

BATON ROUGE

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.

Top
Producer

PHILIP CAZAYOUX

INDUSTRY LEADER
CLAYTON FIELDS

RISING STAR
KATELYN MORRIS

BUSINESS SPOTLIGHT
LOUISIANA AESTHETICS
& SKINCARE

MEET
YOUR
BOARD

FEBRUARY 2024

GET TO KNOW...

Susanne Wampold

Favorite part about being a Mortgage Loan Officer?

My favorite part is finding solutions in the difficult situations where my clients don't think they have the necessary means of qualifying for a loan. Witnessing them receiving the keys to a home at the closing table, is the best payoff in the process.

What has been your greatest work accomplishment while working at NOLA Lending?

Working in the community on projects such as Habitat for Humanity and the Food Bank of Baton Rouge. Giving back is important to NOLA Lending, to my family and myself.

What is the best advice you would give to an agent when it comes to the lending side of the transaction?

The best advice I would say is to have your clients pre-qualified prior to house searching. It is important to know what they can qualify for ahead of time. It's the best way to achieve the clients goal.

How long have you lived in Baton Rouge?

I have lived in Baton Rouge my whole life! Born and raised here!

Favorite places to go, shop, and eat in the Baton Rouge area?

I love to shop and support our local boutique's. My favorite restaurant for a special night out would be Ruth Chris. The service and food are impeccable.

What is an interesting fact about you that other people may not know?

Prior to my career at NOLA Lending, I was a pre school teacher. I taught three year olds for over a decade!



Loan Officer
NMLS# 1553575

Your Home Loan Specialists

Whether you're buying or improving, NOLA Lending Group has the experience and expertise to guide home buyers through the financing process. With Loan Production offices in Baton Rouge and Prairieville, plus all over the South, our lending specialists can assist your clients in determining which type of loan is the most appropriate and affordable.



Joey Piel
NMLS# 365511



Ryan Thomassie
NMLS# 350514



Trey Hereford
NMLS# 89575



Sharon Williams
NMLS# 118322



Shannon Babin
NMLS# 419401



Connor Brooks
NMLS# 1370606



Katie Meiners
NMLS# 1125723

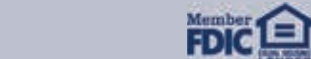


Susanne Wampold
NMLS# 1553575



Karla Fuentes
NMLS# 108621

WE ARE...
HERE FOR BATON ROUGE
& Here For Good



NOLALending.com

All applications are subject to underwriting approval.

Fidelity Bank NMLS Co. ID 488639

QUALITY STARTS
At The Top







LOCALLY OWNED
& FAMILY OPERATED



check out our Google reviews!
www.theLatopteam.com

225.571.1740

TABLE OF CONTENTS

	<p>08 Preferred Partners</p>		<p>12 Industry Leader: Clayton Fields</p>		<p>18 Partner Spotlight: Louisiana Aesthetics & Skincare</p>
	<p>24 Rising Star: Katelyn Morris</p>		<p>30 Cover Story: Philip Cazayoux</p>		<p>38 Get to Kneaux: Meet Your Board</p>

Mardi Gras IS IN OUR SOUL!

Partner with us for an amazing client experience!






Connie Easterly
Closing Consultant

Charles G. Blaize, Jr.
Managing Partner

Brett Bajon
Associate Attorney

Darby Baronet Mann
Marketing Director

Your Trusted Closing Ally

Baton Rouge: 10101 Siegen Lane, Suite 4A | 225.810.4998
Houma: 1499 St. Charles Street | 985.223.4725



GEAUX LOCAL.



GEAUX REDSTICK.

We Are Growing!

NOW LICENSED IN MISSISSIPPI!



<p>Ryan Mott Owner/President NMLS #876641</p>	<p>Sheridan Fay Broker/Owner NMLS # 1967817</p>	<p>Marcy Hubbs Loan Originator NMLS # 2143451</p>	<p>Darrell "Randy" Tubbs Loan Originator NMLS #178782</p>	<p>Richard Davis III Loan Originator (Houma/Thibodaux) NMLS #1919192</p>	<p>Clay Donaldson In House Processor/ Geaux Processing, LLC NMLS #2436050</p>	<p>Rebecca Valadie Loan Originator NMLS #2134013</p>
--	--	--	--	---	--	---



Stated Income Programs
Bank Statement Programs
One Time Close New Construction
Mobile Homes • FHA, VA, Conv, Jumbo

RedstickFinancial.com | [f](#) [@redstickfinancial](#)

11918 Bricksome Ave, Suite F | Baton Rouge, LA 70816 | **225-407-9250**

LIONS LANDSCAPING



CALL THE KING
(225)221-1590

Services

- New Sod Installation
- New Flower Beds
- Landscape Cleanup
- Irrigation
- Landscape Lighting
- Gutter Cleaning
- Stump Removal
- Trash/Debris Removal
- Lawn Maintenance
- Landscaping Maintenance
- Flower Bed Design
- Wood Fence Installation
- Hardscape Construction
- Tree Trimming & Removal
- Weedeater and Blowing
- Weed Killer Application
- Pressure Washing

Service Areas

- Baton Rouge
- Prairieville
- Gonzalez
- Geismar
- Saint Amant
- Galvez
- Sorrento
- Denham Springs
- Watson
- Walker
- Central
- Hammond
- Livingston
- Mandeville
- St Gabriel
- Baker
- Zachary
- Port Allen

430 S STEVENDALE RD
BATON ROUGE, LA 70819

LIONSLANDSCAPINGBR.COM

FOLLOW US

@LIONSLANDSCAPINGBR



The Keller Agency

Smarter Insurance.
By Design.

225-319-5413 cell/text
225-379-5111 office

38105 Post Office Rd
Suite 6
Prairieville, LA 70769

kelleragencygoosehead.com

Agency Owner *Stacey Keller*

**SHOW ME
YOUR
BADGE
AND I'LL
SHOW
YOU
MINE**



MEET THE BATON ROUGE REAL PRODUCERS TEAM



Gina Miller
Publisher



Carolyn Foley
Advertising Manager



Hannah Davis
Events Manager



Breanna Smith
Staff Writer



Beth McCabe
Staff Writer



Ace Sylvester
Lead Photographer



Kyle Rome
Photographer

If you are interested in contributing or nominating REALTORS® for certain stories, please email us at gina.miller@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 *Baton Rouge 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.

FOLLOW US ON SOCIAL MEDIA

@BATONROUGEREALPRODUCERS



For More Information on how you can get involved email Gina @ gina.miller@realproducersmag.com

YOU'RE HOME.

Homebuying is about more than financing.
It's about starting the next stage of your life.
Let us help you get home.

GET STARTED TODAY!

Brian Barefoot
Branch Manager, NMLS #1935707
225-326-0682
BJBarefoot@dhimortgage.com

Baton Rouge
7700 Vincent Rd.
Denham Springs, LA 70726
225-664-1650



Slidell
5951 Belfast Bend Ct.
Slidell, LA 70461
225-667-5629



Financing offered by DHI Mortgage Company, Ltd. (DHIM). Branch NMLS #78938. 7700 Vincent Rd., Denham Springs, LA 70726. Branch NMLS #1808296. 5951 Belfast Bend Ct., Slidell, LA 70461. Company NMLS #14622. DHIM is an affiliate of D.R. Horton. For more information about DHIM and its licensing please visit www.dhimortgage.com/affiliate. Provided for informational purposes only. This is not a commitment to lend. Not all borrowers will qualify. Equal Housing Opportunity.



This section has been created to give you easier access when searching for a trusted vendor. 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!

AESTHETICS

Louisiana Aesthetics & Skincare
(225) 636-2603

BUILDER

D.R. Horton
(281) 904-3081

Willie and Willie Contractors LLC
(225) 291-7600

BUILDER/DEVELOPER

Construct225
Kurt M. Miller Sr
(225) 993-2323

ELECTRICIAN

Circuit Breaker Electric LLC
Michael Webster
(225) 572-7963

HOME WARRANTY

Old Republic Home Protection
Webb Wartelle
(225) 241-2088

HVAC SERVICES

Cajun Cooler LLC
Branden Brignac
(225) 456-1335

INSPECTIONS

Intricate Home Inspections
Nick Pearson
(225) 270-4959

Paragon Inspections
Scott Guidry
(985) 519-4343

INSURANCE

Goosehead Insurance
Stacey Keller
(225) 379-5111

Meagan Faulk State Farm
(225) 767-3540

Ross Garbarino State Farm
(225) 751-4840

Safesource Insurance
Andrea Allen
(225) 300-4500

INTERIOR DESIGNER

Haute Homes LLC
Angie B. Wilson
(225) 315-7040

LANDSCAPING

Landscape King
(225) 304-2499

Lions Landscape
(225) 221-1590

MORTGAGE LENDER

Assurance Financial
Nathan Tallo
(225) 266-0109

Fairway Mortgage
Monique Briggs
(225) 916-1212

NOLA Lending Group, A Division of Fidelity Bank
(985) 612-2132

Redstick Financial
(225) 407-9250 x102

SWBC Mortgage
Tammy Balentine
(225) 939-5958

ROOFING

Cypress Roofing
(225) 450-5507

Top Team Roofing & Construction
(225) 571-1740

TITLE ATTORNEY

MFB Title Solutions
Attorneys Charles G Blaize Jr & Brett Bajon
(225) 810-4998

TITLE COMPANY

Baton Rouge Title Company
(225) 769-5194

Commerce Title
(225) 308-9544

Gulf Coast Title
(225) 456-4222

Louisiana Nations Title
Steven Wiessenberg
(225) 217-5300

TRANSACTION COORDINATOR

List to Close LLC
Brooke Stevens
(225) 317-9295

Let's Plant Some PLANTS

Landscape Planning | Installations | Landscape Lighting

Follow us for daily landscaping tips!

225-304-2499 | www.landscapekingla.com

Serving Baton Rouge, Prairieville and Surrounding Areas

Good Neighbor Service, Surprisingly Great Rates.

Call me today!

"Summer has been very helpful with securing a business policy for our company. Friendly service and great rates! Highly recommend!"
- Sierra Lytle

Meagan Faulk
my225agent.com

225.767.3540

COMMERCE TITLE

CLOSE WITH CONFIDENCE

PERKINS • BLUEBONNET • ASCENSION

225-769-8800 225-292-9130 225-673-2101

WWW.COMMERCETITLE.COM

Intricate Home Inspections

NICK PEARSON

Intricatespecllc.com

225-270-4959
intricatespec@gmail.com

Lic#11188

The Analysis Your Home Deserves



PARAGON INSPECTIONS

EXCELLENT SERVICE AND STRONG COMMUNICATION
 Making your job easy and your clients happy

- Flexible Scheduling
- SAME DAY Electronic Report
- 10 Years Corrective Construction Experience
- Competitive Pricing

Scott Guidry, LHI#10905
 985-519-4343
 scott@paragoninspectionsllc.com
 www.paragoninspectionsllc.com

Proudly serving Baton Rouge and Surrounding Areas

OLD REPUBLIC HOME PROTECTION

Stack the Deck in Your Favor



With Old Republic Home Protection, you can bet on:

- Industry-leading home warranty coverage—entrust your clients to the best!
- Risk management—protect your commission!
- Increased interest—attract more buyers to your listing!


Contact me for information today!

Webb Wartelle
 Senior Account Executive
 800.282.7131 Ext. 1285
 C: 225.241.2088
 WebbW@orhp.com
 my.orhp.com/webbwartelle



People Helping People

This is a paid advertisement.



angie b wilson
 haute homes llc
 interior design . staging

TIME TO FALL IN LOVE WITH YOUR HOME DECOR

(225)315-7040
 hautedesign@cox.net

@angiebwilson.hautehomes
 @_hautestuff_

CYPRESS ROOFING



Spring Storms Are Coming. Is Your Roof Ready?

Servicing These Parishes in Louisiana
 Ascension, East Baton Rouge, West Baton Rouge, Livingston & Surrounding Parishes

225.450.5507 - cypressroofingla.com



NTA Nations Title Agency
 30+ Years Experience serving all of Louisiana

Service Is Not Just Our Policy, IT'S OUR COMMITMENT!

We couldn't let the month go by without thanking all of you for being such great customers!

Wishing You A Happy Mardi Gras!

24/7 Availability • Dedicated to Excellent Service • We Value Building Relationships

MEMBER **225-217-5300** MEMBER
 WWW.NATIONSTITLE.COM • LA-TITLE@NATIONSTITLE.COM
 9555 Antioch Rd | Ste C Baton Rouge, LA 70817

GBRAR Women's Council of REALTORS®



KBS Renting Goodbye!
 Time to Move Into A Home You LOVE!

MONIQUE S. BRIGGS
 Mortgage Loan Originator
 NMLS# 2105964

10202 Perkins Rowe
 Baton Rouge, LA 70810
 Monique.briggs@fairwaymc.com
 (225) 916-1212
 www.mothemlo.com
 Licensed in LA, TX, MS, & MI

MOTHEMLO FAIRWAY SOUTH SHORES LENDING GROUP

» industry leader

By Breanna Smith Pizzolato
Photos by Ace Sylvester

CLAYTON FIELDS

...everything he hoped for

Clayton Fields is the lead broker for both Keller Williams Realty Premier Partners and Keller Williams Realty New Orleans, but his favorite title is also his newest - Dad.

“Life is everything I’ve hoped for,” he smiled. “My friends always said a child changes you, and I never understood it. But boy, now I do.”

A native of the New Orleans West Bank, Clayton grew up surrounded by hardworking, loving parents and family. Many of his most precious memories were made with his beloved grandmother, the namesake of his 1-year-old daughter Eva Kate. “My family are all blue-collar people who worked their tails off to give their kids the best life possible,” he said. It’s a drive that was instilled in him early on and resurfaced in a way he never expected following the birth of his daughter, Eva Kate. “When my daughter runs to me with that big smile after being gone all day for work, any stress from the day just falls right off,” he said.

West Bank Made

A West Bank New Orleanian through and through, Clayton has forged his own path in every pursuit. While in college, he held various internships with The Saints and worked at the Hilton, where he began honing the customer service skills he still takes immense pride in providing.

“Offering the best possible service is huge to me,” he said. “I emphasize customer service and the importance

of making sure we do even the littlest things to the best of our ability.”

New Orleans natives are quick to mention that the sun rises over the West Bank - a nod to the city’s portrayal as unconventional. “Us West Bank people are just built differently,” Clayton laughed.

After college, Clayton set his sights on a teaching and admissions position at his alma mater, Archbishop Shaw High School. Archbishop Shaw was integral to his upbringing. While there, he met friends and mentors who became family. Returning to build future generations of Archbishop Shaw students felt like the only natural next step. “But I didn’t get the job.”

He continued working at the Hilton, admittedly feeling a bit defeated. On a whim, he decided to get his real estate license, continuing to clock into the hotel lobby day after day. “I didn’t sell anything for six months, and I was ready to give up, but I decided to stick with it for a few more months,” he said. “Two months later, I closed two transactions and then four the next month.”

That was 13 years ago.

In 2013, Clayton joined Keller Williams Realty Premier Partners. The company and brokerage he credits for helping him grow as a broker and top-producing real estate agent. Just two years later, in 2015, Clayton became the lead broker there, making him the youngest appointed broker

within Keller Williams Realty Gulf South States at just 26 years old. He didn’t stop there, though. He later became the lead broker of Keller Williams Realty New Orleans as well. Clayton feels that the two brokerages are his homes away from home, and the agents within both brokerages are family. At his highest point, Clayton sponsored more than 420 agents in Louisiana, and in 2022, he was named Broker of the Year in all of Greater Baton Rouge.

“My method as a broker is to lead with kindness and be there to help people,” he said. “I empower people to run their own business. Treat people well - that’s our motto.”

He’s as quick to lend an ear as he is a helping hand. “I pride myself on listening when others speak,” he said.

His real estate partner Bobby Lauricella, whom he met while at Archbishop Shaw, Amanda Boudreaux, the leadership teams at KW Realty Premier Partners and KW New Orleans, and his countless mentors and family members are integral to his success. “You are who you surround yourself with,” he said. “And the reason I’m able to focus on my career and devote so much to being a leader and broker is because Isabella is such a great mother.”





Always a Friend

Clayton's infectious positivity and energy are magnetic. He never misses an opportunity for a witty quip or joke and has stories for days. "Life is too short to be serious all the time," he said. "It's real estate, and it's serious work, but there's no reason we can't laugh and have a good time, too."

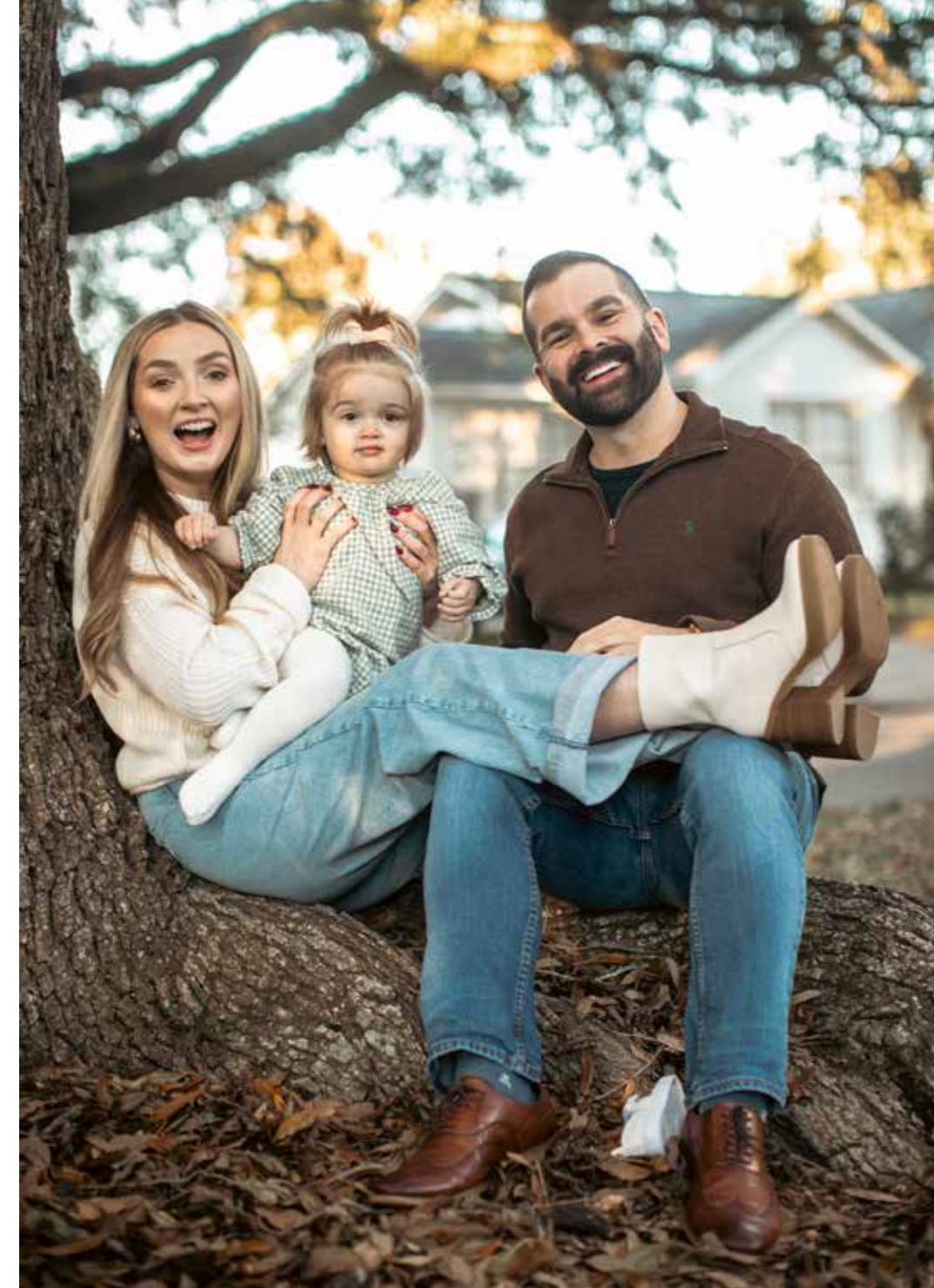
Clayton doesn't just make friends, he embraces people as family. Building meaningful connections has always been a cornerstone of both his personal and professional life.

His foundational lessons were cultivated during cherished moments with his grandmother, shaping

6699

It's real estate, and it's serious work, but there's no reason we can't laugh and have a good time, too.

the principles of resilience and humility that guide him. From lifelong friendships made in the hallways of Archbishop Shaw to his career in real estate, Clayton has seamlessly integrated the values of genuine relationships, leadership, and trust into his professional endeavors. His affinity for fostering connections is



not a business strategy but a heartfelt approach that underscores the essence of his character.

In recent years, Clayton has found joy in becoming a regular customer at two of the city's finest dining establishments - DiGiulio Brothers and Costco. "For \$2.68 you get a slice of pizza and a drink! Greatest deal in America if you ask me," he laughed. Upon his first visit to DiGiulio Brothers after the birth of Eva Kate, his friends at the restaurant gifted him with a DiGiulio Brothers onesie and a bottle of wine. "I'll never forget that," Clayton smiled. "I walk in there, and they Greet me like family."

Clayton remains close with high school friends who have become longtime colleagues and family members, and while he keeps a tight circle, he also never meets a stranger. Nurturing relationships comes as naturally to him as a wink behind his jokes. As a great broker, friend, and now father, Clayton always chooses kindness and knows the difference an arm around your shoulder and a good laugh can make.

Become a VIP Realtor - Join our Key Club!



Our Key Club rewards real estate agents who build lasting partnerships with D.R. Horton. Sell 2 or more new D.R. Horton homes in the 2023 calendar year, and you'll gain access to VIP perks. Strengthen your partnership with the nation's largest homebuilder.

THE PERKS!

- 3% Commission on your first sale,
- 3.5% Commission on your second sale,
- 4% Commission on your third sale,
- 4.5% Commission on your fourth sale,
- 5% Commission on your fifth sale and beyond.



Scan here to view
our Communities

Park At The Island



LA-PARKATTHEISLANDS@DRHORTON.COM

225-396-2649

58905 Island Drive
Plaquemine, LA 70764

Heron Pointe



LA-HERONPOINTE@DRHORTON.COM

225-267-9720

12148 Parkknoll Ave
Baton Rouge, LA 70816



D.R. Horton is an Equal Opportunity Housing Builder. Pictures, photographs, colors, features, and sizes are for illustration purposes only and will vary from the homes as built. Home and community information including pricing, included features, terms, availability and amenities are subject to change and prior sale at any time without notice or obligation. Advertisement applies to D.R. Horton Louisiana East of the Mississippi River. 3% commission is valid for the first D.R. Horton home sold between 1/1/23 and 12/31/23, 3.5% commission is valid for the second D.R. Horton home sold between 1/1/23 and 12/31/23, 4% commission is valid for the third D.R. Horton home sold between 1/1/23 and 12/31/23, 4.5% commission is valid for the fourth D.R. Horton home sold between 1/1/23 and 12/31/23, 5% commission is valid for the fifth and beyond D.R. Horton homes sold between 1/1/23 and 12/31/23. Offer valid only on new contracts and does not apply to transfers, cancellations, or re-writes. Key Club commission offer is subject to change without notice. Please contact a community sales representative for additional requirements for the Key Club commission program. This special commission incentive may not be used in conjunction with any other broker bonus or incentive. Promotion commission is subject to caps, if any, on total broker compensation imposed by the homebuyer's lender. Commission will be paid at closing. Licensed Agent (not broker/partner) must be procuring cause. Cannot be transferred to another broker or agent. Maximum paid on any transaction will not exceed 5% total commission. Prices, plans, features, options, and co-broke are subject to change without notice. Additional restrictions may apply. Homes must

LOUISIANA AESTHETICS & SKINCARE

Love The Skin You're In

As a Realtor, projecting confidence means showcasing your industry knowledge and local expertise – and embodying a poised and self-assured presence. The condition of your skin plays a pivotal role in this equation, as a radiant and well-maintained complexion enhances how you look and, more importantly, how you feel.



When Dr. Thomas Jeider and his wife SHAWNA Jeider, PA-C, Dr. Kevin McCarthy and Chelsea Commander, FNP-C, opened Louisiana Aesthetics and Skincare in 2019, they set out to help patients meet their skin goals to become their best, most confident selves.

“What makes our medical spa truly special is the incredible community of patients we’ve built,” Medical Director Thomas Jeider, MD, said. “It’s not just about delivering exceptional services; it’s about creating a space where people feel comfortable, supported, and empowered to embrace their best selves. We’re honored to play a role in their journeys and witness the confidence and joy that radiates when they achieve their aesthetic goals. To us, there’s nothing more rewarding than knowing we’ve helped someone look and feel amazing—inside and out.”

EXPERIENCE & RESULTS

When it comes to treating your skin with lasers, injectables and medical-grade products, experience is everything. The team of doctors, nurses and licensed medical aestheticians at Louisiana Aesthetics and Skincare have decades of combined experience to ensure safe and effective treatments customized to your unique skin goals.

“We’re results-driven, but more importantly, we’re safety-focused,” Chelsea explained.



Chelsea Commander, FNP-C and Angie Bringaze, FNP-C

Having spent nearly a decade as an orthopedic spine nurse alongside Dr. McCarthy, an orthopedic spine doctor, Chelsea brings a wealth of experience to her role as the managing partner. When Dr. McCarthy decided to open the clinic, he naturally turned to Dr. Jeider and Chelsea to infuse the practice with the highest standards of patient care. Chelsea’s leadership breathes life into their shared mission, ensuring a commitment to excellence for every patient.

“

A LITTLE BIT OF SELF-CARE GOES A LONG WAY FOR BUSY PROFESSIONALS. EVERYONE DESERVES TO LOOK AND FEEL GOOD BECAUSE YOUR CONFIDENCE IS ALWAYS SHOWING.

”

Their team of well-trained aestheticians includes two family nurse practitioners, a physician assistant, a registered nurse and four certified laser and medical aestheticians.

After opening its doors in 2019, the clinic faced an unexpected hurdle with the onset of the COVID-19 pandemic during its first full year in business. After re-opening following mandated shutdowns, the clinic is set to unveil an expansion of its facilities later this year.

The strategic expansion plan includes adding three new treatment rooms and revamping the lobby area to ensure a welcoming, luxurious experience for clients from the moment they step into Louisiana Aesthetics and Skincare. This forward-thinking initiative reflects the clinic's dedication to providing premier aesthetic services and underscores its optimism and



Botox Before & After



Moxi Before & After

proactive approach to facing challenges. As Louisiana Aesthetics and Skincare evolves, so does its capacity to cater to the diverse needs of its clientele, promising an even more comprehensive and rejuvenating experience for those seeking the latest in laser aesthetics, injectables, and medical-grade skincare.

CREATING CONFIDENCE

Skin is much more than just a superficial aspect of our appearance. Skin serves as a canvas that reflects your overall well-being and vitality.

Louisiana Aesthetics and Skincare initiates every skin journey by focusing on proper skincare. Offering a range of medical-grade products and expert recommendations to establish an optimal routine, the team prioritizes improving your skin's condition before progressing to advanced treatments.

Laser treatments like BroadBand Light (BBL) therapy, Microneedling RF, and MOXI improve the tone and texture of skin by boosting your natural collagen and elastin production. Laser treatments focus on prejuvenation - a proactive approach to skincare that focuses on prevention rather than correction.



Medical Aestheticians: Maegan Gauthier, Courtney Bagwell, Olivia Wells, Stephanie Decoteau

By enhancing cell turnover and boosting the production of elastin and collagen, these procedures simultaneously treat and prevent signs of aging, such as fine lines, wrinkles, and hyperpigmentation.

Injectables also simultaneously treat and prevent common skin concerns like wrinkles and sagging skin.

“A common misconception people have is that neurotoxins like botox and filler always look unnatural,” Chelsea said. “When done correctly, injectables look super natural. We believe that they should boost your appearance instead of changing it.”

The doctors, nurses and aestheticians at Louisiana Aesthetics and Skincare recognize the profound impact that healthy,

radiant skin and taking the time for self-care can have on your confidence.

“A little bit of self-care goes a long way for busy professionals,” Chelsea said. “Everyone deserves to look and feel good because your confidence is always showing.”



**DON'T GET
STUCK IN
THE COLD!**

**Get A Heating
Tune-Up Now!**



225-456-1335 | BRANDEN BRIGNAC
CAJUNCOOLERS@CAJUNCOOLS.COM
CAJUNCOOLS.COM

*Minor Repairs or an
Emergency Fix,*

We Will Take Care Of It



**Circuit Breaker
Electric L.L.C.**

Michael Webster
OWNER/ELECTRICIAN

OPEN MONDAY - FRIDAY
SATURDAY & SUNDAY BY APPOINTMENT ONLY
circuitbreakerelec@gmail.com

OFFICE - 225.658.2903 | MOBILE - 225.572.7963

License No. 65239



**WILL YOU BE
OUR
VALENTINE?**

*Create your last will &
testament today.*

Motivated to work with our team?
Contact Fleur De Lis Law & Title today and let
us handle your legal needs with precision and care.
fdllawandtitle.com | (985) 277-5550



Assurance
FINANCIAL

BUY | REFI | BUILD



**Nathan
TALLO**

Loan Officer
NMLS #: 1411386

Let's get your clients moving
in 2024! Financial fitness is key
on the path to homeownership,
and I can help you get your
clients in shape. I'll help
them craft a financial game
plan. Together, we can turn
homeownership resolutions
into realities!

(225) 266-0109

ntallo@assurancemortgage.com

[f @PreapprovedWithNathan](https://www.facebook.com/PreapprovedWithNathan) [ig @nate_with_great_rates](https://www.instagram.com/nate_with_great_rates)

PreApprovedWithNathan.com

EQUAL HOUSING OPPORTUNITY NMLS# 70876

KATELYN MORRIS

▶ rising star

By Elizabeth McCabe | Photos by Kyle Rome

“I had no idea of what I wanted to do until I found real estate,” says Katelyn Morris, a REALTOR® at Keller Williams Realty – First Choice.

Born in Arkansas, Katelyn moved to Louisiana with her family at the young age of 8. “My Mom and I lived in a two-bedroom apartment in Denham Springs while my Dad traveled to different states working in plants. It was a sweet and simple life,” she says. Growing up, Katelyn didn’t have a career in mind. Her mother was a teacher and she wanted to finish school as fast as possible.

She met her high school sweetheart Gregg and they started dating when she was a senior. “I followed Gregg to Louisiana State College,” she shares. “When he graduated in 2015, I dropped out. I was husband-driven and just chasing the ring,” she candidly comments. “I wasn’t diploma-driven or career-driven.”

Katelyn had their first son in 2018, welcoming him into their lives with open arms. Although she loved being a wife and a mother, she found herself at a crossroads. “We were so broke,” she reflects. “We had no money.” Her husband worked as a teacher and coached football. “I got a job as a waitress just to bring in extra income.”

Road to Real Estate

Katelyn was led to real estate through HGTV. Seeing the gorgeous houses and the size of the commission checks of the real estate agents left an impression on her, motivating her to action.

“I found a real estate course online and got my license in 30 days,” she comments. She earned her license in 2021. “I was so tired of being broke. I didn’t like our circumstances and had to change them.”

She gives the glory to God. “It was a God thing,” she says with a heart of gratitude.

Looking for Leadership

When she started her career in real estate, it wasn’t easy. Katelyn explains, “When I got licensed, I looked for leadership in all the wrong places. I was taught how to make a lot of money fast but not how to take care of clients.”

She still did remarkably well, earning the Rookie of the Year as one of the top-producing agents at her brokerage. “But it wasn’t a business I was proud of,” she says. “I didn’t feel like I was building a sustainable business. Clients weren’t my top priority. I was my top priority, but it didn’t feel good.”

Eager to change her ways, she started searching for a mentor after her first year in real estate. She found the mentor she was searching for on Instagram, Stephen Couvillion of the Couv Group, who helped her to take her career to the next level.

“Stephen taught me how to build a successful business on integrity and run a business that I was proud of,” smiles Katelyn. “He taught me systems and organization.” Those tools became the secrets to her success. “I bought into what he was teaching me. My career has been amazing ever since.”



“

I love to celebrate other people winning.

”

Overcoming Obstacles

Katelyn also learned to believe in herself to attain her real estate goals. She says, “I was wishing I could sell as much as the top producing agents. Then I realized, ‘Why couldn’t I?’”

Overcoming her doubts and realizing the truth of who she has propelled her in real estate to become the Top Producer that she is today. As Katelyn says, “The only person holding you back is yourself.” She realized how much she loved people and wanted what was best for them. “It became second nature to help people,” she comments. She grew in her self-confidence and her ability to help people achieve their real estate goals.

Best of all, she is a woman of integrity. She says, “When I lay my head down at night, I know that I gave everything I had to my clients.” Katelyn is rewarded with

text messages from her clients, heartfelt expressions of gratitude, and smiles at the closing table. Her work is rewarding.

Family Focused

When Katelyn isn’t working, it’s all about being a dedicated mother and wife. She and Gregg are blessed with two children, Julian (5) and Glaser (1). “My goal is to be present for my clients and my kids so no one feels like they are missing out on me,” says Katelyn.

She jokes, “My hobby is my family!” She stays busy with Gregg’s career, coaching basketball and football. Going to all the games and cheering on Gregg’s team takes up Katelyn’s free time. “I’m really passionate about sports,” she smiles. With constant games, family time is precious. “We squeeze in all the family time that we can.”

She wouldn’t be where she is today without the support of her husband. “My husband is so incredible,” she raves. “We’ve been married for 6 years but have been dating for almost 12 years. Gregg was my biggest supporter when I was going into real estate. He believed in me more than I believed in myself.”

Katelyn’s “why” are her kids. “I wasn’t a driven person before they came along, but I wanted a better life for them,” she admits. She serves as a role model for her children, providing for them, and showing them that the world is full of opportunities.

“I want everyone to be successful,” concludes Katelyn. “I love to celebrate other people winning. There are plenty of clients for everyone to go around.” She sees potential and possibility for every real estate agent if they can harness the opportunities that come their way.



**Residential and Commercial Transactions
Specialists in Real Estate Law and Closings.**



We're excited to announce the opening of an additional location to serve your clients' needs!



William "Billy" Leach



Denham Springs
1111 South Range Ave.
Denham Springs, LA 70726

Baton Rouge
8706 Jefferson Hwy, Suite B
Baton Rouge, LA 70809

www.ptitleinc.com • (225) 665-5600

Great home & auto rates for any budget.

Surprisingly great rates await when you have options like bundling your home and auto insurance.
Call me for a quote today.



Ross Garbarino
Agent
Garbarino State Farm
9844 Jefferson Hwy Suite 102
Baton Rouge LA 70809
225.751.4840
ross@garbarinoSF.com
www.garbarinoSF.com

Love your neighbor. - Mark 12:31

GARBARINO



Auto Life Home Flood Business

State Farm Fire and Casualty Company, State Farm General Insurance Company, Bloomington, IL
State Farm Florida Insurance Company, Winter Haven, FL
State Farm Lloyds, Richardson, TX

1708137

HOME IS A PLACE OF
UNLIMITED IMAGINATION

A STORY OF ENDLESS POSSIBILITIES.
A STORY THAT'S DRAMATIC, REFINED AND UNIQUE.
A STORY OF ICONIC DESIGN, PREMIUM FINISHES, AND CRAFTSMANSHIP.
THAT'S AN ART OF HAND-BUILT DETAILS AND FINISHING TOUCHES LIKE HARDWARE AND ACCENTS DESIGNED TO BE JEWELRY FOR YOUR HOME.

THIS IS THE STORY THAT'S YOURS AND YOURS ALONE.

LET'S BUILD TOGETHER!

Client to select their lot and floorplan. Design Center to personalize interior and exterior selections!

STARTING FROM
THE \$220'S

Two Remaining
Move-In Homes

RED HAT
Brusly, LA

STARTING FROM
THE \$250'S

Move-in Ready Homes
Homes Under Construction
Building Packages

THE WOODLANDS
Port Allen, LA

STARTING FROM
THE \$300'S

3, 4, and 5 Bedroom Plans
Under Construction
Building Packages

CANE MILL CROSSING
Denham Springs, LA

STARTING FROM
THE \$500'S

Last Home is Under Construction
1+ Acre Lot

KADEN CREEK
Walker, LA



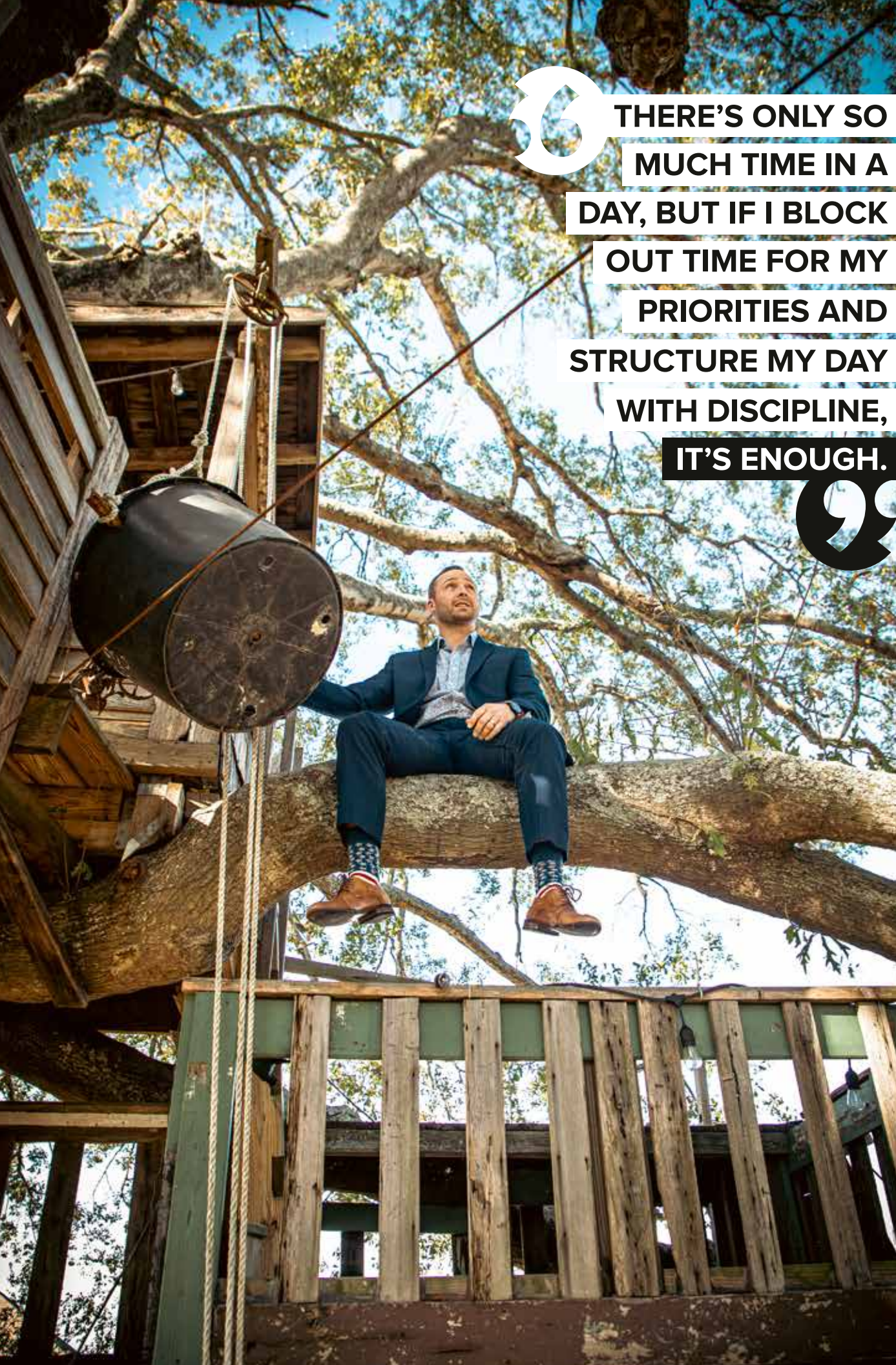
Contact Amanda Walker for more information | amanda-walker@craft.realty
(225) 572-0880 | willieandwillie.com | Family Owned for 83 Years.

▶▶ cover story By Breanna Pizzolato | Photos by Ace Sylvester

DISCIPLINE = FREEDOM

Philip Cazayoux started his sales career early in life as a 12-year-old with baseball cards — and hasn't stopped since. Upon graduating from Loyola University, he began his professional career as an industrial valve salesman, which allowed him to work with some of the largest companies in the Southeast region.





**THERE'S ONLY SO
MUCH TIME IN A
DAY, BUT IF I BLOCK
OUT TIME FOR MY
PRIORITIES AND
STRUCTURE MY DAY
WITH DISCIPLINE,
IT'S ENOUGH.**



Despite his busy schedule, including hours traveling across the region, Philip was itching for more. It was around that time that Philip met Leo Deselle, Broker/Owner of Pennant Real Estate. “We met at the gym, and when I found out he was in real estate, I told him I had always been interested in it,” Philip recalled. “Leo stayed on me for two years, and I finally went and got my license.”

As soon as he was licensed in 2016, he joined Pennant Real Estate. “I’ve been here since day one, and it’s truly the best place for me,” he said.

For five years, he worked both jobs full-time. In the midst of that, he opened a crawfish business and signed up for the SEALFIT Challenge, a 50-hour-long mental and physical fitness challenge developed by Navy SEALs.

“My wife, Robin, was in law school at the time, so we spent those years pouring ourselves into work and building those foundations,” he said. He was in bed at midnight and up again at 5 a.m., spending most of his time on the road for his job in sales and on the phone navigating real estate transactions for clients.

As part of the grueling training regimen for the SEALFIT Challenge, Philip delved into the principles of mental toughness outlined in “Extreme Ownership: How U.S. Navy SEALs Lead and Win,” a book that resonated deeply with him and has since become a guiding influence in his life.

As Philip continued training and listening to the audiobook between sessions, the principle that discipline equals freedom clicked like never before.

“I woke up at one o’clock one morning, rolled over to wake up Robin, and told her I was strictly going to focus on real estate,” he said. “It just clicked for me. I learned I couldn’t be everything to everyone.”

The roots of the New Roads native run deep, tracing back through several generations with a reach extending like the sprawling limbs of his hometown’s iconic live oaks. For Philip, family is everything - the starting point from which he draws strength and purpose.

“It all starts at home for me,” he explained. “It starts with my relationship with my wife and being a father to our one-year-old daughter Sutton Ann and another one on the way. More than anything, I want to be a big part of my family’s life.”

He sold the crawfish business, left his sales job and narrowed his professional focus to real estate, but the days did not slow down. Philip still finds solace in Jiu-Jitsu and CrossFit while prioritizing time for his family and ensuring that every client feels like they’re the only one on Earth.

“Discipline equals freedom,” he reiterated. “There’s only so much time in a day, but if I block out time for my priorities and structure my day with discipline, it’s enough.”

Philip’s unwavering focus on discipline, a cornerstone of his adult life, began during his formative years on the baseball diamond. He tried every sport growing up and quickly developed a profound love for baseball. He excelled in high school and took his baseball career to the collegiate level as a four-year starter, playing center field and lead-off hitter for the Loyola baseball team.

Then, he graduated.

“I really didn’t know what to do after baseball,” he said. “That was everything to me for so long.”

With his criminal justice degree in hand, Philip considered law school and the military. He ultimately

pursued the opportunity in industrial valve sales, which eventually led him to real estate. “Now I’m right where I need to be,” he said. “I am so grateful for my clients, this company and great help. I stand on the shoulders of giants and couldn’t do any of it without my partners in this industry.”

Philip’s competitive nature, honed by years on the baseball diamond, in the CrossFit gym and on the Jiu-Jitsu mat, has become a driving force behind his success. As the oldest of three brothers, he learned early on the importance of leading by example.

Philip’s ability to blend his competitive drive seamlessly with a strong sense of teamwork sets him apart in the industry.

“In this business, some people may see it as me versus you, but it’s always me against me,” he said, emphasizing the internal competition that fuels his continuous self-improvement.

He approaches each challenge with the mindset of a team player, recognizing that success in real estate requires both individual excellence and effective collaboration. This unique combination of competitiveness and teamwork has propelled Philip to the top of his game and earned him the respect and trust of clients and colleagues alike.

Philip, Robin and Sutton recently moved back to his hometown of New Roads, Louisiana, where he proudly serves Pointe Coupee parish and the seven surrounding parishes. Whether looking to buy a camp on False River, a forever home down an old country road or anything in between, Philip loves helping clients find the perfect spot to house memories that will last a lifetime.

“It’s always me against me.”



Whose story should we tell next?

Nominate a REALTOR®, agent, or broker to be featured in an upcoming issue. Email the publisher of this magazine to let us know why your nominee deserves to be featured.

RP REAL PRODUCERS

Real Producers tells the stories of the top real estate agents in this market.



Who Needs Beads When I'm Throwing AMAZING INSURANCE RATES

Aundrea Allen
Independent Insurance Agent

www.safesourceins.com
O: (225)-300-4500 • M: (225) 333-6220
aundrea@safesourceins.com

safesource
INSURANCE GROUP
BEST COVERAGE. BEST RATES. ONE-ON-ONE SERVICE.

List to Close

LISTING & TRANSACTION MANAGEMENT

Looking for the Perfect Valentine's Gift?

Treat yourself to more time by leveraging your business!

Brooke Stevens

List to Close LLC
8686 Bluebonnet Blvd
Baton Rouge LA 70810
225-317-9295
Brooke@ListToCloseLLC.com

CONSTRUCT 225

Kurt M. Miller, Sr
Commercial Construction & Consulting specializing in
Multi Family Development for over 25 Years

EXCELLENCE STILL HAPPENS

MEET YOUR BOARD

By Breanna Smith Pizzolato | Photos by Ace Sylvester



Treasurer Scott Saporito, President-Elect Larry Miller, President Kristina Cusick, First Vice President Jennifer Hebert



Top Row: Larry Miller, Scott Saporito, Jennifer Hebert, Leo Desselle, Matt Noel
Middle Row: Lisa Landers, Debbie Hanna, Mary Beth Crain, Kristina Cusick, Ashley LaBorde Vuci, Tonya Toups Gautreau
Bottom Row: Mark Akchin, Kasey Barnes, Cheryl Leatherwood

As the Greater Baton Rouge Association of REALTORS® enters its 103rd year of service, President Kristina Cusick, the Executive Committee and the Board of Directors are leading the way with a resounding call to action: Ignite Others.

A Time to Lead

GBRAR is a mission-oriented and member-driven association offering members services and benefits through knowledge and advocacy. These missions are achieved by adhering to a strategic plan and guided by principles of integrity, participation, respect, transparency, decisiveness and accountability in serving, community enhancement, and leadership.

The 2024 Board of Directors comprises fifteen members Cusick recognizes as a cohort of "wartime leaders." Each board member is a seasoned professional with

a heart for this profession and community who stands ready to face uncertainties and challenges head-on.

"Our industry is facing challenges. Because of that, we need good, strong leaders, and we have a board full of the kind of leaders we need now more than ever," Cusick said.

As part of its mission to Ignite Others, the association continues its commitment to nurturing leadership within its ranks through the leadership program spearheaded by Alyssa Jenkins in 2019. The year-long training offers members valuable insights into the workings of the board and association, preparing them for future leadership roles. This hands-on approach underscores GBRAR's dedication to fostering a new generation of leaders

capable of finding creative solutions and uplifting the local community and industry as a whole.

Igniting Others in 2024

Since 1921, GBRAR has served its members and uplifted the industry through knowledge and advocacy. Today, the association provides more than 3,700 REALTORS® and affiliate members with the tools, knowledge and resources they need to remain successful. GBRAR's leadership is poised for exciting new opportunities this year while maintaining its commitment to delivering the ongoing and effective professional development opportunities for which it is renowned.

According to Cusick, members can look forward to more events and volunteer opportunities expected from the Community Relations Committee in 2024.

Last year, the Risk Management Committee revamped the DDI (Due Diligence and Inspection) form to follow the purchase agreement more closely. This year, the Risk Management Committee members have their sights set on completing a new residential lease agreement form.

The Professional Development Committee remains steadfast in its mission to equip members with knowledge and skills to thrive in an ever-changing market.

This year, they are doubling down on essential courses and training programs such as the "Here's How" series, which provides members with in-depth information about industry trends. The series is available not only at GBRAR but also at other associations that are interested in hosting them.

In a forward-thinking move, the Professional Development Committee is taking Ignite Others to the next level by offering financial literacy courses for local eleventh graders in



GBRAR President Kristina Cusick

partnership with a local financial advisor. This initiative, strengthens ties with the community and invests in Greater Baton Rouge's future.

Shaping Tomorrow

In anticipation of a change in the nature of real estate transactions in the coming years, the board will make crucial decisions this year regarding membership and develop innovative solutions to support members amid the potential for changing compensation structures, according to Cusick. Association leadership is acutely aware of the challenges ahead and is resolute in its commitment to navigating these changes with and for the members of GBRAR.

"We're not passing the buck," she said. "We see the problems this industry faces as our own and are committed to addressing them."

Cusick emphasized the importance of collaboration, especially during challenging times.

"We have a lot of adversity facing us, and we all need to be on the same page and working to help each other," she said. "In this real estate market, yes, we're competitive, but at the end of the day, we're friends. And friends lift each other up."

As the Greater Baton Rouge Association of REALTORS® embarks on its 103rd year, it does so with a leadership team fully committed to unity, education and navigating the future of the real estate industry. Through their dedication and resilience, Cusick, Larry Miller, President-Elect, Jennifer Hebert, First Vice President, Scott Saporito, Treasurer (2021 President), Kendra Novack, Immediate Past President, the 2024 Board of Directors, and the 12 crucial staff members of the GBRAR aim not only to weather the storms ahead but to emerge stronger, more informed and more connected than ever before.

FAQ

How does the BOD get chosen?

The Association's entire membership votes in the BOD election each Fall. The winners are announced at the EXPO.

Who does the BOD represent?

The Board represents every GBRAR Association of REALTORS® member. Who sits on the Board? The Board comprises Brokers and Agents representing Large firms, Medium Firms, and smaller Independent firms.

How do I get involved?

- (1) Sign up to volunteer when the Community Relations Committee needs volunteers
- (2) Apply to join the GBRAR Leadership Group
- (3) Join a Committee
- (4) Tell a BOD member you want to serve on a committee.
- (5) Run for a seat on the BOD

How long is a BOD term?

Two years with a max of 2 consecutive terms. After sitting out one year, a member can then run for a BOD seat again.

Can I attend a BOD meeting?

Yes! Board meetings are open to the membership, and you are welcome to observe.

When does the BOD meet?

The Board meets the first Thursday of every month at 9:00 am at the Association.



**Securing Your Dreams
One Closing At A Time**

#ClosingTheCoast



Corinne Schwartzberg
Attorney at Law



Jim Beatty
Attorney at Law



Jene' Grand
Marketing Director

225-295-8222

4473 Bluebonnet Blvd., Suite A
Baton Rouge, LA 70809

15615 Airline Hwy B
Prairieville, LA 70769

gctitle.com

A TIME TO CELEBRATE

Homeownership

Finding the perfect home for you is a time for celebration! I can help you assess your financial situation and guide you on the next steps towards getting into the home of your dreams.



TAMMY BALENTINE

Branch Manager | NMLS #88255
Cell: 255.939.5958

11732 Market Place Ave., Suite A
Baton Rouge, LA 70816
Office: 225.292.2601
tbalentine@swbc.com
swbcmortgage.com/balentine



SWBC Mortgage Corporation, NMLS #9741, check licensing at www.nmlsconsumeraccess.org. Loans subject to credit and property approval, restrictions and conditions may apply. Not all loan programs or loan amounts available in all areas. Programs and guidelines subject to change without notice. Corporate office: 9311 San Pedro Ave., Ste. 100, San Antonio, TX 78216.



It's Glow-Up Season.

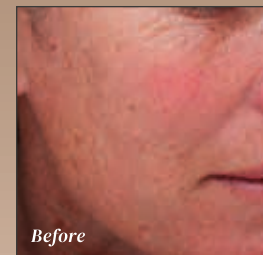
Advanced treatments & skin care services to make your aesthetic goals a reality.

- Botox® & Dysport® Specialist
- EMSCULPT NEO® Fat Reduction
- Photofacials with BBL®
- Painless Laser Hair Removal
- Gift Cards Available!

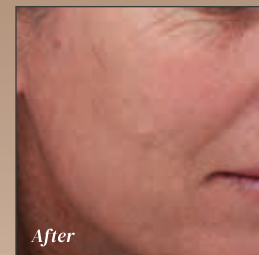


NEW

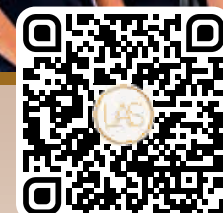
moxi LASER



Before



After



Scan QR code to get social, contact us or learn more about our services!

LAS
LOUISIANA AESTHETICS
& SKINCARE

(225) 636-2603



20 YEARS OF
THE N2 COMPANY



*We Love Our Customers
and Serving Our
Community!*

BATON ROUGE TITLE COMPANY

Celebrating Your Closings Since 1981

Established in 1981, locally managed.

**Serving our Community and Louisiana in
Residential & Commercial Closings**

#itmatterswhereyouclose #brtitle

3 LOCATIONS TO SERVE YOU!

Robert Adams | Branch Manager/Attorney
Alex Polito | Director of Sales & Marketing
8943 Bluebonnet | Baton Rouge, LA 70810
225-769-5194 | C: 225-603-7897

Mark Schoen | Division President/Attorney
Joelle Duet | Director of Marketing
10500 Coursey Blvd, Suite 100 | Baton Rouge, LA 70816
225-291-1111

Keegan Wisdom | Branch Manager
Cathy Waggenspack-Landry | Director of Marketing
37283 Swamp Road, Suite 901 | Prairieville, LA 70769
225-706-6130 | C: 225-802-1811

brtitle.com