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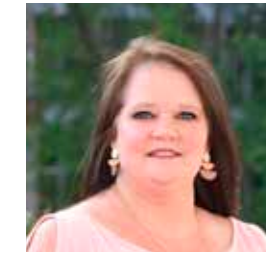
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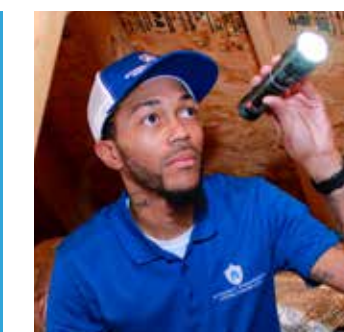
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► publisher's note

FEBRUARY 2024



LOVE IS IN THE AIR

Dear Columbia Real Producers,

As we embark on the month of love, warmth, and heartfelt connections, we are thrilled to present a special Valentine's Day edition of our Real Estate Magazine. In the spirit of love and dedication that defines the season, we've curated a collection of stories that celebrate the passion and commitment of our real estate professionals.

Cover Feature Realtor:

This month, we shine a spotlight on Patti Smith, our Cover Feature Realtor, whose unwavering dedication and expertise have left an indelible mark on the real estate landscape. Join us as we delve into their inspiring journey, revealing the keys to their success and the love they bring to every transaction.

Dynamic Duo: Love and teamwork go hand in hand. In this issue, we introduce you to a Dynamic Duo that not only excels individually but also thrives in collaboration. Discover the synergy that fuels their success and the unique bond that makes them an unstoppable force in the real estate realm.

Realtor on the Rise: Our 'Realtor on the Rise' feature highlights the promising career of a

rising star whose passion, innovation, and dedication to clients set them apart. Explore the strategies that have propelled them forward and gain insights into the future of real estate through their visionary perspective.

Preferred Partner

Spotlight: Behind every successful realtor is a network of trusted partners. This month, we shine the spotlight on Integrity Property Inspections, our Preferred Partner whose collaboration with real estate professionals enhances the overall experience for buyers and sellers alike. Learn more about the invaluable contributions they bring to the industry.

As we celebrate the month of love, we extend our heartfelt appreciation to all the real estate professionals who bring passion and dedication to their work. May your connections, both personal and professional, continue to flourish.

Wishing you a Happy Valentine's Day filled with love, joy, and successful real estate endeavors!

Warm regards,



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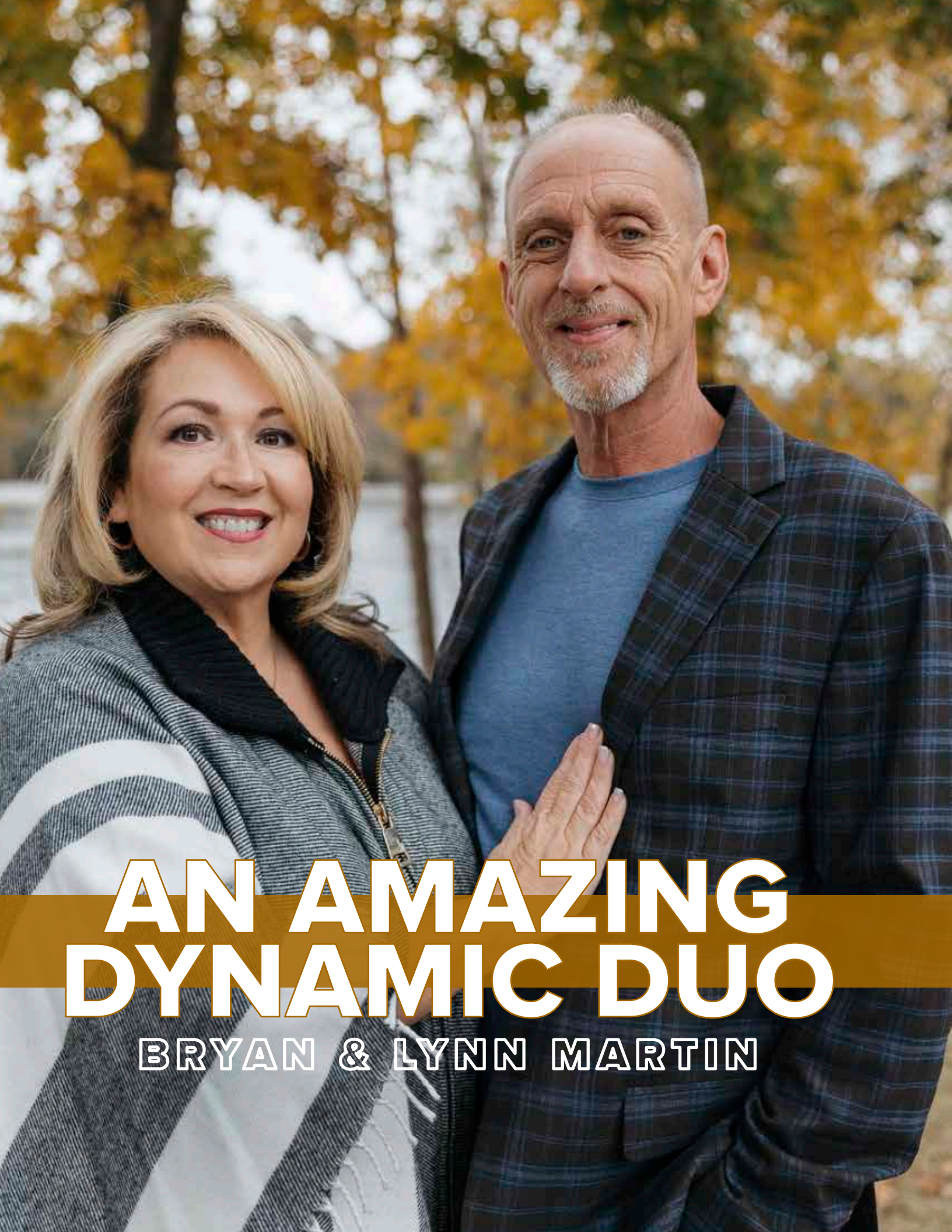
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AN AMAZING DYNAMIC DUO

BRYAN & LYNN MARTIN

►► dynamic duo

In the world of real estate, few stories are as inspiring as that of Bryan and Lynn Martin, The Midlands Team of Keller Williams Realty. They are a remarkable couple with a shared passion for helping clients achieve their real estate dreams. With decades of combined experience and a track record of excellence, they have become a dynamic duo in the Columbia, SC real estate scene.

A Journey of Love and Real Estate

Bryan Martin, is a seasoned real estate professional who has been dedicated to his career since 2000. His journey into the world of real estate was not a planned one, but rather a twist of fate. It all began in 1997 when his own REALTOR® Marian Warner introduced him to Lynn, his future wife, while he was a single dad with custody of his 6-year-old daughter, as he was in the process of building a starter home.

A Storied Real Estate Career

In 1998 Lynn, was a single mom dating Bryan and a very close family friend planted a seed and invested in Lynn to give her the money to get her license and get started in real estate. That is when Lynn met their future broker, Kathie Stephens, who played a pivotal role in their career. Lynn became licensed early in 1999 as Bryan was working in the termite and pest control industry and she decided to hang her hat with Kathie at Russell & Jeffcoat REALTOR®. Bryan and Lynn got married in the summer of 1999 and within a few years, Lynn became very busy selling real estate. She asked Bryan to quit his job and join her as a husband and wife team, because he already had his real estate license and had been helping her on a part-time basis. Their love story and their own experience of home ownership deeply inspired them to help others achieve the same sense of excitement and accomplishment. They have worked for several smaller and larger brokerages throughout the years before finding their current brokerage of Keller Williams in 2018 who reflects the training, mentorship, and the sense of community they value.

In the past few years, Bryan's focus has been on renovating homes for resale while assisting Lynn



behind the scenes, occasionally helping a client here and there, as Lynn primarily focuses on the real estate business. Their collective success in recent years has been nothing short of impressive, with their total 2023 production exceeding \$11,000,000 and multiple millions of dollars over the past 25 years. Lynn is a Central Carolina Realtors Association Circle of Excellence Life Member.

Overcoming Life's Challenges

Both Bryan and Lynn have faced personal challenges that have shaped their characters. In the mid-90s, Bryan endured a terrible divorce and the daughter he was raising had been diagnosed with a rare bone disease. These dark times in his life strengthened his faith in God and served as the foundation for his resilience in the face of future challenges.

Lynn's journey involved overcoming childhood trauma and becoming a single mom at 23 with a daughter to raise. The challenges of blending their families together and navigating the financial difficulties brought about by the 2008 market crash further tested their mettle. Despite these obstacles, their faith in God and love for each other carried them through, reinforcing their commitment to helping others in their real estate journey.

Photos By: Shayla Tabor (Stabor Studios) | Written By: Amy Porter

A Passion for Excellence

The Midlands Team is passionate about perfecting systems to streamline the buying and selling process, with the help of a transaction coordinator to ensure their clients' needs are met and their interests protected. When listing a home, The Midlands Team helps sellers with the steps to take to prepare their home for the market, giving an action plan of things to do. They thoroughly research the comps, use a professional photographer and they've hired an assistant to create marketing campaigns to broadcast the home with print advertisements via custom mailers and they also use targeted social media campaigns to generate thousands of views online for their sellers to receive maximum exposure and get the highest offer possible. "Our sellers love that we are very detailed and honest with them about exactly what to expect once they list their home with us."

The Midlands Team is just as helpful when assisting buyers, leaning on their in-depth knowledge of the local market to guide them to the right home for their buyers' best interests and providing helpful home buying tools. They have earned a fantastic reputation among buyers and sellers alike with

5-star reviews across multiple platforms. They also have recently published home buyer and home seller books, so that their clients can have all the guidance at their fingertips.

They emphasize the importance of personal connections, believing that being a REALTOR® is about more than just selling homes; it's about being a part of life-changing events in their clients' lives and staying in touch with their clients after the sale. "You have to find the story behind each transaction," Lynn says. "Every deal has its own challenges or obstacles and everyone's reasons for buying or selling are different. Being part of that process is such a phenomenal opportunity; we are beyond grateful to be part of our client's journeys." Their goal is to be their clients' REALTORS® for life, so that they will remember the great experience they had while working together, use them again in the future and refer them to their friends and family, which is truly the greatest honor.

The Future of Real Estate

Looking ahead, Bryan and Lynn see a bright future in real estate. They plan to continue serving the Greater Columbia area while leveraging technology and expanding their team.



They are also excited about different investing opportunities to include rental properties, multi-family syndication, and business acquisitions. Their desire to educate clients on wealth-building through real estate reflects their commitment to their clients' long-term success.

A Heart for Giving

Bryan and Lynn are actively involved in charitable giving. A portion of each closing automatically goes to KW Cares and Lynn participates in KW Red Day every year. Outside of real estate, they give to the Tim Tebow Foundation, support Homes for Our Troops, One for Israel and contribute to Adult and Teen Challenge USA. Their dedication to giving back reflects their commitment to the causes they hold dear.

A Loving Family and a Passion for Travel

Bryan and Lynn have four daughters: Hannah, Danielle, Gabryelle and Izabelle, a granddaughter, Scarlett, and three female dogs. Bryan is definitely outnumbered! They enjoy spending quality time together, whether it's watching Gamecock football, cooking, traveling, or simply relaxing on their screened porch. Their love for each other and their family shines through in all that they do.

Outside of their business, Bryan and Lynn's passion for travel takes them to various corners of the world. They also love boating on Lake Murray, relaxing on the beach, traveling to the mountains, cruising, and all-inclusive vacations.

The Essence of Success

In their eyes, success is a culmination of persistent effort and the ability to overcome failures. They emphasize that the key to their achievements lies in their unwavering commitment and determination to continue pushing forward, no matter the challenges they face.

A Legacy of Love and Service

For Bryan and Lynn, success is not just about numbers or accolades; it's about making a positive impact on the lives of their clients and their community. They want to be remembered for their dedication to God, family, and country, and for their genuine care and gratitude for their clients.

In Closing

Bryan and Lynn Martin are not just successful real estate agents; they are compassionate individuals who have faced life's challenges head-on and emerged stronger. Their journey is a testament to the power of love, resilience, and unwavering faith in their chosen path.

As they continue to serve their clients and expand their horizons in the real estate industry, they hold true to their values and their commitment to excellence. Their story is a reminder that success is not just about what you achieve but how you touch the lives of others along the way.

In the spirit of Zig Ziglar's wisdom, they believe that by helping others achieve what they want, they, too, can have everything they desire in life. They strive to live by the Golden Rule, "Always treat others the way you want to be treated."

Bryan and Lynn are a true inspiration in the world of real estate, reminding us that

success is not only about financial gains but also about the positive impact you leave on the lives of those you serve.

They leave us with a powerful quote: "Fear or Faith... You Choose!"



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SHE'S GOT IT COVERED

Photos By: Chelsea Marne Photography (Chelsea Marne)
Written By: Heather Spruill

With almost 14 years of real estate experience and a career volume of over \$170 million, there is no doubt that Patti Smith was born to be a leader in this industry. With a heart of compassion and encouragement, she ensures that her clients receive the best and smoothest experience searching for a home in the Midlands.

BORN TO SERVE

Patti was raised with an intense love for SEC football. Her passion for sports was so strong that she graduated with a B.S. in Occupational Therapy. She happily focused on orthopedic injuries (of the upper extremities) for more than 20 years. As her family grew, she transitioned to managing clinics remotely to be home more. Though she loved her medical career, she was eager to take on a new way of helping people: real estate.

Patti states, "I was always fascinated with real estate and knew that one day, I would get my license. In 2004, I had an interview with a successful REALTOR® in town to see if she felt that I would be a good fit. She encouraged me when she said 'yes' but advised me to wait and enjoy my children a little longer. I took her advice to heart and waited five years to make the move, and I am so glad I did."

Patti earned her license in 2009 and joined a national brokerage as an independent agent right after the market crash. Though the industry was a bit shaken, it gave her the scrappiness, strength, and perseverance needed to thrive in such an unpredictable business. Though buyers and sellers weren't in excess, she found creative ways to produce opportunities to gain clients. In the meantime, she mastered the art of negotiations and superior customer

service to deliver her clients the best possible personal experience.

Patti and her REALTOR®/Broker in Charge husband, John, had the opportunity to purchase their RE/MAX franchise in 2013. "It has been one of the best decisions of our lives!" Co-owning their business has enabled Patti to sharpen her skills and expertise as an agent and businesswoman over the past ten years.

Patti states, "I love being an agent who's willing to go the extra mile to find solutions to clients' real estate issues. I am honored to share and serve my community as many work through what may be one of the most challenging and expensive decisions they will ever make. No matter their season in life, they will always get the best version of me. My goal is that every client feels that they are my top priority."





on business would enable them to provide high-quality service to their clients, and it did. Their partnership is truly a match made in heaven.

Patti always gives back to her community when not in the office. She is proud to be a Miracle Agent for the Children’s Miracle Network and donates from every transaction she makes to the programs that support the area’s local Children’s Hospital. She also contributes to the St. Jude Children’s Research Hospital, a program that took great care of one of her young family members, who is alive and well today.

Her husband of 30 years, their three children, their spouses (lovingly called the “outlaws”), their one grandson, and three grand-doodles are the most precious part of Patti’s life and bring her great joy. Having holiday dinners and family nights are always great, but nothing

beats cheering for her favorite SEC teams. That’s where you can truly see her competitive spirit!

Ultimately, Patti would like to be remembered for being professional, acting with integrity and compassion, and having a humble servant’s heart. She wants those she serves to be confident that she treated them as she

would family in helping them reach their financial and personal goals.

With undeniable expertise in real estate, she hopes to leave some pearls of wisdom for new agents preparing to take on the industry.

Patti concludes, “Be honest and never demonize the other party to a

transaction. Be an agent that other agents like to work with and that clients can rely on. Do the right thing by others, and you will be rewarded tenfold.”

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“MY GOAL IS THAT EVERY CLIENT FEELS THAT **THEY ARE MY TOP PRIORITY.**”

TO GIVE IS TO RECEIVE

For Patti, real estate is an extension of her former occupation. Meeting people from all walks of life and having the privilege of helping them to navigate and succeed during an often stressful experience was the familiar sentiment she felt when she became a REALTOR®. However, the art of this industry keeps her on her toes. Patti is committed to being an excellent REALTOR® and a mentor. While she has mentored other agents over the years, she offered her son the opportunity to partner with her. She was convinced that her real estate wisdom and his fresh perspective



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A BRIGHT
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realtor on the rise

ANGELA MICHELLE LaBord Nash

Photos By: Shayla Tabor (Stabor Studios) | Written By: Amy Porter

Angela Michelle LaBord Nash, a seasoned real estate agent hailing from Columbia, South Carolina, has carved a niche for herself in the industry through her unwavering determination and passion for helping people achieve their real estate dreams. With over a decade of experience and a track record of success, Angela's journey in real estate is nothing short of inspiring.

A Passion for Design and Service

Angela's love for design and her knack for helping people led her to pursue a career in real estate. In 2007, while working at a mortgage brokerage company, she obtained her real estate license. This decision not only deepened her understanding of the real estate process but also set her on a path to a fulfilling career.

Her journey began with a part-time role at a real estate company specializing in enhancing properties for the market. Despite facing market challenges during the economic downturn, Angela continued to learn and grow, eventually transitioning to a full-time realtor in 2017.

Choosing the Right Path

Angela's career took an exciting turn when she joined United Real Estate, where she

dedicated herself to delivering top-notch service, developing effective systems, and building a strong brand. In just a few months, Angela achieved impressive sales figures, surpassing a million dollars from August to December in 2017.

In 2020, Angela made the decision to move to Coldwell Banker Midtown, drawn by the charisma and enthusiasm of the late Lisa Conley, the brokerage's former broker. This move opened new doors for Angela, propelling her further in her real estate career.

Impressive Career Volume

With an outstanding career volume of \$19.2 million, Angela Nash has established herself as a leading real estate professional. Her commitment to excellence and her dedication to serving her clients have consistently earned her trust and admiration in the industry.

Mentorship and Overcoming Self-Doubt

Angela attributes part of her success to her business coach, Lorgna Gagnon, who has not only helped her overcome self-doubt but has also shown her the possibilities of success in real estate. Angela's journey is a testament to the importance of having a mentor and guidance in one's career.

Passion and Future Goals

Angela is currently passionate about expanding her business and helping clients navigate the complexities of the real estate market. Her commitment to growth and her vision for expanding into new markets in 2024 highlights her dedication to her profession.

The Reward of Changing Lives

For Angela, the most rewarding aspect of her business is witnessing families build strong financial futures through real estate. The joy of seeing clients smile at closing and hearing about their growth, whether it's starting a business or investing, is what drives her in this field.

A Heart for Giving Back

Outside of her business, Angela and her husband support various charitable organizations, including Fellowship of Christian Athletes, Cross Over Global, and Child Evangelism Fellowship, among others. Her faith is a guiding force in her life, motivating her to give back and leave a positive impact.

Family and Hobbies

Angela's close-knit family is a source of joy and strength in her life. She enjoys spending quality time with her parents, siblings, and nieces and nephews. Her hobbies range from her love for miniatures to her passion for trying and experiencing different chocolates from around the world.



Defining Success

Angela's definition of success centers around the freedom to positively impact her family and the world by doing what she loves, serving others. Success is about creating a life filled with joy, financial prosperity, and cherished moments with loved ones.

A Lasting Legacy

Angela aspires to be remembered as a generational realtor, the go-to family realtor who provides an elevated real estate experience. Her genuine love for people and the community is what sets her apart in the real estate industry.

In closing, Angela Michelle LaBord Nash expresses her gratitude to Real Producers for the opportunity to share her remarkable story. Her favorite quote, "Wherever you go, leave the place better than you found it," encapsulates her commitment to making a positive impact in the world of real estate.

Would you like to be featured in *Columbia Real Producers*? Please reach out to us at Robert.Smith@n2co.com

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Unveiling Integrity

Jamil Clark's Journey with Integrity Property Inspections LLC

Introduction:

In the heart of Columbia, SC, Jamil Clark spearheads Integrity Property Inspections LLC, a beacon of transparency and excellence in the realm of property inspection. Discover the story behind this business and the man who stands for integrity in every inspection.

About Jamil Clark:

A true Columbian at heart, Jamil is more than a seasoned inspector—he's a devoted family man. Married and a father of four, his downtime involves spending time with family, attending kids' sporting events & school activities, dining out & traveling with his wife, reading, and visiting the range. When not running the business, you'll likely find Jamil working around the house and enjoying sports.

Professional Journey:

Jamil's journey is rooted in his background in construction as a licensed electrician. His knowledge of construction allowed him to leverage his innate attention to detail and passion for educating homebuyers.

Success Factors:

The pillars of Integrity Property Inspections' success are Jamil's technical prowess and an unwavering commitment to top-tier customer service. Putting clients' interests first has been the guiding principle for sustained excellence.

Community Involvement:

Beyond inspections, the business actively collaborates with community programs, focusing on assisting homeowners in low-income areas with essential repairs and updates.

Unique Selling Points:

Setting itself apart, Integrity Property Inspections LLC is a one-stop shop for all home inspection needs. As a family-operated venture, every client is treated like a cherished member of the family.





Honor your commitments with integrity. - Les Brown



Favorite Aspects of the Business:

Jamil finds fulfillment in empowering individuals to make informed and confident home-buying decisions. Equally, he values the opportunity to educate homeowners on safeguarding their significant investments.

Client Success Story:

A standout client narrative involves steering clients away from a potentially regrettable purchase, ultimately leading them to a second home choice they adore.

Definition of Success:

For Jamil, success transcends mere achievements; it's about sustaining a greater purpose. This purpose revolves around nurturing a healthy and happy family while providing employees with opportunities to flourish.

Favorite Quotes:

"Honor your commitments with integrity" - Les Brown

"Integrity is the seed for achievement. It is the principle that never fails" - Earl Nightingale



Ideal Customer and Target Market:

Jamil's ideal customer values being an informed homeowner, using provided information not just for negotiation but also for maintaining a safe home and safeguarding their investment. The target market includes homebuyers and investors seeking premium inspection and environmental services in the Midlands or South Carolina.

Closing:

Integrity Property Inspections LLC extends an invitation to potential customers to consider them a trusted resource before, during, and after inspections. With a commitment to prioritizing their needs, the business proudly declares: "Inspect With Integrity!"



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