

CAROLINA COAST

REAL PRODUCERS.®

CONNECTING. ELEVATING. INSPIRING.

COVER STORY

Neil
GIESLER

RISING STAR

Chaqueria Vereen

FEATURE AGENT

Kathy Dulhagen

SPONSOR SPOTLIGHT

D.R. Horton

APRIL 2024

INLET LAW



Wendy A. Hardin

Protecting the rights and interests of our clients through every step of real estate transactions

Personal Injury • Criminal Defense • Real Estate Law • Business Law
Civil Litigation • Mediation • Collection & Foreclosure

Joye Nappier Risher & Hardin LLC

whardin@inletlaw.com
inletlaw.com

843-357-6454

3575 Highway 17 Business
Murrells Inlet, SC



THE WORLD'S LARGEST MEMBERS-ONLY BOAT CLUB!



We Buy and Maintain Boats



You Join the Club



Get Unlimited, FREE Training



Reserve a Boat and Enjoy!

NORTH MYRTLE BEACH
@Harbourgate Marina

MURRELLS INLET
@ Crazy Sister Marina
& Wacca Wache Marina

SOUTHPORT, NC
@ Southport Marina

FREEDOMBOATCLUB.COM • 843-732-3777



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

APPRAISAL SERVICES

For What It's Worth
Michael Sichitano
(843) 808-1533
1136 44th Avenue North
Suite 101
Myrtle Beach, SC 29577
www.fwiwappraisal.com/

ATTORNEY - REAL ESTATE

Beach Injury Lawyers, LLC
Will Parker
(843) 357-4111
541 Atlantic Ave
Murrells Inlet, SC 29576
www.willparkerlaw.com/

Joye, Nappier, Risher,
& Hardin, LLC
Wendy Hardin
(843) 357-6454
www.inletlaw.com

BOATING

Freedom Boat Club
Chris Speckman
(843) 732-3777
www.freedomboatclub.com

BUILDER

Chesapeake Homes
Nicole Maggio-Deaton
(757) 448-3742
ChesHomes.com

CRM

Bonzo
(614) 357-2367
getbonzo.com

FINANCIAL ADVISOR

Palmetto Coast Capital, LLC
David G. Wurster
(843) 504-4583
www.palmettocoast
capital.com

FURNITURE

Sea Side Furniture
Gallery & Accents
Julie Almeida
(843) 280-7632
shopseasidefurniture.com

GOLF

Project Golf
(808) 306-1435
www.projectgolf.org

HOME BUILDER

D.R. Horton
(843) 655-0347
www.drhorton.com

Dream Finders Homes
(919) 812-5111
dreamfindershomes.com/
myrtle-beach/

HOME INSPECTION

Island Inspections, LLC
Matt Smoak
(843) 817-8810
www.islandinspectionsllc.com

Rivertown

Property Inspections
Justin Ferraro
(843) 360-4354
1203 48th Ave N
Suite 111
Myrtle Beach, SC 29577
www.rivertowninspects.com

Sloan Home Inspections
(843) 209-4792
sloanhomesinspections.com/

Top to Bottom
Home Inspection
John Pate
(843) 231-8532
www.homeinspectiontop
tobottom.com

HOME WARRANTY

Old Republic
Home Protections
Stephanie Midgett
(910) 382-8048

INSURANCE

Coastal Insurance Group
Sarah Sichitano
(843) 808-0291
1136 44th Ave N, Suite 1,
Myrtle Beach, SC 29577
www.coastalinsurancellc.com/

MEDSPA

Dunes MedSpa
Amanda Howard
(864) 934-6149
4710 Oleander Dr
Myrtle Beach, SC 29577
www.dunesmedspa.com

MOVING & LIQUIDATION

Caring Transitions
Charlene Blanton
(843) 997-5088
www.caringtransitions
myrtlebeach.com

PHOTOGRAPHY

High Tide Content, LLC
Jeremy Kierez
(843) 885-3088
www.hightidecontent.com

Tides Eye Photography
Donald Hovis Jr.
(843) 504-8711
www.tideseye
photographysc.com

ROOFING

Monarch Roofing
(843) 396-2802
monarchroofing.biz/

**SIGNS, BANNERS
& PRINTING**

Design the Sign
Olga Kazakova
(843) 808-9301
www.facebook.com/
designthesign/

SOLAR

Simple Sustainable Solutions
(843) 421-4353

OLD REPUBLIC HOME PROTECTION



Quality Coverage.
Essential Budget Protection.
Invaluable Peace of Mind.

Save your clients time, money, and
hassle with a home warranty from
Old Republic Home Protection.

Contact me today for details!



Stephanie Midgett
Senior Account Executive
800.282.7131 Ext. 1070
C: 910.382.8048
StephanieM@orhp.com
my.orhp.com/stephaniemidgett

This is a paid advertisement.



People Helping People



BONZO!

MAKE MONEY.
SAVE MONEY.
SAVE TIME.

What Can Bonzo Do
For Your Business?

- Connect
- Convert
- Convert

scan to earn more and work less!

GetBonzo.com

SLOAN HOME INSPECTION

Hello Spring, Goodbye Winter!
Here are some helpful tips, to ensure your
home is ready to shine this season.

TIPS:

Clean the gutters and repair
gutters, replace filters, change
smoke detector batteries,
paint the exterior, pressure
wash home, and driveways,
trim back bushes and trees,
check dryer vents, and
replace torn window screens.

+1 843-209-4792
sloanhomesinspections@yahoo.com
Mon-Sun 8am-9pm
www.sloanhomesinspections.com
LOCALLY OWNED AND OPERATED

TABLE OF CONTENTS

	<p>04 Preferred Partners</p>		<p>10 Rising Star: Chaqueria Vereen</p>		<p>16 Feature Agent: Kathy Dulhagen</p>
	<p>20 Real Producers 2024 Kickoff Top 300 REALTORS® Celebration</p>		<p>24 Sponsor Spotlight: D.R. Horton</p>		<p>28 Cover Story: Neil Giesler</p>

MEET THE CAROLINA COAST REAL PRODUCERS TEAM



Bill Poulin
Publisher / Owner



Anita Jones
Publisher / Owner



Jeremy Kierez
Photographer



Donald Hovis
Photographer



Tanya Runyan
Ad Strategist




Dave Danielson
Writer

If you are interested in contributing or nominating REALTORS® for certain stories, please email us at anita.jones@realproducersmag.com

FOLLOW US ON FACEBOOK AND INSTAGRAM

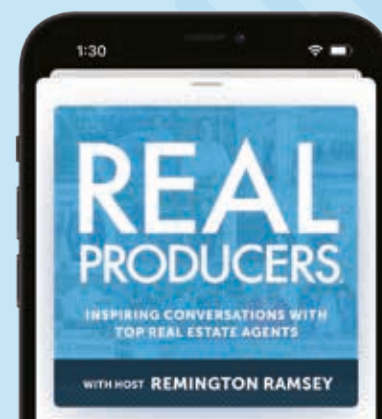
<https://www.facebook.com/carolinacoastrealproducersmag> <https://www.instagram.com/carolinacoastrealproducersmag>

 If you are interested in contributing or nominating REALTORS® for certain stories, please email us at anita.jones@realproducersmag.com

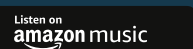
DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *Carolina Coast Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

REAL PRODUCERS. PODCAST

Inspiring conversations with the nation's top real estate agents.



Same Brand, New Reach – Tune in for free today



podcast.realproducersmag.com

As a member of the Coastal Carolina Association of REALTORS®, we've worked closely with Myrtle Beach Area Realtors for over 10 years!

WITH A PROPERTY INSPECTION FROM TOP TO BOTTOM, THE ONLY THING YOUR CLIENT HAS TO WORRY ABOUT IS SETTLING INTO THEIR NEW HOME.

Refer an inspector you can rely on to be **HONEST, TRUSTWORTHY, AND TRUE!!**

TOP TO BOTTOM HOME INSPECTION | **No Roof Too High!** Drone Certified and Licensed Roof Inspections | **John Pate, Certified Roof Inspector | 843-231-8532**
Book your Home Inspection online at www.homeinspectiontoptobottom.com

MIRACLE MM MOVERS
Your Property Is Our Priority



What makes us the top pick for moving companies in Myrtle Beach, SC

- Full-Service Move
- Professional Packing Services
- Climate-Controlled Storage
- Local & Long Distance



RATED #1 IN MYRTLE BEACH, FOR OVER 6 YEARS

Let Miracle Movers of Myrtle Beach take the hassle out of your client's upcoming move!

(843) 447-9525 • miracle.movers.mb@gmail.com

WE FIX ROOFS!

SOLAR WITH INTEGRITY

God's Light
 Simple Sustainable Solution
 Creates Our Energy

RESIDENTIAL & COMMERCIAL SOLUTIONS

- RESIDENTIAL
- COMMERCIAL
- EV CHARGERS
- SOLAR FARMS

WE MAKE YOU PART OF OUR SOLAR FAMILY

Wendy R Hurley
 Wendy@sssolutions.services
 843-421-4353

We analyze your Electric / Natural Gas bills to maximize your savings
 Trade Ally Installer to ensure Utilities Rebates
 Specialists on Rebates, Grants, & Tax Incentives
 U.S. Made Panels for Increased Tax Incentives

RPI RIVERTOWN PROPERTY INSPECTIONS

April Showers...
MAY BRING LEAKS!

We will inspect your roof, look for damage and leaks, and give you the best recommendations based on our assessment. We will also check your visible pipes, water heaters and appliances to ensure everything is working properly and you are leak-free!

SCAN TO SCHEDULE YOUR INSPECTION!

CALL: (843) 360-4354 | TEXT: (843) 800-2320
RIVERTOWNINSPECTS.COM

» rising star CHAQUERIA
VEREEN



FROM THE WORLD OF HOSPITALITY TO
ADVOCACY FOR HOME OWNERSHIP

Written By Anita Jones | Photography By Donald Hovis - Tides Eye Photography

Meet Chaqueria Vereen, a dynamic force in the real estate scene, whose journey from hospitality to advocacy of homeownership is nothing short of remarkable.

Born and raised in Little River, South Carolina, Chaqueria embodies the spirit of the Grand Strand. With a degree in Hospitality and Tourism Management from the University of South Carolina-Beaufort, her roots in hospitality run deep. But it was during her tenure at Sands Ocean Club, where fate intertwined with ambition, shaping her path in unforeseen ways.

“I started my real estate career in January 2021,” Chaqueria shares, reflecting on the pivotal moment that marked her transition into the world of real estate. Before diving into the realm of property, she wandered through various avenues, dabbling in different roles and soaking up life experiences. “I did a little bit of everything and everywhere,” she chuckles, reminiscing about her journey. From front desk clerk at Sands Ocean Club to a stint in Career Services, Chaqueria traversed diverse work areas, each step guiding her towards her true calling.

It was during her tenure at Sands Ocean Club that Chaqueria found herself drawn to the world of real estate. Interactions with Realtors sparked a flame of curiosity within her, igniting a desire to be part of something greater - to facilitate dreams and weave stories of homeownership.



“When I asked Realtors about their profession, the resounding answer was about helping people’s dreams come true,” Chaqueria explains. “I wanted to be a part of that journey, to serve my community in a meaningful way.”

Driven by a desire to make a difference, Chaqueria embarked on her real estate odyssey, guided by faith and fortified by her unwavering resolve. “I prayed for clarity, for guidance,” she shares, emphasizing the importance of faith in her journey. She felt peace as she started her training at Pinnacle, and she was getting more excited as she was continuing through her classes. Chaqueria explains, “When choosing a brokerage, the type of training they offered was very important to me. I loved how passionate Jamie Broadhurst was, and how good he was at affirming people. So though it was a longer commute to that office, I knew Century 21 Broadhurst was the best place for me.”

As an introvert navigating the extroverted world of real estate, Chaqueria faced her fair share of challenges. “Talking to strangers was out of my comfort zone,” she admits. Yet, with perseverance and the gentle nudges of mentors like Jamie Broadhurst and Amanda Unerli, she stepped out of her shell, embracing network-

ing opportunities and forging meaningful connections.

“My passion comes from helping others achieve their dreams,” Chaqueria exclaims, her eyes sparkling with enthusiasm. Whether it’s guiding first-time buyers or seasoned investors, her commitment



to her clients knows no bounds. And as a black woman in a predominantly white industry, Chaqueria finds profound joy in breaking barriers and empowering her community.

Beyond the realms of real estate, Chaqueria finds solace in the rhythmic movements of salsa and bachata. Her love for Latin dance transcends the dance floor, infusing her life with joy and vitality. And with a penchant for international travel and baking, she embraces every opportunity to explore new horizons and indulge her culinary passions.

But amidst the whirlwind of her bustling career and vibrant hobbies, Chaqueria remains grounded in family values and a spirit of giving. "My family is my rock," she declares, her voice brimming with gratitude. From hosting lively gatherings to sharing moments of laughter and love, family is the cornerstone of her existence.

As she continues to trailblaze in the world of real estate, Chaqueria hopes to be remembered not only for her professional achievements but for her unwavering commitment to service and integrity. "I am here to help others, in any aspect of life," she affirms, embodying the essence of compassion and generosity.

In closing, Chaqueria leaves behind a nugget of wisdom for aspiring Realtors: "Don't be afraid to put yourself out there. Stand on integrity, embrace growth, and stay true to yourself."

Indeed, in the tapestry of Myrtle Beach's real estate landscape, Chaqueria shines as a beacon of hope, a guiding light for those embarking on their journey towards homeownership. With each transaction, she weaves a story of dreams fulfilled and lives transformed, leaving an indelible mark on the sands of time.



Awarded Best Photographer
by Readers of North Strand News

25% Off Your 1st Listing Shoot
Use promo code **25DISCTEP.**

- Listing Photos (interior, exterior, community amenities)
- Aerial Drone Photos & Video
- 3D 360° Virtual Tours with FREE Schematic Floor Plans
- Virtual Staging
- Virtual Twilights
- Stock Landscape Photos of the Local Area taken by us!

NOW Offering Digital Watercolor Transformations

Southern Living
custom builder program
PHOTOGRAPHER

Featured in
Southern Living
Magazine

843-780-2996
info@tideseyephoto.com
www.tideseyephoto.com

PROFESSIONAL REAL ESTATE PHOTOGRAPHY IN THE GREATER MYRTLE BEACH AREA



f @tides eye photography
@tides eye real estate imagery
ig @tideseyerealestateimagery
@tideseyephoto



"We Love Our Customers"

SEASIDE FURNITURE GALLERY & ACCENTS



Your Grand Strand Furniture Store



shopseasidefurniture.com

- Great Selection
- Top Brands
- Ready to Deliver



Main Showroom & Mattress Gallery
10356 SC Hwy 90
Little River

Coastal Decor Rugs & More Store
527 Hwy 17 N.
North Myrtle Beach

Mon-Sat 9am -6 pm
& Sun 1-5pm
Ph: 843-280-7632



STEARNS & FOSTER



» feature agent

Written By Anita Jones
Photography By Donald Hovis - Tides Eye Photography

In the bustling world of real estate along the Grand Strand, one name shines brightly: Kathy Dulhagen. With over a decade of experience under her belt, Kathy stands tall as a beacon of success and integrity in the industry.

THE JOURNEY BEGINS

Kathy's venture into real estate, starting June 2013, was a pivotal moment in her life. Before diving into the world of property transactions, she served as an executive assistant and office manager for the Senior Vice President of a General Aviation company. But life's twists and turns led her to South Carolina, where the allure of real estate beckoned her. Her youngest child was finishing college, and she and her husband were ready for a move.

"I relocated to SC for family reasons," Kathy shares, her eyes reflecting the determination that propelled her forward. "Not ready to retire, I knew real estate was what I wanted to do. I love working with people, and I thought this would be the perfect career for me."



DULHAGEN

BUILDING DREAMS ONE HOME AT A TIME

KATHY

“
I LOVE
WORKING WITH
PEOPLE,
AND I THOUGHT
THIS WOULD BE
THE PERFECT
CAREER FOR ME.

”



My cherished network of family and friends forms the bedrock of my life. I treasure their support. Beyond mere acquaintances, many of my clients become friends, forging bonds that enrich both my personal and professional spheres. Real estate is not for the faint of heart and without my very supportive family and friends, this would have been a much harder journey.”



A PASSION IGNITED

It wasn't just happenstance that drew Kathy into the real estate realm; it was a deep-seated passion for the industry and a genuine desire to help others achieve their dreams. “I love the real estate industry,” she expresses with a heartfelt smile. “Being able to help so many people achieve their real estate dreams or goals is very rewarding. I knew BRG, now INNOVATE Real Estate, would be the best brokerage for me to reach my goals.”

Her journey wasn't without its hurdles. Moving from New Jersey to South Carolina presented its challenges, compounded by her unfamiliarity with the area and the initial lack of strong mentors to provide any guidance. But Kathy's determination proved unwavering. Through sheer grit and the support of newfound allies in the industry, she navigated through the rough patches, emerging stronger and more resilient than ever.

BUILDING RELATIONSHIPS, ONE HOME AT A TIME

For Kathy, success isn't just about closing deals; it's about fostering genuine connections with her clients and team members. “Our tagline is ‘Building Relationships One Home At A Time,’” she explains. “Showing clients that the base of our business is creating relationships – we are in a relationship business!”

Her dedication to service and integrity has borne fruit, reflected in the strong bonds she shares with her clientele. “I am very driven by my desire to serve and assist my clients,” Kathy emphasizes. “It's very important to have everything move smoothly, and with the right people to support their purchase or sale, we can accomplish that.” This is just one reason she gets so much repeat business. She has several clients that has done multiple transactions with her!

A LIFE BEYOND REAL ESTATE

Outside the world of property transactions, Kathy finds solace in the simple joys of life. “I love the beach, seeing local shows, exploring the area,” she shares, as her eyes alight with enthusiasm. “There's so much to see and do here.”

But perhaps what sets Kathy apart is the dichotomy between her professional prowess and her innate introversion. “As much as I love working with people, I am very much an introvert,” she reveals with a chuckle. “I guess that's a good thing; I listen more than I talk.”



LEGACY AND BEYOND

Kathy shares, “I'm passionate about my business and my clients,” she states. “I love guiding them and making sure that they reach their goals.”

This dedication to people and to building relationships has also revealed itself in other ways. Kathy explains, “As my business continues to grow, I have embarked on the new journey of building a team, it brings me a lot of joy to welcome aboard the first two members, who I got to know as clients first but are with me as trusted allies in this exciting venture.”

In the realm of real estate, Kathy Dulhagen isn't just a name; she's a testament to resilience, integrity, and the transformative power of genuine relationships. As she continues to pave the way for others in the industry, her legacy of service and dedication shines brighter than ever before. She lives by the mantra “People over Profits.”

In closing, Kathy leaves us with a timeless reminder: “Be grateful every day, don't ever take anything for granted.” With her unwavering gratitude and boundless determination, Kathy Dulhagen continues to inspire and uplift all those she encounters, leaving an indelible mark on the world of real estate and beyond.

DISCOVER A SLEEKER SILHOUETTE

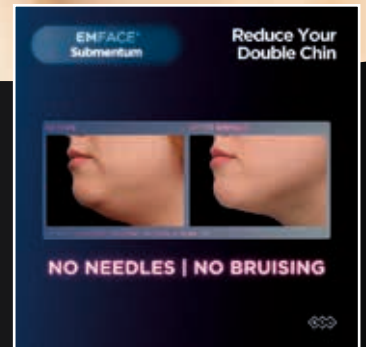
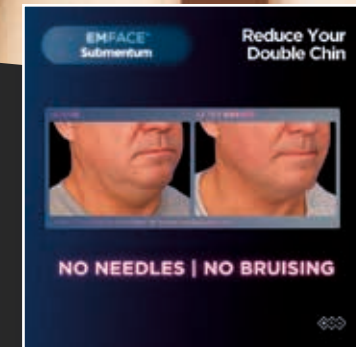
SAY GOODBYE TO
DOUBLE CHINS!



NO NEEDLES, NO BRUISING

VISIBLE RESULTS AFTER
JUST 4 TREATMENTS

PERFORMED BY TOP-TIER
AESTHETIC SPECIALISTS



4710 OLEANDER DRIVE
MYRTLE BEACH SC 29577

843.450.4429

WWW.DUNESMEDSPA.COM



▶ real producers 2024 kickoff top 300 REALTORS® celebration

House of Blues

CELEBRATING THE
BEST OF THE BEST -
CONGRATULATIONS!

We enjoyed an unforgettable RP Celebration at The House of Blues for the Grand Strand's 2024 Top 300 REALTORS® and their Favorite Business Partners. It was a great venue and the energy level was high! The RP Top REALTOR and the Preferred Partner Badge Posters were a hit. Thank you Design the Sign for making them for us.





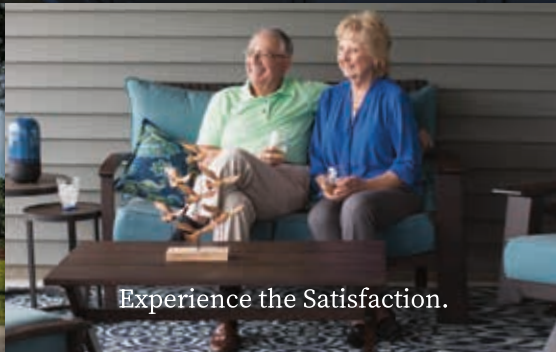
Experience



See how Chesapeake Homes will make a difference in your client's new home purchase.



Experience the Quality.



Experience the Satisfaction.



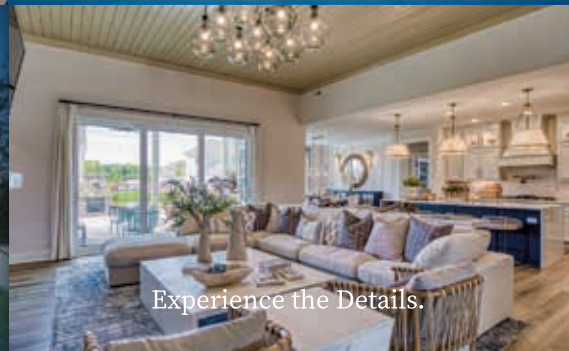
Experience the Togetherness.



Experience the Enjoyment.



Experience the Appeal.



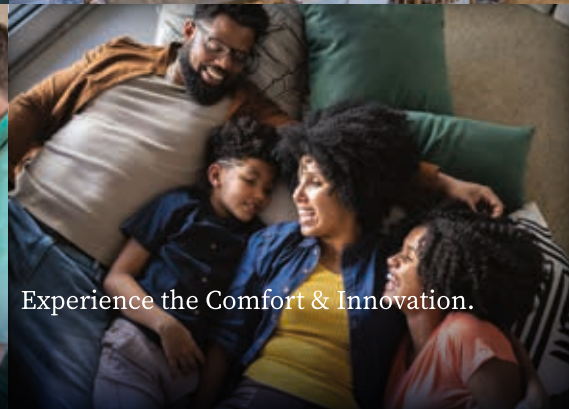
Experience the Details.



Experience the Vision.



Experience the Reassurance.




Experience the Comfort & Innovation.

THE DIFFERENCE



1

Selling in Longs
Central to many conveniences and a vacation-esque lifestyle featuring a Swimming Pool, Pickleball and Bocce Courts, then you've found your future home! Located off Hwy 9 for easy access within 12 minutes to Loris, Cherry Grove, and North Myrtle Beach.


HERITAGE PARK
AT LONGS
BY CHESAPEAKE HOMES



2

Selling in Little River
Move into a new lifestyle! Bridgewater residents enjoy an active lifestyle with the help of the onsite Lifestyle Director including get togethers, events, socializing, clubs and lots more in a coastal-inspired community and only minutes from the beach!


BRIDGEWATER
LITTLE RIVER, SC
BY CHESAPEAKE HOMES



3

Selling in Myrtle Beach
New homes in the award-winning community of Waterbridge located in the coveted Carolina Forest area, in the heart of Myrtle Beach! Voted best residential pool and best nature preserve - with our exceptional homes, it's a win-win for those who want to live here!


CHESAPEAKE HOMES AT
WATERBRIDGE
AT CAROLINA FOREST
MYRTLE BEACH, SC



4

Selling In Bolivia
Another fine community with quality homes built by Chesapeake Homes in Bolivia, NC. Brunswick County is perfect for buyers looking for a serene atmosphere that is also a quick trip away to nearby beaches like Holden or Ocean Isle Beach.


GOOSE MARSH
BOLIVIA, NC



5

Selling in Longs
The Willows will offer new beautiful single-family homes with community amenities and many features and options that new homebuyers have come to appreciate from us!


THE Willows
LONGS, SC
BY CHESAPEAKE HOMES



6

Coming in 2024 to Myrtle Beach
Another fine community with quality homes built by Chesapeake Homes in Myrtle Beach! Traditions at Carolina Forest will be coming in 2024. Sign up for the VIP list and you will be the first to know the latest and greatest about this Coming Soon community!


Traditions
MYRTLE BEACH, SC



7

Coming in 2024 to Calabash
Another fine community with quality homes built by Chesapeake Homes on the South Carolina/North Carolina border! Sign up for our VIP list and you will be the first to know the latest and greatest about this Coming Soon community!


Coastal Club
OF THE CAROLINAS
BY CHESAPEAKE HOMES

Seven New
Luxury Home
Communities To
Choose From!



Be sure to go to cheshomes.com for the most current information on each community or call 843-806-1121.



D.R. HORTON



A PASSION FOR EXCELLENCE & DEDICATION TO MAKING DREAMS COME TRUE

D.R. Horton enjoys being known as the nation's premier homebuilder. With a passion for excellence and a dedication to making dreams come true, **Monica Carter**, Division Vice President of City Operations, as well as **Broker in Charge**, graciously shares her journey, insights, and the secrets behind D.R. Horton's success. **Devon Lloyd** is the Division President. Included in this D.R. Horton Leadership team is **John Heter**—DVP of Land and **Jeremy Crews**, Operations Manager.

► sponsor spotlight

Written By Anita Jones
Photography By Jeremy Kierez -
High Tide Photography



Devon Lloyd, Division President City Operations & Monica Carter, Division VP

Building Dreams Since 1978

Since its inception in Ft. Worth, Texas, in 1978 by Mr. Horton himself, D.R. Horton has been a beacon of quality and affordability in the housing market. He is still very active in the company, and loves to keep his finger on the pulse. Monica proudly shares, "We've held the title of the number one builder in the country since 2002, and locally, we've helped over 25,000 families achieve the American Dream of homeownership since 1998. With over 25 communities to choose from and approximately 175 employees on our team, D.R. Horton's impact in Horry, Georgetown, and Brunswick Counties is undeniable. Plus, our reach extends even further through our many vendors and trade partners."

A Legacy of Quality and Affordability

What sets D.R. Horton apart from the rest? Monica explains, "From our first home built in 1978 to over a million homes by 2023, our goal remains the same—to deliver quality and

affordability across the country." With a commitment to personalized service and premium construction, D.R. Horton ensures that every homebuyer finds their perfect match, from first-time homeowners to empty nesters.

The company has defined its success not by bricks and mortar, but by the satisfaction of the families that make these houses their homes. D.R. Horton's foundation is a single, guiding principle: a value-first dedication to the individual needs of each and every one of our nation's homebuyers.

Monica states, "Home ownership has always been the American Dream. We realize there are many factors making it harder for Americans to realize that dream in today's world. I'm proud to work for a company that has the ability to pivot and offer wonderful incentives and programs to make home ownership more affordable."

"Our family of brands provides a home for every stage in life. Our

highly-trained, market experts provide unique, personalized services tailored to your individual needs. But the real value comes from the quality construction we put into every home, and the peace of mind that comes with a premium-backed warranty from America's number one home builder."

John Heter, DVP of Land Development explains, "We plan our upcoming communities years in advance, to make sure that there is always an opportunity for NEW home ownership in areas where people want to be. We consider many factors in purchasing our next land positions, including proximity to area amenities and all-important school districts. We currently have over 12,000 homesites under contract, so we will be with you for years to come."

Family First

Beyond the boardroom, Monica's heart lies with her own family. She shares, "I have been married to Gene Carter (also a REALTOR®) for almost

24 years. We are proud parents to two amazing young men; Noah is currently attending CCU and Jonah will graduate from AAST this spring.” With their furry companions, Sara the dog and Kiwi the cat, Monica and Gene cherish their family time and the bonds that keep them strong.

Loves to Travel, But There is No Place Like Home!

Monica continues, “Traveling feeds my soul. I love discovering new places and going back to visit old favorites. Seeing other parts of the country and the world helps stretch my ideas and challenges my beliefs in a way that few other things can.”

“ I’M PROUD TO WORK FOR A COMPANY THAT HAS THE ABILITY TO PIVOT AND OFFER WONDERFUL INCENTIVES AND PROGRAMS TO MAKE HOME OWNERSHIP MORE AFFORDABLE. ”

What does Monica love most about the Grand Strand area? “It’s the diversity—the history of Conway, the Marsh walk in Murrells Inlet, the shag culture in North Myrtle. Even after all these years, there’s always something new to discover.” Monica’s appreciation for the local culture and landscape is evident, reflecting her deep connection to the community she serves.

For Monica, success is not just about professional achievements but also about personal fulfillment. “Success is a healthy, happy family, good friends, and a good glass of bourbon!” But what truly matters to Monica is leaving a legacy of kindness—a giver rather than a taker. And here is an interesting tidbit: Monica originally pursued art history but found her true calling in real estate.

Looking to the Future

As the real estate landscape evolves, Monica remains steadfast in her commitment to providing top-notch service to her customers. “While the internet provides a wealth of information, nothing beats the guidance of knowledgeable experts. We’re grateful for the support of buyer’s agents and strive to make the home buying process as seamless as possible.” With her eye on the horizon, Monica is excited to see what the

future holds for D.R. Horton and the families they serve.

In conclusion, Monica Carter is more than just a partner at D.R. Horton—she’s a visionary, a leader, and a friend to all who cross her path. Her passion for excellence, dedication to family, and commitment to kindness set her apart in the world of real estate. As Monica continues to lead D.R. Horton to build dreams and make a difference, we can’t help but feel inspired by her remarkable journey. Here’s to Monica and their Leadership team, D.R. Horton, and the countless families whose lives they have touched along the way.



HIGHTIDE CONTENT
YOUR GRAND STRAND REAL ESTATE MEDIA TEAM

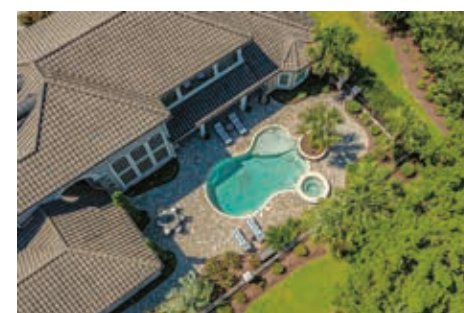


PHOTO | VIDEO | DRONE | DIGITAL
WWW.HIGHTIDECONTENT.COM | 843.885.3088 | INFO@HIGHTIDECONTENT.COM



Neil GIESLER

► cover story

Written By Dave Danielson
Photography By Donald Hovis -
Tides Eye Photography

TRUSTED EXPERTISE

Those who are undertaking the process of purchasing or selling a piece of real estate are a lot like visitors to a strange, new land.

They may have a very good idea of the destination they want to reach, but they really don't have a full understanding of all of the steps they'll need to take to get there.

An Experienced Guide

That's where an experienced guide can make all the difference ... someone who knows the landscape and can come alongside them and accompany them all the way to their goal. That's the role that Neil Giesler is proud to play.

As a REALTOR® with JW Smith Realty, Neil provides the highest level of trusted expertise to those around him. "I work with a 'next-client-up' mentality. My passion right now is determined by the goals of the client I am working with at the time," Neil explains.

"The most rewarding part of what I do is a combination of satisfaction and relationships. The satisfaction of assisting individuals or families in achieving their housing goals is most rewarding to me but the ability to connect with people, understand their needs, and guide them through a significant life decision is also fulfilling."

A Rewarding Path

As Neil came of age, he attended and graduated from the University of South Carolina, where he met Alison, the lady who would become his wife.



While he was there, he also played collegiate baseball at first and third base.

As he says, "It was a great experience there. Baseball gave me a great competitive environment, and it taught me a lot of important lessons that I've taken with me through time, including time management, working with others and responsibility."

Neil started his real estate journey in 2007 after he wrapped up his collegiate career. "I was always interested in real estate and different housing styles. It led me to choose working in real estate as my internship choice," he remembers.

"I chose real estate because it allows me to fulfill my entrepreneurial spirit, along with giving me the ability to build my own business and brand. For me, it's the satisfaction of serving helping people facilitate such significant life events for people."

Results Through Resilience

Like most who enter the business, Neil encountered a learning curve and challenges. Those were accentuated by the economic downturn of the late 2000s. Yet Neil powered ahead and found success.

"The events from 2007 and subsequent years shaped me just as much



Leading the Way Ahead

As Neil reflects on his growing success, he offers helpful advice for others who are getting their own start in the business.

“I always recommend that people be calm, curious and confident. Also, do unto others as you would have them do unto you,” Neil says. “Whether in our personal or business lives, this concept provides a clear direction in any setting.”

Those who know and work with Neil appreciate the fact that they can trust him to have their best interests in mind. In fact, he is one of just a few agents in the area who are endorsed by personal finance expert Dave Ramsey.

As he says, “Being endorsed ‘Ramsey Trusted’, required me to prove that I’m a top-producing agent in our area but also guarantee that I adhere to certain standards and principles set by Dave Ramsey. I’m expected to provide high-quality services and operate with integrity.”

Congratulations to Neil for making a vital impact and producing tangible results for residents throughout the area ... by providing trusted expertise.

as it did the real estate landscape. Business was not easy, as the time and the lessons I learned have molded me into the REALTOR® I am today,” Neil says.

“I came into this business at the bottom, and it’s taught me many lessons. I have learned not to take for granted a single call or client. I have a heightened focus that this occupation is more than a full-time job. I know that communication and transparency are key and not to be overlooked.”

Family Fulfillment

Away from work, life is made much richer for Neil by his family, including his wife of 14 years, Alison, and their two daughters—10-year-old, Quinn; and 7-year-old Meyer.

In their free time, Neil and his family enjoy time with their labradoodle, Miles. They also like to get out on the boat ... fishing, hiking and spending time outdoors.

“Alison likes to exercise and spend time with the kids and dog. She’s also a very good cook. The girls both are active in recreational sports in the community,” he says. “They continue to make us proud by excelling in school.” Neil also has a passion for basketball. He’s a huge fan of the Indiana Hoosiers.

When it comes to giving back, Neil and his family are engaged in their church, Our Lady of the Ransom Catholic Church. They are also involved with local recreational sports.

DON'T MISS THIS EXCLUSIVE OFFER!

VEHICLE WRAPS



- VANS • TRUCKS • TRAILERS
- WALL WRAPS • FLOOR WRAPS



1788 Highway 501
Myrtle Beach, SC 29577



843-808-9301



DesignTheSignMB@gmail.com

A Total Solution



Senior Relocation/Resettling
Estate Liquidation • Organize/Declutter
Clean Out • Online Auctions • Nationwide Network



Senior Relocation • Downsizing • Estate Sales

Offices Nationwide • Bonded & Insured • Each Office is independently owned and operated.

Caring Transitions of Myrtle Beach

Tel: (843) 997-5088

CaringTransitionsMyrtleBeach.com

Email: CBlanton@CaringTransitions.net



QUICK MOVE-IN HOMES AVAILABLE

Shop our floorplans, see our homes in progress, and tour our communities to start the journey to your new home.

Available homes
from Murrells
Inlet, SC to
Ocean Isle, NC!

Let us make it easy
for you to find the
perfect home.

843.417.9575
DrHorton.com



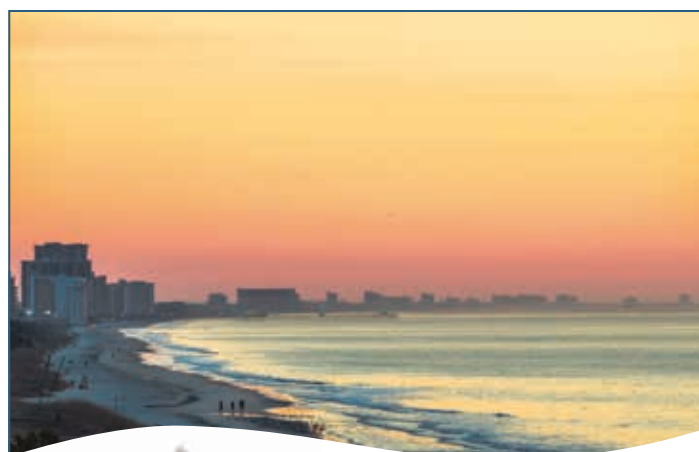
We Inspect Homes
Like We're BUYING
THEM OURSELVES

Every Residential Home Inspection
Comes with a FREE Home Warranty

- Residential Home Inspections
- Indoor Air Quality
- Pool/ Hot tub Inspections
- Thermal Imaging
- Wind Mitigation Inspections
- Irrigation Inspection
- Mold Inspection



843-817-8810 • islandinspectionsllc@gmail.com • Islandinspectionsllc.com



Wealth Management

David G. Wurster

CFP®, MBA, RFC®
Certified Financial Planner™

1293 Professional Dr., Suite 205
Myrtle Beach, SC 29577
P: 843.712.2752 F: 843.712.2753
david@palmettocoastcapital.com
www.palmettocoastcapital.com

- Utilizing the appropriate retirement accounts for realtors.
- Helping realtors grow their wealth through equity markets AND real estate.
- Financial planning strategies to deal with the variability of agent's income.
- An established, experienced resource for you and your clients.

Securities and advisory services offered through Cetera Advisor Networks LLC, member FINRA/SIPC, a broker-dealer and a registered investment adviser. Cetera is under separate ownership from any other named entity.

D·R·HORTON®

America's Builder

@2024 D.R. Horton is an equal Housing opportunity builder. Home and community information, including pricing, included features, terms, availability and amenities are subject to change or prior sale at any time without notice or obligation.



f @ in

Leading The Market in Real Estate Appraisals



For What It's Worth
Appraisals

Providing Commercial and Residential Appraisal Services Throughout Horry, Georgetown, and Brunswick Counties

"We pride ourselves in extensive knowledge of the marketplace, providing exceptional service and industry-leading turn-around time."

843-808-1533
fwiwa.com | Info@fwiwa.com
1136 44th Avenue North Suite 101, Myrtle Beach, SC 29577

Your Life, Your Legacy, PROTECTED

Schedule Your Estate Planning Session Today



BEACH INJURY LAWYERS, LLC
— Serious Injuries Need Serious Lawyers —

We're Trusted, Proven, and Awarded Attorneys Who Are Devoted To Our Clients Needs

Free Consultations
843-357-4111
www.beachinjurylawyers.com



Greg Sloan and Will Parker



COASTAL
INSURANCE GROUP



Close **MORE** Real Estate Transactions with the **RIGHT** INSURANCE PARTNER



Sarah Sichertano

843-808-0291
info@coastalinsureit.com
www.coastalinsurancellc.com

1136 44th Avenue North, Suite 101 | Myrtle Beach, SC

“We work to provide insurance value to our clients through the strength of the companies we represent, as well as, our direct agent to client customer service.”

**AUTO • HOME • BUSINESS • LIFE
BOAT • FLOOD • RV • RENTERS
GOLF CART • JEWELRY**

INTRODUCING PROJECT GOLF

3 PILLARS OF SERVICE



VETERANS



NEWCOMERS



JUNIORS

Annual Giving Campaign Now Underway!





"Show Some Love" Charity Golf Tournament on March 25th at Caledonia Golf & Fish Club.
To register: www.projectgolf.org

There will be a raffle for two tickets to the U.S. Open at Pinehurst #2 at the end of August 2024.
For more information, upcoming events, and donations please go to ProjectGolf.org.
Our headquarters is at the back end of the Barefoot Golf & Resort Driving Range.

2051 Golf Academy Way, North Myrtle Beach, SC 29582 • 843-390-7500 • Director@projectgolf.org • projectgolf.org



20 YEARS OF
THE N2 COMPANY



DREAM FINDERS HOMES

STEP INTO COASTAL LIVING

The perfect mix of lifestyle and location is all yours: a vibrant, coastal lifestyle, along with Dream Finders Homes' unparalleled quality and style. Whether you choose a stunning single-family home or luxury townhome, you'll find the key to a better life starts here.



EXPLORE COMMUNITIES

<< MYRTLE BEACH, SC | SOUTHERN COAST, NC >>

[DreamFindersHomes.com](https://www.DreamFindersHomes.com) | 866-948-9017

