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OVER 130 MARKETS
ACROSS THE NATION
AND CONTINUES TO
SPREAD RAPIDLY.

#### **Q: WHO RECEIVES Real Producers MAGAZINES?**

**A:** The top 300+ real estate agents across Acadiana.

#### Q: WHAT IS THE GOAL OF THIS MAGAZINE?

**A:** We believe that we are better together. When we surround ourselves with other successful, like-minded people, we grow to new heights. Real Producers is a platform that brings together the most elite individuals in Acadiana's real estate industry.

We take the top 300 real estate agents and RP-vetted businesses in every market, and we build an exclusive community around that group. We share their stories, successes, market trends, and upcoming events — really, anything that will connect, inform and inspire, we put in our monthly publication.

#### Q: DOES Real Producers HAVE EVENTS?

 $\pmb{\mathsf{A}} \mbox{:} \ \mathrm{Yes!} \ \mathrm{We} \ \mathrm{will} \ \mathrm{have} \ \mathrm{specific} \ \mathrm{networking} \ \mathrm{events} \ \mathrm{throughout} \ \mathrm{the} \ \mathrm{year}.$ 

## Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

**A:** It's really simple. You have to be on the top 300 list, and we take nominations seriously. You can nominate other real estate agents, businesses, brokers, owners or even yourself! Office leaders can also nominate real estate agents. We will

consider anyone brought to our attention who is in the top 300 because we don't know everyone's story, so we need your help to learn about them. We cannot guarantee a feature, but we encourage you to meet with one of our team members, support Real Producers and attend our private events to increase your chances.

To submit a nomination, please send us an email!

## Q: WHAT DOES IT COST A REAL ESTATE AGENT/TEAM TO BE FEATURED?

**A:** Zero, zilch, zippo, nada, nil. It costs nothing to agents, so nominate away! We are not a pay-to-play model. We share **Real** stories of **Real Producers.** 

#### Q: WHO ARE THE RP-VETTED BUSINESSES?

A: They are one of the best businesses in Acadiana in their category, and you can find them listed in our index! We don't just find these businesses off the street, nor do we work with all businesses that approach us. Many of the top agents have recommended every single business you see in this publication. We will not even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our team will further vet every business to make sure they are a good fit and bring value to our community. Our goal is to create a power-house network, not only for the best real estate agents in the area but the best businesses so we can grow stronger together.

#### Q: HOW CAN I RECOMMEND A BUSINESS?

**A:** If you want to recommend a business that works with top real estate agents, please email or message us!

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By Drake Abshire

#### **DEAR ACADIANA REAL PRODUCERS FAMILY,**

As I sit down to write this note on June 25th, my heart is brimming with gratitude for each of you who joined us at the *Acadiana Real Producers* Launch Party. Your presence turned the night into a vibrant celebration of our shared passion and dedication. It was the hottest party of the season, literally LOL. But we still had an awesome time because you were there! To our remarkable agents, thank you for making the evening unforgettable with your energy and enthusiasm.

We were delighted to see so many of you enjoy the fantastic giveaways, all made possible by our generous sponsors. Your support was instrumental in crafting a night to remember, and we can't thank you enough.

For those who couldn't join us this time, don't fret! Exciting events are on the horizon. Keep an eye out for invitations to our next gathering, set to take place in late summer or early fall. We are constantly seeking new business partners to collaborate with, so if you have any suggestions or know someone who would be a great fit, please reach out.

To our valued partners, if you have a vision for our next event and would like to take the lead, we would love to hear from you. Your contributions are the backbone of our community, and your ideas help us create memorable experiences for everyone.

Stay cool this summer and continue to put your best foot forward in all your endeavors. Together, we are building something truly special.

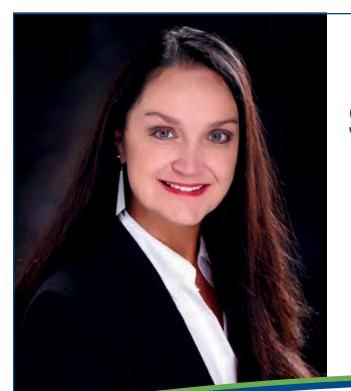
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With heartfelt thanks, **DRAKE ABSHIRE** 

Owner/Publisher

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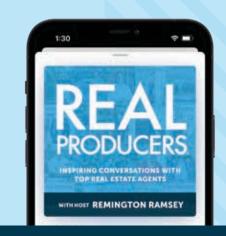
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Next, remind them that saving for a down payment is like training for a marathon. They can't just show up on race day after a night of binge-watching TV and expect to win. Regular contributions to their savings account will help them cross the finish line with ease. And just like in marathon training, there's no shame in rewarding oneself with a little treat now and then—just make sure the treat isn't a brand-new car!

Finally, make sure they understand that pre-approval is like getting a VIP

pass to the best concert in town. It shows sellers they're serious and ready to rock. Without it, they're stuck in the nosebleed section, hoping someone will notice them. So, get them to fill out that paperwork and gather those documents like they're building a winning trivia team; it's all about preparation and having the right answers.

Remember: Trying to bake a cake without knowing if you have all the ingredients means you might end up with a bowl of flour and eggs, wondering why it doesn't look like the picture-perfect dessert. Similarly, diving into house hunting without preapproval is like shopping for that dream home with an empty wallet—you're just setting yourself up for a sugar crash! Getting pre-approved is the secret

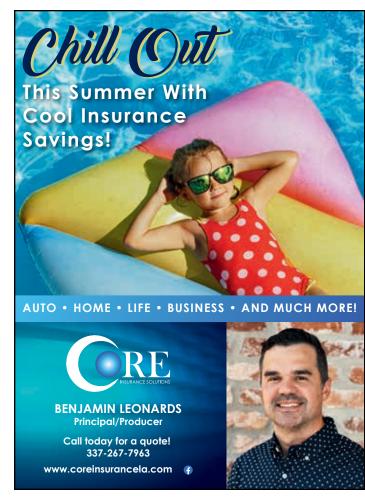
recipe for a smooth home-buying process. It not only gives your buyer a clear budget but also shows sellers they're serious and ready to commit.

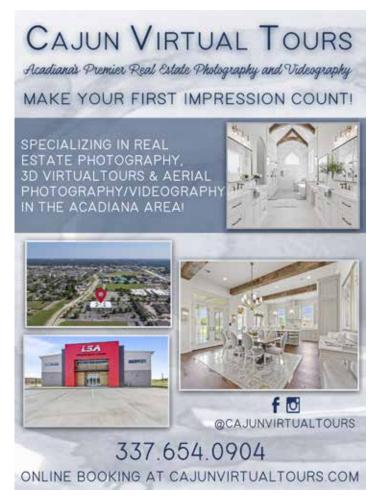
In conclusion, let's get your clients ready to buy smart, save right, and score big. After all, a well-prepared buyer is the real estate equivalent of a unicorn: rare, magical, and highly sought after. So, let's whip up that preapproval and avoid any half-baked home-buying disasters! Happy selling, and may the commissions be ever in your favor!"

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#### DISCOVERING REAL ESTATE BY ACCIDENT

Written by Elizabeth McCabe • Photography By Ace Sylvester

"If someone told me that I would own my real estate company 13 years ago, I would say, 'No way,'" says Christie House Theaux, Broker-Owner of Next Home in Lafayette.

Prior to real estate, Christie did a little bit of everything. "I owned a restaurant with my now husband," she comments. "I was a photographer, and I was a surgical nurse at a

veterinary hospital for many years." Christie jokes with people, "I can cook your dinner, neuter your cat, sell you a house, all in a day."

#### Road to Real Estate

Christie got into real estate by accident really, a random suggestion from her now husband. Although she originally went to college to work with high school teenagers, she had a change of heart. "I realized our school system was not what I thought it would be," she reflects. "There wasn't a lot of helping kids; there was a lot of paperwork."

Her husband, who was her boyfriend at the time, asked her, "Why don't you get your real estate license?" Taking

his suggestion to heart 13 years ago, Christie discovered her life's work. "I completely fell in love with the industry, the people, and the clients. This was a career where I could support my kids, contribute to my household, help others and have the time and money to impact children's lives in my own way."

Christie received her Broker's license in 2015. She wanted to learn more about the industry from a broader perspective and soon became an Associate Broker for Keller Williams. After a year, she decided to take the plunge and open her own company, Next Home Cutting Edge Realty in Lafayette, alongside Co-Owner Joy Cobert. Having the mentoring and support at Keller Williams forged the foundation she then had to take that plunge.

Owning her brokerage has allowed Christie to implement

her unique approach to real estate. "I thought there was a different kind of environment to do real estate," she says. Now she loves what she does. "I'm all in," she comments. "The only downside is that too often,I enjoy work too much. There is a constant juggle in this industry of balancing work and family. Without our family's support and patience none of us could do this job."



#### **Overcoming Adversity**

Christie's journey hasn't been without its challenges. Originally from Tennessee, she moved frequently, eventually settling in Louisiana due to her first husband's career as a diver and underwater welder. After amicably separating from her first

husband, Christie found herself as a single mother of two young children, working multiple jobs to make ends meet. She bartended, did sleep studies at a lab, managed retail clothing stores and was determined to get by.

"I've been evicted from houses and apartments, had cars repoed. One summer, I painted the exterior of a house in August just to pay rent," she recalls. Sunburned, she refused to give up, even with the blazing hot summer sun. Gone are the days of driving around in her Crown Victoria

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with the trunk tied down with a rope. "I couldn't afford to fix it," she says.

Meeting her current husband, Rocky, he provided the stability she needed to pursue her real estate career full-time and believed in her. "He enabled me to find the security I needed for my children and myself to focus on real estate. My main purpose was showing him

and my kids I could be successful. I fell in love with the industry and was able to show my children that with hard work you can overcome any adversity."

# **Balancing Family and Career**

Christie's family is her anchor. She has four sons: Brett Mason (28), Christian Lee (23), Ryker Zane (7) and Hunter (24-her step-son). Ryker was her miracle child, born at 29 ½ weeks at 2 pounds. "He has a purpose on this earth," she says with pride.

Together with Rocky, they enjoy offshore fishing, anything on the water, and spending time at their camp in Grand Isle. Even their dogs, all named after fishing/water themes (Costa, Mako, Zeek, Rip), join in the family fun. "I'm outnumbered," jokes Christie.

Despite her busy career, Christie remains passionate about photography, a hobby that has been a constant love. "Capturing moments is my heart. I have a sadness that holding a photo in your hand is becoming a thing of the past," she says.

#### Leading by Example

As the President of the REALTOR® Association of Acadiana, Christie is committed to raising industry standards and ensuring longevity in real estate careers. "There are a lot of changes happening right now. I'm

dedicated to making the right decisions for the nearly 1,800 REALTORS® in our association and protecting consumers."

Her advice to aspiring REALTORS® is simple but profound, "Be uniquely who you are. There's no one way to be successful in this industry. Surround your-

self with the right people and never doubt yourself. Learn from others, but always stay true to who you are."

Christie's favorite quote, "Build your own table so you don't have to ask others to sit at theirs," by Tyler Perry, perfectly encapsulates her journey and philosophy. She has built her own table in the real estate industry, inviting others to join her in creating a supportive and successful community.



Christie wouldn't be where she is today, had she not taken her husband's advice, to pursue this road to real estate. "This industry has enabled

me to give my kids the life that I wanted them to have," she smiles. "Hard work pays off, but none of us succeed alone. The support of my husband, kids, agents, mentors and friends over the years has played a huge role in where I am today. "

As Christie continues to lead and inspire, her accidental discovery of real estate has become a purposeful and impactful career, proving that sometimes, the best paths are the ones we stumble upon unexpectedly.





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#### EXCELLING IN EXCEPTIONAL SERVICE,

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Written by Elizabeth McCabe • Photography By Ace Sylvester

HOOSING THE RIGHT TITLE COMPANY
CAN MAKE ALL THE DIFFERENCE IN YOUR
REAL ESTATE TRANSACTION. FOR ANGELA
LALANDE, OWNER OF LALANDE TITLE, THIS JOURNEY
BEGAN WITH A LEAP OF FAITH AND A DEEP-SEATED
PASSION FOR EXCEPTIONAL SERVICE.

"I knew I was leaving one season of my life behind," Angela reflects on the time before she started her

title company. "I felt a pull, a calling from the Holy Spirit, guiding me toward something new." Despite reaching out to a couple of title companies with no doors opening, Angela's determination never wavered. Pregnant with her second child, she consulted with a mentor and ultimately decided that starting a title company was her true calling.

LALANDE

TITLE

In 2018, Lalande Title was born. "I basically birthed a baby and a business at the same time," Angela recalls. "What's so interesting about a season of birthing, whether it is with a career change or physical birthing, is that it is a time where newness sits on the

horizon and a sense of change will fill the atmosphere. If you are sensitive enough to the Spirit and to your surroundings, you will feel the shift." Amidst the challenges of extensive training and the early arrival of her daughter Ayla, who spent time in the NICU, Angela's faith and perseverance saw her through. "It was a step of faith, confidently walking the path that He had for us in that season.

And when fear tried to thwart my steps forward, I commanded it to bow."

#### A BOUTIQUE TITLE COMPANY WITH A COMMUNITY FOCUS

Lalande Title prides itself on providing a boutique feel and top-notch service. Angela's team includes two fulltime closing specialists, Lauren Mitchell and Natalie Romagosa, as well as third parties for abstracting, marketing and bookkeeping. "We also have people on

rotation to handle closings if I'm not available," Angela explains.

Starting from humble beginnings, Angela signed a lease for an office space without knowing if she could pay the rent. "No one knew who I was in the real estate arena," she says. Coming from an oil and gas title background, Angela had to build her reputation from scratch. But through connecting with the community and delivering exceptional service, Lalande Title has grown and thrived.



#### SETTING THEMSELVES APART

Angela believes that what sets Lalande Title apart is their commitment to customer service and advanced technology.

"We have state-of-the-art title software that streamlines the closing process," she says. "We're constantly looking at what we do and making it better. It's all about customer service and preserving that boutique feel."

Lalande Title offers mobile closings, ensuring convenience for clients. "We've done closings on porches and in various locations to meet the needs of our

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clients," Angela says. Their accessibility is further enhanced by a secure portal where clients can track their transaction progress and communicate directly with the team.

#### PASSION AND PERSEVERANCE

Angela's journey to becoming a successful business owner is marked by resilience and a passion

for helping others. "I'm a woman who has risen after falling and I truly desire to make the world around me better," she says. Her book, The Lighthouse Method – How to Shine Again After You've Lost Your Light, published in August 2022, encapsulates her story of overcoming adversity and finding purpose. "It's about serving people and meeting their needs," she explains.

Angela's dedication extends beyond her business. She and her husband Dwayne, both entrepreneurs, strive to provide their three daughters with enriching life experiences. "We took them to Baja, Mexico, for their first plane trip," Angela shares. They live in Youngsville and are active members of Our Savior's Church, which they attend by golf cart from their home. Angela's identical twin sister also lives in the same neighborhood, adding to the family's closeknit community.

#### OVERCOMING OBSTACLES

Angela's path to success wasn't without challenges. "Failing moments are merely stepping stones to success," she asserts. "But it's only failure if you don't get up." In high school, after a failed attempt at javelin, Angela practiced relentlessly and won the state championship the following year. This determination carried over to her professional life. Despite setbacks

in law school and initial denial from the Mississippi Bar, Angela persevered, eventually passing the Louisiana Bar and finding her place in the legal world.

"We generally see a setback as failure. I sure did. When I was initially rejected as an attorney, I had every excuse in the world to give up. But without this setback, I would not have had a comeback. I would not have known the gift that can come out of pain. I would not have known the resiliency inside me."

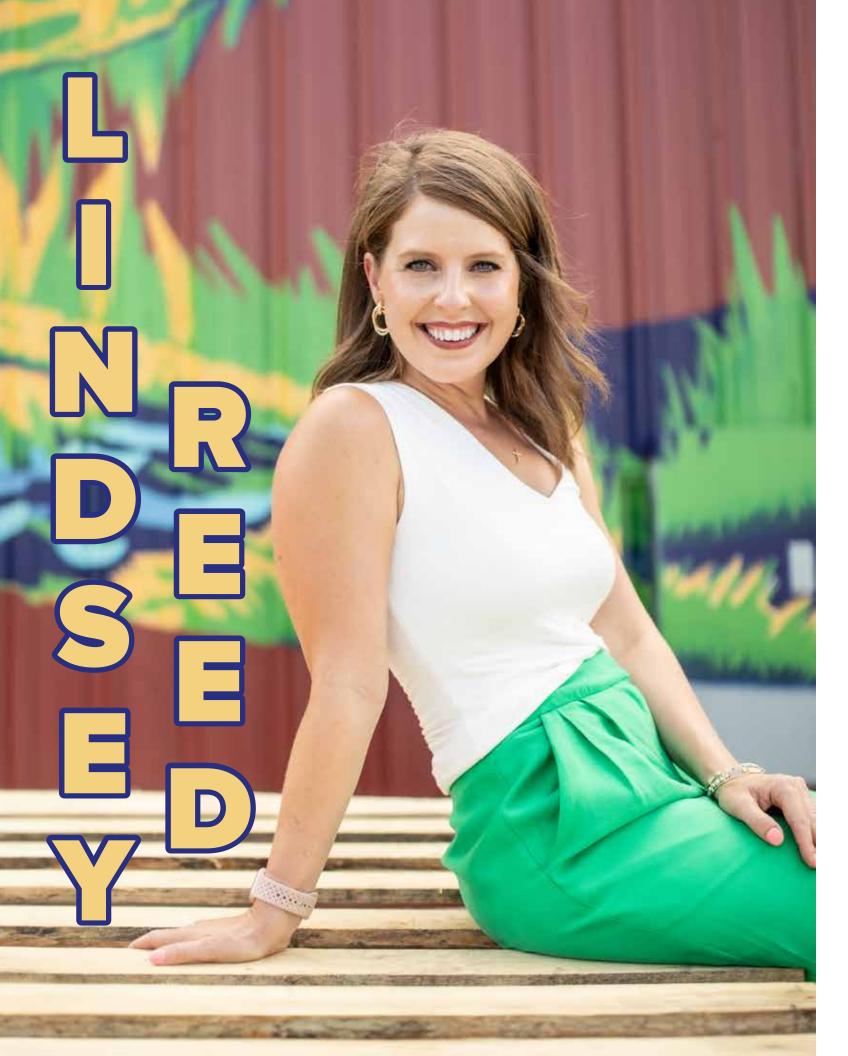
Her message to others is clear: "Even in the face of failure—if you stand up and go forward, great things can happen."

Lalande Title is more than a business; it's a testament to Angela Lalande's faith, resilience, and passion for service. For those seeking exceptional title services with a personal touch, Lalande Title is the trusted choice.

#### FOR MORE INFORMATION:

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#### DISCOVERING HER PURPOSE AND PASSION IN REAL ESTATE

Written by Elizabeth McCabe • Photography By Ace Sylvester

"You would be really great at real estate," Lindsey Reed remembers the motivating words of her husband, Jason, more than a decade ago. "Sure, I will give it a shot," she told him 16 years ago. "I took my courses and haven't looked back."

A Louisiana local, Lindsey attended the University of Louisiana for 4 years, where she discovered her love of the stage. Starring in plays helped her to discover who she really was. "That opened me up to having a love of people and communicating with them. It made me super comfortable with that," she recalls. Recognizing her natural ability to connect with others was instrumental in discovering her passion for real estate.

Her passion for theater dates back to her high school years, which were formative in creating the individual she is today. Lindsey comments, "When I was younger, I had a passion for theater." Her teacher, Ms. Katrina Edwards, started Drama Club in her high school. Little did she know that it

would transform her personality. "I was shy before I did that." Lindsey isn't shy any longer, however.

Now she works as a REALTOR® for District South Real Estate by Real Broker LLC and genuinely loves what she does. With over \$126M in total sales, she knows how to move deals to the closing table. Gone are the days of waiting tables at Hub City Diner in Lafayette.

#### **SECRETS TO SUCCESS**

Real estate has its fair share of challenges. For Lindsey, she encountered that firsthand when she entered the business 16 years ago. "Social



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## I SELL REAL ESTATE FOR THE **RELATIONSHIPS**.

media was not prevalent," she explains. "In real estate, you have to let everyone know you are in the business."

Times have changed. "Now you put one post on Facebook and it goes out to 5000 people," says Lindsey with a heart of gratitude. When she started, Lindsey had to focus on door knocking, sending out mailers, and talking to everyone she met.

"I let everyone know that I was in real estate," she shares. She also recalls finding phone numbers, calling leads, and trying to build her business the old-fashioned way. "That was a big hurdle then that I wouldn't have if I were a new agent now. Things were so different 16 years ago." Now in a digital age, it's easier than ever to make connections in a fraction of the time.

#### A HEART FOR HOUSES AND **HELPING OTHERS**

In addition to connecting with clients over social media, Lindsey also likes connecting with them in person. "I sell real estate for the relationships," she says. This go-getter also loves selling houses and being a part of someone's largest purchase of their entire life.

"It's an emotional thing buying a home for you and your family," comments Lindsey. "That's what I gravitate toward." Although Lindsey also sells commercial real estate, she prefers the emotional connections that she gets with clients through residential real estate. "My clients are more



friends than anything because of the emotional connection," she points out.

#### **FUELED BY FAMILY**

Outside of her professional life, Lindsey cherishes her family time. She has a 15-yearold daughter, Ainsley, a 10-year-old daughter, Kate (affectionately known as "Tater Tot"), a 23-year-old stepson, Dylan, and her husband, Jason. They also have two beloved dogs, Lucy and

This tight-knit family loves going to the beach, which is their happy place, and they enjoy family dinners, which provide a time to communicate and enjoy each other's company. Despite her busy schedule, Lindsey makes time for family outings, lunches, and shopping trips.

Finn. Lindsey jokes that she loves Finn more

than her husband, and "he knows it."

One fun fact about Lindsey is that she hopes to meet Shaq. "It's on my bucket list," she laughs.

#### **STARTING THE DAY RIGHT**

Each day, Lindsey starts on the right foot through fitness. She's dedicated to her morning routine. "I work out in the morning with neighborhood friends at the same time every day at 5 a.m. before the sun comes up," she says. It helps her to focus for the day and enables her to be in the best mood for her clients and her family.

#### **TOP TIPS**

"I always tell people that real estate is about being disciplined," says Lindsey. Because she is self-employed, discipline is essential for success as well as determination. "Don't give up," says Lindsey. "Real estate is a roller coaster. It's going to have ups and downs. Keep pushing forward."

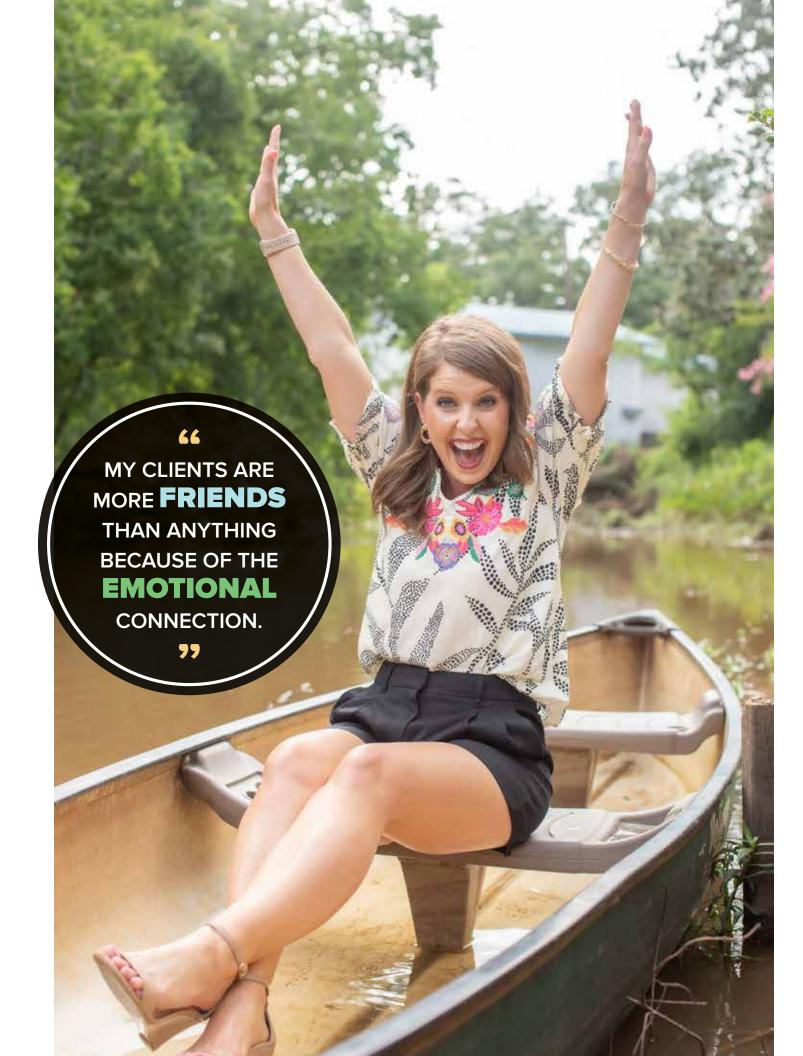
"I'm such a firm believer that a morning routine can change your day," adds Lindsey. She is a fan of the book called "The Morning Miracle," which she raves is almost life-changing.

Lindsey also knows the power of setting goals, reaching them, and then setting new goals. It helps her to become the best that she can be in real estate.

Lindsey's favorite quote encapsulates her philosophy: "Do the thing, have the power." This motto, taken from a podcast, resonates deeply with her. "You have the power to create. How busy you want to be, how successful you want to be. It's up to you as a person to mold that. Do the thing, have the power - that is my motto that I go by."

#### **FINAL THOUGHTS**

Lindsey is an inspiration. She took a leap of faith and launched into real estate, discovering her passion and purpose in the process. Now she is making a difference for countless clients in the area and beyond. She wouldn't have it any other way.



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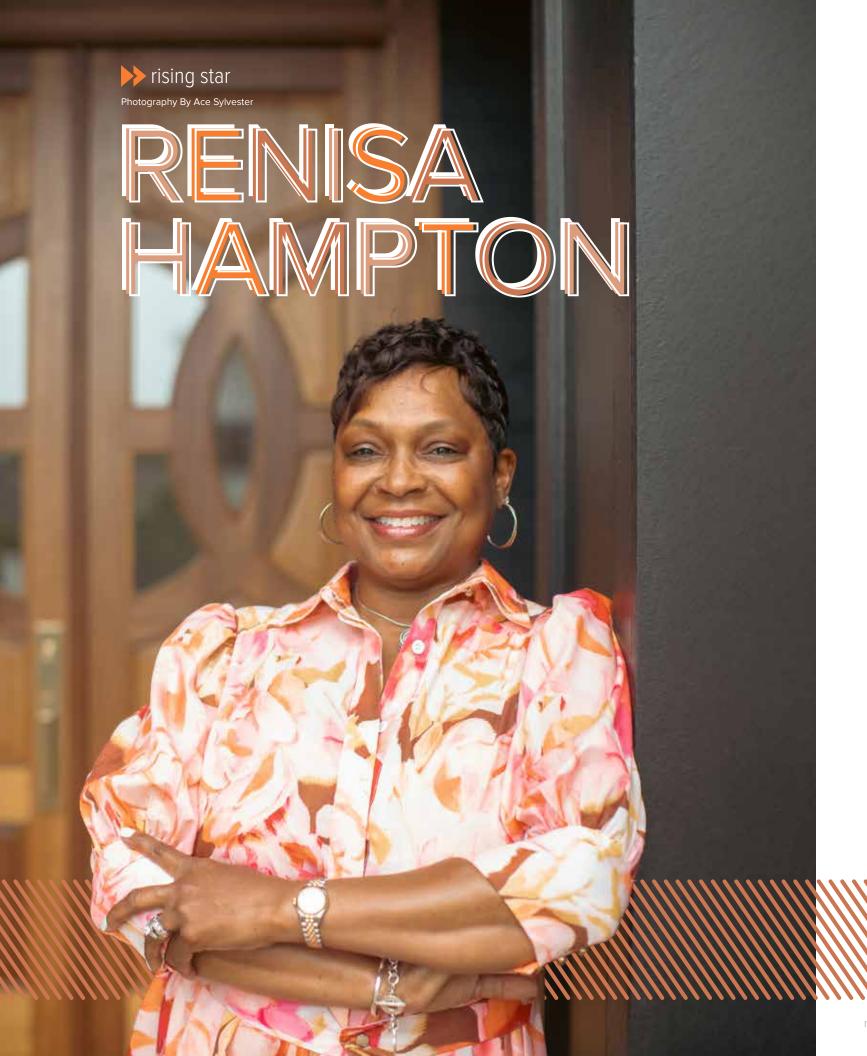


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How many years have you been a realtor? September 2024 will make 4 years.

What is your career volume as a realtor? \$10,480,660

What was the total volume last year? \$3,683,380

What awards have you received as a realtor? 2021 Gold Award Recipient and West

Region Rising Star, 2022 Silver Award Recipient and 2023 Gold Award Recipient

# When did you start your career in real estate?

After managing a local dental office here in Acadiana for almost ten years, I decided to switch gears and join my husband in the real estate industry. He's a local residential new construction builder with Acadiana Dream Home, LLC. I began my real estate career in October 2020 with Latter & Blum | Compass. Although I'm still considered a newbie, I am hugely passionate about learning as much as I can to be the best I can be. Being an agent for one of the largest brokerages in Acadiana provides me with abundant resources on all spectrums.

#### What did you do before you became a realtor?

I've had a very diverse and accomplished career in Sales
Training and Development and the pleasure of working with
some of the most prominent companies in Memphis, TN. After
relocating to Lafayette, I transitioned into a managerial role as
the Office Manager for Omega Dentistry Inc. before embarking on a
career in real estate.

#### What are you passionate about right now in your business?

I am passionate about guiding my clients through one of the most significant transactions of their lives—whether they're buying or selling their dream home. My commitment is to provide exceptional service, ensuring that each client

feels confident and supported throughout the entire process. With a deep understanding of the real estate market and a dedication to personalized service, I strive to make each transaction as smooth and successful as possible.

#### What has been the most rewarding part of your business?

Definitely getting P-A-I-D! But in all seriousness, seeing the joy and satisfaction on my client's faces when they achieve their real estate goals is truly priceless. Helping them navigate one of the most significant transactions of their lives and knowing I've made a positive impact is incredibly fulfilling.

#### My biggest challenge as a realtor?

Working with my husband! Lol. We often have different perspectives when it comes to building and selling properties. His vision for the perfect home doesn't always align with what I see as the best way to sell it. Despite our differing views, we make a great team and always find a way to bring our strengths together to benefit our clients.

# How does real estate fit into your dreams and goals?

Real estate fits into my
dreams and goals by
allowing me to blend my
passion for helping people with
my interest in
property and
home design.
My goal is

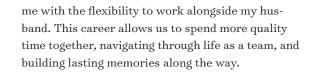
to build a successful business that not only provides financial stability but also allows me to make a positive impact on my clients' lives. I envision growing my expertise and expanding my reach to help more people find their dream homes and make wise investment decisions. Ultimately, real estate is the perfect avenue for me to achieve personal fulfillment and professional success.

#### What's your favorite part of being a realtor?

My favorite part of being a realtor is the joy of helping clients find their perfect home. There's nothing quite like seeing the excitement and happiness on their faces when they walk into a house and know it's the one. I also love the variety and challenge that each day brings, from negotiating deals to exploring new properties. Building relationships with clients and being a part of such a significant moment in their lives is incredibly rewarding.

#### **Define Success.**

Peace of mind is truly priceless. Being a realtor not only offers me the satisfaction of helping others find their dream homes but also provides



#### Tell us about your family.

Where do I start? Family is everything to me. I credit my maternal grandparents for the examples they set for their kids which trickled down. We learned almost everything sitting around the kitchen table. The kitchen was the happening place to be, not only were we throwing down with the cooking, but we also got the 411 on "who dropped kicked who!" ...in other words, the latest gossip.

#### **Favorite Book?**

"Year of Yes" by Shonda Rhimes is definitely one of my favorites. You find insights and thoughts that can empower you to further develop your leadership skills, improve self-esteem, or find the motivation to go after that goal that you've had in mind for some time.

## Are there any charities or organizations you support?

I love giving back and volunteering. I am a Lifetime Member of CASA (Court Appointed Special Advocate) of St Landry - Evangeline, Inc. with over 10 years of service. CASA is a non-profit organization dedicated to advocating for the best interests of abused and neglected children in the St. Landry and Evangeline Parishes, located in Louisiana. Inc. CASA volunteers are people like you. We encourage all backgrounds and professions to join us. Many of our volunteers are extraordinary people who want to make certain the voices of abused and neglected children are heard such as teachers, business professionals, retirees, stay-at-home moms, grandparents, college students. I'm also a proud member of Junior League of Lafayette. This organization of phenomenal women advocate to advance women's leadership through volunteer action, collaboration, and training. Feeling the needs of others in our communities.

#### What are your interests and hobbies?

I love to travel and experience different cultures. I also like to run. I often participate with the Zydeco Half marathon in Lafayette as well as the St Jude Half Marathon that takes place in Memphis annually.

# Given your status and expertise, what is some advice you would give the up-and-coming top producer?

The real estate industry is immense and multifaceted, far from the glamorous portrayals seen on reality TV. While it's true that the industry involves a lot of grit and grind, success doesn't come overnight, nor is it guaranteed that you'll immediately drive luxury cars or live in penthouses. The real path to success in real estate involves continuous learning, seeking knowledge from various sources, stepping outside your comfort zone, asking questions, and maintaining consistency and persistence.

# In closing, is there anything else you would like to communicate using this Acadiana Real Producer platform?

In closing, to be honest...I'm still in disbelief about being selected as a Rising Star for *Acadiana Real Producers*. There are so many others that are out here grinding and deserving of such, but I'm going to take my bow now and in a humbling voice, I say, Thank You!



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### ACADIANA REAL PRODUCERS

# LAUNCH PARTY!

Photography by Erin Goudeau • Videography by GC Brand Films

We did it! Our Launch Party was a HUGE SUCCESS and we are so excited to share it with you! We want to thank our sponsors: Sure Title, Manuel Builders, Standard Title, Cross Country Mortgage, and The Grouse Room for their support and generosity! We couldn't have done it without them. Here's a peek at the fun we had! If you couldn't make it, we missed you and hope to see you at our next event! Be on the lookout for your invite! Thanks go to our Photographer, Erin Goudeau, and Videography by GC Brand Films for capturing all our memories!

#### **THANK YOU TO OUR SPONSORS**











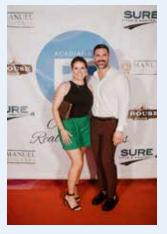






















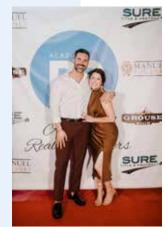


















































































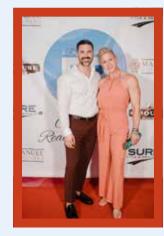










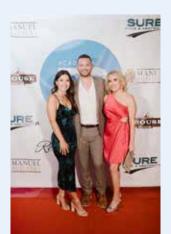




















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