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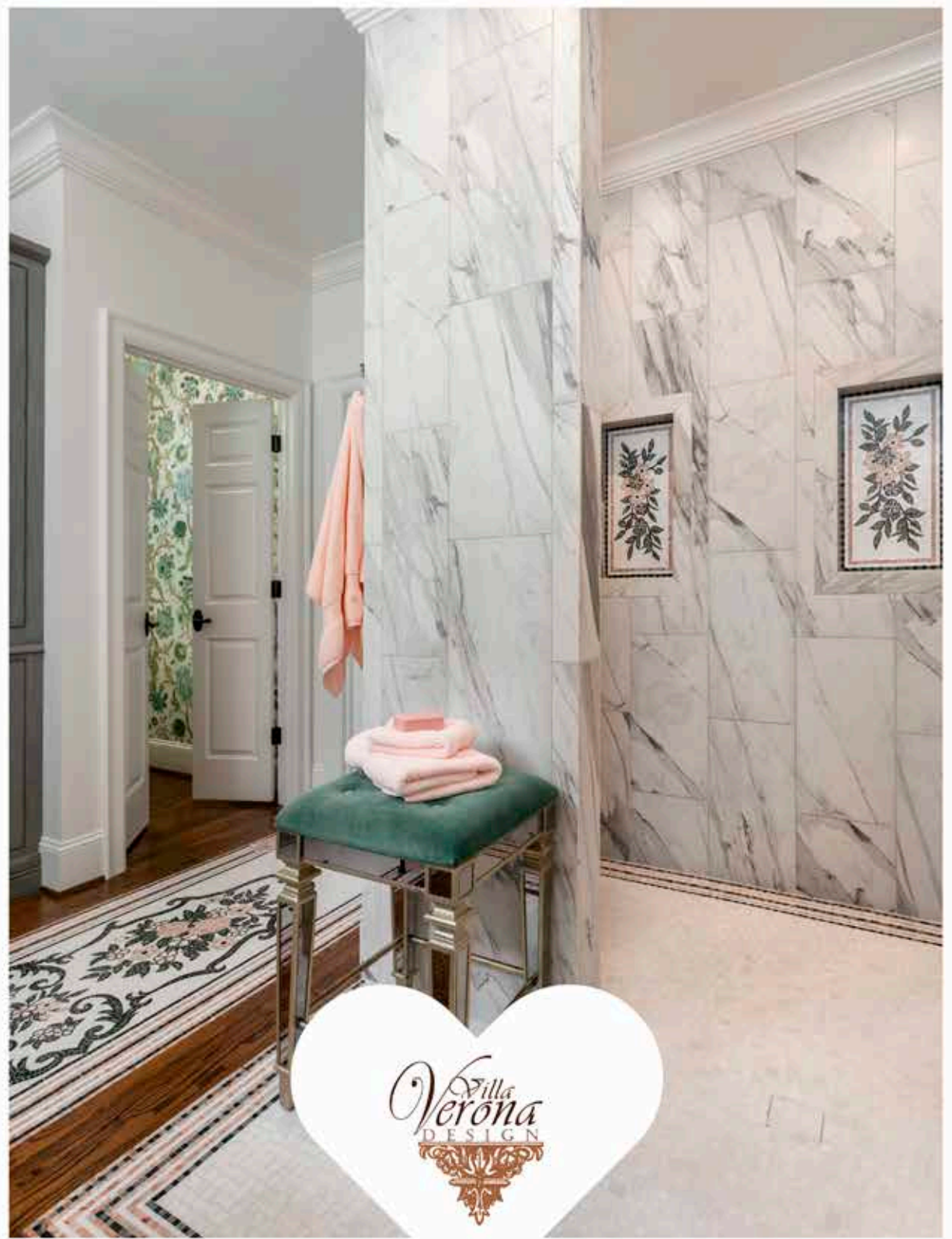
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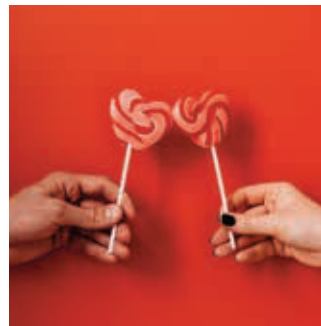
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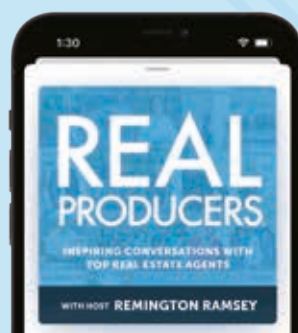
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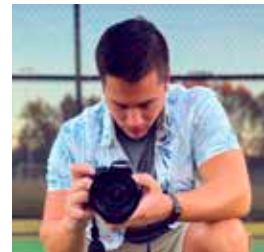
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► publisher's note

# FEBRUARY 2024



## LOVE IS IN THE AIR

### Dear Upstate Real Producers,

Love is in the air, and as we celebrate the month of February, we extend our warmest wishes for a Happy Valentine's Day to all our cherished readers and partners. In the spirit of love and appreciation, we've dedicated this issue to the heart of our real estate community – our dedicated Realtors, Top Producers, Rising Stars, and the entire team that makes the magic happen.

### Cover Feature Realtor:

Our cover feature showcases the passion and expertise of Wendy Turner. Dive into their inspiring journey, as they share insights into the world of real estate, offering a glimpse into what makes them a standout professional in the industry.

### Top Producer Spotlight:

Recognizing excellence in performance, we shine a spotlight on Will Sawyer. Learn from the best as they reveal the secrets behind their success and how they consistently raise the bar in achieving outstanding results for their clients.

**Rising Star:** Meet the future leaders of the real estate landscape. Our Rising Star feature introduces you to Andrew Lamkin, a dynamic professional making waves and leaving an indelible mark on the industry.

**Behind the Scenes:** While our realtors take center stage, we also recognize the indispensable contributions of our behind-the-scenes heroes. Meet Robin Collins, an unsung hero whose hard work and dedication keep the gears turning smoothly.

### Preferred Partner Spotlight:

Building strong partnerships is crucial in real estate. Our Preferred Partner Spotlight features Annah Toates, a trusted ally whose collaboration enhances the overall real estate experience for our clients.

As we navigate the dynamic landscape of the real estate market, we extend our heartfelt thanks to each and every one of you who contributes to the success and vibrancy of our community. May this Valentine's Day be a reminder of the love and dedication that binds us together in the pursuit of excellence.

Wishing you a month filled with love, success, and memorable moments.

Warm regards,

**Robert Smith**  
Publisher,  
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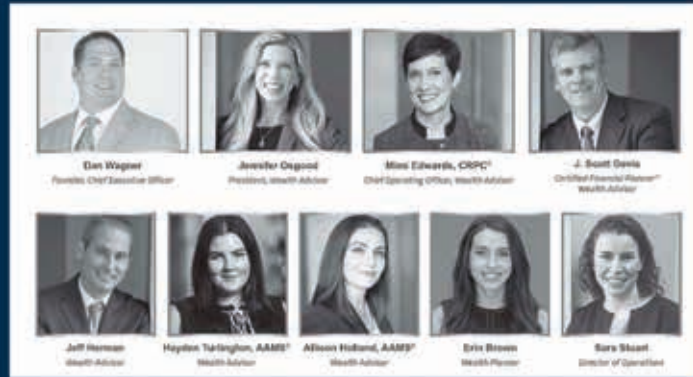
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# ANDREW LAMKIN

## EXP REALTY

In the dynamic world of real estate, Andrew Lamkin stands out as a reliable force and community advocate. With a career volume exceeding \$20 million, Andrew's expertise places him among the top-tier agents in the business. Yet, beyond the numbers, Andrew takes genuine pleasure in assisting clients from diverse backgrounds, guiding them to discover the ideal place to call home.

▶ rising star

Photos By: Tres Dabney (True North Productions)  
Written By: Heather Spruill

### A Lifelong Commitment to Learning

Andrew's journey commenced as an inside sales representative for Tom Daves in California, a period during which he honed his real estate acumen. Working under his former employer, who held the title of Keller Williams' #1 agent globally for multiple years, Andrew gained invaluable insights from stellar professionals.

Andrew states, "I viewed becoming an agent as a pathway to financial freedom for my family and a means to assist others without pushing them into something they don't need. My clients aspire to find a home that suits their needs, and my role is to make it happen."

Just a month before obtaining his license, Andrew and his wife Catalina welcomed their baby girl into the world. Balancing the excitement of expanding his family with the challenge of embarking on a new career, Andrew often tells his clients, "I'm as motivated to do a good job as a new father could be."

His professional persistence and readiness to embrace new opportunities underscore his commitment to helping families and individuals achieve their goals.





### Choosing Independence at eXp Realty

In 2020, Andrew affiliated with eXp Realty as a solo agent, a decision that has brought him immense satisfaction. Reveling in the independence of being a sole agent, Andrew also values the support and resources provided by this prestigious brokerage.

Andrew continues, “I chose eXp Realty because I see the enormous upside of how successful eXp agents manage their time. My mentors have grown teams nationwide, achieving financial success while maintaining a

fulfilling family and personal life. That’s the balance I strive for.”

He attributes his success to God, his family, and eXp mentors. Tonya Upton guided him through the mentorship program and helped initiate his career on the right note. Andrew is grateful for the foundational understanding instilled by former employers Don Yoakum and Tom Daves and the mastery they displayed. Andrew acknowledges the vital role his mother, Pam, played in acting as an excellent transaction coordinator. He recognizes the unwavering support of his wife, Catalina, who enables him to

NEVER STOP LEARNING.  
NEVER STOP GROWING.



dedicate 80 hours a week to launch his business, and his daughter, Aria, who is a constant source of motivation. Most of all, Andrew feels incredibly blessed by God.

### Aiming for Excellence

Andrew’s objective is clear: helping newcomers find a home in the Upstate or assisting current residents and investors in expanding their portfolios. His wealth of experience equips him to navigate obstacles and find solutions for his clients. Going the extra mile, Andrew ensures a seamless and positive experience for each customer and investor.

Beyond his professional commitments, Andrew values quality time with his loved ones. He strongly supports his wife and all her endeavors. She is a multi-talented individual excelling in cosmetology, artistry, cooking, baking, homeschooling and various other pursuits. Together, they explore new destinations, experiment with recipes in the kitchen, delve into homesteading, and pursue God’s plan for their lives. Andrew’s personal interests include reading, cooking, and building with Lego; specifically, castles.

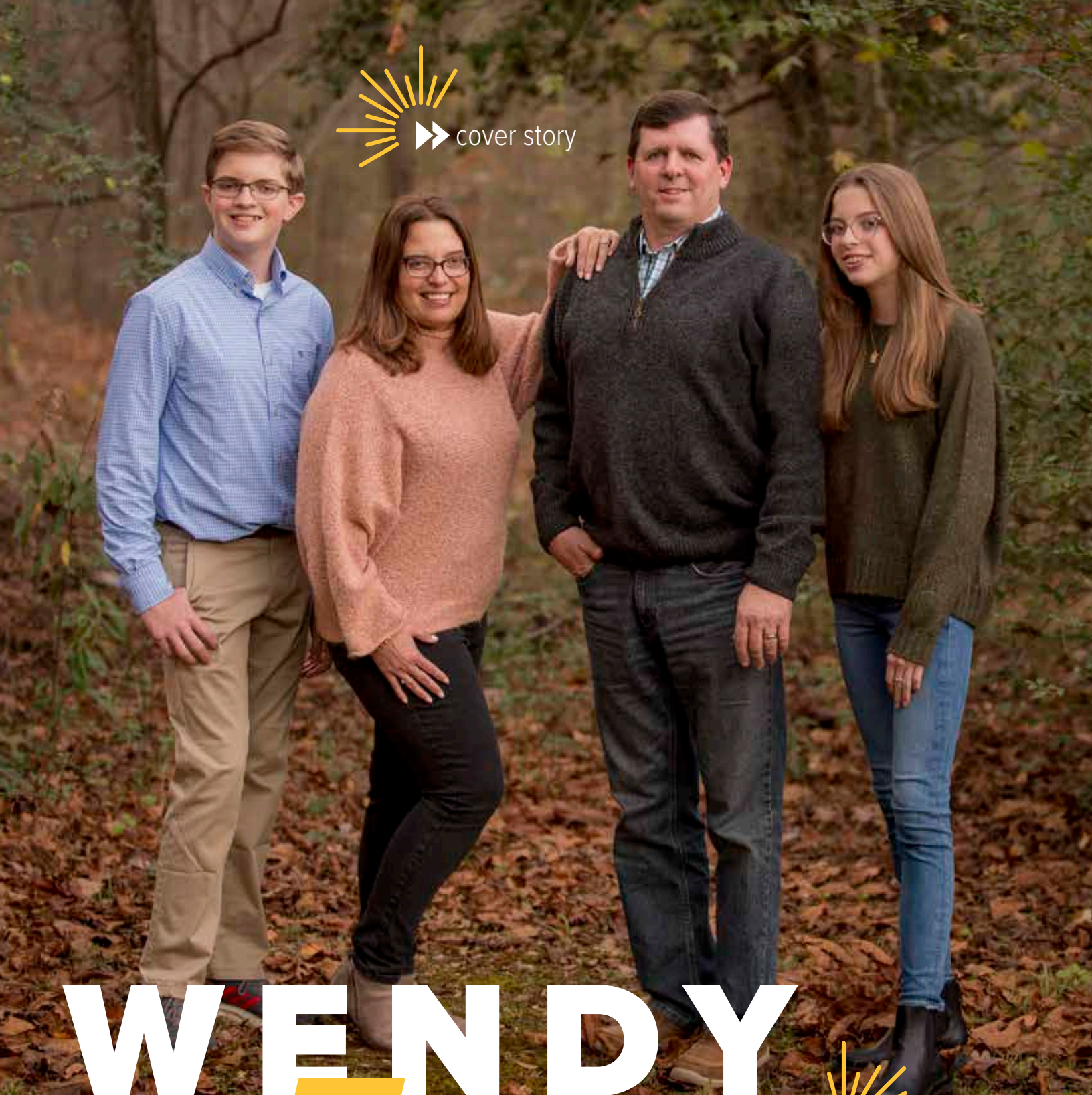
### Rising Star in Real Estate

With three years in the industry, Andrew Lamkin has emerged as a rising star in the competitive world of real estate. Despite being in the early stages of his career, he imparts wisdom to new agents, urging them, “Never stop learning. Never stop growing. Find consistent mentors, coaches, and accountability partners as you learn to market yourself and serve your clients to the fullest.” Andrew Lamkin is not just a real estate agent; he’s a dedicated professional committed to making dreams come true for his clients while cherishing the moments with his loved ones.

Would you like to be featured in *Upstate Real Producers*? Please reach out to us at [Robert.Smith@n2co.com](mailto:Robert.Smith@n2co.com)







# WENDY *Turner*

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Photos By: Tres Dabney (True North Productions) | Written By: Amy Porter

## ***From Teacher to Top Producer:***

### ***Wendy Turner's Inspiring Real Estate Journey***

Introduction: Meet Wendy Turner, a remarkable woman whose journey from being an educator to a successful real estate agent is both inspiring and impactful. Wendy, the driving force behind Turnaround Homes, brokered by Real Broker LLC, exemplifies the ethos of "working to live, not living to work." In this article, we delve into Wendy's compelling story, exploring her transition from teaching to real estate, her commitment to continuous learning, the growth of Turnaround Homes, and her unwavering dedication to family and faith.

### ***A Teacher's Transition***

Wendy's career trajectory took an unexpected turn from teaching to real estate. She worked for Greenville County Schools as a Special Education Teacher, Fifth Grade Teacher, Instructional Coach and School Administrator. When she started her last position with the school district as an Assistant Principal at Buena Vista Elementary, she was single and thought she would always be an educator. However, when she decided to resign in 2009, she had become a wife and a mother and her desires and focus had changed. She felt nudged to do something different and that something different was starting an online children's clothing company. Wendy initially found success in entrepreneurship, founding Smockadot Kids and Preppy and Personalized. However, the desire to return to teaching lingered, leading her to embrace a new challenge: real estate. Two years after completing her real estate course, Wendy made the leap, selling her businesses to fully commit to her newfound passion.

## ***Learning and Growth***

Wendy's commitment to education remained steadfast as she embarked on her real estate journey. Choosing to work as a solo agent at Keller Williams, a company renowned for prioritizing education and training, Wendy surrounded herself with top-performing agents. Her advice to new agents: "Put yourself in the right rooms early on." Wendy's dedication to learning paid off, earning her the title of Keller Williams Driver's Rookie of the Year in her first year.

## ***Building Turnaround Homes***

Wendy's start in real estate was due largely to her long-time friend and business partner Leslie Scott. Wendy and Leslie had worked together as Instructional Coaches and later Administrators and both found themselves taking a step back from their careers in education after having children. Leslie worked with Wendy at Smockadot Kids and they Co-Owned a ladie's boutique all while Leslie was also working for a local Realtor. When Leslie decided to go to real estate school in the evenings, Wendy decided to join her on a whim. The rest, as they say, is history. Wendy waited two years after the class to start her real estate career and after about six months in, she sold her other companies. They initially started their Real Estate journeys with different companies, but teamed up after Wendy had been in the business for about a year. Education-focused, Wendy decided to work as a solo Agent at Keller Williams.





The company prioritizes education and training, and Wendy surrounded herself with Agents she could learn from. She encourages new Agents to do the same, “put yourself in the right rooms early on. I am thankful that from day one, I was exposed to people who were already top producers. Before I had sold one house, I was learning from people who had sold a hundred. Now that I have sold hundreds, I continue to learn from those that have sold thousands. There is always someone who has been where you are going. Learn from them.”



**PUT YOURSELF  
IN THE RIGHT  
ROOMS *early on.***



In her first year in the business, Wendy knew she didn't want to be a solo Agent long term, she wanted to work with a team. To do this, she needed to learn about the business and prove her abilities before building a team of agents. In her first year, she sold 24 homes.

Confident in her abilities to serve her clients well, during her second year as an Agent, Wendy asked Leslie Scott to join her. It quickly became apparent that Leslie had a love and knack for working with buyers and Wendy's strong suit and preference was for sellers. Turnaround Homes was formed and they never looked back. Leslie consistently helps 50+ families a year in the Upstate and is the backbone of the team. Her professionalism, work ethic and heart for others are a driving force at Turnaround Homes.

Their team remained with Keller Williams until August 2022. They decided to change to an internet-based brokerage, Real Broker, LLC. Wendy loves the company's culture and benefits offered, including stock options and

revenue share. With their new broker, they can collaborate with agents across the US to grow their company and offer the best service possible to their clients.

#### **Strategic Partnerships**

To further enhance the capabilities of Turnaround Homes, Wendy forged a partnership with PLACE, Inc. in 2023. Describing PLACE as a company focused on the personal and professional development of real estate teams, Wendy highlighted the benefits, including health insurance and extensive training. This strategic alliance reflects Wendy's commitment to creating the best possible business environment for her team.

#### **Overcoming Challenges and Family Life**

Wendy and her husband, Brent, live in the Paris Mtn area of Taylors with their 15-year-old twins, Matthew and Anna Kate. The kids attend Shannon Forest (First Presbyterian) and the family focuses on making memories through

travel. A defining moment for Brent and Wendy was in 2008 when Wendy gave birth to their triplets at 28 weeks. After three months in the NICU, their middle child, Andrew passed away. They are thankful for the three months they had with their son and were able to make memories they will cherish forever.

They decided then that they would prioritize making memories and traveling as a family because tomorrow is never promised. Wendy and Brent decided to set out on an epic RV adventure with their family in 2022, but first, they did a full remodel on their 42 ft. fifth wheel. Anna Kate and Mathew, who were 14 at the time, helped plan the 6-month trip that would take them across the United States and back again. Wendy worked remotely during that time and was homeschooled. Their next adventure is to the United Kingdom this summer.

#### **The Future**

Wendy shows no signs of slowing down anytime soon, and in fact, plans to expand the team: “I am looking to






grow my team so I can help even more agents grow a business that helps them fulfill their dreams. I plan to continue to be active in production for the next several years, then eventually turn my focus to coaching and training...I have loved helping the agents on my team reach their financial and professional goals. Seeing them help so many people achieve their real estate dreams, while helping them achieve their personal goals is my favorite part of real estate.

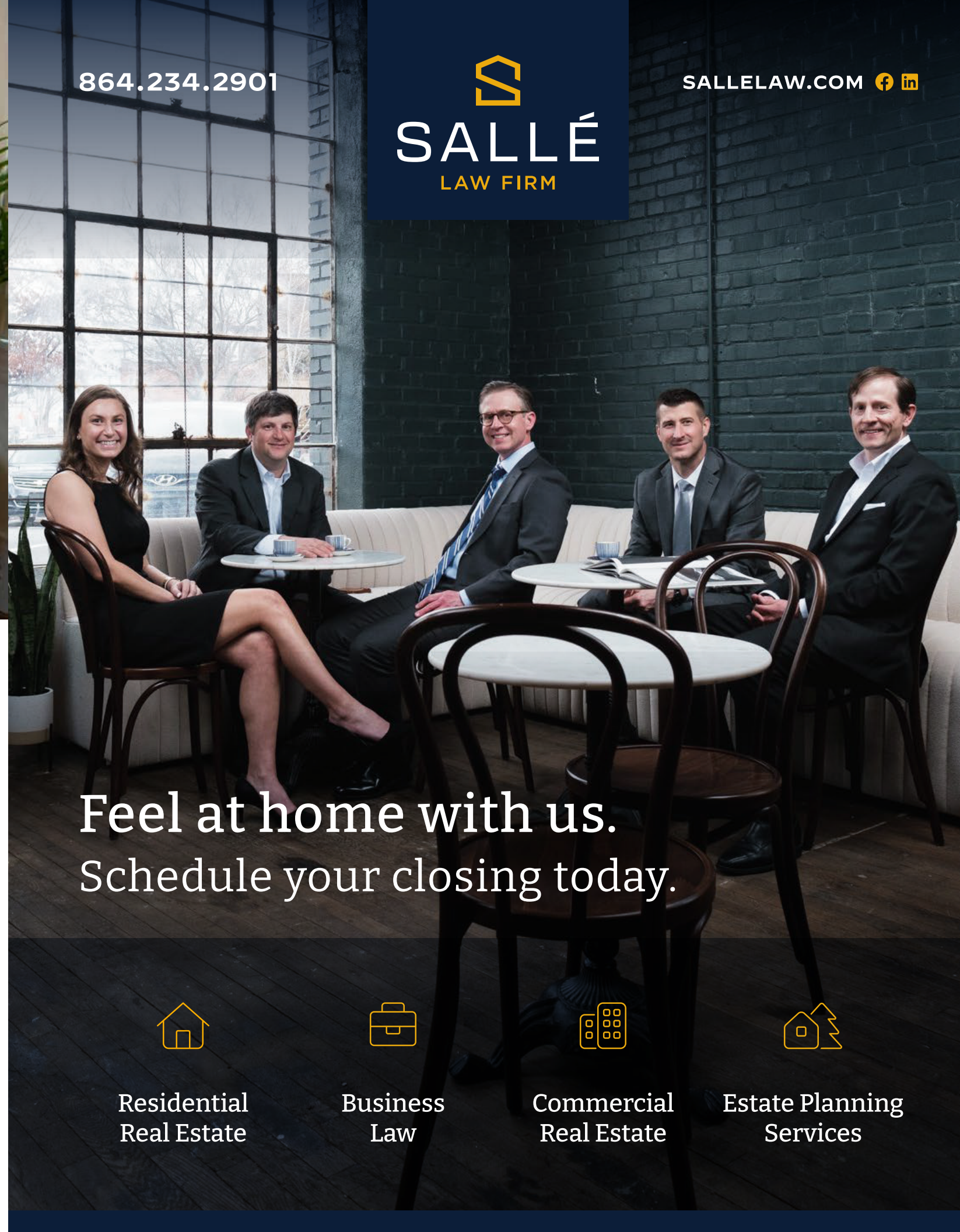
**Conclusion:**

As Wendy Turner looks towards the future, her passion for teaching and helping others achieve their dreams remains undiminished. With an impressive track record of over 500 homes sold and \$150 million in sales, in 2022 alone, they sold 135 homes for \$43M. Wendy envisions further team growth, emphasizing her dedication to coaching and training. Wendy's story is a testament to resilience, continuous learning, and the power of combining passion with purpose in the ever-evolving world of real estate.



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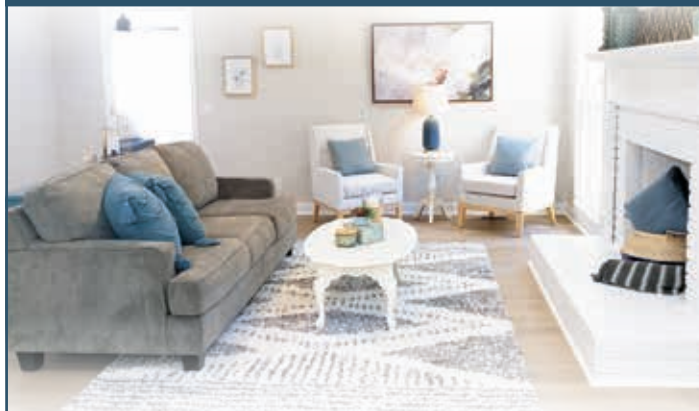


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# ANNAH TOATES

## TOATES LAW FIRM

Written By: Amy Porter

### What Does It Mean to be Notably Different?

When choices for a Closing Attorney abound – what does it mean to be “Notably Different?” Annah Toates and her team at Toates Law Firm have answered this question by delivering a consistently smooth closing experience. It’s one thing to claim being client-focused, but at Toates Law, going the extra mile is the norm. This team has earned a reputation for “getting it done,” and not afraid to roll up their sleeves and work quickly to create solutions and get clients to a seamless Closing. Their goal? Not just to make every interaction efficient, but rather enjoyable.

### The Personal Touch

Good lawyers need to be professional and personally invested. They need to be right, but in real estate, they also need to be right there for clients in need. Toates Law Firm is proud of the model they’ve created, which enables them to handle volume while maintaining their signature personal touch. Right-sized as a team of 7, they work together and communicate exceptionally – both internally and externally – and people notice. It’s a business of relationships, and when you’re a client of Toates, they’re going to remember and take care of you from contract to close. With a home purchase, it begins with a personal call from Annah. Why? Because

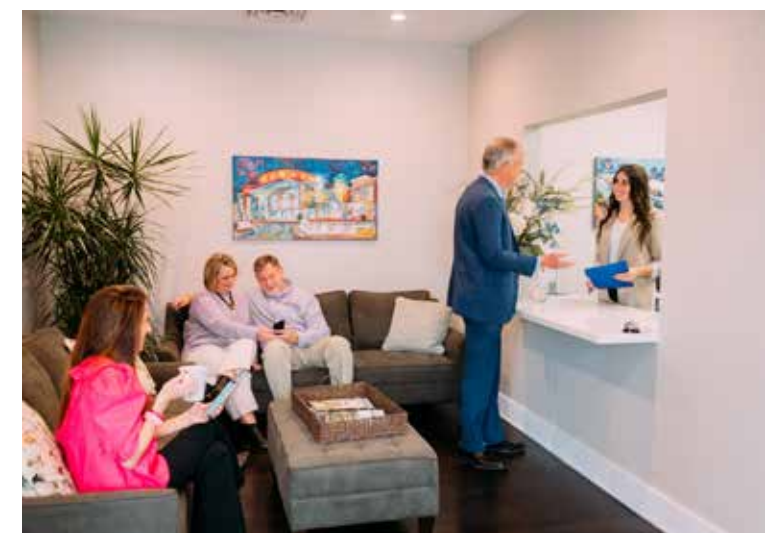
it’s the best. Taking a few minutes to introduce herself, thank the client for the business, and walk them through some basics (like warning them about wire fraud) protects the clients and cultivates a relationship. Most importantly, she wants her clients to feel connected to Toates Law so they feel confident and comfortable reaching out for anything they may need along the way.

### Celebrating the Closing

The commitment to personal touch doesn’t stop there. Toates Law loves the opportunity to create an environment of celebration in their closings. Annah’s favorite place to be is at the closing table and you can tell she’s most in her element when she’s with her clients. After signing, every buyer is also gifted a hand-curated bag of local items – a nod of gratitude to Greenville for all that it has to offer.

### Gratitude for Greenville

Annah’s gratitude for Greenville goes back to 2002 when she moved to Greenville right before her high school years. Though a native of Oklahoma (who still pulls for the Sooners), Annah has fully embraced South Carolina as home. Annah earned her undergraduate degree at Furman University and attended law school at Charleston School of Law. Eager to return to Greenville upon graduation from law school, Annah







began her practice in 2015. It's easy for Annah to relate to her clients, as she feels a deep appreciation for the opportunities she's been afforded as a transplanted South Carolinian.

Annah can also relate to Realtors because she's married to one (Patrick Toates) and she sees firsthand how much work goes into being a great agent. She understands that the closing experience is a reflection on the Realtor and how it should be done right. Together, Annah and Patrick have two precious sons, Shepherd (5) and Elias (2). Despite their constant busyness, they cherish a full life and are surrounded by a close-knit extended family.

**Launching Toates Law:  
Assembling the A-Team**

We all know that a Closing Attorney is only as good as her team, and Annah held that truth at the forefront of her mind when launching Toates Law Firm in early 2022. She worked to invest in bringing the right people on board in pursuit of being "notably

different." Annah is proud to have an exceptional team in place who hold the same values, each of whom contributes immeasurably to their unique company culture. Annah is fortunate to have the skills of two talented attorneys, Hutson Harmon and Katherine Brooks. Their paralegal team is led by Laura Hollis with Meagan Beacham and Sarah Raines and administrative assistant Hannah Niccolai.

**The Measure of Success**

When the closings are funded and the money is disbursed, how does Annah Toates measure her success? Undoubtedly, the positive reviews, return clients, and referrals go a long way in tracking the marker of their achievement. The key for Toates Law Firm, however, is being able to use what they've been given to invest in the welfare of our community. The chief aim of Toates Law Firm is to glorify God by being a good steward of their time, energy, and resources. They seek to listen to the needs of the community and tangibly invest in worthy projects. Toates Law Firm contributes to

numerous non-profit efforts in the Upstate, including a notable partnership with Homes of Hope, which focuses on affordable housing and men's workforce development. For each purchase Toates Law Firm closes, they donate part of the Firm's proceeds directly to Homes of Hope.

If you're interested in learning more about Toates Law Firm, their team, or their imprint on the community, please give them a call. Toates Law Firm is a Greenville based firm focused on providing exceptional service in the areas of residential and commercial real estate, estate planning, and entity formation.



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# ROBIN COLLINS

JEN HUBBELL  
& ASSOCIATES

## ▶▶ behind the scenes

Greenville, SC – Jen Hubbell & Associates is thrilled to announce the addition of Robin Collins as our new Director of Operations. With an extensive background in Operations Management, Collins brings a wealth of experience and expertise to our team.

In the role of Director of Operations, Collins will be responsible for streamlining operations, optimizing efficiency, and enhancing overall performance across all departments. Collins will play a pivotal role in Jen Hubbell & Associates' ongoing commitment to delivering the highest level of real estate expertise to our customers.

"We are excited to welcome Robin Collins to our team," said Jen Hubbell. "Her proven leadership and strategic vision will be invaluable as we continue to expand and innovate. Bringing Collins into our organization reflects our commitment to maintaining a high standard of excellence in all areas of our business."

Collins stated that she was instantly drawn to this opportunity because the beliefs, vision and values of JHA align with her own. "Partnering with a faith based organization that values the highest standard of integrity, building relationships, working hard, and whose mission is to 'impact others in a way that is bigger than ourselves' - resonates strongly with me. I am excited to be a part of Jen Hubbell & Associates."

We are confident that Collins will make a significant impact on our company and help us achieve our long-term goals. Please join us in welcoming Robin Collins to the Jen Hubbell & Associates family. We look forward to her leadership and the positive changes she will bring to our organization.

For more information about Jen Hubbell & Associates and our recent developments, or to buy or sell your property with this top notch team, please visit [myfavoriterealtorjen.kw.com](http://myfavoriterealtorjen.kw.com) or contact us at 864-546-0548.

### ABOUT JEN HUBBELL:

Jen Hubbell is affectionately called by many "My Favorite Realtor!" She gets the job done with a smile! Her market knowledge is superior. She has a great personality and —she's one of the TOP agents in the US! She is licensed in BOTH NC & SC and serves Greenville | Hendersonville | Asheville & more. Jen responds quickly, treats every client like gold, and gets optimal results.

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# WILL SAWYER



▶ top producer

## **KELLER WILLIAMS GREENVILLE UPSTATE**

Written By: Heather Spruill  
Photos By: Tres Dabney (True North Productions)

### *Destined to be Different*

It has been Will Sawyer's pleasure to provide excellent customer service and much-needed advice for those looking to find a new home in his favorite area. With a career volume of over \$62 million and only five years of experience in a competitive industry, what else would one expect from one of the Upstate's top producers?

### *An Unexpected Calling*

It was apparent what Will's profession would be out of college: a physician. He knew he was meant to walk down those halls in the same scrubs as his father and grandfather. After shadowing the many different specialties of medicine and spending days in the OR viewing live surgeries, one could say that his future was set. However, his studies as a pre-med student soon came into question.

Will states, "As I approached my senior year, I had an average GPA and an average MCAT score...the only thing I felt I had going for me was Varsity Golf. To better my grades, I would have had to do an extra year-long program to retake specific prerequisite courses. While sitting in my biochemistry fall semester class, I found out that I made a 'D' on my exam for the second time in a row. I needed to have an honest conversation with myself. I wasn't feeling the connection I once had in this field and concluded that this wasn't the career path I thought I wanted. My next question was: Now what?"

Will thought hard about who to turn to to determine his next course of action; however, almost everyone he knew was in the medical field. But one day, he remembered that his uncle was a real estate agent in Columbia. After a quick call, they met to discuss the aspects of being in the industry. His uncle explained how the profession allows flexibility to his schedule and how he had control over



how far he could take his business. What stood out to Will was how much effort he put into his business would be directly proportional to how much he got out. Will also joined him for an inspection, a closing, and had the pleasure of meeting one of his uncle's tenants at his rental property. His visit gave him clarity and a new pep in his step.

Will studied for his license at night during his last semester at school and, months later, graduated with a B.S. degree and became a licensed REALTOR®. He started as a solo agent and quickly realized he needed to learn how to acquire leads or structure what his day-to-day life would look like. After searching for a brief time, Will joined The Kirby+Zane Team of Keller Williams Greenville Upstate.

Will states, "I spent two and a half years under Kirby+Zane's leadership, and I am grateful for their guidance. From investments and new construction to management and succeeding in a competitive business, I learned and fast-tracked my skills, and now, I have made a name for myself in part thanks to them."



In May 2021, Will started his own branch with the same firm. His team, along with his peers, have opened his eyes to who he is as an agent and who he aspires to be for his community.

#### *A Flourishing Mindset*

Will aims to help his many clients achieve their real estate goals. He does his best to be informative and encouraging in a process that can be quite daunting to a new consumer. He understands that a decision of this magnitude is not to be taken lightly, and, in the end, his clients must come out of the process with the best deal he can procure.

Real estate plays a large part in Will's dreams and future goals. He has enjoyed the position he has worked for now but sees so much more for him and his team.

Will is the number one solo agent at his office, and was recently invited to Gary Keller's Top 100 Agent Mastermind, exclusive to the top 100 solo agents in all of Keller Williams across the world.

Will states, "I never thought I'd be where I am professionally, especially this soon. I've been fortunate enough to forge relationships with other agents, clients, and my coach who have largely catalyzed the growth of my business. Most importantly, I look



back and think about how much I've grown personally over the last five years. I'm such a different person compared to five years ago. I have much more confidence, am happier, and love waking up and selling real estate to awesome people."

Amidst a growing business and clients leaving his office happy to start a new chapter, Will makes sure to make plenty of personal time for himself, family, and friends. He enjoys an active lifestyle, including snow skiing, watersports during the summer, golf with his dad, and traveling with his fiancé, Blaire. When they're not traveling you can surely find them around town with their Bernese Mountain Dog, Waylon.

Will defines success in a simple term: growth. No matter how big or small the lesson, he believes there is always an opportunity to learn something new. With his insight into an ever-changing industry, he hopes to encourage and educate up-and-coming agents on how to navigate its waters.

Will concludes, "If you're still looking for the results you had hoped for, try your best to work harder. It takes a lot of calculated effort and relentless input. Success is relatively simple but not easy. Don't over-complicate it. If I can do it, you can too."



IF I CAN DO IT,  
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