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

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● *Coming Full Circle*

Photography by Jason Dotson with Dotson Photography

Kaylee Dean is from Louisiana. She has been married to her husband, Danny Dean for 14 years and they have three daughters. They moved to Texas in 2013, and Kaylee was a stay at a home mom of two before moving. Shortly after arriving in Texas, they welcomed their third daughter and completed their family.

Kaylee always thought she would work in the medical field, she wanted to finish her degree in radiology, but life had other plans. Her husband was in the Army National Guard and traveled for his civilian job. She did not mind taking on this role as a mother of three as it allowed her husband to succeed in his career. Kaylee took pride in taking care of her children, and her home and she worked as a travel agent as well as being a stay-at-home mother. She was always a hard worker and put in a hundred percent in any job she had.

After two years of living in Texas, Kaylee lost her mom; she lost herself and some of her motivation. She kept working as a travel agent and devoted her time to her children but she wanted something more. She wanted to contribute to her family more. In 2020 when everything shut down, her youngest daughter was in kindergarten, and she decided it was time to go back to school and start working on her career. She was committed and worked very hard. She was attending Lone Star College in Montgomery, TX, and, had a 4.0 GPA. In the Fall of 2021, it was time for Kaylee to apply

to the radiology program, she was feeling fantastic, had all the courses completed, and was a stellar student, however, it was not enough. When she received the letter, she did not get accepted, and it was a huge defeat. She felt she failed herself and her family. Her husband, Danny reassured her she had accomplished many things and did amazing in college, she could reapply in the Spring. It was not enough for Kaylee; she felt she had waited too long to start a career. She felt it was too late.

Kaylee's friend Julie was in her second year of real estate, and she convinced Kaylee to take the courses and go for it. Kaylee's husband has tried to get her in real estate for years, well before they moved to Texas. He wanted Kaylee to get her license when they lived in New Orleans. Real estate was something she always thought was interesting, she loves houses, decorating and interior design but never wanted to take the leap. She was never convinced then to go into real estate, however, with her friend and husband both nudging her, she thought, "what can I lose?" She was a travel agent, if she could work with people planning memorable vacations, she could help families find their new homes.



Her friend was a huge influence as she was on an amazing team that guided her, and it was like a family. Kaylee could see herself in that role. She started classes in December 2021 and finished early 2022. She was very nervous going in for the state and national exams, but she passed on her first try and was on her way to start a new venture. She was able to link up with Brittany Smitherman, a team owner at the time, and joined her team in 2022. She hit the ground running and has not slowed down since. Brittany has something different she offers to her agents, it's unique, she can bring people together, and celebrates everyone's successes, motivating, and cheering her agents on every step of the way.

Kaylee met amazing ladies on the team, now that Brittany is a broker-age owner, she still feels like she is on a team. Kaylee and two agents



Real estate gave her hope and motivation. She decides her path and with her husband and children supporting her,

THE ROAD IS WIDE OPEN.



in the brokerage work together like a team, they call themselves the Wonder Women. They talk daily, motivate, and plan goals together. She is thankful for these ladies, who play a key role in her success. Kaylee has become a top producer in her brokerage in a short time. In the year 2022, she started mid-year and sold \$2.9 million. In 2023, she set out a goal to hit \$5 million in sales and she has surpassed that goal, selling 21 homes, and \$5.9 million in home sales. She cannot wait to see what comes next.

This is not the path Kaylee originally chose; however, she feels it is the right one that was led to her. She has found her tribe, her niche and loves being a realtor. She gets to work with many Veterans on finding their new home, whether they are relocating or retired and settling down, she gets to be part of their journey to homeownership. She feels as the wife of a retired military veteran, this is a small part of giving back to military families. As a former travel agent, she worked with many military families planning

their vacations and now she gets to work with military service-members in finding their new homes. She feels she has come full circle. She struggled for years trying to find her place, years of being a stay-at-home mom, losing her mother, and the rejection letter in radiology; she was lost for some time. Real estate gave her hope and motivation. She decides her path and with her husband and children supporting her, the road is wide open.





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Kristi and Joel Griffin put their mission and vision into action eight years ago. Since then, they never wavered from their commitment to real estate, to their clients, to their family, and to each other. As their surname suggests, they were meant for this—half lion, half eagle, the griffin represents power, courage, prestige, and wealth. It's destiny.



▶▶ real producer cover story

Written by Megan Taylor-DiCenzo
Photography by Jason Dotson with Dotson Photography

Native to The Woodlands, Joel graduated from McCullough High School in 1994 and subsequently earned two degrees from Texas Tech University: a B.B.A in Finance and an M.S in Finance and Economics. Joel's passion for finance led him to teach at Texas Tech before spending seven years working on Wall Street. From there, Joel enjoyed a career in medical device sales before joining forces with his wife, Kristi, to form Griffin Realty Group.

Kristi grew up in Cypress and attended the University of Houston. In 2014, after the birth

of their son, Harrison, Kristi joined Re/Max as a single agent. Two years later, she and Joel sat down together to plan their real estate partnership. They built a ten-year business plan including their mission, vision, values, goals, and marketing strategies. Being client-centric and focused on teamwork while always operating with simplicity, integrity, and passion has defined their business from the moment they set their plan in motion to today.

Fueling the Griffin's drive for success are their children: their daughter, Reagan (13) and their son Harrison (11), both named

after past U.S. Presidents - even their dog is named Kinley. Griffin Realty Group began at Keller Williams The Woodlands & Magnolia. Still with KW, they now have a satellite office for the team. Joel is a Broker-Partner and Lead Listing Agent while Kristi is a REALTOR®-Partner and Director of Operations. The team is proud to include Brooke Wiggins as the Transaction Coordinator and Cannon Brand as the Team Project Manager.

"We love our core team and hope to grow in the future," Kristi shared. "We all have equal parts but different duties.



“

**WE LOVE
OUR CORE
TEAM AND
HOPE TO
GROW IN
THE FUTURE.**

-KRISTI

Joel and I are the team leaders, but it's not just about us. We want this to be bigger than ourselves, and we wouldn't be here without our team."

"This isn't a hobby; it's a full-time job, and everything we do is in an effort to realize our goals," Joel explained. "Ultimately, we hope to have a team of 17 consistently producing a volume of \$120M yearly."

From the start, Joel and Kristi built their business on their sphere of influence. "We never

needed Zillow or paid leads," Joel shared. "Almost everything came organically."

"We put on three big events a year," Kristi added. "We sponsor a live songwriter series near The Woodlands and try to hang out with as many people as we can." Kristi is a huge fan of live music and dancing and never misses a chance to do karaoke. Joel enjoys traveling, great food, and an aggressive game of poker.

"Over the last eight years, we've morphed our team and defined



“
**WE ARE
 REALLY
 EXCITED TO
 BE WHERE WE
 ARE NOW.**

-JOEL

our process,” Joel said. “We are really excited to be where we are now.”

Currently, Joel offers wealth-building workshops for those interested in strategically building wealth through real estate. “Come build wealth with us,” Kristi said.

“I take the experience I gained in finance working on Wall Street and combine that with real estate,” Joel explained. Joel finds an extra level of passion when he’s able to combine his expertise from both fields and enjoys sharing the knowledge he has gained in real estate investing with others.

Kristi and Joel recently revisited the business plan they wrote eight years ago. “We only changed two words,” Joel shared. “We’re on track. Everything we wanted at the start is exactly what we want today.” The future of Griffin Realty Group is bright, and the Griffins are thrilled to continue the journey towards their goal of being their clients’ “Generational Realtors” – creating forever-clients every step of the way. Together, Joel, Kristi, and their team are making waves and using their mission, vision, and values to redefine the real estate experience.



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NANCY COOPER

Nancy Cooper is no stranger to adversity, but despite having been through hardship and loss, Nancy has much to be thankful for: her health, her children, and her real estate business for starters.

Born and raised in Houston, Texas, Nancy grew up in the Sugarland area. In fact, she lived on the cul-de-sac for her entire childhood until her family moved to a bigger house across the street.

Tragedy struck when her mother lost her battle with cancer in 1997. Watching someone you love the most in life struggle through a horrible sickness changes you. The horrible C word entered her life again, when she was 34 and received the devastating news she had stage 3 cancer. She left the





engineering world after 11 years to win her fight. She did just that, but another tragedy hit when her dad passed away suddenly, three years after her diagnoses. I was so blessed to have him by my side while I fought my battle. Life is a crazy ride and you just make the best of challenges that come your way! Being a positive person and always trying to see the best in every situation is what keeps me going!

After building her home in Conroe, she took an opportunity to work for the builder as a sales counselor. Little did she know this was the stepping stone into a new career she would love.

Driven by a newfound purpose, Nancy embarked on a journey to immerse herself in the world of real estate. She pursued education, honed her skills in negotiation, and embraced the complexities of the market. Each step was not just a career

move but a transformative process of healing and renewal.

As Nancy navigated the twists and turns of the real estate, she discovered a profound ability to connect with clients on a deeper level. Her empathy, born from personal experience, became a guiding force in helping others overcome their own real estate challenges. Whether assisting first-time home buyers, navigating complex transactions, or helping families find solace in new beginnings, Nancy's commitment to her clients went far beyond the traditional real estate role.

Through health battles, loss, and hardships, Nancy has survived to become a wonderful advocate for her clients and a testament to what it means to not only survive but thrive.



THROUGH HEALTH BATTLES,
LOSS, AND HARDSHIPS,
NANCY HAS SURVIVED TO
BECOME A WONDERFUL
ADVOCATE FOR HER CLIENTS
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