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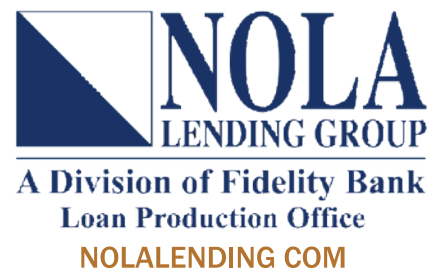


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▶ publisher's note: dees hinton

TIME TO THINK

about Finishing Strong!

Fall is finally here! It's a favorite time of year for many of us. Cooler weather, football and we are settled into our fall routine.

In many businesses, Fall is also a time when there is a lot of talk of *Finishing the Year Strong!* Finishing strong is the attitude of believing you can do something and having the courage and determination to see it through to the end.

Experts have many opinions on how this can be accomplished, but here are a few ideas that can be tailored to your business:

- Revisit and reevaluate the goals you set at the beginning of the year.
- Set new goals of things that can be accomplished in the time remaining and make a plan.
- Be bold and relentless. It's important to stay determined.
- Don't be afraid to say "no" to things that will distract you from reaching your goals. Remember each day counts.

At *Central Mississippi Real Producers*, we have tools and connections that help businesses finish the year strong.

Real Producers has developed a revolutionary platform that brings together top real estate agents and businesses in communities all over the nation. We break down walls and build relationships between top industry agents and trusted vendors. These relationships mean smoother transactions for our Realtors® and more business for our Preferred Partners. Contact us for more information on how we can help you finish strong this year!

DEES



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- Oct. 12 Cody Bellipanni
- Oct. 14 Jake Clarke
- Oct. 15 Barbara Richardson
- Oct. 20 Anna Kathryn Stewart
- Oct. 23 Wendy Hutchins
- Oct. 25 Cindy Johnston
- Oct. 27 Stephanie Williams

▶▶ top producers



Edwayne & Layla HUTTON

Written by Susan Marquez | Photography by Abe Draper Photography

Only six years into their real estate career, Edwayne and Layla Hutton are the brokers and owners of Local Real Estate in Flowood. They started their venture in 2017, building a vast portfolio of real estate businesses.

Growing up, Edwayne watched his dad build his own insurance business. He was always motivated to work for himself and to become an entrepreneur, and so he followed in his father's footsteps, taking over his insurance brokerage after graduating from Northwest Rankin. "I did that until 2017, when the insurance business began to change," he says. "We had always bought and sold properties when I was growing up. I helped my dad develop land on Holly Bush Road, and that's when I started to love real estate." During his career in insurance, Edwayne drove all over the state. "I needed a change and real estate was a similar career choice for me."

Edwayne studied online and took the real estate exam. He got his license in 2017. "I did it for a year before realizing how great this would be for our family."

His wife, Layla, had been working in the dental field for nearly 13 years at the time. "I was the office manager for a dental practice that had four locations." As the kids grew older, she began missing out on important things. Edwayne believed Layla would excel in real estate as well, due to her strong work ethic, social skills, and management expertise. "He surprised me by signing me up for classes," she says.

Layla had always wanted to grow and do more professionally, but she felt real estate was initially Edwayne's dream. "However, once he got into it, his dream quickly became ours." Layla went to class at the Real Estate Institute and got her license in 2018.

Layla and Edwayne were high school sweethearts and have been married for 20 years this coming June. They truly enjoy spending each day working together and running their own brokerage, Local Real Estate in Flowood, which they started in March 2021. The agency now has twelve agents and a full-time office manager.





“We bought the building we are in now on Grants Ferry Road, across from Sonic,” Edwayne says. “We totally renovated it and opened it a year ago. We have had people call us and thank us for investing there. It was a dilapidated building that people hardly noticed, and we gave it life again. The response from the community has been great. We want to continue giving back to the community any way we can.” In addition to residential, the company handles commercial buildings, land, and even Airbnb’s. “We own many rental properties, commercial buildings, and restore and flip homes.”

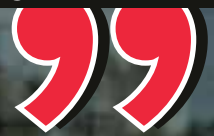
Edwayne says they are constantly on the go, trying to find what the next big real estate project may be. “We help people with the biggest investment of their lives, which is a big responsibility for us.” Layla adds that they have clients who call them even after closing. “If something goes wrong, we are their go-to. We want them to know we are here to help even after we leave the closing table.”

Edwayne and Layla do all aspects of their business together, “All of our clients know they have us both, which they really seem to like.”

The couple have three children, an 18-year-old daughter, Laya, who attends Ole Miss, and two sons, Zane and Brodie, ages 16 and 14, who attend Hartfield Academy. “The boys are our helpers,” says Edwayne. “They do everything from drive stakes in the ground to shampoo carpet. I feel like our youngest may end up following in our footsteps.” In their spare time, Edwayne and Layla enjoy doing volunteer work. “We are involved in the Flowood Chamber,” says Layla. “We won the team spirit award at the Chili Cook-Off, and we participated in the



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At their home in Audubon Point at the Reservoir, Edwayne and Layla enjoy hosting parties for family and friends. “Our house is where all of our family gathers, where we love cooking big meals together,” says Layla. Boating on the Reservoir is among their favorite things to do. Edwayne also enjoys hunting, fishing, and golf and Layla enjoys playing the bass guitar.

The couple has been recognized for their success in the industry. Edwayne and Layla were voted one of Top 5 REALTORS Red Carpet Best of the Best in Rankin County four times running by the Rankin Chamber and Edwayne was voted Top 40 Under 40 by Hometown Magazine. “It has been an honor to be nominated by our community for doing what we love and will continue to represent them well.”




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HONEI & CORY PAULK



► rising stars • Written by Susan Marquez Photography by Abe Draper Photography

For nearly twenty years, Honei (pronounced Honey) Paulk worked as a paralegal. Her husband, Cory Paulk, worked as a safety consultant in the oil and gas industry - fourteen days on, fourteen days off. "Prior to that, he farmed for ten years," says Honei. The couple, both from Louisiana, have been married for 13 years.

Now they work together selling real estate in Mississippi. The road to real estate was a natural one for both. "We bought our first investment property ten years ago in Louisiana," Honei says. "We later bought some rental property and realized that was something we enjoyed doing."

Ready for a change, the couple sold their home in Louisiana and had a real estate agent looking for a home for them to buy near the beach. "My mom and stepdad have lived in this area a long time and she really wanted us to move to Mississippi." Honei says God shut the door to a beach house and the couple moved here.

With three of their four children having graduated from high school, the couple decided it was time to do something different. "Cory has always been interested in being a real estate agent," says Honei. Deciding to join him, they jumped in feet first. "We went to Biloxi for two weeks to go to real estate school. We both got our license in Mississippi in December 2019." Cory also went ahead and got his Louisiana license, so he is able to serve his land clients in both states.

They went with Hopper Real Estate after interviewing several brokerages. Cory got into real estate primarily to sell land, as he is an avid outdoorsman. "We chose Hopper because they have such a big land presence, as well as residential, which is what Honei wanted to do," he says. "We have not regretted it," says Honei. "We love Paul, Allison and Mary Ann."



Even though they landed in a good place, they started their careers in real estate just ahead of a worldwide pandemic. "Covid hit about six weeks after we got our license," recalls Cory. "It was a tough time for us. We were not established and networking with potential clients was difficult during that time. We knew it was going to be hard, but not that hard." They persevered and today their business is going great.

While Cory does deal in land, "We also work together in residential sales," he says. Honei says it works well because people tend to gravitate to one or the other, so whichever one the client seems to gravitate to takes the lead. "I think that by us being a couple working together, it puts other couples at ease."

While their start in real estate was a bit rocky, Honei and Cory are doing well now. Both credit the skills they gained in their former careers to helping them become good real estate agents. Honei has the

“

WE WORK TO MATCH THE RIGHT HOUSE TO THE RIGHT PERSON, AND **WE HOPE THEY FALL IN LOVE WITH IT.**



legal skills from being a paralegal to understand the contract side of things. “I’m a checklist kind of person. Buying a home is the biggest transaction most people make in their lives. People want to know you are on their side.” Cory has skills dealing with a lot of regulations, as well as selling skills from a year of selling oilfield tools. Those skills certainly help when working on a real estate deal.

“I was attracted to real estate because I wanted to do land transactions,” he says. “I love being outdoors. But helping people buy a home is something I enjoy as well. I like helping people and we particularly like first-time home buyers. Everything is so new to them and it’s a big step for young people. We try to make it easy for them and they really appreciate it. That makes us feel good.” Honei says it’s like being a matchmaker of sorts. “We work to

match the right house to the right person, and we hope they fall in love with it.”

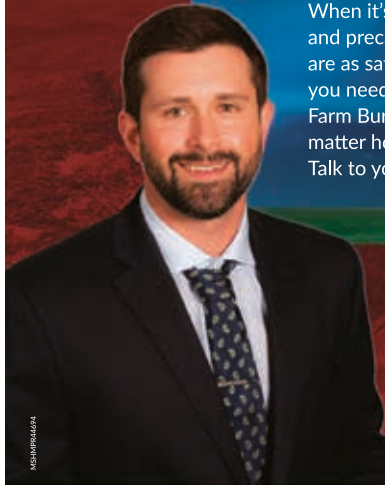
Cory and Honei’s children include Savannah (25), twins Grace and Gage (22) and Marleigh (16). Savannah lives up the road, which is great for Cory and Honei, because she has their first grandson, Carter, now two.

“We like the freedom and flexibility real estate provides, so we can travel and visit family,” says Honei. Active members of Parkway Church, both Cory and Honei enjoy doing volunteer work there. Traveling is something they both enjoy. “I love all things beach, but we also love a good trip to the mountains.” Cory says in his free time, he enjoys going hunting and fishing at both the reservoir and on the Coast.



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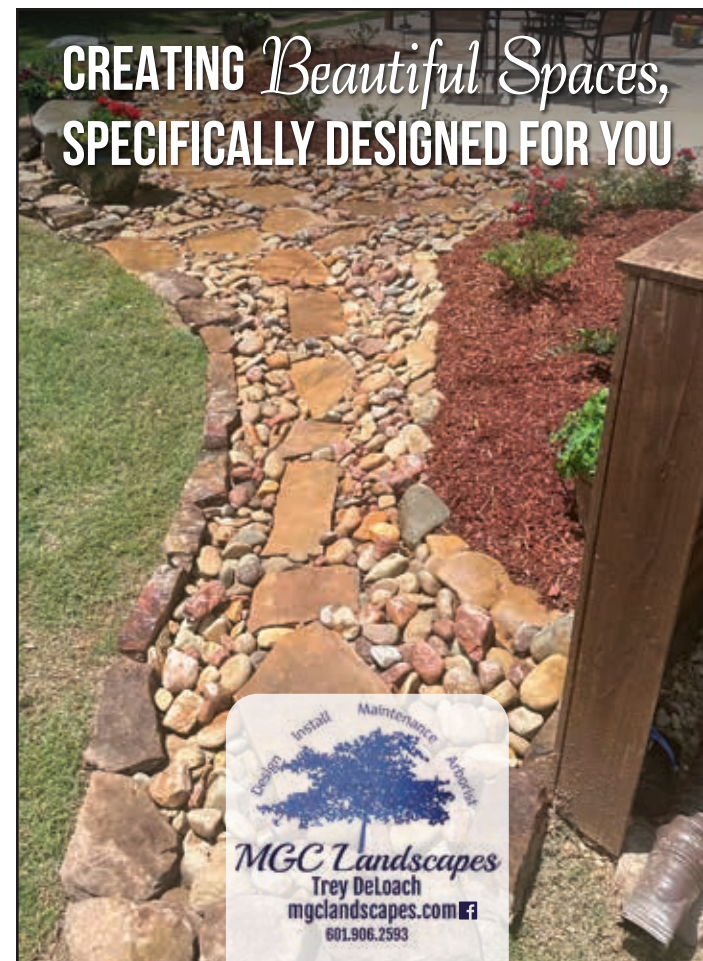
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DYLAN ANGLIN

Written by **Susan Marquez**
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ANGLIN PLUMBING SERVICE

▶ partner spotlight



Dylan Anglin was raised in Flowood, not far from Brandon where he has his business, Anglin Plumbing Service. "I went to Northwest Rankin High School where I was on the swim team," he says. "I also played soccer." At Holmes Community College, Dylan served as manager of the soccer team, a position that provided him with the foundation for organizational management.

Always a hard worker, Dylan began working when he was 16 years old. "My mom told me I had to get a job." After completing his studies at Holmes, Dylan headed to Starkville where he attended Mississippi State University, majoring in business.

As Dylan matured, he realized he needed to make a solid career move. "I knew I wanted more in life." A friend encouraged him to give plumbing a try. "I did and I was surprised at how much I liked it."

For seven years, Dylan worked for other plumbing companies, learning all he could about the profession. He picked up different skills with each plumber he worked for. "I specialized in water heaters. I really like working

with tankless water heaters. I love installing them and performing maintenance on them. There are a lot of moving parts, and it's really satisfying when it all comes together."

Dylan has always been a committed person. "When I put my mind to something, I stick with it." In Mississippi, a person must have five years of experience and pass an exam to be a certified plumber. Dylan passed his exam the first time he took it.

Dylan's family is very prominent in business as well, with many family members having successful businesses that paved the way for the start of his own company. "I always knew I would start my own company one day and when I discovered I was very good at

plumbing, I just knew one day I would have my own successful company. Entrepreneurship is in my blood.”

In June 2022, Dylan took the leap and opened his own business, Anglin Plumbing Service, in Brandon.

Laughing, he says that people don’t really think about plumbing until it doesn’t work. “When toilets don’t flush, water heaters leak, or systems back up, it becomes a priority. I like helping people when they are in need. It kind of makes me feel like a hero sometimes.”

In addition to repairing and replacing water heaters, Anglin Plumbing Service also replaces sewer lines, including excavation services. “We also work with some of the lead general contractors in town to do remodel work.”

In the beginning, Dylan worked the company on his own. But the high demand gave him the opportunity to expand. “Now I have three trucks



and four employees, one being my little brother, Brooks, who is trying to follow in my footsteps. I take pride in that.” Providing a wide array of services is what molds the Anglin team together, helping them to stand out in their field.

It’s impressive that Anglin Plumbing Service has such a large number of good reviews on Google that generate business. “My company already has over 100 five-star reviews within our first year of business! It is an amazing feat that is not easily accomplished,” says Dylan. “That high review status makes it easy for new customers to call me due.”

Working with Realtors® is something Dylan really enjoys. “When I do work with real estate agents, I do a lot of camera inspections through sewer drains.” Dylan appreciates the time-sensitive nature of getting a job done quickly. “I know many of them are trying to get to closing, so when we get an inspector’s list, we act on any plumbing issues as soon as possible, usually the next day, while also bringing all the plumbing up to current standard plumbing codes.”

All in all, Dylan says his work is very gratifying. “I say I like to make the world a better place one pipe at a time!”

When he’s not busy helping people with their plumbing issues, Dylan says he enjoys spending time with his fiancé. “We have a baby on the way, due in March,” he says. “We love to travel and experience new things together.”



“
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Dees is the owner of *Central Mississippi Real Producers* and has been connecting and telling people's stories for over 4 years. As a host, his expertise in relationship building offers a more personal look into the real estate world. Co-Host Gingerlyn owns



and operates a local design business "G Design". She has been working closely with many agents and partners in the Real Estate community for several years. Her connection to the industry and passion for telling guests' stories brings an intriguing interview.

In the first Podcast episode "It's A Dees Thing", Dees and Gingerlyn walk through the story of how Dees started *Central Mississippi Real Producers*. The next episodes are captivating interviews with top agents Teresa Renkenberger, Rashida Walker, and Drew Jackson as well as Preferred Partner JR Crowley with Steady Home Maintenance. New episodes that you will not want to miss are being released regularly!

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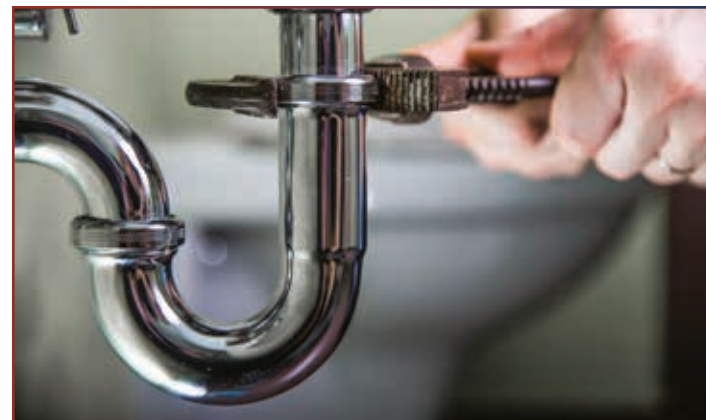
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