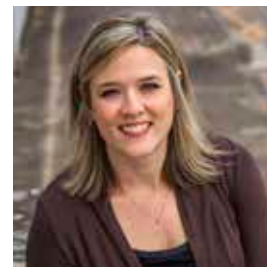
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**Nathan's Realtor Tip:**

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# A DOZEN REASONS TO LOOK FORWARD TO OUR FUTURE

ANDREW MEDINE. BROOKE DOIRON. BRYANT MANCHACK. CADE CREEL.  
CATHERINE SHOWS. CHANDLER ACCARDO. DALTON ADAMS. ELIZABETH LEJEUNE.  
JALEN NORWOOD. MEG WILLIAMS. SHAWN GEE. STEPHEN COUVILLION.

The 12 individuals featured this month were nominated based on the impressions they are leaving on their brokers and peers in the real estate industry, and it didn't take me long to see why. From the call made to share the news, to the photo shoot and after-party at SoLou, it was very easy to recognize why this Dynamic Dozen deserved space to be honored in our publication. You will learn something new, be inspired and encouraged from the answers they give in the Q&A's. I know I did.

*We asked our followers on social media, "What will selling real estate look like in 2033," and the answers had the common thread of opinion that there will be change. Expect it.*

*"AI will be king. Imagine virtual reality big screen walk-throughs with Alexa stating features as you walk through triggered by motion sensors. Real estate agents being more involved in the tech and marketing space and an integral part in high-level negotiations. Perhaps tours will even be given with a guided driverless car. Welcome back to the future." ~ Brittney Howard*

*"10 years from now, I think we will see huge strides in digital marketing and in the actual act of sale process. I think we will see less actual paper being signed at closing with almost everything being digitally signed at that point. We may see more life-like virtual walk-throughs! One thing I don't see changing is the need for knowledgeable, skilled real estate agents to hold transactions together!" ~ Cherie Mack*

*"I hate to say that the way we get paid could change somewhat but I'm hoping not! Invest in the PAC'y'all! What also won't change is the need for good communication, personal touches and to work with people that people connect with and like!" ~ Ashley LaBorde Vuci*

We will see advances in technology as long as technology exists. It's impossible to stifle innovation. Modern today will be outdated tomorrow. It's crazy to think about artificial intelligence being the medium for communication, but from everything I see and hear, we need to prepare ourselves. It all feels very Jetsons come to life, space-age and unstoppable. But as scary or uncertain as it may feel, one thing cannot be replaced...human connections. Taking time to get to know one another better, and placing value on relationships

Whatever the future holds, we can prepare for it by being educated. Look...If I want to know about technology and how to use it, I call my daughters. They will know A LOT MORE than I do because I'm over here wishing for a telephone on the wall and reruns of Happy Days. Their generation grew up in a digital atmosphere and they are better equipped and informed on the gadgets infiltrating the way we do business and life.

Pick up the phone and call one of the agents featured this month and grab a coffee...or whatever drink they mentioned in their article as their favorite...and let them teach you something.

Just like the 12 Realtors we are honoring this month, we are excited about the future of Baton Rouge Real Producers.



Looking forward to it,  
Gina





# ANDREW MEDINE

**BERKSHIRE HATHAWAY UNITED PROPERTIES**

**AGE:** 21

**YEARS IN REAL ESTATE:** 1

**IF NOT REAL ESTATE, WHAT CAREER WOULD YOU CHOOSE?**

*Something in the medical field*

**DO YOU ADHERE TO A PARTICULAR MINDSET, BELIEF, TRAINING OR PRACTICE?**

*I believe in the “grind” I try not to take shortcuts or find the easiest path traveled. Hard work is the best way to have this career pay off!*

**WHAT’S YOUR BEST HABIT, AND WHAT’S YOUR WORST ONE?**

*My best habit is my prospecting schedule. My worst habit would have to be how easily I can feel overwhelmed.*

**WHAT BOOK DO YOU RECOMMEND TO EVERYONE AND WHY?**

*Garden City. It helped me calm my nerves in the beginning when I felt like I was running in place.*

**FAVORITE PODCAST?**

*The Real Estate Sales Podcast with Jimmy Burgess*

**WHAT ARTIST WILL ALWAYS BE PRESENT IN YOUR PLAYLIST?**

*Willie Nelson*

**WHAT ITEM(S) CAN ALWAYS BE FOUND IN YOUR CAR?**

*Phone chargers, my work bag, a change of clothes, an extra pair of shoes, and my tool bag*

**WHAT CHANGES DO YOU SEE COMING FOR THE FUTURE OF REAL ESTATE AND HOW CAN WE EMBRACE THOSE CHANGES?**

*I think everyone is starting to find their homes online more so than calling signs in the yard. I think really starting to push our personal websites is going to be a big part of adjusting to that.*

**WHAT DO YOU WISH OLDER, MORE SEASONED AGENTS, KNEW OR UNDERSTOOD BETTER ABOUT YOUR GENERATION?**

*That we really aren’t all lazy and that technology is more of an asset than anything else.*

**WHO DO YOU ADMIRE IN THIS INDUSTRY AND WHY?**

*Jonathan Starns. He and I come from very similar backgrounds and he has taken me under his wing in a lot of ways.*

**WHAT QUALITIES DO YOU SEEK WHEN LOOKING TO BUILD YOUR SPHERE OF INFLUENCE?**

*People who I connect with in interests, backgrounds, or other similarities*

**3 WORDS YOUR FRIENDS WOULD USE TO DESCRIBE YOU:**

*Hardworking, Friendly, Motivated*

**WHAT IS A CURRENT TREND OR BUZZWORD THAT YOU WANT TO SEE MAKE ITS EXIT AND NEVER RETURN?**

*“Riz”*

**WHAT’S YOUR FAST FOOD CHAIN OF CHOICE?**

*Chick-fil-A*

**AND WHERE DO YOU EAT WHEN YOU WANT TO SPLURGE?**

*Texas de Brazil*

**WHAT CAN I GET YOU TO DRINK?**

*Dr. Pepper!*

**WHAT’S THE FIRST THING YOU WOULD TELL A CLIENT ABOUT BATON ROUGE IF THEY WERE NEW IN TOWN?**

*The food is great but look for hole-in-the-walls more so than big-name chain restaurants.*







# BROOKE DOIRON

**BRITTNEY PINO & ASSOCIATES**

**AGE:** 22

**YEARS IN REAL ESTATE:** 1

**IF NOT REAL ESTATE, WHAT CAREER WOULD YOU CHOOSE?**

*Firearms instructing*

**DO YOU ADHERE TO A PARTICULAR MINDSET, BELIEF, TRAINING OR PRACTICE?**

- 1. If you want great success in life, you best get to work.*
- 2. Going halfway with half a heart digs a deeper grave.*

**WHAT'S YOUR BEST HABIT, AND WHAT'S YOUR WORST ONE?**

*Best: always saying less than necessary*

*Worst: not waking up after the first 5 alarms*

**WHAT BOOK DO YOU RECOMMEND TO EVERYONE AND WHY?**

*The Gift of Fear by Gavin De Becker. The book demonstrates the importance of using your intuition & instincts. Quit ignoring your gut feelings.*

**FAVORITE PODCAST?**

*Ted Talks*

**WHAT SHOWS ARE WORTH THE BINGE?**

*Documentaries are always worth the binge*

**WHAT ARTIST WILL ALWAYS BE PRESENT IN YOUR PLAYLIST?**

*Billy Joel*

**WHAT ITEM(S) CAN ALWAYS BE FOUND IN YOUR CAR?**

*Flash light, kubotan, pepper spray, germ-x, lint roller & maybe a random dog toy or 2.*

**WHAT CHANGES DO YOU SEE COMING FOR THE FUTURE OF REAL ESTATE AND HOW CAN WE EMBRACE THOSE CHANGES?**

*Perhaps we can imagine a world 15 years from now, where real estate transactions are 100% done virtually/online. "In-person" showings or closings, would be considered "old school". We can embrace the changes by continuing to work on new technologies, and improving the real estate industry.*

**WHAT DO YOU WISH OLDER, MORE SEASONED AGENTS, KNEW OR UNDERSTOOD BETTER ABOUT YOUR GENERATION?**

*Assumptions are quite unfortunate. Underestimating is a costly mistake.*

**WHO DO YOU ADMIRE IN THIS INDUSTRY AND WHY?**

*Brittney Pino. She has consistently demonstrated what it takes to be one of the best. Her values, mindset, demeanor, and commitments have been proven through her accomplishments. She is an inspiration for everyone in the industry.*

**WHAT QUALITIES DO YOU SEEK WHEN LOOKING TO BUILD YOUR SPHERE OF INFLUENCE?**

*Communication skills, integrity, commitments*

**3 WORDS YOUR FRIENDS WOULD USE TO DESCRIBE YOU:**

*Stoic, Determined, Relentless*

**WHAT'S YOUR FAST FOOD CHAIN OF CHOICE?**

*No fast food.*

**AND WHERE DO YOU EAT WHEN YOU WANT TO SPLURGE?**

*Soji or Tsunami*

**WHAT CAN I GET YOU TO DRINK?**

*Water & a Cabernet*



# BRYANT MANCHACK

## EXP REALTY

AGE: 27

YEARS IN REAL ESTATE: 3

## IF NOT REAL ESTATE, WHAT CAREER WOULD YOU CHOOSE?

*Being an actor in movies*

## DO YOU ADHERE TO A PARTICULAR MIND-SET, BELIEF, TRAINING OR PRACTICE?

*Everything is 99% Mental and 1% physical. You attract the type of energy that you put out. Daily practice makes producers. Being innovative with how you communicate with others will result in a stronger relationship.*

## WHAT'S YOUR BEST HABIT, AND WHAT'S YOUR WORST ONE?

*Best habit: Working out daily  
Worst habit: Eating out too much*

## WHAT BOOK DO YOU RECOMMEND TO EVERYONE AND WHY?

*Can't Hurt Me by David Goggins. This book teaches you to take responsibility for where you are in life and the pain that you looked at negatively in the past should be looked at in a positive view to see how it's made you the strong person you are today to push you to become better in life.*

## WHAT ARTIST WILL ALWAYS BE PRESENT IN YOUR PLAYLIST?

*Nipsey Hussle*

## WHAT ITEM(S) CAN ALWAYS BE FOUND IN YOUR CAR?

*A cigar, cigar cutter, and strong cologne*

## WHAT CHANGES DO YOU SEE COMING FOR THE FUTURE OF REAL ESTATE AND HOW CAN WE EMBRACE THOSE CHANGES?

*Technology will become more diverse and majority of people will become more disconnected due to technology. Focus on giving genuine value and quality time to your clients so they don't lose that connection with you.*

## WHAT DO YOU WISH OLDER, MORE SEASONED AGENTS, KNEW OR UNDERSTOOD BETTER ABOUT YOUR GENERATION?

*We're not that much different from them when they were young and living their life. They just see life from a different lens now.*

## WHO DO YOU ADMIRE IN THIS INDUSTRY AND WHY?

*Grant Cardone. He's built his wealth off of real estate.*

## WHAT QUALITIES DO YOU SEEK WHEN LOOKING TO BUILD YOUR SPHERE OF INFLUENCE?

*Likes to be social, understanding of others, and likes to go to social events.*

## 3 WORDS YOUR FRIENDS WOULD USE TO DESCRIBE YOU:

*Hardworking, Intellectual, Ingenious.*

## WHAT IS A CURRENT TREND OR BUZZWORD THAT YOU WANT TO SEE MAKE IT'S EXIT AND NEVER RETURN AGAIN?

*100%, deada\*\*, and Cap*

## WHAT CAN I GET YOU TO DRINK?

*Moscow mule*

## WHAT'S THE FIRST THING YOU WOULD TELL A CLIENT ABOUT BATON ROUGE IF THEY WERE NEW IN TOWN?

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# CADE CREEL

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**AGE: 23  
YEARS IN REAL ESTATE: 2**

**FAVORITE PODCAST?**  
*Ed Mylett Show*

**IF NOT REAL ESTATE, WHAT CAREER WOULD YOU CHOOSE?**  
*Anything related to Sales or Customer Service. I truly enjoy solving problems that benefit other people!*

**WHAT SHOWS ARE WORTH THE BINGE?** *Breaking Bad, Better Call Saul, and The Walking Dead*

**DO YOU ADHERE TO A PARTICULAR MINDSET, BELIEF, TRAINING OR PRACTICE?**  
*Self-confidence comes from keeping the promises you make to yourself.*

**WHAT ARTIST WILL ALWAYS BE PRESENT IN YOUR PLAYLIST?**  
*Really a tough question because I will listen to a majority of genres depending on my mood. Right now my top artist that will stay in my playlists for a while is Elevation Worship.*

**WHAT'S YOUR BEST HABIT, AND WHAT'S YOUR WORST ONE?**  
*My best habit would probably have to be choosing to take a different path than most people are willing to take, which is obviously a vague answer but I do think it's something that is different about me! I'd say my worst habit is my lack of organization which is why my transaction coordinator (Shout out to Annie Epps) is the best thing that's happened to my business!*

**WHAT ITEM(S) CAN ALWAYS BE FOUND IN YOUR CAR?** *Blue tape for new construction walkthroughs and for sale/open house signs!*

**WHAT BOOK DO YOU RECOMMEND TO EVERYONE AND WHY?** *For personal and spiritual development, I'd recommend 'Model Man' by Larry Stockstill & 'How to Win Friends & Influence People' by Dale Carnegie because these books really helped me become such a better overall person and develop a great mindset. For business (sales specific), I would recommend 'Fanatical Prospecting' by Jeb Blount which really taught me how to have a*

**WHAT CHANGES DO YOU SEE COMING FOR THE FUTURE OF REAL ESTATE AND HOW CAN WE EMBRACE THOSE CHANGES?** *I believe we're obviously already in a digital age, but I truly think we'll continue to evolve in systemizing more aspects of a real estate transaction which could honestly be a good or bad thing in some situations. We won't really know until it plays out, but I do think that with more digital & systematic programs becoming more available we should see Real Estate transactions go much smoother over time! However, the need for a dependable & hard-working Realtor will never be phased out, because there are so many aspects buying Real Estate. Most consumers need our service to feel confident in their Real Estate decisions!*

**WHAT DO YOU WISH OLDER, MORE SEASONED AGENTS, KNEW OR UNDERSTOOD BETTER ABOUT YOUR GENERATION?** *In a very non-aggressive way, I wish seasoned agents knew that our generation has people who are willing to work very hard for our clients! Our generation of agents that focus on the client first will continue to get more business which they deserve.*

**WHO DO YOU ADMIRE IN THIS INDUSTRY AND WHY?** *Way too many people to list, but I'll go with my top two people who have the most impact on me in this industry. Top person I admire in this industry will have to be my Team Leader, Mentor, and Great Friend: Stephen Couvillion. This man stood with me from day one and truly took a chance on me when he started his team in 2021. I was the very first agent he took on and ever since then we've overcome ALOT of hurdles! Stephen has changed the trajectory of my life and business through his mentorship and I'm thankful to know him! The next person I admire is my father-in-law Pat Guttery who was a Broker at KDK Capital when he tragically passed away in 2015. My wife and I met several years after his passing, so I actually never met Pat. I've just always heard so many great things about him. I've seen how he's personally and financially supported his family and the amazing legacy he's left behind. I admire him so much!*

**WHAT QUALITIES DO YOU SEEK WHEN LOOKING TO BUILD YOUR SPHERE OF INFLUENCE?** *I'm a big believer that you're the average of the 5 people you spend the most time with. The main quality I look for when building my sphere is determination. I like to align myself with people that are determined to change their lives in an amazing way without letting any limiting beliefs in.*

**3 WORDS YOUR FRIENDS WOULD USE TO DESCRIBE YOU:** *Kind, Patient, and Determined*

**WHAT IS A CURRENT TREND OR BUZZWORD THAT YOU WANT TO SEE MAKE ITS EXIT AND NEVER RETURN?** *I honestly don't keep up with buzzwords or trends as much as I probably should! But if I had to choose one thing, I think it would have to be the 'cancel' culture. For obvious reasons I just think it's not a way we should treat people!*

**WHAT'S YOUR FAST FOOD CHAIN OF CHOICE?** *Definitely Cane's. I love some fried chicken tenders with Cane's sauce.*

**WHAT CAN I GET YOU TO DRINK?** *Coffee!*

**WHAT'S THE FIRST THING YOU WOULD TELL A CLIENT ABOUT BATON ROUGE IF THEY WERE NEW IN TOWN?** *You'll never see anything like Baton Rouge and the surrounding areas! We truly love our people, food, and sports. You just better stay hydrated in the summertime!*



# CATHERINE SHOWS

## REMAX PROFESSIONAL

AGE: 29

YEARS IN REAL ESTATE: 3

## IF NOT REAL ESTATE, WHAT CAREER WOULD YOU CHOOSE?

*Veterinarian*

## DO YOU ADHERE TO A PARTICULAR MINDSET, BELIEF, TRAINING OR PRACTICE?

*One mindset I always try and live by is that to do anything great, you have to be able to trust yourself and believe in your capabilities, and banish any negative voices in your head.*

## WHAT'S YOUR BEST HABIT, AND WHAT'S YOUR WORST ONE?

*My best habit is I make my bed everyone morning, and my worst is scrolling on my phone for too long sometimes.*

## WHAT BOOK DO YOU RECOMMEND TO EVERYONE AND WHY?

*All of the Harry Potter books. I have always loved them and could read them over and over!*

## FAVORITE PODCAST?

*Hustle Humbly Real Estate Podcast*

## WHAT SHOWS ARE WORTH THE BINGE?

*True Detective (season 1)*

## WHAT ARTIST WILL ALWAYS BE PRESENT IN YOUR PLAYLIST?

*The Dixie Chicks*

## WHAT ITEM(S) CAN ALWAYS BE FOUND IN YOUR CAR?

*Coffee mug, makeup, and a tape measure.*

## WHAT CHANGES DO YOU SEE COMING FOR THE FUTURE OF REAL ESTATE AND HOW CAN WE EMBRACE THOSE CHANGES?

*I think adding value to our connections is going to be a large change that comes with this new market. The last two years were such a frenzy that going forward I think as agents we are going to have to make meaningful connections and the future will include "getting back to the basics".*

## WHAT DO YOU WISH OLDER, MORE SEASONED AGENTS, KNEW OR UNDERSTOOD BETTER ABOUT YOUR GENERATION?

*I think as a whole, my generation is thought of as wanting more for doing less. I hope that the more seasoned agents can take their experience with each individual agent and base it off of that, and not just off of my age. I look to them for knowledge and advice because I have so much to learn from them. In this industry, I will always welcome guidance because there are new things to learn in every transaction!*

## WHO DO YOU ADMIRE IN THIS INDUSTRY AND WHY?

*Lisa Landers. Not only is she the best broker in the game, but she is such an inspiration to me. She is so knowledgeable about this industry, and handles every situation with such grace. Lisa is never too busy to take my call and help me through any question I have, and I have a lot! I can't say enough about her, and I am so thankful to have her guiding me!*

## WHAT QUALITIES DO YOU SEEK WHEN LOOKING TO BUILD YOUR SPHERE OF INFLUENCE?

*The qualities I look for when building my sphere of influence are trustworthiness and transparency. Those are two qualities that I always try and practice, so I am always looking for those in the people I surround myself with.*

## 3 WORDS YOUR FRIENDS WOULD USE TO DESCRIBE YOU:

*Personable, Honest and Loyal.*

## WHAT IS A CURRENT TREND OR BUZZWORD THAT YOU WANT TO SEE MAKE ITS EXIT AND NEVER RETURN?

*Socks with open toed shoes.*

## WHAT'S YOUR FAST FOOD CHAIN OF CHOICE? AND WHERE DO YOU EAT WHEN YOU WANT TO SPLURGE?

*Chick-fil-A is my fast food chain of choice. When I am looking to splurge, I go to Mansurs on the Boulevard.*

## WHAT CAN I GET YOU TO DRINK?

*A spicy margarita with extra salt on the rim.*

## WHAT'S THE FIRST THING YOU WOULD TELL A CLIENT ABOUT BATON ROUGE IF THEY WERE NEW IN TOWN?

*This is a community like no other! There is a friendly face everywhere you go, and someone is always willing to lend a helping hand.*







# CHANDLER ACCARDO

## ENGEL & VOLKERS

AGE: 27

YEARS IN REAL ESTATE: 2.5

## IF NOT REAL ESTATE, WHAT CAREER WOULD YOU CHOOSE?

*E-commerce*

## DO YOU ADHERE TO A PARTICULAR MINDSET, BELIEF, TRAINING OR PRACTICE?

*Maintaining a positive mindset through meditation and daily gratitude*

## WHAT'S YOUR BEST HABIT, AND WHAT'S YOUR WORST ONE?

*My best habit is prioritizing my physical health every day. My worst habit is not setting boundaries to support a healthy work-life balance.*

## WHAT BOOK DO YOU RECOMMEND TO EVERYONE AND WHY?

*The Secret. Each practice in this book teaches you how to attract the things you desire in your life through gratitude and a positive mindset. It changed my life.*

## FAVORITE PODCAST?

*The Joe Rogan Experience*

## WHAT SHOWS ARE WORTH THE BINGE? *Breaking Bad, The Mandalorian, Money Heist*

## WHAT ARTIST WILL ALWAYS BE PRESENT IN YOUR PLAYLIST?

*Greta Van Fleet*

## WHAT ITEM(S) CAN ALWAYS BE FOUND IN YOUR CAR?

*Tool bag*

## WHAT CHANGES DO YOU SEE COMING FOR THE FUTURE OF REAL ESTATE AND HOW CAN WE EMBRACE THOSE CHANGES?

*More purchases with digital currency. Learn more about the technology and how digital currencies work.*

## WHAT DO YOU WISH OLDER, MORE SEASONED AGENTS, KNEW OR UNDERSTOOD BETTER ABOUT YOUR GENERATION?

*Our generation appreciates feedback from older/more seasoned agents. They've been in the business for years and have seen the ups and downs. They are essentially our guides through the real estate world.*

## WHO DO YOU ADMIRE IN THIS INDUSTRY AND WHY?

*I admire networking and learning from other professionals that have been in the industry for years.*

## WHAT QUALITIES DO YOU SEEK WHEN LOOKING TO BUILD YOUR SPHERE OF INFLUENCE?

*Qualities like a positive mindset and goal-oriented people are important when building my sphere of influence*

## 3 WORDS YOUR FRIENDS WOULD USE TO DESCRIBE YOU:

*Reliable, Empathetic, Confident*

## WHAT IS A CURRENT TREND OR BUZZWORD THAT YOU WANT TO SEE MAKE ITS EXIT AND NEVER RETURN?

*All white and grey interiors. Although I love a clean look, I'm hoping in the future we will see more colors incorporated inside the home.*

## WHAT'S YOUR FAST FOOD CHAIN OF CHOICE?

*Chick-fil-A*

## AND WHERE DO YOU EAT WHEN YOU WANT TO SPLURGE?

*Dempsey's (French Dip)*

## WHAT CAN I GET YOU TO DRINK?

*Old fashioned*

## WHAT'S THE FIRST THING YOU WOULD TELL A CLIENT ABOUT BATON ROUGE IF THEY WERE NEW IN TOWN?

*Give them insight about local restaurants/bars and tips for LSU game day.*





# DALTON ADAMS

**CENTURY 21 INVESTMENT REALTY**

**AGE: 25**

**IF NOT REAL ESTATE, WHAT CAREER WOULD YOU CHOOSE?**

*I would choose to become a pilot or air traffic controller. Aviation has always interested me and I think it would be a dramatic change in lifestyle and career path.*

**WHAT'S YOUR BEST HABIT, AND WHAT'S YOUR WORST ONE?**

*My best habit is consistently reaching out to my clients and being available when they need to reach me. My worst habit is not getting enough consistent sleep, but I am working on it.*

**WHAT BOOK DO YOU RECOMMEND TO EVERYONE AND WHY?**

*How to Win Friends and Influence People by Dale Carnegie is by far the most influential book I have read. I used to find difficulty in casual conversation with people that I had little in common with, and Carnegie's book taught me to be a better listener and allowed me to learn from the interests and knowledge of others.*

**FAVORITE PODCAST?**

*BiggerPockets*

**WHAT SHOWS ARE WORTH THE BINGE?**

*Prison Break, Lost, Breaking Bad*

**WHAT ARTIST WILL ALWAYS BE PRESENT IN YOUR PLAYLIST?**

*Russ*

**WHAT CHANGES DO YOU SEE COMING FOR THE FUTURE OF REAL ESTATE AND HOW CAN WE EMBRACE THOSE CHANGES?**

*I believe the future of real estate will become more centered around the use of technology. Sellers will require more than just professional photographs and an MLS listing from their agents. There are so many tools and programs that I enjoy providing to my sellers like 3D tours, virtual staging, and tracking property interest. Today, this is considered above and beyond but soon may be the bare minimum.*

**WHO DO YOU ADMIRE IN THIS INDUSTRY AND WHY?**

*My business partner, Joyce Sasser, has been in this industry for over 40 years through many recessions, crazy high-interest rates, and an ever-changing real estate landscape. She is a wealth of information and always stays motivated regardless of the state of the market.*

**3 WORDS YOUR FRIENDS WOULD USE TO DESCRIBE YOU:**

*Determined, Honest, and Altruistic*

**WHAT'S YOUR FAST FOOD CHAIN OF CHOICE?**

*Chick-fil-A*

**AND WHERE DO YOU EAT WHEN YOU WANT TO SPLURGE?**

*Sullivan's Steakhouse*

**WHAT CAN I GET YOU TO DRINK?**

*Bourbon neat*

**WHAT'S THE FIRST THING YOU WOULD TELL A CLIENT ABOUT BATON ROUGE IF THEY WERE NEW IN TOWN?**

*Our city has great diversity of culture, from food to industry to real estate! You can find properties that promote city, suburban, and country living all in a relatively small area.*



# ELIZABETH LEJEUNE

ENGEL & VÖLKERS BATON ROUGE

AGE: 24

YEARS IN REAL ESTATE: 3

## IF NOT REAL ESTATE, WHAT CAREER WOULD YOU CHOOSE?

*I have a passion for serving others, so I am sure if I was not serving through real estate I would be serving in another way. I enjoy anything to do with marketing and education which makes real estate the best career choice for me.*

## DO YOU ADHERE TO A PARTICULAR MINDSET, BELIEF, TRAINING OR PRACTICE?

*I wake up every morning wanting to be 1% better than I was yesterday, both personally and professionally.*

## WHAT'S YOUR BEST HABIT, AND WHAT'S YOUR WORST ONE?

*My best habit is that I am always willing to show up to support someone else. My worst is that I procrastinate.*

## WHAT BOOK DO YOU RECOMMEND TO EVERYONE AND WHY?

*Greenlights by Matthew McConaughey. I recommend this book because it's a reminder that there is a lesson to learn in every small detail of our lives. It also reminds me that small-town me can become something bigger and inspire others, even if the stories are crazy. Being relatable is the best way to connect with others and this book reminds me that everyone can relate to someone.*

## FAVORITE PODCAST?

*I do not listen to many podcasts, but one that has stayed with me over the years is "S-Town" from Serial. It is not for everyone and full of some crazy small-town drama, but the story is so well told. There are many lessons that I've learned from the*

*main character - one being to not judge a book by its cover; even when you think someone is "unconventional" if you get to know them, you may learn something from them.*

## WHAT SHOWS ARE WORTH THE BINGE?

*I have a serious obsession with FRIENDS, it plays in the background while I work daily. I also love fantasy shows like Game Of Thrones or The Witcher.*

## WHAT ARTIST WILL ALWAYS BE PRESENT IN YOUR PLAYLIST?

*Bob Seger - NO MATTER WHAT!!!*

## WHAT ITEM(S) CAN ALWAYS BE FOUND IN YOUR CAR?

*Sunglasses, rubber boots, and a blank PDD and listing agreement. Soon you will see a car seat!!*

## WHAT CHANGES DO YOU SEE COMING FOR THE FUTURE OF REAL ESTATE AND HOW CAN WE EMBRACE THOSE CHANGES?

*Considering I started real estate a week before a worldwide pandemic, I have no clue what changes may come next. All I can do is be consistently there for my clients. I believe the best way to embrace changes is to always stay educated and connected with others in the industry - collaboration over competition.*

## WHAT DO YOU WISH OLDER, MORE SEASONED AGENTS, KNEW OR UNDERSTOOD BETTER ABOUT YOUR GENERATION?

*We grew up learning to market ourselves because of social media. We quickly learned that at any moment our form of marketing could change to something new - beginning with MySpace and quickly moving to the most recent, Tik Tok. Change is not as*

*scary to us because of this "upbringing" and we can pivot quicker than generations before. You will see us be creative in the way we do things because we have had to pivot so much in such little time. We have learned that everyone is watching at all times and though some see that as invasive, it has taught our generation to be more considerate of others. This is making us leaders younger than generations before us.*

## WHO DO YOU ADMIRE IN THIS INDUSTRY AND WHY?

*Amanda Parfait. I don't just admire Amanda, but I adore her. I grew up wanting to be just like her, but never really had that role model present in my life. The day I met her, I knew I'd found just what I was searching for all my life. She quickly taught me that where I come from and what I have gone through could NEVER define me unless I let it. She's taught me that 1% better every day puts you 365% better every year. I have grown so much because of her influence on my life. She is a true leader with a servant's heart.*

## WHAT QUALITIES DO YOU SEEK WHEN LOOKING TO BUILD YOUR SPHERE OF INFLUENCE?

*I want people in my life that are motivated & willing to teach me the things they know. I love creative people because I get fired up to have conversations with them and create things together.*

## 3 WORDS YOUR FRIENDS WOULD USE TO DESCRIBE YOU:

*Creative, Empowering, & Wise*

## WHAT IS A CURRENT TREND OR BUZZWORD THAT YOU WANT TO SEE MAKE ITS EXIT AND NEVER RETURN?

*I don't have anything that bothers me enough to think it needs to stop, but*

*I have never jumped on the "sis" train. It is just not my cup of tea to call everyone "sis".. However, I probably use "PERIODT" more than I should.*

## WHAT'S YOUR FAST FOOD CHAIN OF CHOICE? AND WHERE DO YOU EAT WHEN YOU WANT TO SPLURGE?

*Like Fergie said in her song Glamorous, "I still go to Taco Bell, Drive-Thru, raw as hell. I don't care, I'm still real, no matter how many [houses] I sell" When I am not splurging at Taco Bell, I usually go to my mom's house to splurge because that is where all the best food is. I always eat more than I should sitting at her table.*

## WHAT CAN I GET YOU TO DRINK?

*I am a martini girl. Not one with an olive, but anything else. Currently a chocolate milk girl because of this baby.*

## WHAT'S THE FIRST THING YOU WOULD TELL A CLIENT ABOUT BATON ROUGE IF THEY WERE NEW IN TOWN?

*I would tell them that the best side is the WESTSIDE!!! I am a very proud WBR girl & I truly think our westside community is the best!!*





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# JALEN NORWOOD

**KELLER WILLIAMS  
RED STICK PARTNERS**

**AGE: 22  
YEARS IN REAL ESTATE: 3**

**IF NOT REAL ESTATE, WHAT  
CAREER WOULD YOU CHOOSE?**  
*I would have my own  
marketing agency*

**DO YOU ADHERE TO A PARTICULAR  
MINDSET, BELIEF, TRAINING  
OR PRACTICE?**  
*I put myself through difficult  
tasks to push myself out of my  
comfort zone. Every morning I  
Gym, Run, do as many push-ups  
as I can, then take a cold shower.  
After I finish, mentally I am ready  
to crush the day!!*

**WHAT'S YOUR BEST HABIT, AND  
WHAT'S YOUR WORST ONE?**  
*My best habit is always finding,  
and creating content for social  
media.... and my worst habit is  
scrolling on social media.*

**WHAT BOOK DO YOU RECOMMEND  
TO EVERYONE AND WHY?**  
*The Fountainhead by Ayn Rand!  
It is a fiction book told from the  
perspective of two architects. One  
works to please the masses and  
the other works to please himself.  
This book helped my business  
because it helped me to shut out  
the noise and find pleasure in  
serving my clients versus trying  
to impress the world. Especially  
in the digital age!*

**FAVORITE PODCAST?**  
*Keeping it Real hosted by  
DJ Paris*

**WHAT SHOWS ARE WORTH  
THE BINGE?**  
*Selling Sunset, Tampa, or  
OC! These shows are so bad,  
but highly entertaining,  
especially for REALTORS®.*

**WHAT ARTIST WILL  
ALWAYS BE PRESENT IN  
YOUR PLAYLIST?**  
*Drake! There is always a  
Drake song for every occasion  
and feeling.*

**WHAT ITEM(S) CAN ALWAYS  
BE FOUND IN YOUR CAR?**  
*Camera Equipment, Golf  
Clubs, and half-finished  
water bottles.*

**WHAT CHANGES  
DO YOU SEE COMING  
FOR THE FUTURE OF  
REAL ESTATE AND HOW  
CAN WE EMBRACE  
THOSE CHANGES?**  
*Social media was mainly  
used for entertainment, but  
now it is one of the largest  
search engines! As real  
estate agents, we should  
treat our platforms as if  
we were Google®. That way  
when consumers want to  
know "how to," we pop up  
providing value and we  
secure new clients.*

**WHAT DO YOU WISH  
OLDER, MORE SEASONED  
AGENTS, KNEW OR UNDER-  
STOOD BETTER ABOUT  
YOUR GENERATION?**  
*Social media is more than you  
standing in front of your new  
listing and making a video.  
A lot of the time those videos  
are boring and you are talking  
to yourself. Our generation  
likes things FAST and to feel a  
connection with those we are  
following. So older/seasoned  
agents should do more research  
about social media and appeal  
to our pea-sized attention spans  
to be better on social media!*

**WHO DO YOU ADMIRE IN THIS  
INDUSTRY AND WHY?**  
*Deanté Thomas! This guy  
has such a giving heart, he  
is extremely humble, and he  
looks like me, so he gives me  
hope that I can accomplish BIG  
things. He truly cares about  
each client and goes past the  
extra mile. Oh, and he has  
super crazy numbers. I hope  
one day I can be half the man/  
agent that he is. He is a big part  
of the reason my business has  
grown to where it is today!*

**WHAT QUALITIES DO YOU SEEK  
WHEN LOOKING TO BUILD  
YOUR SPHERE OF INFLUENCE?**  
*I look for genuine people, I have  
no interest in working with  
people who don't want to work  
with me and vice versa.*

**3 WORDS YOUR  
FRIENDS WOULD USE  
TO DESCRIBE YOU:**  
*Clean, Humble,  
and Hungry*

**WHAT IS A CURRENT  
TREND OR BUZZWORD  
THAT YOU WANT TO  
SEE MAKE ITS EXIT AND  
NEVER RETURN?**  
*"Now Accepting New  
Clients" post. We all  
know you've been  
accepting new clients  
this whole time!*

**WHAT'S YOUR  
FAST FOOD CHAIN  
OF CHOICE?**  
*Chick-fil-a*

**AND WHERE DO YOU  
EAT WHEN YOU WANT  
TO SPLURGE?**  
*Ruth's Chris*

**WHAT CAN I GET YOU  
TO DRINK?**  
*An Old Fashion, please!*

**WHAT'S THE FIRST  
THING YOU WOULD  
TELL A CLIENT ABOUT  
BATON ROUGE IF THEY  
WERE NEW IN TOWN?**  
*Every city has its fair  
share of crime, and  
Baton Rouge isn't as bad  
as it is portrayed. I can  
help you find the perfect  
home in a safe area!*



# MEG WILLIAMS

COVINGTON & ASSOCIATES  
REAL ESTATE, LLC

AGE: 22  
YEARS IN REAL ESTATE: 4

**IF NOT REAL ESTATE, WHAT CAREER WOULD YOU CHOOSE?** *I would own a wedding venue. My sisters and I have always said we wanted to have our own venue that we could design, build, decorate, and run together. I imagine it would be a classic and timeless place that is elegant, cozy, and fresh. We would have so much fun planning with each bride to make their dreams come to life on their special day! Who knows, maybe one day we will make it happen and all of our future daughters can get married there!*

**DO YOU ADHERE TO A PARTICULAR MINDSET, BELIEF, TRAINING OR PRACTICE?** *Consistency is key and hard-working pays off! "To be successful, you must be willing to do the things today others won't do in order to have the things tomorrow others won't have." — Les Brown*

**WHAT'S YOUR BEST HABIT?** *My organizational skills. I say it's a habit, because it is quite literally a part of my daily routine. I love everything to be in its place at all times and I truly cannot function until everything is exactly in order. I think it plays a big part in helping my career because*

*organization is a must in this industry! I love a system!*

**WHAT BOOK DO YOU RECOMMEND TO EVERYONE AND WHY?** *The Noticer by Andy Andrews. I believe perspective is everything and your attitude can make any bad situation good. This book does an incredible job of showing you how a small change in your perspective can alter your entire outlook on life. I have recommended and bought a copy of this book for numerous friends and will continue to do so when they need a little advice and a change in their perspective!*

**WHAT SHOWS ARE WORTH THE BINGE?** *I am the most boring TV watcher of all time. I like four shows and keep them on a cycle. I rarely sit down and actually watch them—I usually just play them as background noise. In order, my favorites are One Tree Hill, Gossip Girl, Friends, and Schitt's Creek. I love happy, feel good, make you laugh type of shows! I would never sit down and watch a murder mystery, what fun is that?!*

**WHAT ARTIST WILL ALWAYS BE PRESENT IN YOUR PLAYLIST?** *Anything country! Kenny Chesney, Brooks and Dunn, Jason Aldean, Alan Jackson, Cody Johnson, George Strait, and Tim McGraw.*

**WHAT ITEM(S) CAN ALWAYS BE FOUND IN YOUR CAR?** *OMG I am always the most prepared!! You know the question "If you had to pick only one person to be left on Earth with who would you pick?" I always tell my friends*

*and family they should all pick me because we could survive for years as long as I have my purse or car! But in all seriousness, my car will always have a "kit" in the trunk that has crackers, water, batteries, a mini vacuum, a tape measurer, a mallet (for signs), an abundance of lockboxes, first aid kit, cleaning supplies, paper towels, rain boots, tennis shoes, socks, shorts, t-shirt, sweatshirt, blanket, make up, etc. etc. You name it, it's probably in my car!*

**WHAT CHANGES DO YOU SEE COMING FOR THE FUTURE OF REAL ESTATE AND HOW CAN WE EMBRACE THOSE CHANGES?** *The biggest change I see coming to our industry is technology. Technology has already advanced our careers so much, but I think that there is so much more to come from it. However, no matter how big technology advances, I think where we live, our connections and relationships will always surpass that to be the most important. Technology is extremely beneficial, especially to us as agents, but our buyers and sellers also have access and are savvier than ever. We must have the knowledge to be able to answer whatever questions they may throw our way as well as the inside scoop for everything in our community. From*

*local politics to educational systems, organizations, or clubs, we must be involved in all of it to ensure we are at the top of our game and can serve our sphere to the best of our ability, which is something technology can never take away from us.*

**WHAT DO YOU WISH OLDER, MORE SEASONED AGENTS, KNEW OR UNDERSTOOD BETTER ABOUT YOUR GENERATION?** *That change is GOOD! A new generation comes with new creativity, opportunities, ideas, and projects. I think our generation's creativity and fresh ideas are going to be incredible for our industry in the coming years and so many fantastic agents will bring new projects to fruition that will be life-changing for our community.*

**WHO DO YOU ADMIRE IN THIS INDUSTRY AND WHY?** *Ms. Marlene Mock from our office at Covington & Associates. She is the most loyal person I have ever met, whether it's for her clients, friends, family, or her broker...especially her broker! She will always have your back and will not take no for an answer. I think her positive yet determined attitude is what got her so far in this industry because I*

*know if she worked for her clients at least half as hard as she works to help the people she loves, then there's no doubt they were dealing with the best in the business!*

**WHAT QUALITIES DO YOU SEEK WHEN LOOKING TO BUILD YOUR SPHERE OF INFLUENCE?** *Honesty, Integrity, Respectfulness, and Enthusiasm.*

**3 WORDS YOUR FRIENDS WOULD USE TO DESCRIBE YOU:** *Organized, Thoughtful, Ambitious.*

**WHAT'S YOUR FAST FOOD CHAIN OF CHOICE?** *Raising Canes. Best food ever! My favorite nonfast food, but not necessarily a splurge, is Curbside.*

**AND WHERE DO YOU EAT WHEN YOU WANT TO SPLURGE?** *Stabs! Could eat their scallops and oysters all day.*

**WHAT CAN I GET YOU TO DRINK?** *Alcoholic: A spicy margarita / Non-Alcoholic: Barq's Root Beer*

**WHAT'S THE FIRST THING YOU WOULD TELL A CLIENT ABOUT BATON ROUGE IF THEY WERE NEW IN TOWN?** *Geaux Tigers!!! The culture, food, celebrations, and opportunities are second to none! You are in a great community of people who will have your back and love you like a neighbor should! There is no place like the South!*





Happy Mother's Day  
to ALL the Moms!



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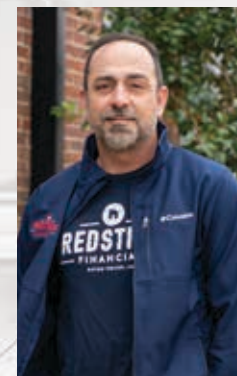
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# SHAWN GEE

**KELLER WILLIAMS RED  
STICK PARTNERS**

**AGE:** 29  
**YEARS IN REAL ESTATE:** 2

**IF NOT REAL ESTATE,  
WHAT CAREER WOULD YOU  
CHOOSE?** *I actually have a  
degree in music education!  
Band was such a huge part  
of my life growing up and  
it had a huge impact on my  
life so I would be a middle  
school band director.*

**DO YOU ADHERE TO A  
PARTICULAR MINDSET,  
BELIEF, TRAINING OR  
PRACTICE?** *One of my best  
practices that I've commit-  
ted to is being consistent.  
Consistency in most dis-  
ciplines can be a world of  
difference in your business  
and it has kept me on track  
to achieve my goals.*

**WHAT'S YOUR BEST HABIT,  
AND WHAT'S YOUR WORST  
ONE?** *I have a good habit  
of tracking my finances.  
That's pretty boring but it's  
been incredibly helpful for  
me to keep myself in check  
so I'm not overspending. In  
real estate, we're commis-  
sion based so you have to  
be smart with your money!  
As far as a bad habit, I'd  
say being on my phone too  
much. In a profession where  
your phone is how you stay  
connected, it's difficult to  
unplug but it's necessary for  
longevity in the business.  
I'm still working on it!*

**WHAT BOOK DO YOU REC-  
COMMEND TO EVERYONE AND  
WHY?** *I really enjoy "Wooden:  
A Lifetime of Observations and  
Reflections On and Off The  
Court". I really enjoy this book  
because it showcases differ-  
ent tidbits of wisdom from a  
coach that "walked the walk,  
and talked the talk". He cared  
deeply about achieving success  
by focusing on character.*

**WHAT SHOWS ARE WORTH THE  
BINGE?** *Oh man there are so  
many great shows out there...  
If I had to pick a few, I'd say  
"Barry", "It's Always Sunny in  
Philadelphia", and "Breaking  
Bad". These have to be some of  
my favorites!*

**WHAT ARTIST WILL ALWAYS BE  
PRESENT IN YOUR PLAYLIST?**  
*This is really hard to pinpoint  
but if I had to choose one artist  
I would probably say Bruno  
Mars. His last album with  
Anderson Paak is timeless for  
me! I'm going to listen to it for  
many years to come.*

**WHAT ITEM(S) CAN ALWAYS  
BE FOUND IN YOUR CAR?** *I've  
bought black ice little trees for-  
ever so you'll more than likely  
always see one hanging off my  
rearview....also a pencil!*

**WHAT CHANGES DO YOU SEE  
COMING FOR THE FUTURE  
OF REAL ESTATE AND HOW  
CAN WE EMBRACE THOSE  
CHANGES?** *One of the biggest  
changes that are affecting every  
industry is the use of artificial  
intelligence. While AI still*

*creeps me out, when used cor-  
rectly, it can be a very beneficial  
tool to include in your agent  
tool belt to help your clients.*

**WHAT DO YOU WISH OLDER,  
MORE SEASONED AGENTS,  
KNEW OR UNDERSTOOD  
BETTER ABOUT YOUR GENER-  
ATION?** *I've found that some  
older agents don't see the  
benefits of using social media  
to connect with new clients.  
That's honestly been my pri-  
mary way of making business.  
When I tell other agents that,  
they don't get it!*

**WHO DO YOU ADMIRE IN THIS  
INDUSTRY AND WHY?** *Once I  
started the process of getting  
licensed, my good friend Kevin  
Phillips was there every step of  
the way. His knowledge of the  
real estate market and how he  
handles his business is inspir-  
ing! He's an incredible teacher.  
If I can shout one more person  
out, I'd have to also say I  
really admire Katie Miller! Her  
business is "people" focused  
and it's exactly how I envision  
my business.*

**WHAT QUALITIES DO YOU SEEK  
WHEN LOOKING TO BUILD  
YOUR SPHERE OF INFLUENCE?**  
*I like to surround myself  
with people that are willing  
to share ideas and support  
one another. Real estate can  
be quite a whirlwind with  
everything that happens in a  
transaction. Having a group  
of people that are dependable,  
honest, and caring is  
incredibly important!*

**3 WORDS YOUR  
FRIENDS WOULD USE  
TO DESCRIBE YOU:**  
*My friends would con-  
sider me to be thought-  
ful, fun, and the best  
basketball player ever.  
My true friends would,  
of course.*

**WHAT IS A CURRENT  
TREND OR BUZZWORD  
THAT YOU WANT TO  
SEE MAKE ITS EXIT  
AND NEVER RETURN?**  
*Overcrediting on social  
media has to be one of  
my pet peeves! While I  
understand it's to help  
the watch time of the  
viewer, it's way too  
overstimulating!*

**WHAT'S YOUR FAST  
FOOD CHAIN OF  
CHOICE?** *Panda Express*

**AND WHERE DO YOU  
EAT WHEN YOU WANT  
TO SPLURGE?** *Ichiban.  
30 rolls minimum!*

**WHAT CAN I GET YOU  
TO DRINK?** *Black coffee  
and a water, please!*

**WHAT'S THE FIRST  
THING YOU WOULD  
TELL A CLIENT ABOUT  
BATON ROUGE IF THEY  
WERE NEW IN TOWN?**  
*Baton Rouge is a very  
diverse city with a little  
something for everyone.  
If you'd like to know more  
about the city, you should  
follow my TikTok!*



# STEPHEN COUVILLION

## KELLER WILLIAMS REALTY FIRST CHOICE

AGE: 28

YEARS IN REAL ESTATE: 6

## IF NOT REAL ESTATE, WHAT CAREER WOULD YOU CHOOSE?

*Life insurance or something in sales.*

## DO YOU ADHERE TO A PARTICULAR MINDSET, BELIEF, TRAINING OR PRACTICE?

*Yes, quite a lot but to give a few basic thoughts: -Consistency compounds -Goals are important, but systems and daily habits that align with them are crucial -Delayed gratification is a discipline you must be okay with and adopt to be successful in Real Estate -You often get what you're looking for in life. Skepticism and cynicism are like a poison and do not serve you. Choose to have an optimistic outlook. -Without God's favor, I wouldn't be here.*

## WHAT'S YOUR BEST HABIT, AND WHAT'S YOUR WORST ONE?

*Best habit - Consistently do a morning routine (workout, cold plunge, read, pray, walk outside)  
Worst habit - Love nothing more than to binge out on sweets at night.*

## WHAT BOOK DO YOU RECOMMEND TO EVERYONE AND WHY?

*Atomic Habits is a book everyone can benefit from. 7 Levels of Communication and the Miracle Morning for RE agents are two books I think every new agent or agent in a slump should read.*

## FAVORITE PODCAST?

*Craig Groeschel's Leadership podcast*

## WHAT SHOWS ARE WORTH THE BINGE?

*Ted Lasso*

## WHAT ARTIST WILL ALWAYS BE PRESENT IN YOUR PLAYLIST?

*NF, Maverick City Music, and maybe a little Kevin Gates.*

## WHAT ITEM(S) CAN ALWAYS BE FOUND IN YOUR CAR?

*Starbucks, Gum*

## WHAT CHANGES DO YOU SEE COMING FOR THE FUTURE OF REAL ESTATE AND HOW CAN WE EMBRACE THOSE CHANGES?

*More pressure for commission suppression by companies like Open Door, Zillow, Redfin etc. Be a true expert and sharpen your skills to the point where you're irreplaceable.*

## WHO DO YOU ADMIRE IN THIS INDUSTRY AND WHY?

*Juli Jenkins - She's a pitbull, you don't want to mess with her but she has the best heart in the world and helps so many agents in our industry. Her knowledge is second to none. Definition of a momma bear. And Katie Miller - She treats every single client like they're truly her best friend. Her ability to connect with people is amazing. She's underrated in the industry. She has a heart of gold and so much wisdom.*

## WHAT QUALITIES DO YOU SEEK WHEN LOOKING TO BUILD YOUR SPHERE OF INFLUENCE?

*A good connector, outgoing, and like-minded person.*

## 3 WORDS YOUR FRIENDS WOULD USE TO DESCRIBE YOU:

*Weird/unique, Disciplined Hard working*

## WHAT CAN I GET YOU TO DRINK?

*3 shots of espresso with sweat cream on ice from Starbucks*





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