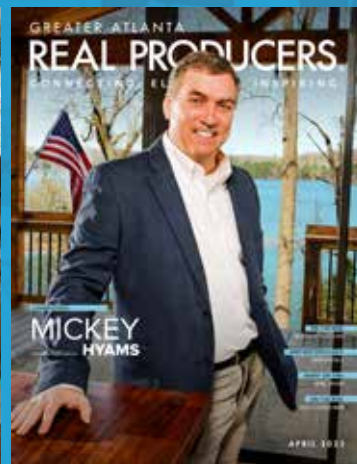


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COVER STORIES

IN

2023



CHRISTY SCALLY CARTER

"I want to continue to help others with homeownership or selling their homes to help them achieve their goals," Christy explained. "I would love to be a BOLD coach in the future, inspire others, and help them achieve their success. It's really an inward reflection to help you define a life of purpose—a life by design, rather than by default. My goal is to help others be more purposeful in all that they do."



DEBORAH MORTON

"REALTORS® in general aren't always looked upon in the most favorable light," Deborah candidly shared. "We have the power to change that every day when we pick up the phone or go out into our communities. How we conduct ourselves is in our control. We must be committed to being professionally excellent. Let's all work together to raise the bar for the industry—collectively and individually, we all have the power to do that. It starts with each of us."



MICKEY HYAMS

"The purpose of business is to fund your life & dreams," Mickey says. "And I'm passionate about building a business with a big enough Vision that my current people and my family will reach their dreams, too. I'm blessed to have a small and powerful team of Empire Builders. They are talented people who love to give concierge service because 'We're Here To Make Good Things Happen For Other People!'"



JOE & MAGGIE ETERNO

Helping agents build wealth is equally important to Joe. “No one succeeds alone,” he says. “We wouldn’t be where we are today without our incredible team. Our agents are growth-minded professionals who enjoy learning new things, thinking outside the box to find solutions, and serving clients exceptionally well. We’re grateful for their trust in us, and we love showing them how to prosper through real estate. We also have a lot of fun!”

IVAN & JESSICA SAVANT

“We want all of our clients to walk away feeling that we have exceeded their expectations,” Ivan says. “Our goal is to offer a consistent experience catered to each one so they feel like they are the only person we work with. We are consistently up to date with the latest trends and developments and we heavily invest in digital marketing strategies such as targeted ads email marketing, and search engine optimization to increase our online visibility. Our expertise in technology and digital marketing offers our clients a competitive edge in the marketplace, and we are passionate about navigating this evolving market.”



WESLEE KNAPP

Weslee is deeply passionate about helping and influencing people. “My goal is to help as many people as I can!” he declares. This passion extends not only to his clients but also to young agents he mentors, who continue to energize him. As for his legacy, Weslee hopes to be remembered for the positive influence he’s had on the lives of others. “How many people I have influenced!” he states, leaving a lasting impression as a Realtor®, mentor, and community leader.



INTOWN COLLECTIVE

What’s the philosophy behind Intown Collective?

Christina: Real estate can be an expensive, lonely business for a single agent. After a successful first year in the industry, I wanted to build a team where busy REALTORS® support each other and have a better work/life balance, like being able to go on vacation or attend school events knowing they are well covered. So I launched Intown Collective. I didn’t name it after myself because I want it to be a brand everyone can work towards and grow with.

Lauren: I started my career in commercial real estate and joined Intown Collective shortly thereafter. Christina and I consider ourselves advocates for agents, not their bosses, and our role is to support them as best we can. By flipping the top-down paradigm, we’ve grown organically into a team of five hard-working, close-knit professionals and had over \$40 million in sales last year.



THE MOUNTAIN LIFE REAL ESTATE TEAM

The Mountain Life Real Estate Team is more than just a group of colleagues; Their camaraderie, problem-solving abilities, and collaborative spirit have created a culture that’s hard to leave behind. It’s akin to a family, sharing daily meals and a strong sense of unity. Their focus is on nurturing talent and ensuring everyone feels integral to the team’s fabric.

Their philosophy is encapsulated in their slogan: “Creating a 5-star experience designed specifically for you,” a testament to their commitment to personalized service that extends into their personal ethos. As Chad notes. “Our business philosophy mirrors what we have learned from Keller Williams - prioritizing God, family, and then business. This in turn allows us to foster a healthy work-life balance.”





LINDE MOORE

"I'm an Activator," Linde smiles. "I consciously choose to keep moving, even when it's hard, and I push others to do the same. One of my strengths is thinking months and years in advance when making decisions. Then, if I don't see a way to overcome a challenge immediately, I will persevere until I do. As we intentionally grow, we'll remain focused on delivering exceptional experiences based on a transparent, consultative, and highly-responsive level of service," Linde says. "We've put together a brilliant team of REALTORS® who like to be belly-to-belly with clients and care about the people they are helping. Our goal is to impact others positively, and we're proud to consistently sell more homes for a higher amount of money."

ANNA & BOB KILINSKI

As Anna and The Anna K Intown Team continue to make waves in the real estate industry, her message is clear: real estate is more than just a profession; it's a way of life. Anna's dedication to helping others find success, her commitment to her community, and her unwavering high standards make her a true trailblazer in the world of real estate. Anna Kilinski is a name synonymous with excellence, integrity, and a relentless pursuit of possibilities, and her journey is far from over.



LEVEL UP REAL ESTATE

"The name of the team represents our essence," says co-founder Alexandra French. "Chuck and I worked side by side for more than ten years at Berkshire Hathaway HomeServices Georgia Properties and always had this vision of taking real estate to the next level. Together, as the Level Up Real Estate Team, we are a group of professional REALTORS® who strive to provide our clients with the best possible service and experience." From the beginning, Alexandra and Chuck envisioned a team where agents were surrounded by like-minded, hardworking individuals pursuing the best version of themselves. "We truly stand behind our team name," Chuck says. "We want to Level Up for our clients, families, and ourselves. We constantly try to do more, learn more, and be better than we were the day before."



FAQ



About Greater Atlanta Real Producers

Ever since we launched *Greater Atlanta Real Producers*, I have heard some of the same questions from many of you. I figured it would be most efficient to publish the answers here in case more of you had the same questions. Remember, my door is *always* open to discuss anything regarding this community — this publication is 100% designed to be *Your* voice!

Q: Who receives this magazine?

A: The top 500 Realtors and teams that fall within the top 500 in the Greater Atlanta area. We pull MLS numbers (by closed volume) in the Atlanta market each year and we cut off the list at number 500. The list resets at the beginning of each year based on the prior year's totals and continues to update annually.

Q: What is the process for being featured in this magazine?

A: It's really simple — one or multiple peers have first nominated every featured agent you see. You can nominate or be nominated by other agents, affiliates, brokers, owners, and office leaders. A nomination currently looks like this: you email us at: **Anthony.Mercer@realproducersmag.com** with the

subject "Nomination: (Name of Nominee)." Please explain WHY you are nominating them to be featured. It could be that they have an amazing story that needs to be told, perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way, etc. Once the timing is right, the next step is an interview with us to ensure it's a good fit. If all works out, then we put the wheels in motion.

Q: What does it cost to be featured?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! This is NOT a pay-to-play model whatsoever.

Q: How can I write an article to be printed?

A: If you are interested in writing an article to contribute your ideas, experience, knowledge, expertise, or stories to the *Greater Atlanta Real Producers* community, please email us at: **Team@AtlRealProducers.com** - Even if you don't consider yourself a prolific writer, let's talk!

Q: Who are the Preferred Partners?

A: Anyone listed as a "Preferred Partner" in the index at the front of

the magazine is an integral part of this community. They will have an ad in every issue of the magazine, attend our events, and be part of our social media groups. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many agents have personally referred every single Preferred Partner you see. We won't even take a meeting with a business that has not been vetted by one of you and is "stamped for approval," in a sense. Our goal is to create a powerhouse network not only of the best agents in the area but the best affiliates, as well, so we can all grow stronger together.

Q: How can I refer a local business to join Greater Atlanta Real Producers as a Preferred Partner?

A: If you know and want to recommend a local business that would like to work with more top real estate agents, please email me at: **Anthony.mercer@realproducersmag.com** or visit **AtlRealProducers.com** and introduce us! This is the only way we can grow and strengthen this community, through your referrals. It's much appreciated!

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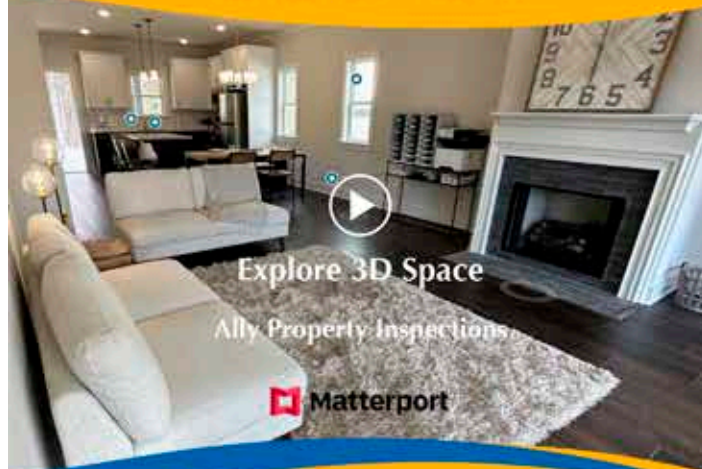


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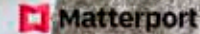


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RISING UP

IN

2023



RICKY RUSSERT

When asked about his advice for aspiring Realtors®, Russert's response was simple yet profound: "Listen and then respond." This ethos encapsulates his approach to both business and life, where understanding and empathy pave the way for effective communication and successful outcomes. He hopes to be remembered for his versatility and strength, a legacy that speaks to his unyielding dedication to those around him.



HUNT DESHAZO

Today, Hunt is passionate about sharing his knowledge with others in the real estate industry. He believes that there are aspects of the business that, while not complicated, are not easily accessible. "A lot of these things can be life-changing for some people," Hunt remarked. His greatest reward is helping young individuals escape what he calls "The rental trap," guiding them to make informed decisions in the housing market.



BRANDON BELL

To Brandon Bell, success means providing for his family, investing in his community, and having the freedom to spend time with loved ones. His faith in God is a driving force behind his actions and his business ethics center around transparency and compassion. When asked what he wants to be remembered for, Bell's answer is simple yet profound: "My faith in Jesus. In closing, Brandon Bell leaves us with a valuable piece of advice: "Your greatest asset is the mindset you choose to take in life."

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MCKENZIE NEUDLING

"It's an adrenaline rush," Mckenzie says. "I love my clients with my whole heart and treat them the way I want to be treated, with respect and appreciation, and I like to make the process fun for everyone. I take my job personally but don't take myself too seriously. My nickname at the office is Piñata Mckenzie because that's the costume I wore during our team's Cinco De Mayo run. I'm also known to bust my rollerblades out of my car whenever I see a long, flat surface. You pour out what's poured into you, and I'm fortunate to have so many people in my life who pour into me which overflows to my clients.... And we all have a lot of fun along the way."



MANGESH SAPATNEKAR

But what truly sets Mangesh apart is his commitment to personal growth and his ability to overcome obstacles. "I have overcome my own fear of asking tough questions to clients to challenge them," he reveals. This willingness to push boundaries and engage with clients on a deeper level is a testament to his dedication to their best interests. Today, Mangesh's passion lies in growing his business and helping other agents succeed. "Using tech to help educate my clients and be their guide and trusted advisor" is his vision for the future of his real estate career.

LILIANA BAYZID MCGAUGHEY

Above all, Liliana understands that buying or selling a home is usually the biggest financial expense or transaction that most people will make in their lifetime. Her professional mission is therefore guided by the commitment to be the trusted professional that guides each of her clients through the process with ease, knowledge, and passion. Despite her short time working full-time as an agent, Liliana has seen first-hand the power of word of mouth. Known for her world-class service, she has developed an organic trust system that has allowed her business to thrive. "My goal is to consistently help families and not feel like I'm chasing work," Liliana explained. "When somebody chooses me, I'm all in. I work to be transparent, to be honest, to fight for clients, and help them get what they want out of every transaction."



NEIL RICHARDSON

Being busy is energizing to Neil, and helping people is incredibly rewarding. "Everything starts with a conversation, defining the requirements, and ends in either a chunk of equity in their hands or bricks and mortar through home ownership. I bond with my clients throughout the transaction. It's sometimes sad when the transaction closes as you go from speaking to someone multiple times a day over several weeks or months to a new period where you must redefine the relationship."



WESLYN BEZILA

"Residential real estate plays into my personality and what I'm passionate about," Weslyn shared. "Having the opportunity to help clients who become friends with the sale or purchase of their home is such an honor and a joy. The relationship factor of residential real estate is very important to me. I value that and do my best to maintain those relationships well beyond the transaction."



MEG COUNCILMAN

"I'm very project-oriented and I love getting to help people and guide them through such an important decision in their lives," Meg shared. "I set up a roadmap for my clients that show the path we'll take together to get them their home. We will look at many properties and funnel it down until we have a rolling top three choices. I take my time with it, reminding them that this is an important decision, and it has to be right for them."



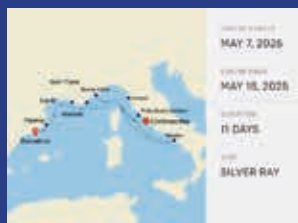
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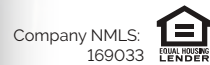


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DIFFERENCE MAKER - TAMMY BULT

Tammy's real estate journey has never been a solo endeavor. "Our team consists of me working full time in real estate, my husband working part-time in real estate, and my son Tate working part-time in real estate," she says. This tight-knit family team's secret sauce lies in their dedication to going the extra mile for their clients, resulting in a majority of their leads coming from referrals. Looking ahead, Tammy envisions herself continuing to thrive in the real estate industry. "Still doing real estate and growing the new business" is her five-year plan. Her current passion lies in nurturing repeat business and witnessing her clients' personal and professional growth. She also takes immense joy in working with first-time homebuyers, as their enthusiasm and excitement resonate with her.



DIFFERENCE MAKER - TRIVON THOMPSON

Looking into the future, Trivon wants to leverage his business success to serve others. He is dedicated to paying forward the support and mentorship he received throughout his childhood and seeks daily to create ripples across his community by helping to build positive futures for vulnerable young people across Georgia.

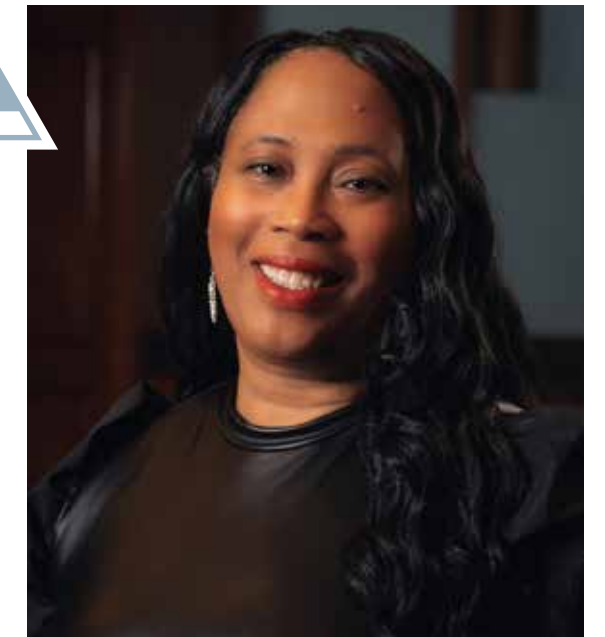


BROKER SPOTLIGHT - GINA DIRESTA

"My biggest joy is helping clients who thought they could never own a home find one they can buy," Gina says. "I know what it's like to feel stuck renting, so it brings me tremendous happiness to help families build generational wealth or just keep their kids in the same school district. As Zig Ziglar says, "If you help enough people get what they want, you'll get what you want."

DIFFERENCE MAKER - PHELOUNDASHEA COPELAND

Looking ahead, Pheloundashea hopes to aim higher and take her business to the next level with her own real estate team. Her vision is to construct a team that is guided through every business transaction by the value of integrity. Above all, she is seeking out team members who are invested in one another's success while striving to elevate the local community. "I want to grow a team that is rooted in contribution to each other and the communities we serve," Pheloundashea described. "My focus is for my main contribution to be primarily coaching and mentorship, not just lead generation and numbers."



AGENT ON FIRE - APRIL RENER

"In real estate, you meet so many people from so many walks of life and they look to you to guide them, so you form this relationship and bond throughout the process that's invaluable," April shared. "I get to truly connect with people and become their friend—some of them have even become like family over the years. It's a very rewarding industry."



DYNAMIC DUO - RADTKE REAL ESTATE GROUP

“Building relationships with the people we work with has been huge for us,” Radtke explained. “A lot of people sell a house and never talk to them again. We tell people that when they work with us, they’re stuck with us for life. That’s something we pride ourselves on—creating relationships and building friendships with people we work with.” Justin added: “Building relationships and friendships has helped us to create a more positive and comfortable experience for clients. It’s helped us establish trust and rapport while expanding our network and opportunities for success.”



MILESTONE ACHIEVER - TERRI TARVER

“In real estate, building a strong foundational knowledge is incredibly important, but just as important are maintaining excellent communication, networking within the community, and focusing on excellent customer service,” Terri advised. “It’s all about building relationships. My client’s satisfaction is my priority, and while estate transactions are not always smooth sailing, it is important to me that my clients recognize that I serve as their advocate. Referrals are the ultimate compliment because it means that those sharing my contact with friends and family recognize that I went to bat for them and took care of their sale or purchase in a way that fostered confidence. It’s hard to beat that!”

WHERE ARE THEY NOW - NATALIE VUORIAHO

“As real estate agents, it’s important to not get so caught up in the hustle and make sure you take the money you make and invest it so that one day you can step or scale down your business and live the life you desire. Watch your net worth, not material things. Find your dream team of experienced and successful professionals such as financial advisors, accountants, bankers, attorneys, etc., so that you’re getting the best advice,” says Natalie.



FROM PASTOR TO REALTOR® - ARNOLD OH

Throughout the ebbs and flows of Arnold’s life story, it was his transition into real estate that served as one of the great faith moments of his life. Far beyond his transactional success, however, Arnold has found unique ways to invest in local families. For him, the skillset of being a missionary and a pastor has translated well into real estate sales. Earning the trust of congregation members and clients alike is a similar process in which he strives to demonstrate honesty, character, and expertise. Arnold prays for his clients daily and seeks to closely support each family he serves in their real estate journey. “I think every real estate transaction is a small degree of a miracle,” Arnold shared. “Every house we find for a client is a journey of faith and my role is to shepherd my client along.”



BROKER SPOTLIGHT - MATT RAINS

For Matt, real estate success is not just about selling homes, but about building a thriving business that supports the unique goals of each agent he serves. His approach is centered on fostering long-term meaningful relationships, which he achieves by surrounding himself with the area’s best agents and teams—those who are committed to growth and success. By building a network of like-minded professionals, Matt has created a community of high achievers who are able to support each other as they work towards their individual goals.



MILESTONE ACHIEVER - CYNTHIA PIERCE

“Caring about my clients and their journey is what most matters to me,” Cynthia shared. “Listening to their needs is what I try to do—I strive to make sure they’re always being taken care of. Being a part of helping my clients get over the finish line helps me grow as a person every day.”





REALTOR® BELIEVE IT OR NOT - TERRENCE STEPHENS

Many hours were spent working from my hospital bed and ensuring clients' business would resume as normal, said Terrence. There may or may not be a picture of me reviewing inspection reports with tubes coming from my nose. All in all, this was the most scary yet monumental moment of my career. Most days, the hospital waiting room was packed with friends and clients turned friends. It was nothing short of a miracle to not only survive the accident but preserve in the way I was able to. Shoutout to God and all those who helped me 'Take the Town!' The moral of my story: Even without both your legs, you're able to Run the World and change lives. **Believe it or Not!**

WHERE ARE THEY NOW - JENNY SMITH

"Currently, my passion lies in utilizing video marketing to educate and empower clients throughout their real estate journey," Jenny shares. Her innovative approach involves creating informative videos that address clients' concerns, simplify complex concepts, and offer practical advice. Through these videos, she not only builds trust but also ensures that her clients are well-informed and confident in their decisions.



WHERE ARE THEY NOW - TAMMY WISSING

"I love seeing how happy my clients are on the final day," Tammy described. "The privilege of being able to get them in a home, whether it's a first-time home buyer or someone going through a transition—that's the most rewarding part. It's a huge process, so helping them get through it and handing them their keys in the end is the biggest high for me."



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ALLY PROPERTY INSPECTIONS

“With inspections, we not only try to help clients but spend time teaching agents,” Meredith explained. “There’s a lot of people that don’t know about the kinds of services they should be including as part of their due diligence. By having a direct impact on agents, we’re then able to help their clients during the home buying process as well.” A family-owned business, ALLY is also led by Meredith’s husband and company CFO, Bobby McLemore. With his finance background and extensive experience in business and banking, Bobby brings valuable expertise to the company, complementing Meredith’s strengths. Their triad is complete with Allen Warren, ALLY’s head of inspection operations, who brings to the team an expert level of technical knowledge about home building and construction.



RENOVATION SELLS

Renovation Sells offers an all-in-one package that includes the design, project management, construction, and financing for pre-listing cosmetic renovations. Having been through various renovation projects as well as the home buying and selling process across multiple relocations, Limor understands firsthand the stress that this can put on a family. With Renovation Sells, her primary goal is to lessen the burden on her clients and provide them with affordable, customized design updates that add value to their homes.

ENGINEERED SOLUTIONS OF GEORGIA

Engineered Solutions of Georgia stands out as the only foundation repair company in the state with a team of engineers on staff. This expertise allows them to thoroughly inspect the structural integrity of home foundations and determine the most effective repair methods. Jay Eastland explains, “We saw a void in the market for a company that was truly passionate about this work, really understood the causes and solutions, but also understood that we are a home service business, and that the customer experience is crucial to our success.” What sets Engineered Solutions apart from similar companies? First and foremost, they are locally owned and operated, a testament to their commitment to the community they serve. Jay emphasizes, “We consider our customers to be friends and family, and we treat them that way.” Their core values of exceptional communication, consistent execution, and quality workmanship are the pillars upon which they have built their reputation.



PERIMETER ROOFING



“Our reputation is what makes us stand out from our competitors,” Todd (Perimeter Roofing) described. “We always do what we say we’re going to do, and we always go above and beyond for our customers. We walk them through the entire process and help them from start to finish so that the hardest part for them is picking a shingle color.”



FLOOR COVERINGS INTERNATIONAL

“Our business model is more relevant than ever,” Tom Wood, CEO of Floor Coverings International, explained. “We make buying custom flooring a really convenient, fun, and easy thing for a homeowner to do because we’re bringing the retail experience to their doorstep. With us, there’s a much higher likelihood of customer satisfaction, which is a tremendous advantage for our franchise owners.”



WORLD CLASS HOME INSPECTIONS

Under Brett’s leadership, World Class Home Inspections and Mold Remediation has become a trusted name in the industry, offering comprehensive services that are known for exceeding client expectations. In this way, the most rewarding part of the business for Brett lies in the opportunity to make a positive impact on the lives of those his team serves. His commitment to helping local families extends beyond the home inspection and mold business, however, Brett is an active member of Georgia Emergency Search and Rescue and the Gwinnett Citizens Police Alumni. Each of these roles allows him to contribute to the well-being and safety of the local community in a profound way.

RS ANDREWS

At RS Andrews, there’s more to their success than just providing essential services. Their motto, “Story After Story, We Deliver Smiles,” encapsulates their dedication to going above and beyond for their customers. Additionally, their commitment to integrity is unwavering, with the belief that “Integrity is Not a Commodity.” They take pride in being a background-checked and drug-free workforce, ensuring trustworthiness and reliability.



JEFF VACH WITH PRIMERICA ADVISORS

“As someone who thrives on finding solutions to engineering challenges, I set out to educate myself about small business retirement plans and potential financial strategies for individuals and small businesses, alike,” Jeff explains. His dedication to learning and helping others paved the way for his career as a Financial Advisor. At the heart of his approach is a simple yet powerful principle: “Do What is Right!” This ethos underscores his commitment to providing clients with sound financial advice and solutions tailored to their unique circumstances.



DESIGN2SELL

Because not every client can imagine a home’s potential in a new space, Design2Sell serves as agents’ key partner in ensuring houses sell faster and for maximum profit. They offer staging services that are customized for the most likely buyers, making the Design2Sell team a crucial tool for any home sale. Recognized as the Professional Home Staging Team of the Year by the Real Estate Staging Association in 2022, the company’s reputation for delivering exceptional results precedes it.

10 Ways READING



can significantly improve your leadership skills

“Not all readers are leaders, but all leaders are readers.”

Harry S. Truman

So how does reading help you level up as a leader?

1. Knowledge Acquisition

Reading exposes you to a wide range of information and perspectives. You gain insights into different industries, leadership styles, and management techniques and this knowledge base equips you to make more informed decisions and adapt faster to leadership challenges.

2. Critical Thinking

Reading encourages critical thinking and analytical skills. As you engage with diverse content, you learn to evaluate arguments, assess evidence, and develop a more discerning mindset. This skill is invaluable for leaders in real estate who must make complex decisions and solve intricate problems.

3. Empathy and Emotional Intelligence

We often read and talk about business books here at Ops Boss® Coaching, but reading fiction also brings important benefits. Literature can help you understand the complexities of human emotions and behavior. By immersing yourself in the lives and experiences of characters, you develop empathy and emotional intelligence, which are essential for effective leadership and understanding the needs and concerns of your team and your clients.

4. Communication Skills

Reading enhances your vocabulary, language proficiency, and communication skills. Effective leaders must articulate their thoughts clearly, inspire and motivate their teams, and negotiate effectively. A well-rounded reading habit improves your ability to communicate persuasively and empathetically.

5. Decision-Making

Reading exposes you to a multitude of scenarios and problem-solving techniques. By learning from the experiences and decisions of others, you can refine your own decision-making process. Reading about different leadership styles and their outcomes can help you make more informed choices as a leader.

6. Time Management

To be an effective leader, you must manage your time efficiently. Reading demands time management skills, as it's a commitment that competes with other tasks. If you want to be a top-notch leader, you've got to handle your time like a pro. By getting better at slotting in reading time, you'll level up your time-management skills while also reaping all the other benefits of reading.

7. Adaptability

Leaders need to be flexible and willing to learn & adapt to changing circumstances. A diverse reading habit helps you become more open to new ideas and approaches.

8. Stress Reduction

Reading isn't just about learning; it's a great stress reliever. Top leaders know that keeping cool is key to making good decisions and general well-being. Reading offers an escape from the daily leadership grind, and it's a boost for your overall well-being.

9. Networking

Reading enhances your networking skills. It exposes you to thought leaders and experts in your field, making it easier to engage in informed discussions and build professional relationships. You can use what you've learned through reading to connect with others who share your interests. We share what our coaches are reading on social media every month and look forward to your recommendations too!

10. Inspiration and Motivation

Many leadership books and biographies of successful leaders can be a source of inspiration and motivation. They can help you set goals, develop a vision, and maintain your enthusiasm and dedication as a leader.

Unleash Your Potential With Every Page

Reading isn't just about imbibing knowledge; it's an exploration, a celebration, and above all, a path to holistic leadership. So, grab a book and embark on a transformative journey today.

BOOK RECOMMENDATIONS FROM OUR SPEAKERS AT OPS BOSS® LEADER RETREAT

- The Tools: 5 Tools to Help You Find Courage, Creativity, and Willpower – and Inspire You to Live in Forward Motion
- Leading with Questions: How Leaders Find the Right Solutions by Knowing What to Ask
- Come Up for Air: How Teams Can Leverage Systems and Tools to Stop Drowning in Work
- Buy Back Your Time: Get Unstuck, Reclaim Your Freedom, and Build Your Empire
- Go-Givers Sell More
- Rocket Fuel: The One Essential Combination That Will Get You More of What You Want From Your Business
- Seven Levels of Communication: Go From Relationships to Referrals
- The Obstacle Is the Way: The Timeless Art of Turning Trials into Triumph
- Grit: The Power of Passion and Perseverance
- Who Not How: The Formula to Achieve Bigger Goals Through Accelerating Teamwork
- The Culture Code: The Secrets of Highly Successful Groups
- The Advantage: Why Organizational Health Trumps Everything Else in Business
- Master of One: Find and Focus on the Work You Were Created to Do
- Redeeming Your Time: 7 Biblical Principles for Being Purposeful, Present, and Wildly Productive
- Unreasonable Hospitality: The Remarkable Power of Giving People More Than They Expect
- The Hard Thing About Hard Things: Building a Business When There Are No Easy Answers
- The Coaching Habit: Say Less, Ask More, and Change the Way You Lead Forever
- Relentless Solution Focus: Train Your Mind to Conquer Stress, Pressure, and Underperformance
- Dare to Lead: Brave Work. Tough Conversations. Whole Hearts.
- Think Like a Rocket Scientist: Simple Strategies You Can Use to Make Giant Leaps in Work and Life
- Exactly What to Say: For Real Estate Agents
- The Thankful Unicorn: Release Your Inner Magic
- You Are Only Just Beginning: Lessons for the Journey Ahead
- Bird Brother: A Falconer's Journey and the Healing Power of Wildlife



Ops Boss® Coaching was founded by Christy Belt Grossman. Christy is the former COO of one of the nation's first teams with \$1 Billion in sales. Ops Boss® Coaching is the premier provider of education, coaching & community ESPECIALLY for real estate operations professionals who we call Ops Bosses®! www.OpsBossCoaching.com. Blog post written by Brooke Wilson, Systems Boss at Ops Boss® Coaching.

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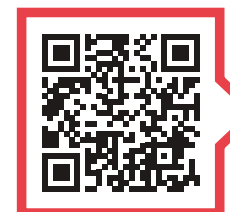


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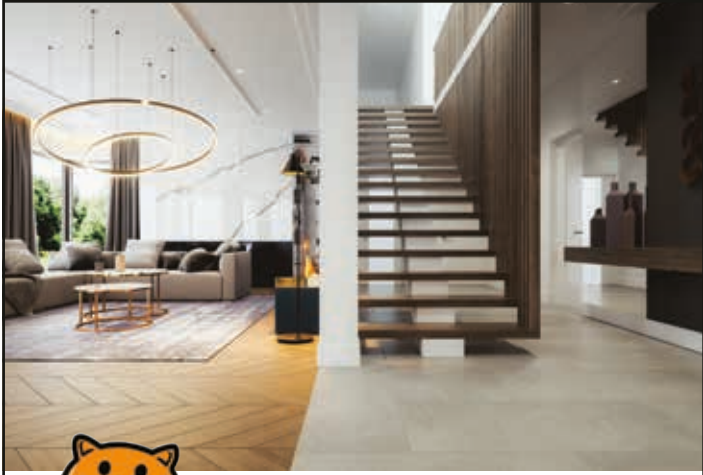


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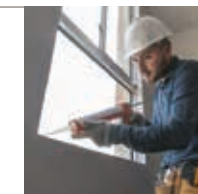


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