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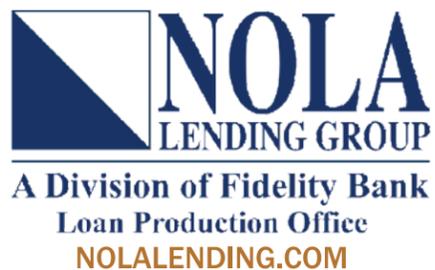


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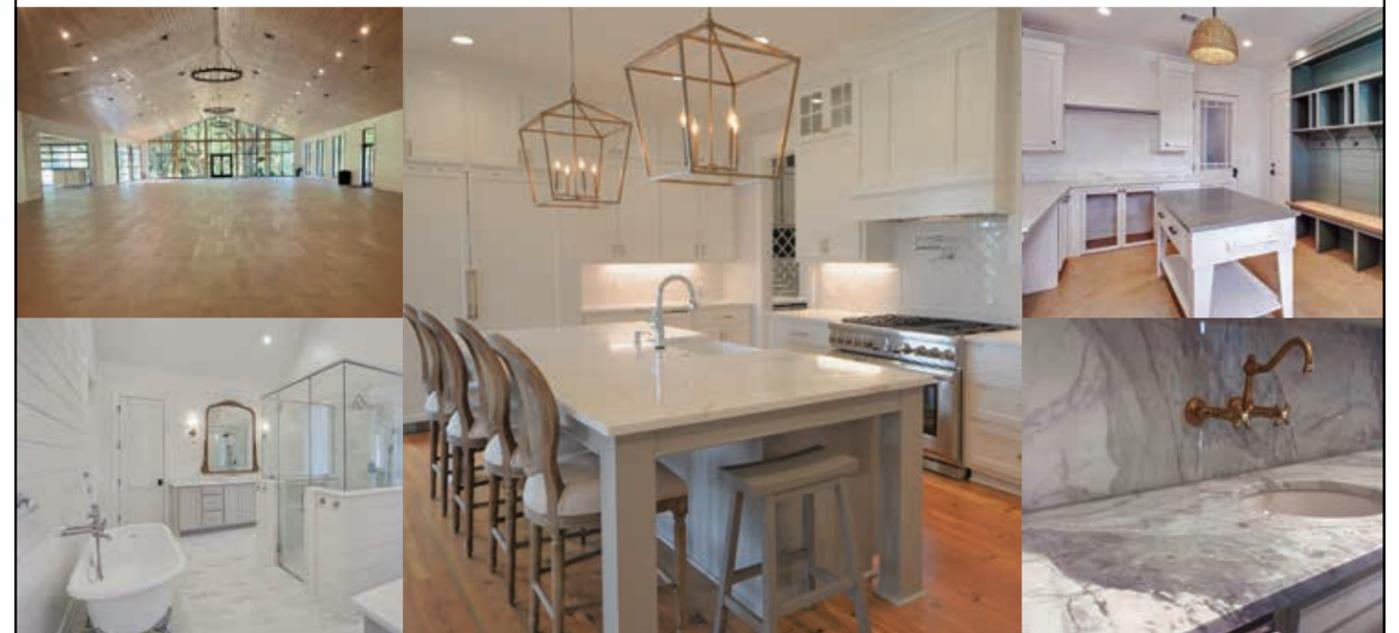


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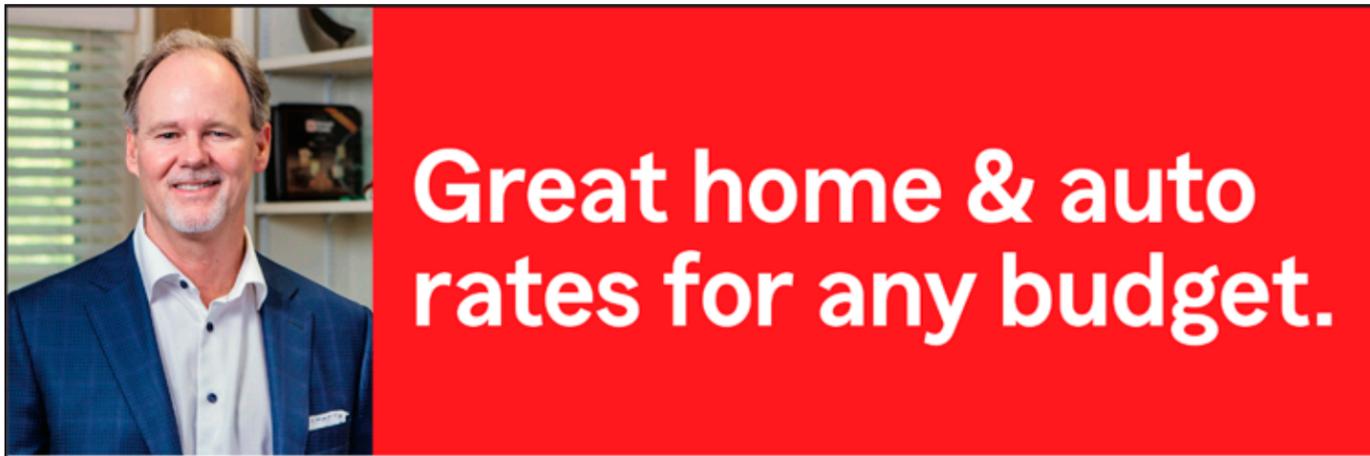
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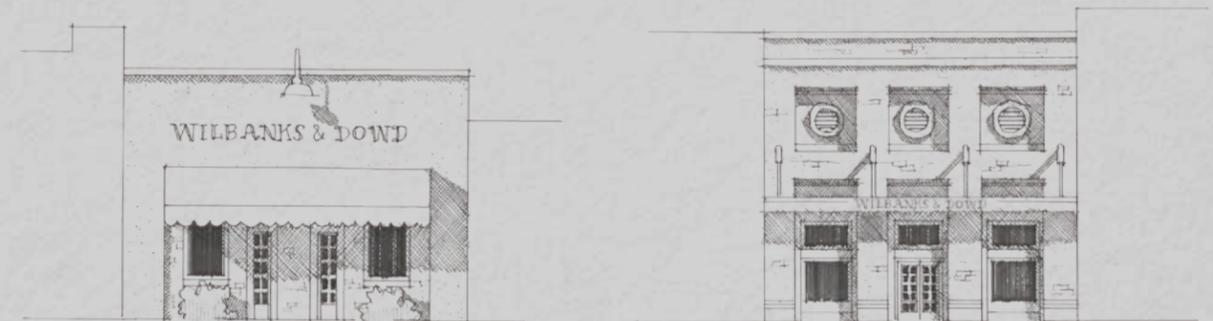
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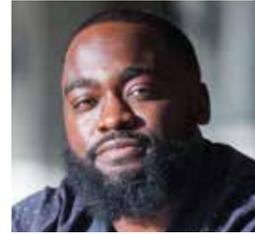
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NOTE

PUBLISHER'S

DEES HINTON

Hello Everyone!

I have hijacked Dees' Publisher's Note to remind everyone that September is **Ovarian Cancer Awareness Month!**

Why is it important to know about ovarian cancer? Because it is referred to as the silent killer. In many cases, it does not produce noticeable symptoms until the disease is in advanced stages.

Symptoms associated with ovarian cancer can sometimes be mistaken for other common problems. Women and MEN need to know the facts about and symptoms of ovarian cancer. Why men also? Because women get so busy taking care of family, their homes and working, they sometimes don't stop to take care of themselves. So men, if your wife, mother, daughter or sister mentions any of these symptoms over a period of time, encourage them to talk to their doctor!

Here are the facts:

- While Ovarian Cancer is the 11th most common cancer among women, ovarian cancer is the fifth leading cause of cancer-related deaths among women.
- Ovarian Cancer is the deadliest of gynecological cancers.
- There is no test for early detection of Ovarian Cancer.

We must know the symptoms and see our doctor if any of the following persist for more than 2 weeks:

Symptoms:

- Bloating
- Pelvic or abdominal pain
- Difficulty eating or feeling full quickly
- Urinary symptoms
- Fatigue
- Indigestion
- Back Pain
- Pain with intercourse
- Constipation
- Menstrual irregularities

There is hope! Early detection is the key to good survival rates and there is great research happening to treat the disease better. I am over 3 years cancer free and going strong!



For more information about Ovarian Cancer, visit <https://ocrahope.org>.

Cindy



SEPTEMBER BIRTHDAYS:

- Sept. 4 Tiffany Kinslow
- Sept. 5 Sage Liston
- Sept. 6 Brian Lott
- Sept. 8 Jenny Winstead
- Sept. 11 Ryan Ainsworth
- Sept. 12 Stephanie Kitchens
- Sept. 12 Stuart Warren
- Sept. 13 Ben Hill
- Sept. 17 Victoria Prowant
- Sept. 22 Sissy Gory
- Sept. 22 James Brantley
- Sept. 25 Eric Stephenson

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▶ top producer

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

For many years, Lee Irwin made her living as a dental hygienist. It's the kind of job that put her up close and personal with her patients. "I loved it because I enjoy making people feel comfortable. I loved the one-on-one aspect of it as well."

Today, as an agent with Godfrey Realty Group, Lee is still working to make her clients comfortable. "It's surprising how the skills from one career have carried over to the other," she says.

A native of Lambert, in the Mississippi Delta, Lee went to Mississippi State University with the intent of being a nurse. "I was in pre-nursing, but the truth of the matter is that I wasn't sure I would be able to give somebody a shot," she laughs. (Ironically, her daughter has diabetes now so Lee quickly learned to administer her needed injections.) When it



came time to move to the University of Mississippi School of Nursing, Lee didn't want to leave MSU. "I called my dad, and he said I should take some business classes because I could use that no matter what I ended up doing." She got a degree in marketing and moved to Atlanta to live with her cousin who was already working there.

"I applied for different things, then a friend told me that Electronic Data Systems (EDS) was hiring. I applied for the job and began working in the front office before becoming a recruiter. I traveled around to different college campuses to talk to students about our career opportunities." When the company merged with the Jacksonville and Washington, D.C. offices, she was asked which of the two cities she'd like to move to. "I didn't want to go to either because I had just met the man who would become my husband, so I went to work for another recruiting firm in Atlanta."

Realizing she really didn't enjoy her work, Lee called her dad and told him she was considering going back to school to become a dental hygienist. "He agreed that was a good idea, so that's what I did." Lee met her husband, Delvan, in Atlanta, and the couple had their first child there. "We moved to



LEE IRWIN

Lee Irwin Uses Skills from One Career to Succeed in Another

“ I CALLED MY DAD, AND HE SAID I SHOULD TAKE SOME BUSINESS CLASSES BECAUSE I COULD USE THAT NO MATTER WHAT I ENDED UP DOING. ”





Madison in 1995 and Jill Ford was my agent. She showed me so many houses and I remembered details about each one. She told me I should sell real estate. I know she probably doesn't remember that, but it planted a seed."

They moved back to Atlanta in 1997 and return to Mississippi in 2000, this time to Clinton. Still cleaning teeth, Lee also stayed busy with her two children, who were active "in everything." When their daughter was a senior in high school, Delvan wanted to get a house in the country. "My son was friends with Karen Godfrey's daughter and I worked out with Karen," says Lee. "I asked her about a house I found and then we needed to sell the home we had been living in. I asked a lot of questions on how to make the deal work. We moved in April 2012, and I remember Karen saying I should think about going into real estate."

That idea tumbled around in Lee's brain. In November, she became curious. I looked up the Mississippi Real Estate Institute online and ended up doing the first two classes that night." She took a break in December and finished the online class in January. "I told Karen what I was doing, and she encouraged me to take the board prep class, and I'm glad she did." By March 2013, Lee had her license and went to work for Karen. "I've been here ever since."

Lee didn't jump into real estate with both feet right at first. "I still worked as a dental hygienist, two days with one dentist and one day with another. They were both very understanding, but over time, I was having to reschedule patients to do showings or closings. Then Covid hit and I realized the time had come to give up cleaning teeth altogether."

Many of her patients had been with Lee for many years, and because of that, many became real estate clients or they recommended her to their friends. Lee says there were no real surprises when she began selling real estate. "I had been around Karen enough to know what I was getting into. I knew I was going to work when I was on vacation and take calls when I was out to dinner. But I love it all. I can meet a contractor in the morning and then drive to a closing. It's exhilarating to solve problems. It's a good feeling for me to help folks solve any problem that may come up in order to make a deal work."



When she first started working as a Realtor®, Lee says she enjoyed going to see all the houses. "I still enjoy showing houses, but what I'm really enjoying now is representing Kirkland Development with their new construction developments in Clinton. We've been completing Windsor Plantation and I have loved all aspects of the process of watching a home come together. I have learned so much. Trace Point is going up now - we have about ten homes so far, then we'll work on Horseshoe Bend, which will have 345 homes when it is complete. I appreciate them allowing me to help get the projects sold."

Lee says she has met some wonderful people doing this. "It's fun for me," she says. "There are a lot of new people moving to this area. I even have clients who have one person working in Vicksburg while the other works in Jackson, so Clinton is the ideal place to live. And many people move here for the schools." Although she does a lot of business in Clinton, Lee also handles transactions in Jackson and throughout Madison and Rankin Counties as well. "I feel blessed to have a supportive family and friends who refer clients to me. And repeat clients are the greatest compliment. I am thankful to have many."



Lee has taken and passed all the classes to become a broker. "I have all the knowledge, but I've never taken the test."

Both of Lee's children are graduates of Clinton High School. Haley (29) and Ty (25) are both married. Ty and his wife, Hayden, are engineers living in Huntsville. Haley is married to Matt Knight, and they live in Clinton with Lee's first grandbaby, Rhett. "He is eight months old, and I love any time I have to spend with him."

Lee is ready to tackle the day after her daily 5:30 am workout with friends. "We all go to coffee afterward before heading out for the day." She also enjoys playing tennis but admits it's difficult to commit with a real estate agent's schedule. "I play JLTA in the mornings, but only play about four matches a season."

She enjoys traveling with her family, going on girls' trips, and attending sports events at Mississippi State. "We have a condo in Starkville and we use it often."





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WES



TANKERSLEY



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ith four children ages four years old to ten, Wes fills most of his days with work, church, and time with his family. He wouldn't have it any other way. "Sure, if I had more time, I'd be super active testing my personal limits - more running, biking, hiking, traveling and pursuing and competing in other outdoor activities. But for now, I'm thankful to be able to do whatever the kids want to do."

Born in Birmingham, his family moved from Alabama to Kentucky, back to Alabama and ultimately, to Madison. "I was a sophomore in high school when my parents and younger brother moved to Madison. I wanted to finish my sophomore year in Birmingham near extended family. We had only been there for about two years, so I stayed behind, living with a friend and driving to Madison every other weekend until the school year finished."

Wes spent his junior and senior year at Madison Central before going to Mississippi College on a full tuition scholarship. "I had hoped to move back to Alabama after high school and still aspired to when I graduated college. But the Lord had other plans for me." Before college, he felt like God was uniquely calling him to ministry and that served to propel him further into learning to face hard things. "Now it included an openness and peace with a life guided by Christ no matter where that took me or whether it made any sense to me or anyone else."

Wes majored in English and minored in communications. "I became convinced I would be an international missionary and wanted to be prepared to go anywhere." While in college, Wes spent his first two summers in ministry. He served in Minneapolis, Minnesota and then in Niger, West Africa. He spent his last two years of college as a high school pastor with his home church in Jackson. "When I graduated, my mentor wanted me to go straight to seminary, but I didn't feel that way. My calling always felt more akin to Abraham's - be on go no matter where God might lead and ready to do whatever He placed before me."

▶▶ rising star

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

FROM MINISTRY TO REAL ESTATE, **WES TANKERSLEY** HAS A PASSION FOR SERVICE



I BECAME CONVINCED I WOULD BE AN INTERNATIONAL MISSIONARY AND WANTED TO BE **PREPARED TO GO ANYWHERE.**



That calling led him to the ministry, serving as a student pastor and various other roles with Colonial Heights Baptist Church, Ridgecrest Baptist Church and First Baptist Church of Ridgeland, as well as Brilla Soccer Ministries. He also worked in sports retail, first at Sportique, then he managed Fleet Feet before being recruited to work at Buffalo Peak Outfitters. He later worked as a supervisor and client relations manager with a large landscaping company.

Wes met his wife, Lyndi, while serving as a student pastor at Ridgecrest. "We went to the same high school and college, but at different times so I didn't know her," he says. Wes knew there was something special about Lyndi, he just had no idea that marriage was in the plans. "I'm sure no one will believe it and that it'll never make sense to anyone else, nor do I recommend how we did it, but we had never had a romantic conversation before I proposed to her sophomore year in college. Thankfully, God was working in her heart the same as he had been mine." They got married during her junior year and had their first child at the beginning of Spring Break her senior year." Lyndi majored in Biology and has been a teacher in Madison County Schools for 11 years.

Always a hard worker, Wes says he has had side gigs since he was 12 years old. "By the time I had a third kid on the way, I needed a side gig that paid more and would hold me over until I knew what was next." He sought advice from an old friend, Mark Metcalf. "Mark was doing well as an agent at Keller Williams, something he had been doing for three years at that time. He told me about working in real estate and that I could make millions. That was loftier than my goal of feeding my family, and besides, Mark and I had a similar sphere. I felt like I couldn't compete with his success."

Wes knew that it could be months before seeing a payday selling real estate, so he passed on the idea. But Mark had another idea. "He asked if I would be willing to be his Lead Listing Specialist. That would come with a salary plus commissions. And I kind of felt like I was equipped with all the tools to be successful, I just needed experience to methodically and sustainably grow my business." It was an offer Wes couldn't refuse. He studied for the real estate exam online and got his license in June



2016. "Mark had put together a team of 12 people and in my first year, our team closed over 200 homes. I was overseeing 140 listings a year - it was like drinking water from a fire hydrant. Mark was what I needed at the time, a wonderful team leader, and ultimately broker, and I got a career's worth of experience in a short amount of time."

Feeling fortunate to have made his start in real estate the way he did, Wes says he became good at it. "I felt I had come into my own." In December 2022, after six and a half years of working with the team at Keller Williams, then eXp, Wes decided to continue with eXp as a solo agent. "With four children, it was time for me to reinvest in myself and my family and build a brand of my own."

Building his business on his own personal principles, Wes says he is in the business of serving people and helping them to expertly navigate real estate. "Early on, I set out to be known as one of the kindest guys in the business and someone easy to work with - someone everyone trusted. I want to be invaluable to the people I work with, whether industry professionals or clients and build relationships for a lifetime." He joined eXp Realty

I WANT TO BE INVALUABLE TO THE PEOPLE I WORK WITH, WHETHER INDUSTRY PROFESSIONALS OR CLIENTS AND BUILD RELATIONSHIPS FOR A LIFETIME.

in November 2017 while still with his team. "They wanted to expand into Mississippi. I like the company's structure and opportunities for growth. They support self-motivated individuals." There were only about 6,000 agents in 2017 when he joined, and eXp is now in 24 global markets with over 88,000 agents worldwide.

Wes has hit the ground running as a solo agent and enjoys the increased flexibility his new role affords him. "That's important when you have a house full of kids and a wife who works hard as a teacher." The family attends Colonial Heights Baptist Church where Wes is a deacon as well as a teacher with college and post-college young adults. As a family, they enjoy time on their boat, game nights, Alabama football and beach trips. Wes stays involved coaching his boys' sports teams. "Our daughter is the exact opposite of our three boys and my wife - she is very girly, and that's just fine."

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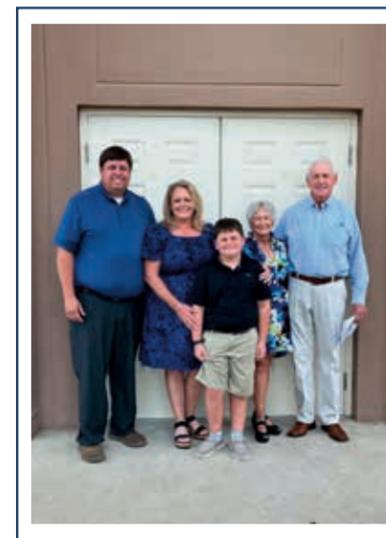


As general manager and sales manager of Complete Exteriors and Gutters, Eddie Coleman says there is not a roof in Mississippi they are afraid of. “We are a part of the Association of re-roofers in Mississippi, and we have an incredible network of professionals nationwide that we can call on if needed.” From a standard shingled roof to specialty work including cedar, slate and copper, Complete Exteriors can handle all types of roofing needs.

There was a lot about Complete Exteriors that appealed to Eddie when he was trying to decide if he should make a career change. “I was a Shelter Insurance agent for 21 years in Pearl. I was young when I got into it, and after 21 years, I had the option to retire. I had a decision to make. I could either commit to another 21 years or look for something different to do.”



Eddie met Joe Boyd, the owner of Complete Exteriors, through friends. “I paid attention to what was happening on the hill where the company was located. I knew the business was growing. I felt there could be an opportunity for me to use my skill sets there.” Joe agreed and hired Eddie three years ago. “I know the insurance side and residential insurance re-roofing is our main business. I sold the kind of insurance that our clients have for years, so I know how to make it work for them. After a hailstorm or other natural disaster, homeowners need someone who understands how the process works.”



Keeping it simple is the key. “People need a good quality roof that doesn’t leak. I can guide people through the process and in the end, it benefits the consumer.” The fact that employees at Complete Exteriors live in the same communities, attend





IF A COMPANY ISN'T GIVING BACK TO THE COMMUNITY WITH THEIR TIME AND MONEY, YOU HAVE TO CONSIDER IF YOU REALLY WANT TO DO BUSINESS WITH THEM.

church and go to the grocery store with the people they do business with is important. "When it comes to roofing, you should use someone who lives in the community, not an out-of-state company that may disappear once the work is complete. Today we are blessed with the internet to verify companies. I encourage people to look at Google reviews and Better Business Bureau reviews. Make sure the company is licensed, and for bigger jobs, you want to be sure they are general contractors. References are critical as well."

Complete Exteriors has had a brick-and-mortar location in Pearl since Joe started the company in 2007. "He is a mechanical engineer who came from Michigan to work at Nissan," says Eddie. "He met and married a girl from Mississippi and decided to stay." The company now has 33 employees at offices in Pearl, Hattiesburg and Gulfport.



WHEN IT COMES TO ROOFING, YOU SHOULD USE SOMEONE WHO LIVES IN THE COMMUNITY.

Eddie advises looking at a company's social media will reveal their involvement in the community. "If a company isn't giving back to the community with their time and money, you have to consider if you really want to do business with them." Eddie says that because their customers choose to do business with Complete Exteriors, they are able to provide for others in the community. "We are involved with Strong Arms of Mississippi to help those in need with roofs, and with their annual coat drive. We are a supporter of the Brandon Amphitheater, which is a facility that has made a phenomenal contribution to our area. We also sponsor car shows and school bands, and we love working with churches."

Working with Realtors® is an important aspect of Complete Exteriors. "We do what we can to help Realtors® stand out and to add value to what they offer their clients. We try to have a good relationship with a few Realtors®. We will



gladly come out and do an inspection and we will take care of their client's needs in a timely manner."

Working with integrity is important to Eddie and because of that, the company has doubled in size over the

last year. "Our customers know they can trust us. We want to do this right because we are in it for the long haul. We are building something generational here. This will be a company our children can step into one day if they wish."

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Summer Social Night & Four Year Celebration!!

Photos by Abe Draper Photography



Our Summer Social Night and Four Year Celebration was held at the Missy Sippy Rooftop Bar at the Sheraton Refuge Hotel on Monday, July 10, 2023.

It was another fun night of celebrating and networking! Everyone enjoyed the food, drinks, view, music and door prizes provided by our ad partners!

We enjoy bringing everyone together and greatly appreciate our sponsors, ad partners and REALTORS®! Your support and participation are the reason we are still going strong after four years!

Thank you for allowing us to continue our Mission - To identify, promote and enhance the relationships of top Realtors® in Central Mississippi and connect these Realtors® with the top industry partners that help them sell more real estate.





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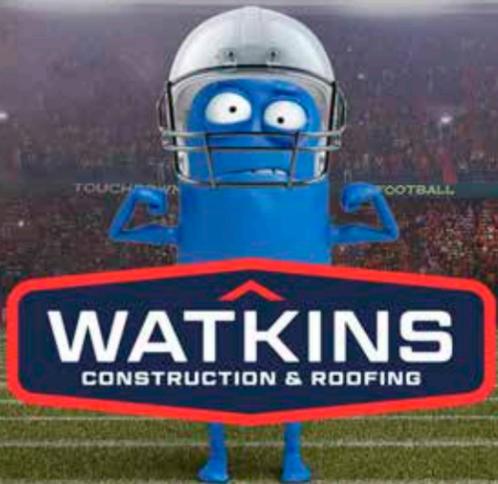
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A Note From

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UNLOCK YOUR FUTURE IN REAL ESTATE!

Join Us at Career Day on September 15

Are you a high school or college student eager to explore various real estate career options and gain insights from industry experts? Look no further!

Prepare to be inspired as we bring together a diverse group of accomplished professionals from various industries, all gathered under one roof to share their experiences and knowledge with you.

Date: Friday, September 15
Time: 10:30 am to 2:00 pm
Location: 564 Sunnybrook Road Ridgeland MS 39157

Career Day promises to be an enriching experience for all attendees. Whether you have a clear career path in mind or are still exploring different options, this event will offer valuable insights and guidance to help you make informed decisions about your future.

We have a remarkable lineup of industry professionals, each a trailblazer in their respective fields. Throughout the event, you'll have

the chance to engage with experts from a wide range of industries, including salespersons, broker owners, home inspection, appraising, home financing and more! This diverse array of speakers ensures that there will be something for everyone, regardless of your career interests.

Connecting with industry professionals and like-minded peers can open doors to internships, mentorships, and potential job opportunities in the future.

To secure your spot at Career Day, please visit our event website online here. Registration is free and open to all high school and college students, and we encourage you to register early, as seats are limited.

For any inquiries or further information, please contact Barbara Jones, Administrative Coordinator, at admin@cmr.realtor or 601.948.1332.

We look forward to welcoming you to Career Day!



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