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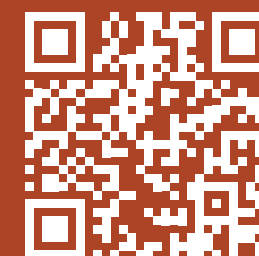
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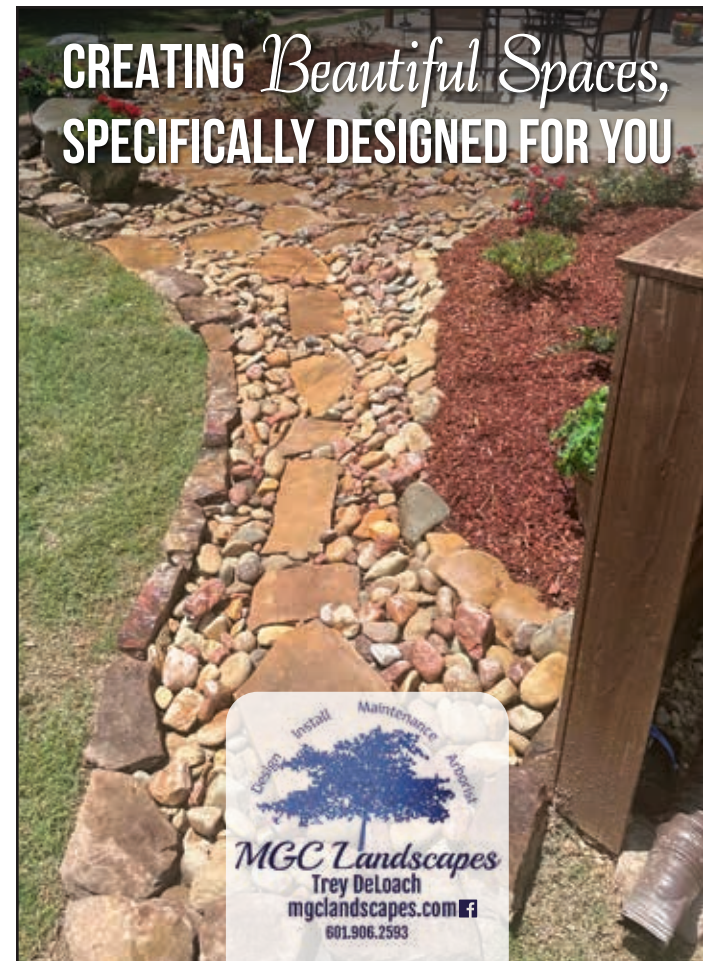
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► publisher's note: dees hinton

November is a Time for **THANKFULNESS AND GRATITUDE**

This month all of the Central MS Real Producers' staff turn our focus to giving thanks and gratitude. Many of us express gratitude in our personal lives, but don't practice it as much in the workplace environment.

We would like to take this space this month to express our gratitude.

We are so thankful to our Central Mississippi Real Estate Community for supporting us and allowing us to do what we do! We are glad you take the time to meet with us to hear about what CMRP is all about and we especially enjoy hearing about you!

We are also so thankful for our Preferred Partners! Your support allows us to publish a magazine, have a podcast, have active social media accounts and throw amazing networking events!

Our goal and mission is that our work will celebrate, promote and enhance the relationships between the top-producing real estate agents and our preferred partners so everyone will grow their businesses!

Lastly, we would like to thank our families for your support and encouragement every day as we work to grow and improve CMRP!

We hope you enjoy your November!

Happy Thanksgiving!

Dees



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Kim Edwards



▶▶ top producer

Written by Susan Marquez | Photography by Abe Draper Photography

Kim Edwards Serves Her Clients and God Handles the Rest

Kim Edwards knows the value of hard work. The Hattiesburg native moved to Rankin County in 1984 and worked for a construction company for sixteen years, owned and operated the Zip Lube oil change company, and worked in community relations in the banking industry before obtaining her real estate license. Kim always believed real estate was something she would enjoy. She got her license in October 2013 and hit the ground running. “I had my license for three days when a friend called and said they needed me to write an offer on a house. I asked if they wanted to go view the home, and they said they had already toured it. They just needed

me to write the offer. I didn’t quite know how to do that, but I learned really quickly!”

During her ten-year career in real estate, Kim worked at several brokerages before finding her real estate home with Southern Homes Real Estate. “I was the first agent to come on board at Southern Homes. My brokers, Austin and Victoria Prowant, are always supportive and they have been good to me.” Kim says she believes her success comes from caring about her clients. Many of them have become close friends. Kim takes helping people seriously. “If there is an

opportunity for me to help others, I’m compelled to do what I can.”

Kim has a servant’s heart. She has been a member of the Pearl, Flowood, and Rankin Chambers since 2006, and currently serves on the Board of Directors at the Rankin Chamber, Friends of Mississippi State Hospital, and Maddy’s Memories Foundation. In 2019, she was named Volunteer of the Year at Mississippi State Hospital. She also chairs the Connectors Committee at the Rankin Chamber. While participating in the Rankin Leadership program through the Rankin Chamber in 2008, her group started Project Chance, a program at



“ I HAD NO IDEA WHEN I GOT INTO THE BUSINESS HOW WONDERFUL THE REAL ESTATE COMMUNITY COULD BE. THERE ARE SO MANY WONDERFUL AGENTS OUT THERE. ”



the juvenile detention center that provides incentives for the youth to navigate the youth drug court system. That program continues today. In addition, Kim has hosted numerous blood drives for Mississippi Blood Services in the last eight years



and the annual Miracle Maddy 5K race for the past three years. “I love volunteering and giving back to my community,” says Kim.

As an agent at Southern Homes Real Estate, Kim does a lot of mentoring with new agents. Another aspect that Kim loves about selling real estate is the camaraderie with the scores of other agents with whom she interacts. “I had no idea when I got into the business how wonderful the real estate community could be. There are so many wonderful agents out there.”

For Kim, real estate is not about the money. “I serve my clients, and God handles the rest.” First-time home buyers are her favorites. “I provide a new-homebuyer consultation,

helping them understand the process of buying a home, from beginning to end, so they know what to expect. If they aren’t ready at that time, I do what I can to help them get ready.” Making a difference in someone’s life is what makes all her work worthwhile. “One example of that is my favorite client – a veteran who, at age 67, wanted to purchase his first home. He called and asked me how



to buy a house. I helped him through the process and it was the most rewarding experience ever. For him, I made a difference.”

Kim’s hard work and dedication are recognized in her community. She was twice nominated for Hometown Rankin Best of the Best and she won the Top Agent award in 2021.



Kim and her husband, Dan Edwards, married in 2019 and have three children. Daughter Cara Joiner lives in Hattiesburg with her husband, John, and their two daughters, Molly and Julia. Son Taylor Satterfield lives in Flowood and has a daughter, Aubree. Son Grayson Edwards graduated from Northwest Rankin High School in 2022, and now proudly serves in the U.S. Navy.

While she has a successful career in real estate, Kim says that family and friends are what are most important to her. When she isn’t working, Kim says she and Dan like to get away to their house on Table Rock Lake near the Arkansas/Missouri state line. “It’s such a beautiful place, overlooking the lake.” They also enjoy cooking together, camping, kayaking, and attending concerts. “I can’t believe how God has blessed us.”

Kim would like to give thanks to Lyles Signature Homes for allowing her access to shoot photos at their beautiful development, Waterpointe, located in Flowood.



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▶ rising star

Written by Susan Marquez

BREAKING DOWN BARRIERS FOR HOME BUYERS



When Ella Manns met her future husband, in Barranquilla, in her native country of Colombia, she never dreamed she would one day be selling homes in Mississippi. But she and Ronnie Manns fell in love and married in 2012.

The couple lived in Laurel and moved to the Jackson area where they had their first child. "I had worked in chemical engineering when I lived in Colombia and I felt like I needed to do something to help my husband. I don't speak English well, I had no family here, and with a baby, I didn't want to work somewhere for eight hours a day."

Ella says she has always loved real estate. "I owned a home in Colombia. My husband also liked real estate." Ronnie sold his house in Laurel and went to work at Nissan in Canton. A friend at work said they should build a house together. "They built it and sold it, then they got a loan and built two more," Ella says. "Then they built three, then more houses." The houses were built all around Rankin and Madison County, including homes in Lost Rabbit, Gardens of Manship, and Kensington.

She thought that if she could get her license to sell real estate, Ella could sell the homes they built and get the commission. Yet, she was unsure because of her lack of English. She went back to Colombia to visit family and while there she read her Bible. "There is a verse in 2 Timothy 1:7 that says, 'for God gave us a spirit not of fear but of power and love and self-control.' I knew I could do it."

It was different studying for the exam in English, but Ella put her mind to it and studied for six months before taking the exam. "I passed the test the first time," she says. She got her license in December 2016 and started work in 2017.





“ I love it, and I learn more every day.”

“I began at Keller Williams, where I worked through 2021. They have a great training program and I learned so much while there. There are a lot of agents there and I paid attention. I learned something different from everyone. I am very grateful to them.”

When Ella felt she was ready to change brokerages, she prayed. “I went with Home Again Realty.” At the same time, she got her broker’s license.

For two years, Ella has been working as an associate broker in Huntsville, Alabama, and in Mississippi with colleagues to help show the houses. “I do the rest by phone or computer. I come back to the Jackson area often.” It’s not unusual for her to meet the client for the first time at the closing.

“It works for me and my clients. And thank the Lord, I have a lot of clients! I always have referrals calling me.”

The initial intention to work just to help her husband sell their houses changed when she started helping Latin friends buy their houses. “That changed my perspective working with more than a hundred clients to help them get their home dreams. The Lord showed me not only work I was able to do but gave me a purpose in my life.”

Ella says she loves it when her clients get into a house, especially first-time home buyers. “Now I’m working with second and third-time home buyers.” She works with a lot of Hispanic clients. “They can often have a hard time when trying to buy a home because of

the language barrier. I love helping my clients. It makes me feel good, and I really like to be with them the entire process. Often people in the Latin community have no credit. I help them by talking to the banks and insurance companies and doing whatever it takes to close a deal. I love it, and I learn more every day.”

In her spare time, Ella says she enjoys reading and studying, and she loves spending time traveling with her family. She and Ronnie have two sons, an 18-year-old who is a freshman at the University of Birmingham, and an eight-year-old. She also teaches Spanish in Huntsville while she grows her Real Estate career.





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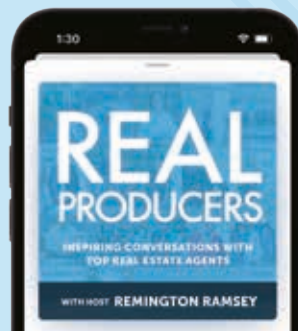
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Corey Rogers

3D Plumbing



▶ partner spotlight

Written by Susan Marquez
Photography by Abe Draper Photography

3D PLUMBING ENSURES THEIR WORK IS VALUABLE TO THEIR CUSTOMERS



We have all been to a 3D movie where you put on the special glasses and it appears as though items and people on the screen are coming towards you in, well, 3D.

To Corey Rogers, 3D has many meanings, all important enough for him to name his business 3D Plumbing. “We work on three things,” he explains. “Water, sewer, and gas. And water has three forms: solid, liquid, and gas.” But perhaps the 3D meaning closest to his heart belongs to the three daughters he had when he formed his company in August 2021. “We have had one more daughter since then,” he adds.

Born in Pennsylvania and raised in Florida, Corey had his sights set on a career in law enforcement. After graduating high school in the Tampa Bay area, he attended the University of North Florida (then St. Petersburg College) where he majored in law enforcement. “I worked as a state game warden

with the Florida Wildlife Conservation Commission. “I patrolled Cocoa Beach near the Kennedy Space Center in Brevard County,”

Although his passion was law enforcement, Corey spent a lot of his time growing up working alongside his dad, who was a general contractor. “My dad renovated homes and I did a lot with the plumbers who worked under my dad for four and a half years. We ended up having a plumbing division that did both residential and commercial work.”

Corey married his wife, Erin, and they had the first of their four daughters. “We decided to move to Maryland to be near my mom. We lived there for three and a half years and I got into commercial plumbing.” When his mom moved to Mississippi in November 2019, Corey and his growing family moved to Mississippi as well. “I worked for a residential plumbing company, where I worked for a couple of years before starting my own plumbing company, 3D Plumbing.”



Corey says that he specializes in renovations, doing bathroom and kitchen remodels as well as bathroom add-ons. “We work with a lot of contractors in the area,” he says. “We provide plumbing services for both repair and replacement.”

In addition to contractors, Corey says they do a lot of work with Realtors® as well. “We do extensive home inspections and we have a rigid checklist,” he says. “We also do sewer line inspections, which is something regular home inspectors do not offer. Knowing that a sewer line is broken before buying a home will save thousands of dollars for the homeowner down the road.”

Corey says he prides himself on customer service and he holds all of his employees to a high standard. “It is critical to the success of our company that we keep our integrity intact with our customers. We are always transparent with our customers – there is nothing hidden.” For additional protection, 3D Plumbing puts warranties on all their work, from one year to five years. “We trust our work and we back what we



do. We always want to be sure our work is valuable to our customers.”

3D Plumbing services a wide area. “We mainly work in the Rankin and Madison County areas, but we will go as far east as Morton, south to Byram and Terry, west to Clinton and Raymond, and north to Gluckstadt. We also do some work in Clinton.” No matter where the job is located in their service area, 3D Plumbing always offers free estimates.

“KNOWING THAT A SEWER LINE IS BROKEN BEFORE BUYING A HOME WILL SAVE THOUSANDS OF DOLLARS FOR THE HOMEOWNER DOWN THE ROAD.”

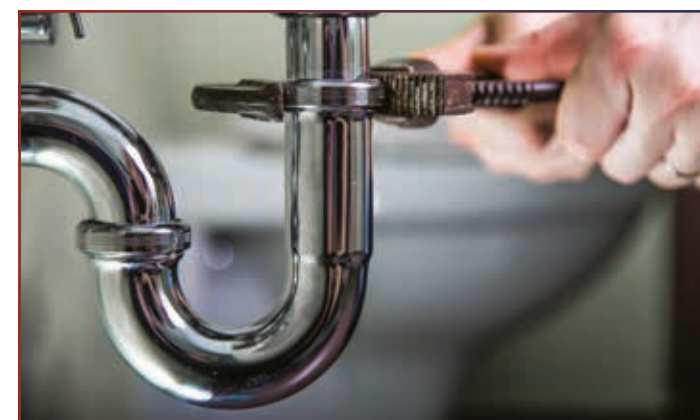
When he’s not busy with work, Corey loves spending time with his family. “Erin is a full-time mama and she does a fantastic job with our girls.” Their daughters are ages nine, five, three and one. The family lives south of downtown Brandon in a home they bought last March. “We stay busy with the girls and their extracurricular activities. They are involved in gymnastics, ballet, and soccer.” If he ever gets time away on his own, Corey says he enjoys deer and turkey hunting and playing golf. “I also enjoy doing things with our church, Pinelake Reservoir Campus.”



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Brandie Little knows a lot about communication, even with those who communicate in a different way. “I was a sign language interpreting major at Hinds Community College,” Brandie says. “I didn’t know anyone who was deaf or hearing impaired, but I had experience working with deaf children on a mission trip.”

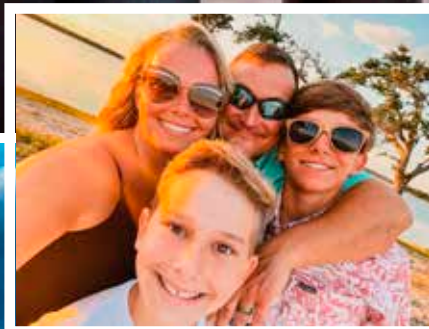


Raised in Raymond, Brandie says her church was very mission-oriented, and the first mission trip she made out of the country was to a deaf school in Honduras. “I realized then how limited we were when it came to communicating with the students there. We had to have both Spanish and sign language interpreters.”

When she graduated from Hinds, Brandie attended Mississippi College where she studied psychology and Christian studies with the intent of being a Christian counselor for adolescents.

After she finished school at MC, she went to work at Mississippi Children’s Home Services, now known as Canopy Children’s Solutions.

“When I got married and had my first child, I went home to be a stay-at-home mom,” says Brandie. After having their second child they moved from Flowood to the even smaller community of Pisgah and as her boys grew older, she thought about going back to work. “I was good at sales and



marketing. It always came naturally to me, going all the way back to door knocking in elementary school to sell candy bars for school fundraisers.” Brandie says she always seemed to know about unlisted property for sale around the Pisgah area. “People were always asking me if I knew of any properties for sale, and I usually did. My dad was a builder and a home inspector, and my husband had his broker’s license, and it dawned on me that I could get paid to sell properties.”

Without telling anyone what she was doing, Brandie began studying for the real estate exam online. “I studied in my spare time between being a stay-at-home mom and military wife. I only told my parents, my husband, and Tena Myers at Three Rivers Real Estate.” Brandie passed her exam and got her license in April 2019.

“I knew people at Three Rivers,” says Brandie. “I knew I didn’t want to go with a franchise firm. When I met with Tena, she encouraged me, but she wanted to make sure Three Rivers was the place I wanted to be. She does not recruit agents, which impressed me. The mentoring program there is very hands-on, which was perfect for me as a new agent. Because of her vast knowledge of real estate Tena keeps us out of trouble before we can get into it!”

Brandie got off to a strong start. “The day Tena received my license on her desk, I had a Facebook message from someone asking if I knew of any land for sale. I was so excited because I could actually talk to them about real estate and help them.”

One thing Tena stressed to Brandie is that no transaction will ever be the same. “I ask a lot of questions,” she laughs. “And Tena has been right. I wasn’t expecting that, but it’s what has kept me interested.”

Another thing Brandie has had to learn about is the importance of boundaries. “When I first started, my phone rang all the time and as a new agent, it’s hard not to answer the phone every time it rings. One night while trying to cook dinner, my phone was ringing non-stop. I got so frustrated, and my husband told me he had been waiting for me to burn out. I realized I needed to organize my life and remember that I had a family, and they came first.”

Now Brandie uses her communication skills to mentor and train new agents. “Outside of selling, it is the most rewarding part of my job. I love helping new agents, and I always talk to them about the importance of boundaries and work-life balance.”



Selling, however, is Brandie’s first love. “I love being an advocate for people, and it seems that the Lord is constantly sending single moms into my life. Most of my clients are referrals from people I know, and the rest come from social media. I am so grateful for each person the Lord sends my way. I know that I am often walking them through a difficult time, and I understand the importance of my role in that.”

When Brandie is not selling homes, she is staging them for other Realtors and builders through her staging company, The Staging House. Brandie is also involved in her community and serves on the Board of Directors for Mississippians Against Human Trafficking. In her downtime, she creates travel content for her social media page, Chasing Painted Sunsets. Her husband, Jeff, had his broker’s license in early 2000. “He is still in sales, but not houses,” says Brandie. He is now in IT Cyber Security.

“Jeff is retired from the Mississippi Air National Guard and has been all over the world. He had training in Hawaii once, and we chased the sunset all over the island of Oahu.” Now the family has a fifth wheel, and they love to travel with their sons, Hayden, a senior this year, and Konner, an eighth grader.



By Nita Martin

FIRST REALTOR® CAREER DAY

Attracts High School Enthusiasm



CMR held its first-ever REALTOR® Career Day on Friday, September 15th. Held at the CMR Conference Center, this event saw ten area high schools participate, with nearly 150 students attending to explore the exciting world of real estate.

The event was an unprecedented success, thanks to the moderators and featured presenters who generously shared their journey into a real estate career.

Chuck McGee (Board President), Jean McCarty (Appraiser), Alonzo Edwards (Mortgage Lender), Pam Pybas (Home Inspector), Kamesha Mumford (Closing Attorney), Felix Walker (Broker), Schneika Stokes (Real Estate Education Provider), Hynethia Richardson (Mortgage Lender), and Robert Conwill (Multiple Listing Service Officer).

Each presenter, hailing from various corners of the real estate industry, generously shared their expertise, insights, and experiences. Their collective wisdom, anecdotes, and guidance resonated deeply with our young audience. It was a day where the future met the present, questions were answered, and inspiration flowed freely. Success is a testament to the power of collaboration, mentorship, and community support. It was a day that will be remembered as the beginning of a journey for many students toward successful careers in the real estate industry. Together, we have sown the seeds of inspiration and knowledge that will bear fruit in the careers of many aspiring real estate professionals.

We extend a note of gratitude to The Rollin Law Firm and MLS United for their sponsorship. Special thanks go to Barbara Jones, CMR's Administrative Coordinator, and Nico Hopkins of The Perfect Shot.



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