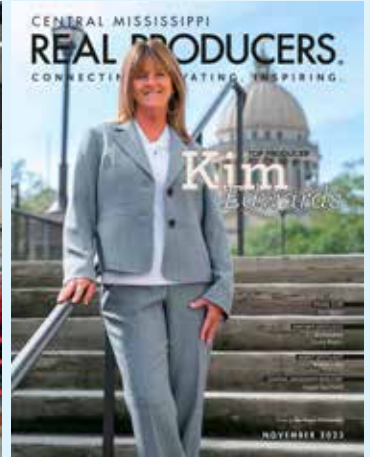


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▶▶ publisher's note: dees hinton

CELEBRATING AND THANKFUL FOR 5 YEARS!

Hello everyone!

It is hard for me to believe that it's been five years since we started this adventure. We have much to be thankful for. I want to thank our REALTOR® community for embracing Real Producers and helping us grow. Over the past five years we have featured over 150 Realtors@ in our publication.

Of course, a big thank you goes to our industry partners. Many of them have been supporting us from our beginning. Since REALTORS® pay nothing for our publication or events it's our partners who carry the full support for everything we do. That's why it is really important for REALTORS® to support our partners.

I also want to thank our Real Producers staff. They are the reason that our publication and events are so professional and engaging. Susan Marquez our writer, Abe Draper our photographer, Kayland Partee our videographer and Carolyn Foley our ad strategist, have all been with us from the beginning. For the past 4 years, Cindy Raborn, our assistant publisher and event coordinator, has been doing her thing planning and executing our great events, along with our social media and anything else that needs to be done. Gingerlyn Wallace joined our team approximately two years ago to help our partners connect with our Realtors. It takes a lot to make everything we do work. I am very blessed to have these teammates helping to make *Central Mississippi Real Producers* a positive influence in our real estate community.

Last but not least (actually most of all), I want to give thanks to God for opening the door for all this to happen and for being with us through this journey. None of this would have happened if God wasn't in it. Special thanks to my family for their support. We have been through a lot since we began this journey.

Our business mission is to enhance the relationships of the top real estate agents and to help them connect with top industry professionals.

I think it's working!

God bless!

Dees

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July 2: Ginger Arledge
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MEAGHAN MURPHY

"I have met so many interesting and amazing clients, agents, brokers, and vendors in my eight years in this business. During my struggles, they all really helped me stay positive and gave me something positive to focus on. I really live to help others and meet new people. I love hearing each person's story and try to learn something from each person I meet along the way."

EDWAYNE & LAYLA HUTTON

Edwayne & Layla Hutton do all aspects of their business together, "All of our clients know they have us both, which they really seem to like." Edwayne says they are constantly on the go, trying to find what the next big real estate project may be. "We help people with the biggest investment of their lives, which is a big responsibility for us." Layla adds that they have clients who call them even after closing. "If something goes wrong, we are their go-to. We want them to know we are here to help even after we leave the closing table."



LEE IRWIN

Lee Irwin says she has met some wonderful people doing this. "It's fun for me. There are a lot of new people moving to this area. I feel blessed to have a supportive family and friends who refer clients to me. And repeat clients are the greatest compliment. I am thankful to have many."

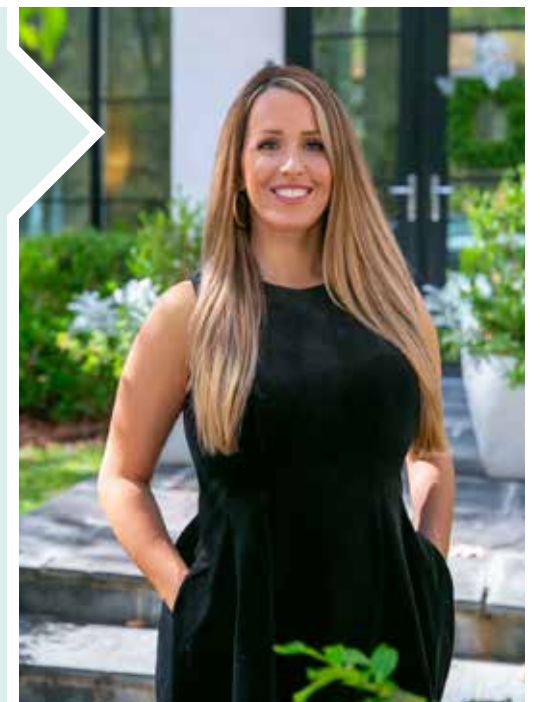
“

It's fun for me. There are a lot of new people moving to this area.



JESSIE HALEY

Jessie Haley opened her own brokerage, Haley Properties, in 2022. Emphasizing foundational principles that underpin her success, Jessie attributes her achievements to a trifecta of factors: a robust network, unwavering consistency in follow-up and a flexible scheduling approach that prioritizes clients' needs. "Our agents go the extra mile to ensure customer satisfaction. They work to demystify the home buying process, including outlining financial expectations and ensuring a stress-free experience."



CHUCK MCGEE

As a broker, Chuck McGee says his primary concern is growing the business and helping his agents be as successful as possible, although he is actively involved in selling homes. "I still sell a good amount of the business we do here. I use my appraisal knowledge to help both sellers and buyers. That's something extra I can offer."



SHANNON DYE

Shannon Dye is thankful for each new day. She wakes up ready to take on the world, or at least her corner of it. She does everything with intention, and in her work as a real estate agent, she is patient and supportive. "I have been so loved in my life and I want to share that with others."

“ I have been so loved in my life and I want to share that with others.



KIM EDWARDS

"I serve my clients, and God handles the rest" says Kim Edwards. First-time home buyers are her favorites. "I provide a new-homebuyer consultation, helping them understand the process of buying a home, from beginning to end, so they know what to expect. If they aren't ready at that time, I do what I can to help them get ready." Making a difference in someone's life is what makes all her work worthwhile.

“ I serve my clients, and God handles the rest.

TIFFINY WADE

What has surprised Tiffany Wade the most about working in real estate was meeting people from all walks of life and at all stages in their lives. "I love assisting my clients and walking them through the process. Working with first-time home buyers is really exciting to me, especially when they are older. I've had a few first-time buyers in their seventies. I helped them to know that it's never too late to turn that dream into a reality." Tiffany also says she makes educating her clients on the process a priority at her brokerage. "If I arm my clients with knowledge, it makes the process smoother for everyone."

“ I love assisting my clients and walking them through the process.



MANDY CASTLE

Living life and doing the things she enjoys is important to Mandy Castle. She takes that attitude with her to work. "When I am in the middle of a transaction, I think about what I can do to help alleviate stress for my clients." During the time of the last recession, Mandy says she could see how, out of nowhere, God provided the right client at the right time. "I have learned to do the things that I feel are important first. I am not perfect, but I try to always do the best I can."

“ I am not perfect, but I try to always do the best I can.



MARIANNE COKER

Getting to know clients and their needs is such an important part of being a REALTOR®, and it's the part Marianne Coker enjoys the most. "I love the people I get to meet. I love helping people in all stages and seasons of their lives." When she meets a client, she wants to be their agent for life. "I help my clients, friends, their children, their parents, their friends, etc. with whatever they need. I want to be there for them every step of the way."



MELANIE GIBSON

Real estate has been very rewarding for Melanie Gibson. "God gave me confidence that I could provide for my family. I believe in myself and what I'm doing. People put their trust in me for one of the largest purchases they'll ever make. It's all about trust and building relationships. My clients know I care. I wouldn't sell them a house I wouldn't buy. I always want to protect my clients." Going step-by-step so the clients won't be overwhelmed helps. "I guide them along and if a curveball comes along, I try not to show stress."

“ My clients know I care. I wouldn't sell them a house I wouldn't buy.

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RISING STARS

Photo by Abe Draper Photography

Our Rising Star Features are all Top Producers! They have just been in the business for a shorter time and are truly excellent! We featured some great ones in the past year! Here is a look back!

TREVOR WILLIAMS

Real estate has proven to be the perfect profession for Trevor Williams. “It allows me to use both sides of my brain. I know the financial side really well, and I enjoy walking alongside my clients as they go through the process of buying or selling a home and mentoring them, often emotionally. Everything I have done has set me up to be in real estate. I love the relationships I am building; I love it when people have confidence in me, and I love to pour into people. It was not a hard transition for me. I absolutely love getting up in the morning and going to work.”



WES TANKERSLEY

Building his business on his own personal principals, **Wes Tankersley** says he is in the business of serving people and helping them to expertly navigate real estate. “Early on, I set out to be known as one of the kindest guys in the business and someone who was easy to work with - someone everyone trusted. I want to be invaluable to the people I work with, whether industry professionals or clients and build relationships for a lifetime.”



GRACE PILGRIM

Grace Pilgrim says she is a mama and a nurturer by nature. “I wear my heart on my sleeve. I love showing people houses and helping people find their dream home. Building trust is the most important part of being a REALTOR®. As I worked with clients I started to realize that their finances are their hard-earned money. They are asking me to help them through the process and that makes them very vulnerable. I believe you have to lead with empathy and warmth. I simply treat my clients like I would my own family.”

HONEI AND CORY PAULK

The road to real estate was a natural one for Honei and Cory Paulk. “I was attracted to real estate because I wanted to do land transactions,” Cory says. “I love being outdoors. But helping people buy a home is something I enjoy as well. I like helping people and we particularly like first time home buyers. Everything is so new to them and it’s a big step for young people. We try to make it easy for them and they really appreciate it. That makes us feel good.” Honei says it’s like being a matchmaker of sorts. “We work to match the right house to the right person, and we hope they fall in love with it.”



ELLA MANNS

Ella Manns says she loves it when her clients get into a house, especially first-time home buyers. “Now I’m working with second and third-time home buyers.” She works with a lot of Hispanic clients. “They can often have a hard time when trying to buy a home because of the language barrier. I love helping my clients. It makes me feel good and I really like to be with them the entire process.”

MANISHA PATEL

“It’s all about cultivating relationships and building rapport,” says Manisha Patel, highlighting one of the key aspects she enjoys most about being a REALTOR®. The connections, the people and the memories associated with someone’s most significant purchase are what resonate with her. She explains, “The knowledge and support from industry peers, especially during my first year, have proven invaluable in navigating many of my transactions. It’s all about community over competition.”



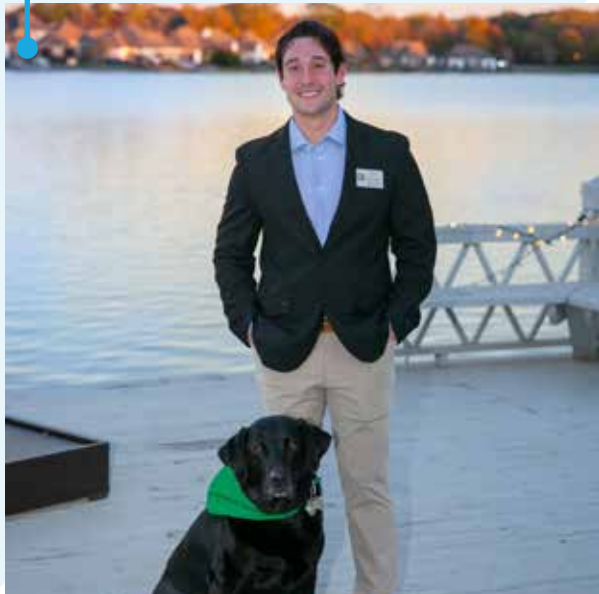
THOMAS COTHREN

For Thomas Cothren, the ultimate satisfaction comes from walking into a house with clients and seeing their faces light up when they have found their dream home. “Witnessing that moment, that spark in their eyes, it’s priceless. I just know when it’s the one.” He believes in going above and beyond, treating each client like family. He envisions a lifelong career in real estate, cherishing the feeling of helping clients through such a significant life decision.



DANIELLE DAVID

One of the most surprising things for Danielle David when she got into real estate was how much she loved it. “I have such a heart for teaching, and now I have been able to use those skills differently, by teaching people how to buy a house.” Danielle believes that communication is the key to a smooth transaction. She communicates well with her clients from the house-hunting stage to closing. “Being proactive truly makes all the difference.”



REBECCA ATKINSON

Rebecca Atkinson learned quickly that there is much more to selling real estate than just showing houses. “Every transaction is different, and every situation is different. I like that every day brings a new challenge. I like to learn and experience new things, and I like finding solutions.” Rebecca is enjoying her career in real estate. “It’s been fun, and I’m looking forward to what the future holds for me.”



CARSON DOBBS

Carson Dobbs enjoys helping clients buy and sell homes. “I recognize that a home is the biggest purchase most people will ever make. Having someone to guide them through the process makes all the difference. That’s the burden I love to carry. I realize now that my ministry training transfers to my real estate career 100%. I simply try to treat everyone I meet exactly how I’d want to be treated if I were in their shoes. I believe that God has a purpose for me to be in real estate.”



ANGELA SILLS AND THAD MILLER

Together, Angela Sills and Thad Miller founded Open Season Properties based in Raymond. Both Angela and Thad have a passion for the outdoors, and for hunting and fishing, and they both feel strongly that people should be able to buy or sell property with total peace of mind. “That’s what we provide to our clients,” says Angela. “We focus fully on our clientele, both sellers and buyers.”



TABATHA JOHNSON

Tabatha Johnson secret to success in real estate is to treat people well and they’ll return when they are ready to buy or sell again, and they’ll refer her to their friends and family. “I am big on communication and keeping my clients up on the next steps. It’s important to keep everyone in the loop.” “The foundation of my business is a prayer: Lord, lead my path.” Now Tabatha feels that she is just where she is meant to be.



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SPOTLIGHTING MORE AMAZING AGENTS

Photos by Abe Draper Photography

There are so many amazing Agents in Central Mississippi! We wanted to shine a light on a few more this past year.



BRANDIE LITTLE

Although Brandie Little has stepped back from actively selling real estate, she stays busy with her business, BL Marketing Co, and her volunteer work. Brandie does social media marketing for small businesses and tourism boards. She says, "I am so grateful for each person the Lord sends my way."



JILL GORDON

Helping families find their dream homes or sell their homes is what brings Jill Gordon the most joy professionally. She has dedicated herself to listening, learning, helping, and being available. "Real estate is so much more than just buying and selling houses - I see the big picture of real estate." Jill recognizes it's a multi-faceted career that creates passive income, investment opportunities, and leverage through an extensive worldwide referral network. This benefits not only herself but also positions her to mentor and motivate others and enable her clients to build generational wealth.



ALLISON PALMER

Allison Palmer has developed four real estate training programs based on four different learning styles. "That goes back to my psychology studies," she says. "I never anticipated having a degree in psychology would come in handy in this field. But there are different personalities, and different needs - the 'why' of getting into real estate." Allison's number one rule of all training is "We sleep good at night." To her, that means always doing the right thing for the public and always being an agent that other agents like to work with. "There is enough business out there for everyone. It doesn't matter where your license hangs, we are all in this together."

DOMINIQUE BEASLEY

Dominique Beasley is the type of person who likes to succeed in all she does. She got her license in 2017 and has been "all in". She got her broker's license in 2023 and opened Opulent Keys. "Being a broker is a lot like being a mom! I do love to mentor and I pour myself into my agents. By staying small for now, I can provide excellent service to everybody."



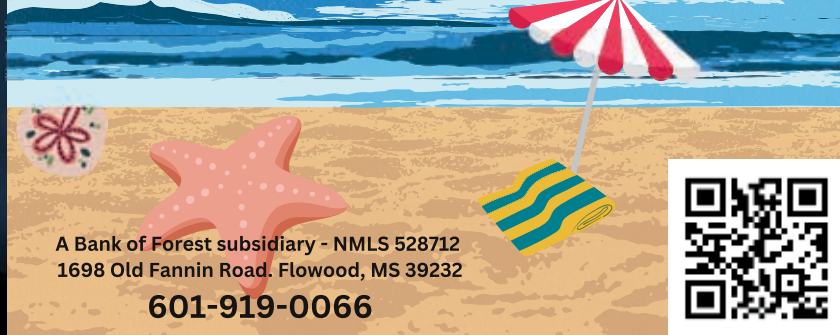
SHANNON WAREN



Shannon Warren hit the ground running in real estate. "I was motivated." And in two short years she has been able to make up the income from her previous job. "I know it's a God thing," she says. "Faith is a huge part of my life, and God has provided." The thing that surprised her most about her job is how important her role would be in the emotional well-being of her clients. "I feel a huge responsibility to try to take as much stress as possible away from my clients. That's one part of the job I was not expecting, but I love helping people in their home journey."



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Written by Susan Marquez
Photography by Abe Draper Photography

When the time comes to have a roof replaced or repaired, it's best to choose a company with experience, integrity, and longevity in the industry. Watkins Construction & Roofing in Ridgeland checks all those boxes and then some.

A true family-owned-and-operated business, Watkins is owned by Michael Dier, who is hands-on every day. His wife, Sallie, joined the company as chief financial officer in 2019. "She has an accounting background in public accounting and with the State Auditor's office," Michael says. "She is a vital part of our company."

Michael began working for Watkins right out of high school. His father was a roofer for new builds, so Michael had an idea what it was all about. "I went to work at Watkins for \$10 an hour,

but from day one I treated the business as if it was my own." By 2016, Michael had an opportunity to be an owner in the business, and from 2016 to 2018 the company grew aggressively. In early 2018 he was able to buy out the remaining shares of the business, but he kept the company name because it was already established, and because of his admiration of the Watkins family. "I have known them since I was seven years old."

Outgrowing its facility on High Street in Jackson, the company looked northward in the Madison County area. Michael purchased six acres in Ridgeland that had a 50,000 square foot warehouse included. Years later, after more massive growth, they were able to build a brand new 15,000 square foot office building on a parcel in front of the warehouse. "It's a showplace," he says. "I'm so glad we did it." Michael says he was moved that Mr. and Mrs.

Watkins came to their recent grand opening. "They said they were proud of what we've done with the company." Watkins is now poised to expand into future endeavors.

In addition to roofing repairs and replacements, Watkins handles construction as well. "Most of what we do is related to roofing issues," Michael says. "We do James Hardie siding, whole house conversions, repair work, gutters, sheetrock and paint, and other exterior trades. We do a lot of insurance claim work as well."

Diagnosing a roof leak and providing a permanent solution that will last is something Michael takes pride in. "I learned from the best – my dad transitioned into a roof leak repair specialist, and he taught me how to do it the right way." Michael says he also takes great pride in doing roof repairs. "About forty percent of our jobs are repair related.



We do about 3,000 total jobs a year, from small jobs to big ones. We have been doing roof repairs from day one, and we will always do them. We want Watkins to be the first company a customer calls, and the last.”

REALTORS® know the importance of curb appeal, and Michael says Watkins is the exclusive provider of a roof-cleaning service using a product called Roof-a-Cide®. “We can make an old roof look new again,” says Michael. “It not only cleans the roof without damaging it, but we offer a two-year algae-free and streak-free guarantee. Many insurance companies are now requiring it because it can prolong the life of an older roof.”

And speaking of REALTORS®, Michael says he loves working with them. “I’d like to suggest that they bring us in well before the home inspector. Our inspections are complimentary and very thorough. At Watkins, we play the long game. We say ‘no’ more than we say ‘yes,’ and we call it like we see it. We aren’t going to recommend having work done that isn’t necessary. When we are brought in after an inspection everyone is under the gun. It’s hard to navigate work schedules and closing dates. Bringing us in on the front end is better for all three parties involved – the homeowner, the agents, and for us.”

Some REALTORS® handle commercial properties as well, and Michael says they are a fully licensed commercial general contractor. “We brought that in-house – we do it ourselves, from TPO layovers on metal roofs to complete tear offs.”

Because they are locally owned and operated, Michael and Sallie and the rest of their almost 60 employees are active in the community. “We have two children,” says Michael. “Addie will be going into the tenth grade at Madison Ridgeland Academy this fall, and Alec will be in the sixth grade at MRA. Alec plays baseball, and Addie plays tennis. I enjoy golfing and hunting.”



“ We can make an old roof look new again. **”**



The company gives back to the community that supports it by participating in fundraisers and other events to benefit organizations including Canopy Children’s Solutions, Mustard Seed, the Lily Pad, and more. “We have sponsored Ramsey Education in three schools to educate kids on financial matters using the Dave Ramsey method, and for six years we have nominated a male to participate in the American Cancer Society’s ‘Real Men Wear Pink’ campaign to raise money for cancer research.”

Michael says Watkins also participates in the Roof Deployment Project in partnership with Owens-Corning to provide roofs for veterans through Purple Heart Homes. “We also participate in the No Roof Left Behind project where the public helps to choose the recipient for a new roof. We have made six roof donations through those programs.”

Watkins employees also donate their time to the Central Food Pantry at First Ridgeland Church. “Our folks help unload, package, and distribute fresh produce to those in need each week. They enjoy the camaraderie and it helps our culture here at Watkins.”



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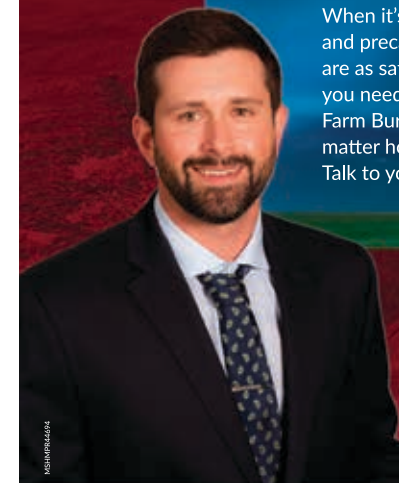
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We've had great Social Nights the past 5 years. With every event, we strive to make them a little bit different with the venue, decorations and special things planned, but our mission for these always remains the same - to identify, promote and enhance the relationships of top REALTORS® in Central Mississippi and connect these REALTORS® with our top industry partners!

HERE IS A LITTLE RECAP OF OUR PAST SOCIAL NIGHTS:

- October 2019** - Mercedes Benz of Jackson.
- February 2020** - Georgia Blue in Madison. Then 2020 hit and we were unable to have any events for a year due to the Covid pandemic.
- March 2021** - We were finally able to get back together again at a beautiful home in Lineage Lakes in Flowood.
- July 2021** - The Station in Madison Mississippi.
- November 2021** - SummerHouse in Ridgeland Mississippi.
- March 2022** - Babalu in Jackson Mississippi.
- July 2022** - Reunion Golf and Country Club in Madison Mississippi.
- November 2022** - Another beautiful home in Ridgeland Mississippi.
- March 2023** - Jackson Yacht Club in Jackson Mississippi.
- July 2023** - Missy Sippy, Sheraton Refuge in Flowood Mississippi.
- November 2023** - Table 100 in Flowood Mississippi.
- March 2024** - Watkins Construction & Roofing in Ridgeland Mississippi.

We know that networking is not just exchanging names and contact information. Networking is a way to create long-term relationships that can have mutual benefits. We strive to make your opportunity to network easy. We do all the work; you just have to show up and have a good time. Here's to FIVE Years of new friends!

5 YEARS! OF UNFORGETTABLE EVENTS

Photos by Abe Draper Photography and Partee Photography



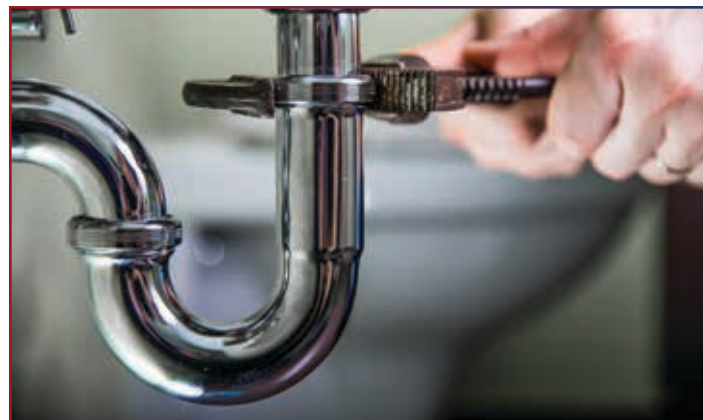






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