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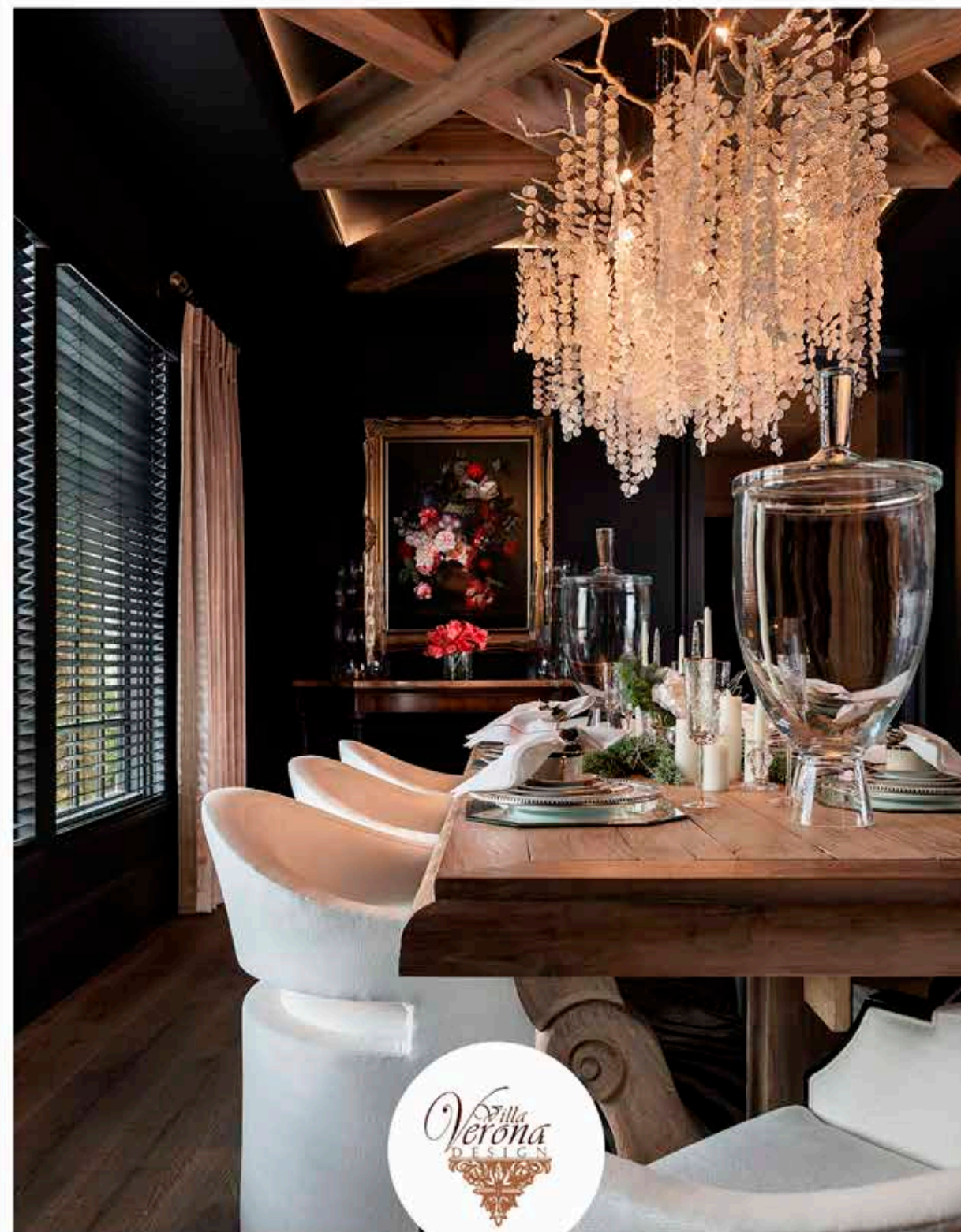
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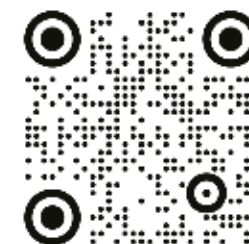
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# NOVEMBER

HAPPY THANKSGIVING

Dear *Upstate Real Producers*,

As the leaves transform into a breathtaking display of autumnal hues, and the crisp air carries the promise of cozy gatherings, we warmly welcome you to our November issue of *Upstate Real Producers Magazine*. It's that time of year again when we gather around tables adorned with delicious feasts and reflect upon the countless reasons to be thankful.

In this month's issue, we extend our heartfelt gratitude to the dedicated real estate professionals who continue to shape our industry with their unwavering commitment, innovation, and passion. Join us as we celebrate and spotlight the extraordinary REALTOR'S® who have not only risen to the top but also inspire us with their remarkable journeys.

#### Cover Feature Realtor: Betina Conway

Our cover story introduces you to a Realtor who embodies excellence in every sense. With a deep understanding of the market, an unwavering dedication to their clients, and a vision that sets them apart, Betina Conway exemplifies what it means to be at the forefront of real estate.

#### Top Producer of the Month: Holly Douglas

We proudly recognize the Top Producer of the Month, a true trailblazer in the industry who consistently exceeds expectations, raises the bar, and sets new standards of excellence.

#### Realtor on the Rise: Lynn Blanton

Discover the rising star who is making waves in the real estate world. Their fresh perspective, innovative strategies, and determination to succeed are truly inspiring.

#### Agent Spotlight: Jill Cody

In this section, we shine a spotlight on one of our hard-working agents who continually goes above and beyond to serve their clients and community. Their dedication and exceptional service deserve recognition.



#### Highlights from a Recent Event

Relive the excitement of a recent industry event where professionals came together to share knowledge, network, and foster valuable connections. We'll bring you the key takeaways and memorable moments.

#### Preferred Partner Spotlights

We're thankful for our trusted partners who support us in delivering exceptional services to our readers. Explore our Preferred Partner Spotlights to learn more about the businesses that share our commitment to excellence.

As we gather with loved ones to give thanks this Thanksgiving season, let us also express our gratitude for the remarkable individuals who make our real estate community thrive. We hope you find inspiration in their stories and insights, and we look forward to continuing our journey together.

From all of us at *Upstate Real Producers Magazine*, may your November be filled with warmth, gratitude, and the joy of sharing meaningful moments with those you cherish.

Wishing you a Happy Thanksgiving,



**Robert Smith**  
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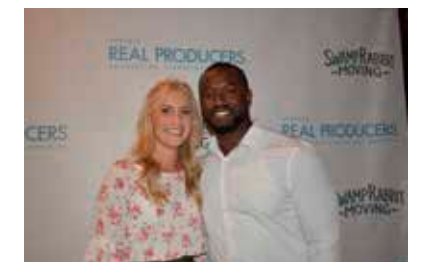




Upstate Real Producers Magazine Presents

# “REALtalk”

## Masterminds Event



### A Networking Extravaganza for Real Estate Professionals

#### Greenville, SC - May 23, 2023

On Tuesday, May 23rd, the real estate community of Upstate South Carolina experienced a game-changing event like no other. The AC Hotel Downtown Greenville’s Jasmine Hall, with its breathtaking views, served as the backdrop for the inaugural “REALtalk” Masterminds Event, proudly hosted by *Upstate Real Producers Magazine*. This event, held from 1:00 PM to 3:30 PM, was a gathering of the region’s top REALTORS®, each sharing their insights, strategies, and secrets to success.

#### A Gathering of Real Estate Titans

The “REALtalk” Masterminds Event brought together a stellar panel of industry leaders, each with a unique perspective on the world of real estate. Attendees had the privilege of hearing from Damian Hall, Carmen Feemster, Ebony Paul, Haro Setian, Jen Hubble, Olga Bridges, Emily Slabaugh, and Norell Mitchell Grissett. These seasoned professionals have collectively closed over \$300 million in sales volume and nearly 275 real estate transactions in 2022 alone.

The discussions were as diverse as the panelists themselves, covering topics such as luxury real estate, overcoming challenges, transitioning in real estate, networking beyond fellow agents, multi-generational real estate expertise,







alternative income streams, and achieving peak performance even without established connections. With such a wealth of knowledge, attendees left with invaluable insights into their own real estate endeavors.

#### Networking Opportunities Abound

Following the enlightening mastermind sessions, attendees had the chance to engage in a brief social and networking event. This provided an opportunity for real estate professionals to connect with their peers, fostering collaboration and strengthening relationships within the Upstate real estate market.

#### A Commitment to the Real Estate Community

*Upstate Real Producers Magazine* has long been dedicated to informing, connecting, and inspiring real estate professionals through

its monthly publication and social events. The “REALtalk” Masterminds Event successfully furthered this mission by bringing together top talent, enriching the local real estate landscape, and providing actionable insights for attendees to enhance their client value and business strategies.

#### Gratitude to Sponsors

The event wouldn't have been possible without the generous support of sponsors. *Upstate Real Producers Magazine* extends heartfelt gratitude to the **Title Sponsor, Swamp Rabbit Moving**, as well as **Event Sponsors Owners Choice Construction LLC and FCI Agency**.

The “REALtalk” Masterminds Event was a testament to the strength and vitality of the Upstate South Carolina real estate community. As real estate professionals

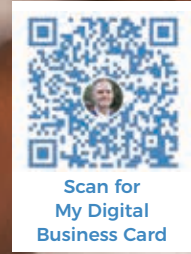


continue to navigate an ever-evolving landscape, events like these serve as a beacon of knowledge, inspiration, and connection. *Upstate Real Producers Magazine* remains committed to providing these vital resources, ensuring the success and growth of real estate professionals in the region.



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# Jill CODY



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▶▶ agent spotlight

Written By: Heather Spruill  
Photos By Jo Walter, Carolina House Shots

## THE BEST CAREER OF HER LIFETIME

No mountain is high enough to keep Jill Cody from rising to the top in the real estate game. With four years of realty know-how and reaching almost \$40 million in career volume sales, Jill has proven to be a producer who has earned her turn in the spotlight.

## REAL ESTATE WAS HER CALLING

Real estate was Jill's dream career from the start. She desired to work in a profession where she would never feel the need to retire and could call her own shots. In an industry with unceasing demand for buying and selling property, Jill knew this was the field for her. As she prepared to approach her much-wanted career, she began to linger in her thoughts on the stressors of becoming her own boss, which paused her following her dreams. Ultimately, she received three encouraging conversations from three good friends unknowingly and randomly urging her to take on the real estate industry. So, in 2019, Jill received her license and joined Keller Williams Greenville Central as an independent agent.



## BUSINESS IS BOOMING

It's safe to say that Jill and the team at Keller Williams were a match made in heaven. Although Jill calls her own shots as an agent, she is proud of her supportive team and credits her leadership for their fantastic training and willingness to help her think outside the box. They encourage her to be the best version of herself and to create the life she wants, a goal she already had from the very beginning.

From the latest job vacancies to the area's many local events, Jill is very knowledgeable about all the happenings in the Upstate. She makes it her duty to inform her clients of their potential place of residence so that they may make the best decision for themselves and their families. For Jill, knowledge is power; she loves sharing and teaching all she knows.

Jill states, "I am humbled and proud that my customers can call on me in even their most stressful circumstances. They have openly and willingly allowed me to get a glimpse into their lives, and because of that,

I worked exceedingly hard to make their transition as smooth as possible. Helping them to secure their real estate goals is also the icing on the cake. My job is to bring them to a peaceful point in their homeownership journey. I have the best career and am so grateful to be doing what I love."

Though it is easy to find oneself comparing their progress to others, Jill has proven time and time again that she is an incredible agent made for this trade. She looks forward to her future, where she can continue to fulfill her soul's desire to help the many in her community say goodbye and hello to a new chapter or newcomers find a place to call home.

## WORK HARD, BUT PLAY HARDER

Jill loves to do for her community and not just as a REALTOR®. She dedicated five years to working as a Volunteer Coordinator for the Let There Be Mom organization. This nonprofit serves Moms and Dads battling life-threatening illnesses by creating tangible legacy items for their children. It is incomprehensible to suffer an unimaginable loss at such a young age and having lost her





mother at the age of seven, it is obvious that this cause speaks to Jill's heart.

The rest of Jill's time is happily spent with her husband, Mark, a Coast Guard veteran, and their two furbabies, a dog named Georgie and a cat named Radar. The couple recently celebrated their 25th wedding anniversary on a trip to England and Paris, hence their love for traveling. They also love attending local events and watching British TV, but only from the 70's and 80's.

Jill states, "It has been hard balancing my work and personal life, so that was one of my goals for this year. I have been taking more walks, swimming laps, reading,

going to plays and musicals at the Peace Center, and painting furniture, which I haven't done in a few years."

#### HELPING MANY ALONG THE WAY

Jill states, "I define success as one ending their day saying they helped to make another person's day easier, better, comfortable, empowered, or confident."

Jill is on a mission to help those in her community and those in her field who may also struggle with confidence in their ability to do well as REALTORS®. She has a few words of advice for new agents ready to take on the industry as she has:



Jill concludes, "Show up mentally every day and be ready to work, learn, and listen. Attend every training you can and learn as much about the industry as possible. Don't compare yourself to anyone else. This career is your journey. This is a long game, so put in your time and don't give up."

Would you like to be featured in *Upstate Real Producers*? Please reach out to us at [Robert.Smith@n2co.com](mailto:Robert.Smith@n2co.com)



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# Lynn Blanton



Keller Williams - Greenwood Office  
(KW Western Upstate)

### *Taking Care of One Neighbor at a Time*

It is safe to say that Lynn Blanton has a heart of gold after having dedicated over 40 years to her community as a healthcare worker. With only three years of experience in the real estate business and a career volume of \$38 million, she is making waves in this ever-changing industry, standing out as a true contender in the Upstate market.

### *From Caregiving to Real Estate*

Lynn has loved her hometown of Abbeville, SC, for so long that she has not found another place on the East Coast that can compare. Loving her city so much meant she wanted to do her best to care for those who also resided there. So, she began contributing to a field that she felt led to be a part of the most: healthcare. Lynn graduated from Lander University with an Associate's degree in Nursing and truly enjoyed caring for people of all types of backgrounds. As a registered nurse and home health care worker for 40 years, she understood, more than anyone, the value of excellent customer service and giving her patients the best care.

### ▶ realtor on the rise

Written By: Heather Spruill  
Photos By Jo Walter,  
Carolina House Shots





After having retired from her beloved career for one year, Lynn decided to do something different: real estate. Though she had no prior experience in the field, she did have the expertise to make a person feel at home. She earned her REALTOR's license in 2020 and started her new journey with Wiley Real Estate in Greenwood. After three weeks, she decided to find other prospects as their busy three-person agency couldn't provide the extensive training she needed.

Cassie Simpson, an associate and friend of Lynn, informed her about Keller Williams Greenville Upstate and their many opportunities. Sold on their incredible training program for new agents, Lynn spent a short time at the Greenville Upstate branch

and soon after moved her license to Keller Williams Western Upstate, which was also closer to home.

Lynn's husband, Ben, retired from his engineering management position the following year and decided to join his wife in the real estate ranks. Earning his license helped to alleviate the workload Lynn had to juggle. They worked great as a team and formed Blanton Enterprises LLC in 2021.

*Business Couldn't Be Better*

Lynn states, "Meeting potential clients and residents interested in the area makes me happy and motivated to make sure they choose Abbeville. As a lifelong resident, seeing folks moving into our neck of the woods for a better lifestyle brings me joy.



“  
Build solid and friendly relationships with new and current clients. Do your best to make them feel important.”

Showing my client's property on my pontoon along Lake Secession is absolutely the best! There's nothing wrong with good small-town living.”

Lynn is proud that she finally has a career she should have had all along. Helping people, which is her passion, is what the real estate business is all about. She finds it rewarding when her clients ask for help listing their properties. Coaching them through what can be a daunting process leads them to end an old chapter, giving them the opportunity for a fresh new start.

Being her own boss allows Lynn to enjoy setting her hours and workload to her liking. Her career has helped her to meet her financial goals, setting herself up for success and a relaxing retirement as she enters her golden years. And as she continues to count her blessings, Lynn does her best to find time to give back to her community. She and her husband personally provide meals to older people in her town of Abbeville. She hopes to be one of the many who ensure that those, like her former patients, in her community have at least one of their essential needs met.

During her off-hours, Lynn spends as much quality time with Ben, their two children and their families, and their new yellow Lab, Sandy. They enjoy the beach in the summer and the mountains in the winter. And her grandchildren especially love coming to Grammy and Granddaddy's house on Lake Secession. When she has a free moment, Lynn loves to indulge herself with her adult coloring book, a hobby she has grown fond of. She also enjoys cooking and traveling.

Lynn loves what she does for a living, which gives her a feeling of accomplishment. Helping others brings her joy.

Lynn concludes, "I am grateful for all of the blessings in my life; so much so that I would love to give new agents some advice when stepping into this industry. Build solid and friendly relationships with new and current clients. Do your best to make them feel important."

Do you have a tip you would like to share with your fellow Realtors? Reach out to us at [amy.porter@n2co.com](mailto:amy.porter@n2co.com)



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» cover story

# Betina

PREISLER ■ CONWAY

ALLEN TATE

Written By: Elizabeth McCabe ■ Photos By Jo Walter, Carolina House Shots

## Gratitude + Positive Attitude = Success

“Behind every successful person is a substantial amount of coffee and chocolate,” jokes REALTOR® Betina Preisler Conway. Betina, who started her own team – Betina Conway & Associates – at Allen Tate Realtors, is just shy of \$70 million for her personal career volume with over \$22.5 million in sales last year.

A strong and fiercely independent woman, Betina earned her SC real estate license in 2018. Her brother-in-law, who resides in Denmark, was a Broker/Owner of a huge real estate company, which led to conversations about real estate.

“I was intrigued. I thought it sounded so wonderful to help people with the biggest transactions in their lives,” says Betina.

## Starting from Scratch

The road in real estate wasn't easy. Betina explains, “When I started in real estate, I had just moved to the Upstate. I knew absolutely no one. I've always been used to spending my days getting my kids to school, going home and taking care of our horses, riding and training, and doing the farm chores. So it was difficult to figure out how to be outgoing, as a natural introvert.”

Fortunately, this perplexing problem solved itself. After getting her license, Betina got her first listings only days



afterward. “I was so nervous going on that listing appointment,” she says. “I decided not to talk about real estate at all, because I really felt I did not know anything.” Even though her clients had interviewed three other agents, they chose Betina. Through this experience, she learned it was best to just be herself. Her authentic nature resonated with people.

Real estate required a lot of hard work, but Betina was up for the challenge. She figured out how to do the paperwork and use MLS, researching a lot. “I read every line of every real estate document,” she says. Spending countless evenings and late nights studying paid off.

“It just snowballed from there,” smiles Betina. “I found out I loved helping people. I was so lucky that these first clients were so amazing and appreciative, and they recommended me to friends.”



## Rise in Real Estate

Starting in September 2018, Betina began as a solo agent with a franchise brokerage before switching to a boutique brokerage in 2019. In the summer of 2019, she discovered her niche at Allen Tate. After starting as a solo agent, she started her own team, Betina Conway & Associates in 2021.

“I chose Allen Tate as my brokerage because of their professionalism,” explains Betina. They prioritized their clients' needs and were serious about the business of real estate. She has a lot of respect for Mark Bardo, who was the regional CEO of Allen Tate when she joined the brokerage. “He has been a tremendous support for me; he is very knowledgeable and always available to support and guide me. I do think the world of him,” she says.





“

I AM STILL LEARNING AND BUILDING. THAT IS EXCITING TO ME.

An award-winning real estate agent, Betina is proud of her accomplishments in real estate. Not only was she the first agent in her office to receive the Red Penguin award, but she has received the Top Performer award every month. Each quarter, she has made VIP status. Not to mention earning the Legends Club award and Presidents' Circle award. Betina is eager to be the best real estate professional she can be, which is evident in her continual quest for knowledge.

#### Quest for Knowledge

One thing that sets Betina apart is that she continues to grow in her knowledge of real estate. She's always passionate

about continuously learning and growing her business. "I am extremely competitive by nature and ambitious," she says. "I am still learning and building. That is exciting to me."

Just as she spent hours in the beginning of her career learning the ropes of real estate, she continues to do so now. Her quest for knowledge helps her to stay on the cutting edge of real estate, serving her clients with her expertise.

Betina also uses her knowledge to help others. She comments, "I am also always available to help new

agents and have been on many appointments with new agents to assist them. I answer any questions they may have at any time; I make myself available."

#### Creating Happiness

Betina finds real estate rewarding, especially making her clients happy. When they find their dream home, it makes "all the difference in the world" to her. Betina goes above and beyond for her clients to match them with the right property.

"I have countless alerts set up on various property sites to make sure I serve my clients in the best [way] possible by weeding through listings and finding the best possible matches," she explains.

#### Family Focused

Betina has a heart of gratitude for her family. She is married to her husband, James Madison Conway V, aka Jesse, who is a retired Army helicopter pilot. He went to Clemson to become a landscape architect after retiring from the Army. Betina adds, "He is also an amazing real estate photographer. He supports me and our girls in everything we do."

James and Betina have two daughters, Cecilie Natascha (24) and Isabella Madison (13). Cecilie went to Denmark after high school for college and met her boyfriend Simon. She stayed in Denmark after graduating with honors. Currently, she works in logistics and Simon is the

CEO of that company. "We travel home to Denmark a couple times a year to spend time with them, and my two sisters Winnie and Jannie and their families," explains Betina. Once or twice a year, Cecilie and Simon come to the United States to visit.

Betina is very proud of her daughters. Her younger daughter, Isabella, is super intelligent just like her sister and always happy. In her free time, Isabella enjoys singing and playing bass guitar, with private lessons twice a week.

#### A Heart for Horses

When Betina isn't working, she loves horses. "I've been around horses my entire life, and they are a huge part of my life, and our family," she smiles. Her daughters have followed in her footsteps with their love of these majestic animals.



"Our oldest daughter Cecilie is a show jumper and is competing in Denmark, with her Warmblood Flying High OMHG. Isabella has also been riding her entire life on her Welsh pony Kappa. We flew Kappa over here from Denmark, along with my Danish Warmblood Stern DV DK and my Trotter Bananas," says Betina.

An avid rider, Betina even had a terrible riding accident causing two discs in her neck to collapse. It was fixed with surgery and she got back in the saddle again, eager to ride. She is planning on buying another horse facility. She also supports horse rescue, a cause near and dear to her heart.

#### Advice from a Top Producer

Betina's advice to up-and-coming real estate professionals is to be authentic, work hard, be honest, and never stop learning. She emphasizes the importance of treating everyone with kindness, respecting others, and always prioritizing clients' best interests. This advice served her well through the years.

#### A Grateful Heart

In looking over her real estate career, Betina wants to be remembered for her gratitude and appreciation for everyone in her life, and for her unwavering commitment to integrity and kindness. Betina's passion, hard work, and relentless pursuit of excellence have made her who she is today.

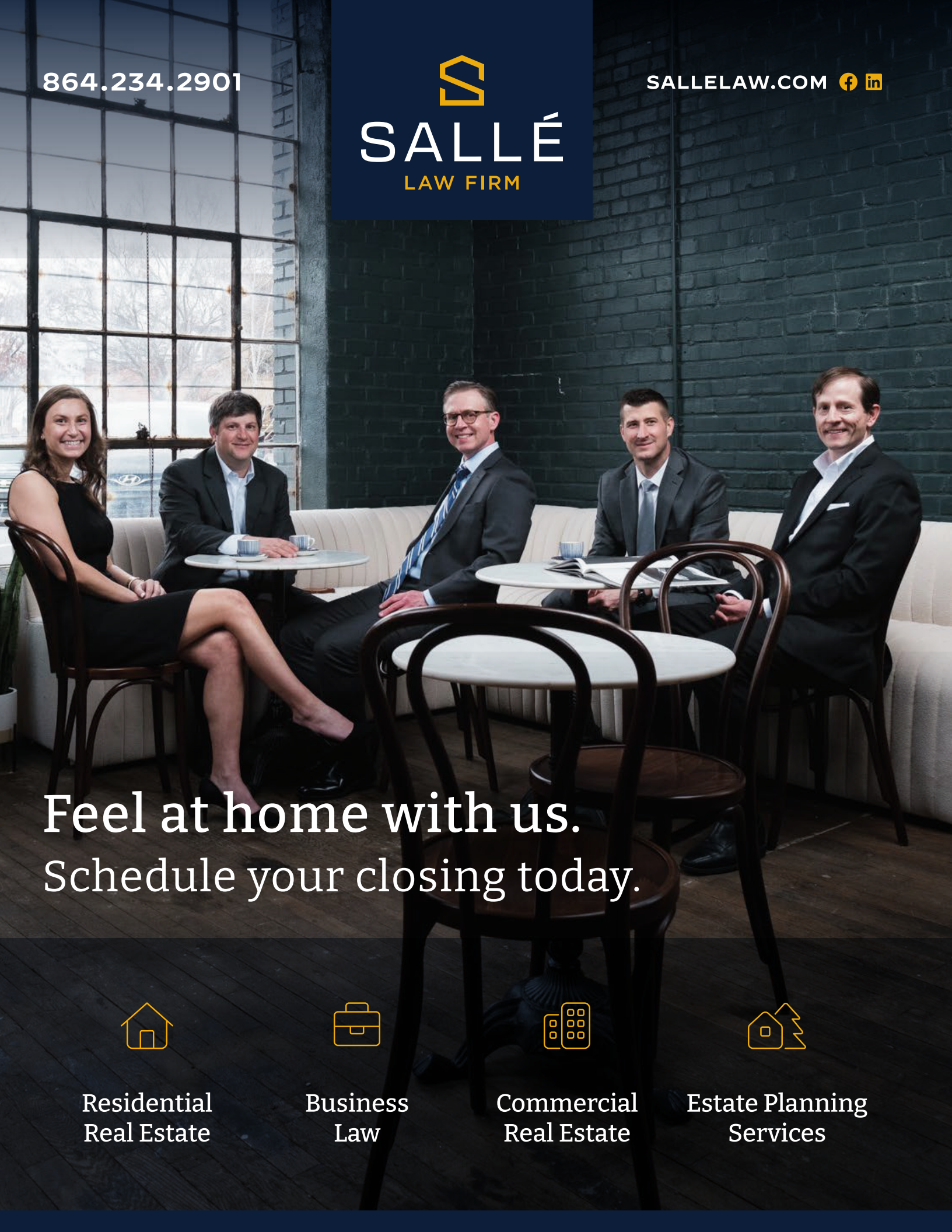
She has not only achieved remarkable success but has also enriched the lives of those around her through her kindness and generosity. Best of all, she is passionate about her profession. She concludes, "I love my job, and I don't think anything can make me change that."



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Written By: Heather Sprull  
Photos By Jo Walter, Carolina House Shots

**PRO-TECH INSPECTIONS**



Over the last seven years, Pro-Tech Inspections has proven to be a powerhouse not just in the local real estate market, but across the country through the development of its brand and innovation within the home inspection industry. As the founder, Dave Adams is committed to providing their clients with an easy-going and informative experience while implementing emerging technology, proving that the company is here to stay. In addition, he and his team of inspectors are early adopters of merging technology to increase and improve the information made available to their clients. As a result, the team is well-recognized as one of the country's most modern and forward-thinking inspection companies.

**A Dedicated Innovator and Team Player**  
Dave's first introduction to construction was with his father, who worked in the industry during the early stages of what is now called modular housing, structures that are built offsite and, later, transferred and "married" on site. His dad is also a firefighter and continues to serve his community at the young age of 75.

Beginning his adult life as a firefighter and paramedic in 1991, a line-of-duty injury resulted in Dave leaving the fire service eight years later. Soon after, he spent a number of years working with the federal government, including services with the DOJ, DOD, FBI, and the CIA, overseeing communications and IT projects related to chemical weapons and counterterrorism post-September 11, 2001, until 2011. This work then led him to work for the NASCAR

Nextel Cup Series, where they designed and built Cell on Wheels (COW). In addition, he worked with NASCAR and IndyCar, including the teams, and broadcast partners such as FOX, ESPN, and NBC, to develop two-way radio systems and implement digital radio communications. These career moments led to many notable designs and recognitions of his work in the sports entertainment industry. Towards the end of this chapter, Dave completed his final project: inspecting the design/build process at Daytona International Speedway for the Daytona Rising project. By 2016, he had successfully inspected over \$15 billion of light, medium, and heavy construction.

With his years of experience in construction, having worked on numerous design and building projects, third-party construction inspections, and site monitoring, he founded Pro-Tech Inspections in 2016.





Dave states, "Continuing education and early technology adoption is the key to our business. However, you cannot fix people problems with technology. Our focus is, and will always be, the people - those we serve, those who refer, and those with whom we have the privilege of working with."

Dave and his team's goal is to implement and assist in the development of technology by implementing the best practices and developing and beta-testing new technology in the home inspection industry. He celebrates his company as the only service in the Upstate on every form of inspection possible. Because of the steadfast commitment to the internal growth of their team and offering unique technology to their clients, he has been able to build a one-of-a-kind business with a well-rounded and talented staff.



Pro-Tech Inspections takes pride in living by the company's core values: persistence, integrity, trust, accountability, and prudence. They put forth their best efforts to deliver a premium, professional service for reasonable fees professionally. His employees train from a client's point of view - to better understand the client's perspective and provide an experience rather than just a home inspection.

Dave has conducted training for the Home Builders Association of Greenville and can regularly be found teaching Free Fridays at the Greater

Greenville Association of Realtors. In addition, he has built businesses over the last seven years with revenues projected to exceed \$4 million in 2023, after completing the sixth year of double-digit growth in inspection counts and annual revenue and eclipsing \$2.4 million in 2022. Currently boasting 14 inspectors and a team of 20 as of June 2023, Dave's current projects and industry innovations include the launch of a home maintenance company, Bee Free Home, and a next-generation lead gen community connecting Home Inspectors, Contractors, Tradespeople, Professionals, and REALTORS® through a unique marketing and networking service brand called Referral Tap.

Being the adrenaline junkie he is, Dave is passionate about storm chasing. He works with NOAA on

a research team in the Midwest, collecting data from probes and post-tornado impacts. Then, he puts on his inspector hat, analyzes the damaged homes from those storms, and partners with his research team and the International Codes Council to develop better building codes for single-family residential construction to protect life and property.

Working hard with others is important; however, the most amazing aspect of this growth and leadership can best be attributed to the Pro-Tech Inspections team. Dave would not allow this article to focus on him, but instead insisted it is the team, the individual people, and their individual traits that combine to make Pro-Tech Inspections the special place that so many Realtors in the Upstate and Charleston have come to trust and respect.

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▶ top producer

Written By: Amy Porter  
Photos By Jo Walter, Carolina House Shots

# HOLLY DOUGLAS

## CLARDY REAL ESTATE

### BUILDING DREAMS, ONE HOME AT A TIME

Meet Holly Douglas, a remarkable Real Estate Agent with Clardy Real Estate, Inc., whose journey through the world of real estate has been nothing short of inspiring. At the age of 34, she combines her roles as a wife, mom, Christian, associate broker, avid reader, Crossfitter, and former University of Tennessee Lady Volunteer student athlete into a career that she's truly passionate about.

### THE PATH TO REAL ESTATE

Holly embarked on her real estate journey in 2014, leaving behind the nonprofit sector. Inspired by Jon Acuff's book "Quitter," she and her husband set out on a quest to find happiness and meaningful work. Holly's love for architecture and a desire to serve others led her to discover her perfect fit in real estate.

### A JOURNEY OF GROWTH

Holly's real estate career began in Greenwood, SC, working with Jason McClendon at McClendon Realty. Her early experiences solidified her passion for real estate. When she moved to Oconee in 2017, she earned her associate broker's license with plans to open

a branch of McClendon Realty. However, her path took a different turn, and in 2018, she found herself joining Shane, Kelly, and the team at Clardy Real Estate.

At Clardy Real Estate, Holly found a sense of home and a shared vision. She admires Shane for building an environment based on trust, excellence, and people-first priorities. Holly values the supportive atmosphere and family-focused culture at CRE, where she feels not just like a colleague but part of a larger family.

### IMPRESSIVE CAREER MILESTONES

Over her career, Holly has facilitated transactions amounting to an estimated \$45 million, though she notes that Greenwood was a smaller market during her tenure. Last year alone, her total volume reached an impressive \$7.6 million.

### MENTORS AND INSPIRATIONS

Holly credits her success to two inspiring women, Myra Ketterman and Denise Mock. Denise coached her in business, emphasizing networking, client care, and the importance of setting boundaries. Myra mentored her spiritually and encouraged her in her personal and





professional life. Holly mentions that she is so blessed to have these two ladies still in her life today to mentor her.

#### OVERCOMING CHALLENGES

Starting fresh in real estate twice, once when moving from Pennsylvania to South Carolina and again when relocating within South Carolina, presented its challenges. However, Holly embraced the power of networking and serving others, proving that determination and resilience can lead to success.

#### A PASSION FOR CLIENT CARE

Today, Holly is deeply passionate about caring for her past clients and referral partners. She believes in expressing gratitude and offering valuable insights to those who have chosen her, fostering long-term relationships and often resulting in referrals and repeat business.

#### THE MOST REWARDING ASPECT

For Holly, the most rewarding part of her career is witnessing her clients' long-term goals come to fruition. She cherishes the friendships formed through real estate and the trust placed in her during life's ups and downs.

#### THE FUTURE OF REAL ESTATE AND BEYOND

Looking ahead, Holly and her husband are passionate about real estate investment, which complements her career perfectly. Their dream property, a 54-acre slice of paradise, came into their lives through real estate dealings and shifted their priorities in an unexpected yet beautiful way. It is a dream come true and totally a God orchestrated event.



TODAY, HOLLY IS DEEPLY PASSIONATE ABOUT CARING FOR HER PAST CLIENTS AND REFERRAL PARTNERS.





### A HEART FOR COMMUNITY

Outside of her real estate endeavors, Holly supports Leadership Oconee County, a program she joined upon moving to the area. She values its role in connecting people and fostering a sense of community. With Leadership Oconee County there's a community service component to each class and that was a special time to come together and bless our county. She is still on the advisory committee and is so thrilled the program has come back to life after Covid. Leadership Oconee County is a chance to take people behind the scenes in Oconee.

### FAMILY AND HOBBIES

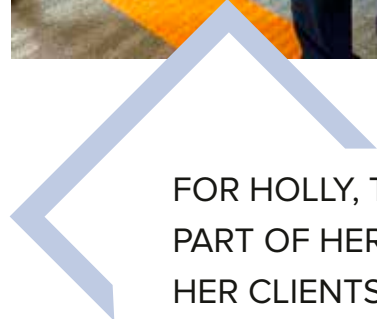
Holly's family, including her husband Nathan, daughter Tessa, and son Crosby, share a love for the outdoors, Crossfit, and quality time spent on their land. They are a close-knit unit who enjoy soccer, working out, and visiting extended family in Pittsburgh and Knoxville.

### BEYOND BUSINESS

Beyond her real estate career, Holly's interests include reading, Broadway, vinyl records, and language learning, with a focus on Spanish and Russian.

### DEFINING SUCCESS

Holly defines success as making her family proud, honoring God, and serving others. Her ultimate goal is to bless others financially and through her investments, nurturing new dreams and opportunities.



FOR HOLLY, THE MOST REWARDING PART OF HER CAREER IS WITNESSING HER CLIENTS' LONG-TERM GOALS COME TO FRUITION.

### A LEGACY OF SERVICE

When asked how she wants to be remembered, Holly's response reflects her servant's heart. She hopes to be remembered for loving others well, leaving her town better than she found it, and embracing change and innovation.

### IN CONCLUSION

Holly Douglas is not just a successful Real Estate Agent; she's a team player who believes in winning together. Her journey from a walk-on athlete to a top-performing Realtor mirrors her resilience and determination. With a heart for service and a vision for community, Holly Douglas is a remarkable presence in the world of real estate.

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"They're not just willing but eager to answer our calls and tackle our questions on a multitude of fronts. With multiple offices across the upstate, they consistently ensure that we close on time and at a location that's convenient for us. What sets them apart is that they're not merely our real estate attorneys; they've become our trusted friends and invaluable guides in delivering top-notch professional service to our clients. They're the secret ingredient that makes every real estate venture feel like a winning partnership."



**Jen Hubbell**  
Keller Williams Drive

"I believe in partnering with people who do things well. Professional attention powered by heart driven care. From the front desk to paralegals to top-notch attorneys, Guest and Brady is the best. As a top agent, it is very important to me that my clients and I feel valued and Guest and Brady does not let me down. They are quick to answer questions and respond and help me solve problems that arise. I am honored to work with them!"



**Laurie Hughes**  
Bluefield Realty Group

"Kevin Brady of Guest and Brady is a committed Christian whom I have had the pleasure of knowing for 15 years. As a firm, they roll out the 'red carpet' and treat me and my clients like royalty! They have snacks and beverages available and nice, comfortable rooms to do our closings in. It's like walking into a Real Estate Spa! My business matters so much to Kevin that I have been invited to multiple dinners with his office staff, as well as events the firm does to show appreciation for their loyal realtors."



**Alexandria Dougherty-Ferreri**  
Bluefield Realty Group

"As my preferred closing team, they consistently exceed expectations and provide exceptional service to our clients. They are committed to the entire real estate process, showing effectiveness through clear communication, prompt action, accountability, and unwavering integrity. They always remember that together we are serving real people with real needs, and their dedication to our clients continues long after the transaction is complete."



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