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# NOTE

PUBLISHER'S

DEES HINTON

This year is flying by! It's already May!

May 12th is Mother's Day and we want to Celebrate Mothers. Our Top Producer and Rising Star are not only highly successful real estate agents, but they are also mothers! They know the demands of motherhood and a career in real estate and are excelling at both!

Memorial Day and Armed Forces Day are also this month. We want to take time to pause, remember, reflect and honor those who have served, fallen in service and are currently serving in the

Military. Thank you to everyone who has and is defending our freedoms.

And just for fun, some other days to celebrate this month are:

**May 5 – Cinco De Mayo**

**May 15 – National Chocolate Chip Day**

**May 23 – National Lucky Penny Day**

Lastly, we want to congratulate Gulf Coast Real Producers for their launch! The first issue is already in the hands of the top-producing real estate agents on the Coast.

If you do business in the coastal counties, then we can offer you the same opportunity to connect with the top Real Estate agents there as you do here. The business model on the Coast is the same as it is here... monthly magazine publications, large social events and social media exposure.

If you are interested in knowing more about the Gulf Coast opportunity then feel free to call me!

Dees



**HAPPY BIRTHDAY!**

May 1 – Michael Dier

May 2 – Shelby Taylor

May 3 – Juanita Kennedy

May 5 – Donna Burks

May 6 – Paula Ricks

May 7 – Mandy Gardner

May 18 – Trevor Williams

May 24 – Luci Cooper

May 25 – Carla Palmer

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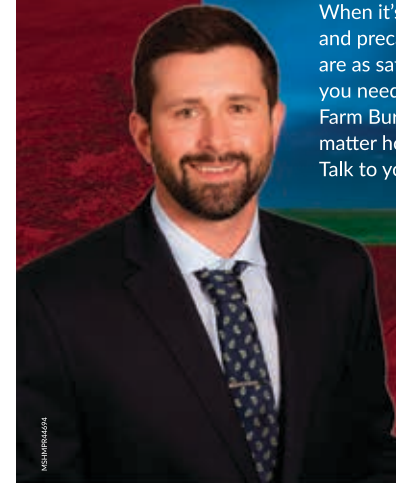
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# Stephanie Kitchens

▶▶ top producer

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

## Stephanie Kitchens Finds Purpose and Passion in Meeting Clients' Needs

Stephanie Kitchens loves connecting with people. She began her journey to real estate through her love of helping and serving people. She did that early on by being an elementary school teacher. After graduating from Northwest Rankin High School, Stephanie earned a degree in Elementary Education at Mississippi State University. She taught fourth grade for five years at Oakdale Elementary.

After having her second child, Stephanie's mom suggested she consider going into real estate. "My parents were involved in real estate through investments, and that was my introduction to the business." Stephanie partnered with her dad, Lance Cooper, and they recently decided to become a team. "We studied for the test online, often together, and we got our licenses at the same time in 2018," Stephanie says. "Real estate is a job that allows me to connect and help people and I thought it would be a great career path. We hit the ground running from day one, and we have been







multimillion-dollar producers every year since we started.”

When Stephanie went to take the Real Estate Exam, an agent who was sitting for her broker’s license sat next to her. “She encouraged me to talk with Rosemary Stovall at Berkshire Hathaway HomeServices Gateway Real Estate. After meeting with Rosemary, I knew that BHHS Gateway Real Estate was where I wanted to be. Rosemary is extremely knowledgeable and highly respected in the real estate industry. She has

provided me with great support, and I am so grateful for her and our entire group at BHHS Gateway Real Estate.”

Real estate has been the ideal business for Stephanie, who says that building relationships and connecting with people is important to her. “I love everything about real estate, from finding my buyers’ dream home to helping sellers achieve their goals. I enjoy working hard for my clients’ happiness. I find a lot of purpose in helping my clients, and I have made many lifelong friends.”

Stephanie says her job requires passion, knowledge, determination, and integrity. “My favorite thing about real estate is getting to know so many people and walking alongside them through the buying and selling process. I love being a part of their success as I walk with them step by step to the closing table. I do all I can to make the process smooth and stress-free for them.”

Working with a wide variety of clients, from first-time buyers to those moving in and out of state, and those



“ I FIND A LOT OF PURPOSE IN HELPING MY CLIENTS, AND I HAVE MADE MANY LIFELONG FRIENDS. ”

who are upgrading, downsizing, building, and investing, keeps the job interesting. “I also enjoy connecting with agents across the state and across the country. Most of my referrals come from my sphere of influence, and that includes referrals from past clients. I have a lot of repeat clients.”

While Stephanie is no longer teaching fourth-grade math and science, she is still serving people in a different way. She is still educating people, but now it’s about the home buying and selling process. “I love handing over the keys at closing and seeing how happy clients are to begin a new chapter in their lives. Getting to know people, and finding out what their goals and

needs are, and then meeting them there, is extremely rewarding.”

Stephanie has been in real estate since February 2018 and now has been with BHHS Gateway Real Estate for five years. “I love it,” she says, and her accomplishments while there speak to that. Stephanie has been a Top Producing Agent every year for five years. She received the President’s Circle award in 2022, an honor only the top six percent of Berkshire agents nationwide receive. She has been in the President’s Circle in 2019, 2021, and 2022, and she received the Leading Edge award in 2020, as well as the Honor Society award in 2018.

Stephanie and Lance have been the Top Producing Real Estate Team for all of Berkshire Hathaway in the state of Mississippi for many consecutive quarters.

“I am truly grateful for the opportunity to help people in one of the most important transactions they will make,” says Stephanie. “It is important to me to provide a great buying and selling experience. It is so exciting to be part of such a special time in their lives, whether they are buying their first home, selling a home they’ve made many memories in, or making a big transition here from out of state and getting to know the area. I really







“  
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 CAREER PATH.**

enjoy showing clients around and making them comfortable. I also work to help relocate people to another state, or to build their home.”

Stephanie got her broker’s license in June 2022. “I continue to love making the process fun and easy for my clients and I aim to always give them top service and top results.”

Stephanie has been married to Ben Kitchens, principal architect at JH&H Architects, for eleven years. This Mother’s Day, Stephanie will be celebrated by their children, Ellie Kate (9), Luke (6), Levi (3), and Caroline (1). She enjoys spending time with her family, going to church, and taking trips to the beach and the lake, as well as to MSU games and events. “We also enjoy attending our children’s baseball and softball games.” Stephanie also loves serving in prison ministry through The Net counseling and mentoring once a week.

“I am so thankful for this real estate journey. It is truly a blessing to help people in this way and I look forward to many more years of serving people as they move wherever life takes them throughout their own journeys.”

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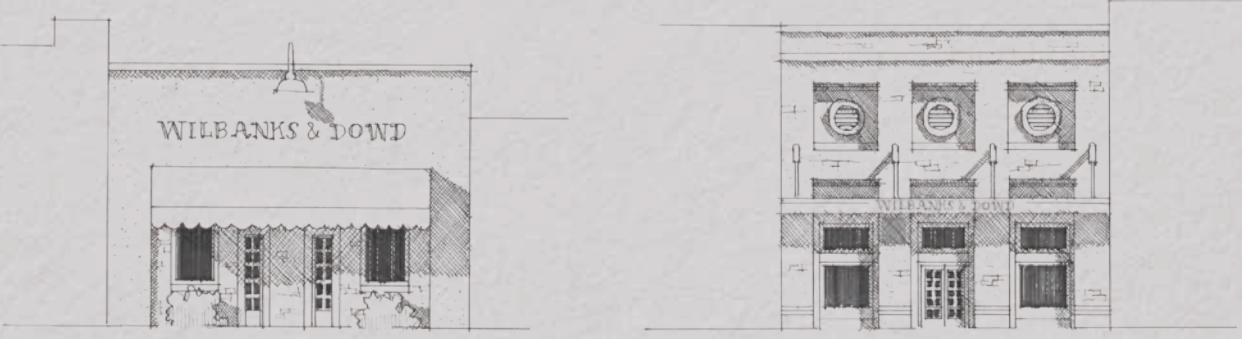
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Written by Susan Marquez Photography by Abe Draper Photography

# HOLLY PACE

**L**ike many people in this area, Holly Pace was born in Jackson, but from there, her life makes a big departure. When she was just six weeks old, her family moved to the Pensacola area where her dad attended Bible college. When she was three years old, she moved with her family to Guatemala, where she lived for the next fourteen years. “That was home for me,” she says. “I graduated high school at the Christian Academy of Guatemala, a school for the children of missionaries. I loved it.”

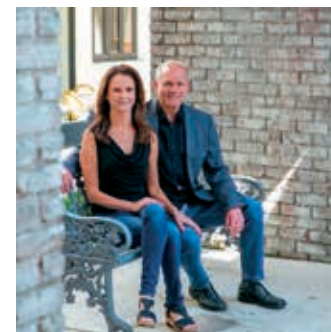
Holly recalls being in Guatemala during the earthquake of 1976. “We spent weeks living outdoors in a tent due to the instability of the area. There were lots of aftershocks. I remember

my dad helping build a community of houses for those who had lost everything.”

The oldest of four children (she has three younger brothers), Holly says her family is very close. “We grew up with parents who did missionary work serving others,” she says, “and that makes a difference in how you view life.” After graduating from high school, Holly lived with her grandparents in Raymond while attending Holmes Community College, but her heart and passions were elsewhere.

“Ever since I was six years old, all I wanted was to be a hairstylist,” she says. So at age 19, Holly enrolled in the Jackson Hair Design College and studied full-time, graduating in nine months. “I have

**“ I FELT GOD was leading me to go into real estate.**



been a hairstylist for 32 years, and I have a wonderful clientele,” she says. “I worked at the same salon, Hair & Company, in Pearl for 29 years, and most of my clients are what I call ‘lifers.’ Now she owns her own salon, Shear Glory, on Highway 471.

“My life has always been led by dreams,” she says. “When I was 17, I dreamed I was at a photo shoot with two girls and a baby boy, and in the dream, I felt like I was seeing my children.” Doctors’ prognosis and difficult pregnancies would have led anyone on the outside looking in to think that would never be a possibility for Holly’s life. “Then one day many years later I was having a family portrait made with my three children, and I realized it was exactly as I had dreamed it years earlier.”



Holly had another dream in 2011 of a white house with a green roof. “In 2019, my husband Phillip and I were looking for a location for his State Farm agency,” she says. “One day I was driving to church and asked God to help us find the right place. I was at a traffic light and looked over, and I realized that a little vacant house I passed by nearly every day was white with a green roof and that it was the perfect location.” Holly contacted the owner, who said he didn’t want to sell. “I didn’t give up, I kept talking to him and he finally decided to sell it to us. We had it renovated for Phillip’s office and later turned part of the building into a four-station salon for me. My clients love it!”

In many ways, Holly feels that real estate has always been in her blood. “My brother, Ronny Gilmore, had been in real estate for years, and my grandfather, Bill Gilmore, was a businessman who bought and sold land. I also have an uncle in Texas who buys and flips houses. I have always loved going to open houses on Sundays and previewing houses with my brother. So when our family gathered together, the talk around the dinner table often involved real estate.

Holly says her transition into real estate began with a series of dreams that started in August 2016. I dreamed I was studying for my real estate license. A couple of weeks later, I had a dream that I was taking the test, and I passed it. Two weeks after that I dreamed I was showing a house.” Holly asked her husband to pray with her about these recurring dreams. “I felt God was leading me to go into real estate.” Praying to God for guidance on timing, Holly felt in her heart that she would start studying



# “ I TAKE JOY in helping people get to where they need to be to purchase or sell a home.

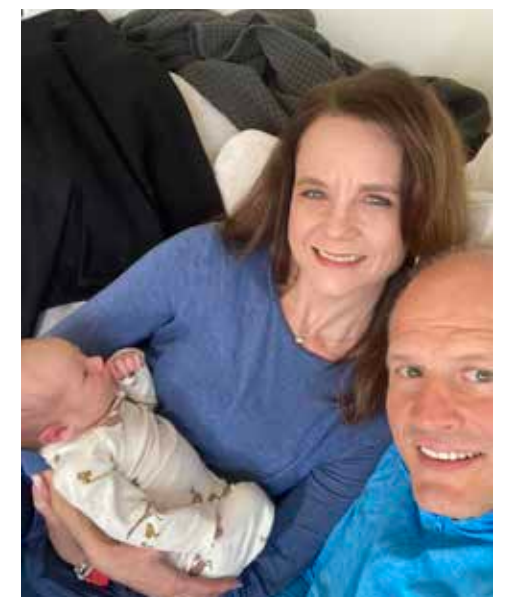
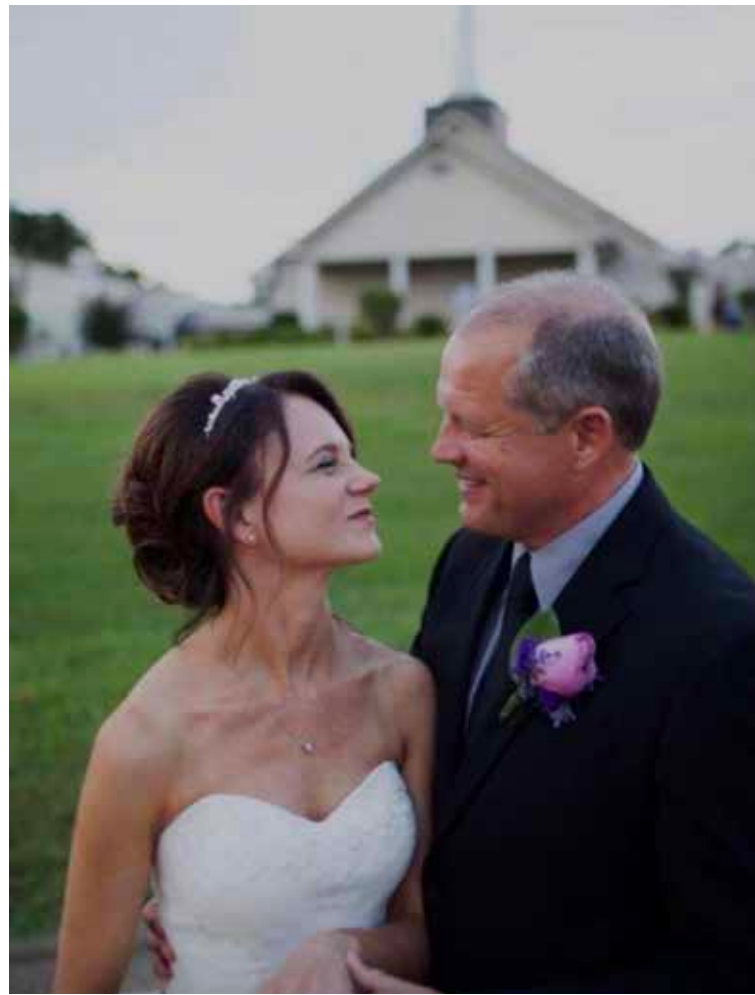
in January 2017. “I took the test on May 8 and passed it. After the exam, I walked outside and felt like my grandfather was smiling down from heaven. He was a man of integrity and he taught me to always go above and beyond.”

Holly looked at a lot of companies, but through prayer decided to go with Keller Williams. “I’ve been here ever since,” she says. Success came quickly, due in large part from her hair clients. “I have not stopped doing hair, and my hair clients send me business. It might be a son getting married, a mother going to a nursing home, or a couple downsizing.” Holly did 19 transactions in 2018, 35 in 2019 and 50 in 2020. Then in 2021, she did 67 transactions for over \$16 million in sales. Last year she had 58 transactions for over \$13 million in sales. “I have been in awe of what God has done.”

“I take joy in helping people get to where they need to be to purchase or sell a home. Whether it’s a young couple who is looking to buy their first home, an older couple looking to downsize or someone trying to find their forever home, I treat every client as if they were my family. It is about relationships, not just the transaction.” Having grown up in Guatemala, Holly is fluent in Spanish and has been able to help many Spanish-speaking clients with their real estate needs. “It has been an amazing journey!”

Holly also enjoys speaking at churches and at ladies’ retreats on how to hear the voice of God for your life. “My husband is very supportive. We actually met at our church, Hope Fellowship. And yes, I dreamed his name two weeks before I met him.”

In her spare time, Holly loves to travel with Phillip and enjoys taking family



vacations with her children Kelly (28), Riley Grace (23) and Brady (19), and Phillip’s sons Joseph (29) and Owen (28). “One of my favorite places is where I stood on the exact spot in Greece where the Apostle Paul spoke my life’s verse, Acts 17:28: ‘For in him we live, and move, and have our being.’ Holly never dreamed she would be so successful so quickly, but says “according to Ephesians 3:20, God is able to do more than we can ask, think or even dare to dream!”





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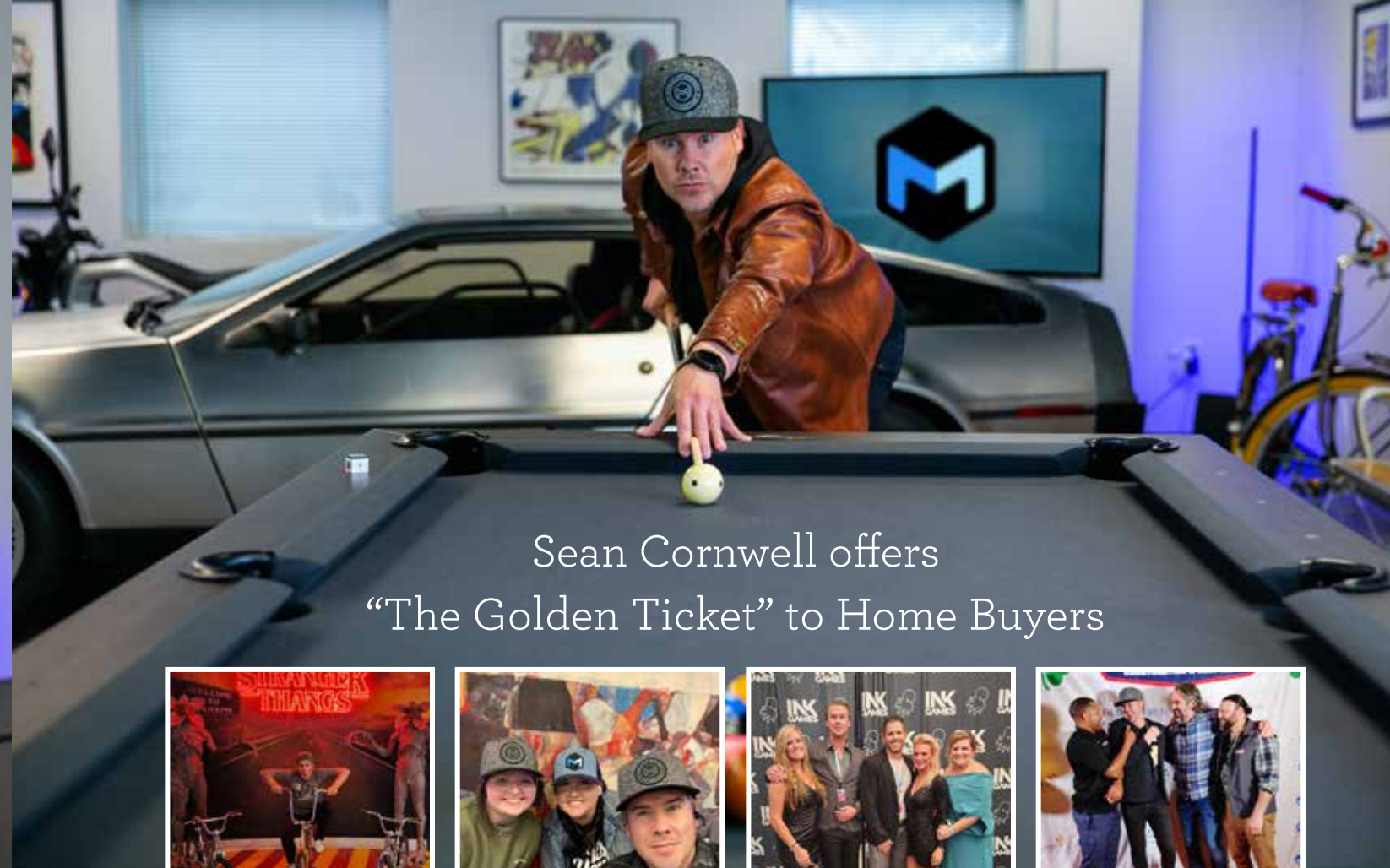


▶▶ partner spotlight

# SEAN CORNWELL

Mississippi Mortgage

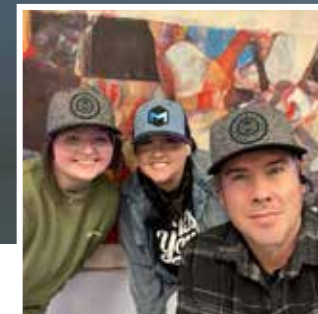
Written by Susan Marquez Photography by Abe Draper Photography



Sean Cornwell offers  
“The Golden Ticket” to Home Buyers



Sean headed to fight the Mortgage Monsters lurking in the shadows!



Mississippi Mortgage Team sporting some new hats!



Ink Games Launch Gala



Red Carpet fun at a Real Producers event

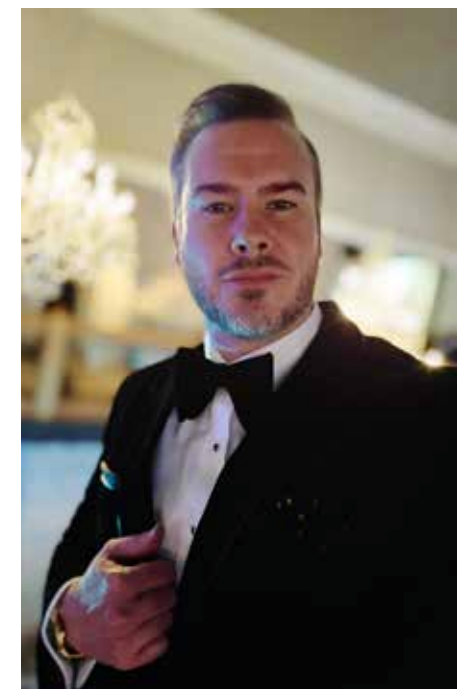
Sean Cornwell is celebrating his twentieth year in the real estate industry. His team at Mississippi Mortgage claims to be the best at what they do and they consistently back it up with the volume they produce. They love helping families and individuals reach their dream of home ownership.

“I tell real estate agents all the time that we have a product just about everyone wants. If you were to walk up to the next ten people that don’t already own their own home and ask them if they’d like to, I’d imagine most of them, if not all, would say ‘yes,’” says Sean.

For that reason, Sean says that he and his team don’t have to be intimidated

by thinking of themselves as salespeople. “We should strive to be educators.” Sean thinks of himself as not only an educator but a mortgage designer as well. He graduated with a degree in design in 2002, and he explains that the design process as “identifying and defining the correct problem, then designing the best solution.” He believes the basic principles of good design can be taken into any industry and applied for success.

Sean loves the challenge of designing the proper loan solutions for Mississippi Mortgage’s clients. “Whether a client can be approved immediately or not, my team and I work smart and hard to help each customer with a game plan to become a homeowner as quickly as possible,” Sean says. “My team has put very



The Name’s Bond...





look and feel like a traditionally- built home development. “We hope to have our first of 35 homes ready for sale in the near future.”

Outside of managing and originating loans at Mississippi Mortgage, Sean invests in other real estate ventures. He recently purchased a condominium in Orange Beach, Alabama and completely remodeled it. He says he gave it a “modern cheeky beachy vibe.” To inquire about staying in Sean’s condo, Google search: “1704 Phoenix West.”



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Sean's Condo in Orange Beach



Orange Beach Condo Master Bath

efficient systems in place to maximize the number of homebuyers we can approve, process, and close. Real estate agents trust their clients with us because they know we are good at getting to the finish line.”

Sean has many nicknames amongst his clients and peers, including “Deal Saving Magician,” “Miracle Worker,” and more. He and his team often have loans brought to them that are dead or falling apart elsewhere, and if the loan can be revived, Sean will find a way to bring it back from the brink of death.

Playfully, Sean also says that in multiple offer situations, when a seller gets to their client’s offer and pre-approval letter, the seller will start dancing and break into song. They wave Mississippi Mortgage’s pre-approval letter in the air and start singing the song from Willy Wonka, “I’ve got a Golden Ticket! I’ve got a Golden Ticket!”

One of Sean’s greatest achievements is becoming number one in the Nation for USDA loan volume (per Scotsman Guide 2021). Sean says, “It’s like winning a National Championship! It feels pretty good to have helped that many homebuyers! We are the Natty Champs of home loans!”

Sean believes his team’s great success is attributed to having all of the right pieces in place to get a borrower from the starting line to the finish line on time or early. He says, “When we consistently help as many borrowers as possible reach the finish line as smoothly as possible, on or before the deadline, our referral partners and clients will keep coming back.”

Mississippi Mortgage has also witnessed that affordable alternatives to traditionally built homes are becoming more popular with homebuyers, including manufactured (mobile) homes. Sean is currently investing in manufactured home developments that



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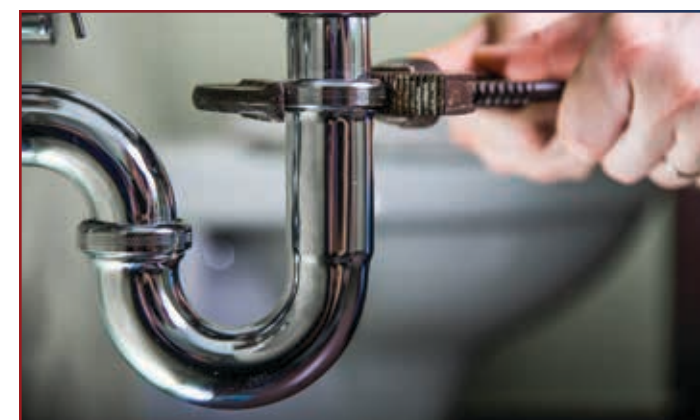
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# CELEBRATING MOTHERS!

Mother's Day is a celebration honoring what could be called the most influential person in our lives. Mothers play so many roles and shape children into who they become. This month we want to acknowledge, celebrate and honor all of the wonderful, hardworking mothers who are a part of our Real Producer family. Happy Mother's Day!!



Landon, Ashley and Parker Burke



Cheryl Armstrong and Family



Libby Banks and son Brady Anderson  
Brennan Williams and mother Mary Ann Roper  
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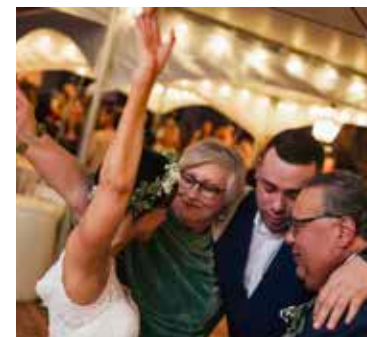


Debbie Carter, her mother June Miles and her daughter Brittney Perry. 3 Generations!

**“Thank you for being my best friend, secret keeper, prayer warrior, travel buddy, and best momma in the whole world! Love, Christy”**



Christy Coleman and her mom, Jackie Thayer.



Our Writer Susan Marquez and her beautiful family!



Dees Hinton with his Brother Don Hinton, Sister Patricia Grigsby, and Mother Patsy Jones



Holly Pace with her daughter Riley Grace Cichorz and mother Susie Gilmore



KP and his mother Kattie Partee honoring his brother Chris Partee.



Kayland Partee and his mother Kattie Partee.



Emily Phillips and Family

**“Happy Mother’s Day to Pat from Jake, Josh, MariGrace, Houston, Dean, and Rick!”**



Houston Clarke, Jake Clarke, Patty Clarke.



Dwanna Stanley with her Daughter Kennedee Stanley



Angelica Wilson and Family



Donna Burks and daughter Kelsey Burks Habig

**“A Mother is your first friend, your best friend, your forever friend”**





Alicia Oglesbee and family

“God could not be everywhere, and therefore He made mothers.”  
- Rudyard Kipling



Lindsay Sills with her mother, Lisa Zambuto and her children Kason and Eleanor.

“Motherhood is what keeps me Motivated. These are my pride and joys.”

Tershuna N. Bass (27)  
Winter Halle Johnson (20)  
William Harvey Johnson Jr. (17)  
William Harvey Johnson Sr. (Husband of 20 years!)



Tarrah Lockhart and Family



Ternisha N. Bass-Johnson, Mortgage Loan Officer - Cadence Bank

“Happy Mother’s Day to the BEST mom in the world”!!



Kossie Brown, Mississippi Pro Design, and her mother Rosa Meng



Mary F. Denton (Charlotte Smith Real Estate) and son Christopher Beau Smith

“My one and only! He’s such a blessing to me!”

“Not only is she the best Mom but she’s also the best office administrator! I’d be lost with you, SharBear!”



Melanie Greer and her mother Sharon Greer

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