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ON THE RISE

Jordan Hawkins

PARTNER SPOTLIGHT

Clear View Insurance

AUGUST 2024

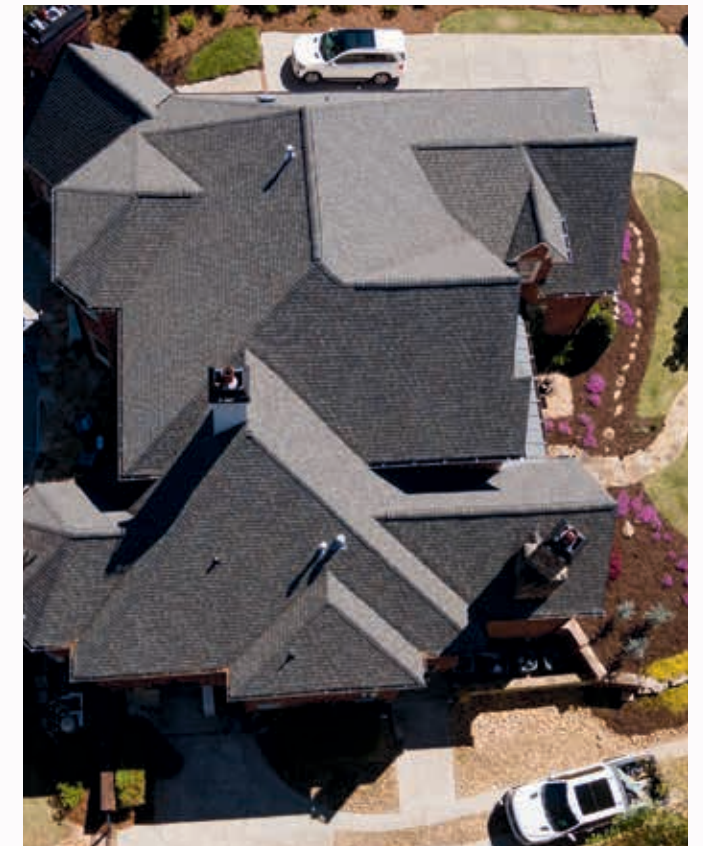
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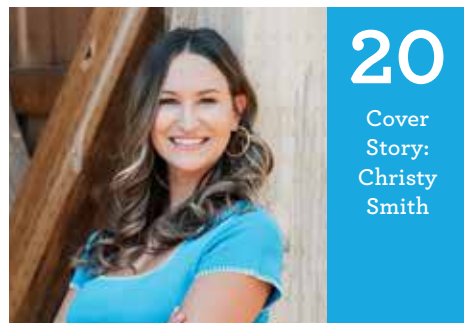
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NICK

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Nick Stevens, a name synonymous with trust and reliability in the insurance industry, hails from the heart of Ohio, where his journey toward becoming a formidable force in the realm of risk management began. Born just outside of Columbus in Newark, Ohio, Nick’s journey has been a testament to resilience, determination, and the power of passion.

“I was in banking as I exited college, and quickly changed over to insurance in the early 2000s, staying in the industry ever since,” shares Nick, reflecting on his career trajectory. With a degree in Insurance and Risk Management from Ohio Dominican/Ohio State still underway, Nick dove headfirst into the world of insurance, driven by a desire to make a tangible difference in people’s lives.

His transition to becoming an independent agent in 2023 marked a pivotal moment in his career, empowering him to forge his own path and redefine the standards of client-centric service. “Insurance was a great career path to allow me to interact with the clients I serve, is a competitive field, which fills

my tank from my prior athletic background, and allows me to feel accomplished when I’ve provided a service that helped someone in their time of need,” Nick emphasizes, highlighting his unwavering commitment to serving his clientele.

Throughout his illustrious career, Nick has honed his expertise in catering to high-net-worth professionals, offering them tailored solutions to safeguard their families and assets. From his early days with State Farm in Illinois and Ohio to his tenure with Liberty Mutual/Comparian Insurance Agency in Atlanta, Nick has consistently exemplified excellence and integrity in his craft.

However, Nick’s journey hasn’t been without its share of challenges. Battling epilepsy during his junior year in college posed formidable obstacles, testing his resilience and fortitude. “It became a strain on all aspects of life, but I wasn’t going to allow it to define me,” Nick reflects, underscoring his unwavering resolve to overcome adversity and emerge stronger.



“ Relationships are what I’m most passionate about. Relationships are one way that we can all take a huge step toward creating a recession-proof business.

Beyond his professional endeavors, Nick is deeply passionate about nurturing relationships and fostering a sense of community. “Relationships are what I’m most passionate about. Relationships are one way that we can all take a huge step toward creating a recession-proof business,” he emphasizes, highlighting the intrinsic value of human connection in driving business success.

Nick envisions a future where collaboration with real estate professionals serves as a cornerstone of mutual growth and prosperity. “If we all help each other create a local ecosystem of trusted referral partners, achieving dreams and goals will take care of itself,” he asserts, emphasizing the transformative potential of strategic alliances within the industry.

Outside the boardroom, Nick finds solace in his love for sports, particularly golf, and harbors a keen desire to explore the wonders of travel. Rooted in his unwavering belief in the power of perseverance and compassion, Nick’s legacy transcends the realms of business, encapsulating a profound commitment to making a positive impact in the lives of those around him.

In essence, Nick “THE Insurance Guy” Stevens embodies the quintessence of professionalism, integrity, and compassion, leaving an indelible mark on the fabric of the insurance industry and beyond. As he continues to champion the cause of protection and relationships, Nick’s legacy serves as a beacon of inspiration for generations to come.

“For the Right Coverage at the Right Price, Call Nick ‘THE Insurance Guy’ Stevens,” he proclaims, encapsulating his steadfast dedication to empowering and safeguarding his clients.



“ If we all help each other create a local ecosystem of trusted referral partners, achieving dreams and goals will take care of itself.

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Christy SMITH

FROM HOMEBUYER TO TRAILBLAZER

Growing up in Marietta, Georgia, Christy Smith always knew she wanted to make a significant impact. Her journey into real estate began after buying her first house at the age of 22. By 28, she had purchased her third home. “I loved the idea of helping achieve homeownership,” Christy shared. In 2018, she turned that love into a profession and has never looked back.

Christy started her career with The Curtin Team in 2018, quickly rising through the ranks to become the lead buyer’s agent, then director of sales, and eventually a partner in the business by 2022. Reflecting on her time with the team, Christy said, “I am incredibly grateful for my time there as it helped me grow personally and professionally.” Today, she leads her own company and will continue to grow C Smith Realty Group, with a vision for a future that’s as bright as her past achievements. “The support I have received so far means the world to me. No one succeeds alone and I have the best support system there is. I am beyond excited for what the future holds!” says Christy with a smile.

Her dedication and hard work have paid off. Christy has consistently ranked in the top 20% of Keller Williams agents in Roswell for six years and more recently, the top 3%. Her career volume as a realtor is over \$115 million, with nearly \$20 million in total volume last year alone. Despite her success, the journey hasn’t been without its challenges.

“I’ve had to overcome a lot to get to where I am today,” Christy explained. “So many

people don’t see the hard work and all of the hours I have put into having a successful business. I’ve learned not to take it personally and focus on the support I do have.” Her positive outlook and resilience shine through as she added, “Sometimes haters are actually motivators, and the opinions of people that truly love and support me are all that matter to me.”

A significant influence in Christy’s career has been her MAPS coach, Jen Davis. “She helped me grow as an agent and a leader. She was always honest and gave me constructive criticism that I valued and respected,” Christy recalled. This mentorship has been crucial in shaping Christy’s approach to her business and leadership.

One of the things Christy is most passionate about in her business is ensuring her clients are happy. “This is not an easy industry and a lot can happen. It’s important to me that my clients are happy. If they are happy, I’m happy,” she said with a smile. The most rewarding part of her business, she noted, is “seeing my clients make a house their home. I feel grateful to be a part of something so important.”

Looking ahead, Christy's goals include expanding her real estate investments. She already owns a long-term rental and a short-term Airbnb in Blue Ridge and plans to use her investment properties to fund her daughters' college educations and her own retirement.

Family is at the heart of everything Christy does. Married to Justin Smith, a contractor who assists many of her clients with home renovations, the couple has two daughters: Laila, who is about to turn eight, and Rylee, who is two and a half. As a family, they enjoy hiking at Leita Thompson Park and traveling

to the beach. "I love to read and, in a perfect world, go to the gym and workout if I have time," Christy added, sharing a glimpse of her hobbies outside of work.

For those aspiring to follow in her footsteps, Christy's advice is simple yet profound: "Keep going! So many people give up right before their breakthrough. Lean on people that have found success." She emphasized the importance of perseverance, often referring to it as the "check mark" - a journey that starts with excitement and hope but requires persistence before seeing results.



“SOMETIMES HATERS ARE ACTUALLY MOTIVATORS, AND THE OPINIONS OF PEOPLE THAT TRULY LOVE AND SUPPORT ME ARE ALL THAT MATTER TO ME.



Christy's philosophy of "family first" extends to her clients, whom she treats like family. She believes her ability to connect with people and her empathy are among her greatest strengths. "I want to leave a legacy for my girls, make a positive impact and show them what's possible. I approach real estate the same way I do everything else, with heart and that's why my slogan is 'Real Estate With Heart'. I want anyone that is working with me to take comfort in knowing I approach everything with heart and with that, comes results! she said. "Helping people achieve big goals and inspiring people to dream big – that's what I want to be remembered for."

“
**HELPING PEOPLE
 ACHIEVE BIG
 GOALS AND
 INSPIRING
 PEOPLE TO
 DREAM BIG –
 THAT'S WHAT
 I WANT TO BE
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In closing, Christy shared her favorite quote by Babe Ruth: "Never let the fear of striking out keep you from playing the game." It's a fitting motto for someone who has consistently hit home runs in both her personal and professional life.



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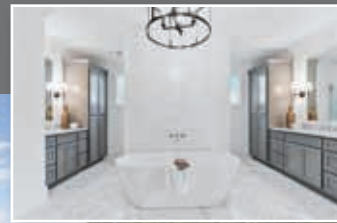
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JORDAN HAWKINS

FROM SNEAKERS TO SOLD SIGNS

Jordan Hawkins' path to real estate success is as unique as it is inspiring. Born in Greenville, SC, Jordan's story is one of hard work and a passion for helping others achieve their dreams.

Jordan's early years were defined by an incredible work ethic. "I come from very humble beginnings and was on my own from an early age," she shares. "During my senior year of high school, I worked three retail jobs and bartended at night just to make ends meet. There were few hours of the day I wasn't working."

Her relentless hustle led her to various managerial roles in retail, eventually moving to Colorado where she managed a Kendra Scott store and later worked in marketing for a medical device company. However, the pandemic brought a turning point. "Working in the medical field during the pandemic forced me to evaluate my life path and priorities," Jordan explains. "I lacked passion and felt burned out."

It was this period of introspection that ignited her interest in real estate. "I realized I was passionate about bringing the dream of homeownership to life," she says. "Having experienced homelessness myself, it was a dream I never thought I would accomplish."

In 2021, Jordan received her real estate license in Colorado, and she quickly built a team of five with her business partner and mentor, Alex. "I owe all of my success to Alex," Jordan notes. "She helped me discover my true potential in real estate and showed me what was possible."

Despite a promising start, Jordan's journey took another turn when she moved to Georgia in June 2022. Starting from scratch in a new city, she rebuilt her career and now runs a team of three. Her determination paid off, and she has since achieved numerous accolades, including the Keller Williams Rising Star and DMAR Excellence - Gold 2023.

One of Jordan's proudest achievements is her work with sports and entertainment clients. "People see athletes and entertainers as being on a pedestal, but they are truly a marginalized community," she explains. "We focus on the educational piece of homeownership for them and other first-time home buyers, protecting their privacy and creating a safe space."

Jordan's passion extends beyond her clients to her family. Married to Jimmy, an SAP Analyst, they have two children, Preston and Caroline, and a goldendoodle named Banks. "We love to travel and explore, truly valuing our time together as a family," she shares.

Outside of real estate, Jordan's interests include traveling to new places to experience art and culture, attending sporting events and concerts, and collecting sneakers. "No matter the occasion, you could find me in some Jordans," she laughs. "Obviously because Jordan should be wearing Jordans, right?"

▶▶ on the rise

Photos by Regis Lawson





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Success means waking up each day with a sense of purpose and excitement, knowing that what you do makes a positive impact on others.

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Her definition of success is multifaceted. “Success means waking up each day with a sense of purpose and excitement, knowing that what you do makes a positive impact on others,” she says. “It’s about personal growth, overcoming challenges, maintaining strong relationships, and staying true to your values.”

Jordan’s advice for aspiring real estate professionals is simple yet profound: “Keep it simple and let your focus be cultivating strong relationships. Stay educated and adaptable.” She emphasizes the power of intention in everything she does. “The level of intention you place into something determines how powerful and substantial the outcome will be.”

Looking ahead, Jordan envisions real estate as a powerful tool for building wealth and enhancing her family’s lifestyle. “It has enabled us to afford a higher quality of life, support educational opportunities for our children, and contribute meaningfully to charities,” she says.

Jordan’s legacy is one of collaboration and community building. “I want to be remembered by the community I build and the relationships I was able to foster,” she says. Her favorite quote encapsulates her philosophy: “We have to always be planting seeds because we never know what might sprout.”

In the spirit of collaboration, Jordan concludes, “Always collaborate and stop competing. We are truly better together.”

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I want to be remembered by the community I build and the relationships I was able to foster.

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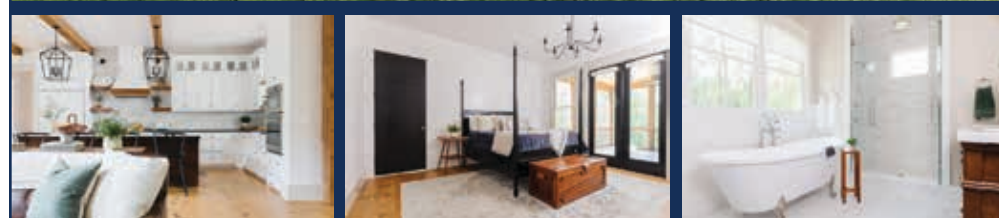
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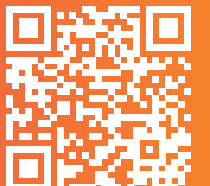


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