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JULY 2024



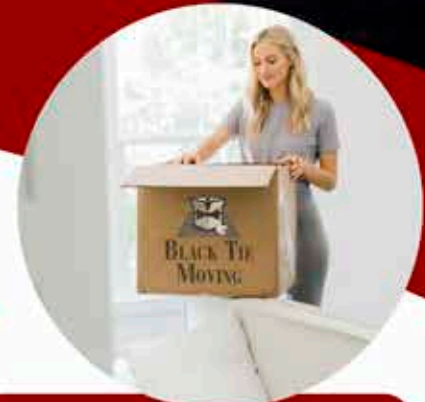
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PUBLISHER'S NOTE



As we enter the second half of 2024, I am reminded of the incredible journey we are all on together. In an industry often characterized by competition, it's essential to pause and reflect on the profound impact that collaboration can have on our collective success.

Today, I am thrilled to announce the launch of our new Mastermind Roundtable Series, beginning this Fall. This groundbreaking initiative is not just another event or gathering; it's a testament to our unwavering commitment to fostering collaboration and community within the real estate sphere.

The Mastermind Roundtable Series is a platform for industry leaders, innovators, and visionaries to come together, share insights, and co-create solutions to the most pressing challenges facing our profession. It's a space where ideas are born, relationships are forged, and possibilities are endless.

At its core, this series embodies the spirit of collaboration above competition – a belief that together, we can achieve far more than any one of us could alone. Whether you're a seasoned veteran or a rising star, we invite you to join us at the table and be part of this extraordinary journey.

As we embark on this new chapter, let us remember that true greatness is not measured by the heights we reach individually but by the depth of our connections and the impact we have on those around us. Let us embrace the spirit of collaboration with open hearts and open minds, knowing that together, we are stronger, wiser, and more resilient.

I extend my deepest gratitude to each and every one of you for your continued support and dedication to our shared vision. Together, let us continue to connect, elevate and inspire.



With boundless enthusiasm and anticipation,

Jeff White,
Owner/Publisher

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By Christina See
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Meet
JEREMIAH

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Small Firm Culture, Big Firm Results.

Attorney Jeremiah McGuire is the newest Partner at the Law Firm of Harkavy, Shainberg, Kaplan. The title Partner is fitting because Jeremiah has always taken a partnership approach to life. Jeremiah has focused on giving back, helping others, and sharing his knowledge whenever he can.

Originally from North Carolina, with roots in the Appalachian Mountains, Jeremiah has always brought the small town, neighbor centered approach to building his business. In small towns, everyone watches out for each other and so as part of his practice, Jeremiah donates a large amount of his time to helping others without seeking compensation.

Growing up, Jeremiah knew that he was either going to be an architect or a minister, but as life would have it moving to a small town in Kentucky to attend Murray State University saw him fall in love with advertising and pursue a degree therein. After working in advertising for several years, Jeremiah realized that he was not getting to help others in the way he always envisioned a career to include. He started taking online tests to try to figure out what job he was best suited for. The answer always came back as

either a doctor or a lawyer, and he is extremely squeamish about blood, so doctor was quickly eliminated.

After taking some practice exams and learning more about what really goes into the practice of law Jeremiah knew that this was the path for him. Attending law school in Memphis he focused on many different areas with the thought of making sure that whatever he did, he was able to help people daily.

Jeremiah has been a practicing attorney for 15 years. The first nine years were focused primarily in litigation representing the Mortgage industry when a homeowner filed a lawsuit against their lender, filed for bankruptcy, or stopped paying. As we all know, sometimes bad things happen in life, and Jeremiah took it as his mission to make sure that those who needed help were treated fairly in the mortgage industry. He made sure that those who attempted to take advantage of the system by filing frivolous lawsuits, did not succeed. What people may not realize is that the mortgage industry spends millions of dollars a year defending itself against lawsuits and that impacts us all. However, when something tragic happens to someone who is unable to make their mortgage payments for a few months they deserve the chance to get back on their feet without fear of losing their house.

After nine years in litigation, Jeremiah knew it was time for a change, but wanted to do something that more directly impacted individuals in a positive way. He always loved contract law and figuring out puzzles, so becoming a closing attorney was an easy choice.

What most people do not realize is that going through a title search is much like solving a puzzle, sometimes there are only a few pieces and the picture is extremely clear, so the puzzle is easy to put together and sometimes, the puzzle has thousands of pieces and there's no picture to go off of. Jeremiah has made a reputation of being able to help families put the pieces together to be able to sell properties that have been passed down to the generations without any concern for how the title would be impacted by the future generations.

Jeremiah loves working with all people, but especially first-time homebuyers. "As we all know, homeownership is often the first step toward building wealth for themselves and their families." Jeremiah takes great pleasure in devoting time to sit down at the closing table to go through the documents with clients in such a way that ensures that when they walk out of the closing, they understand completely what they have signed and agreed to. He has had clients remark that in previous home purchases they were simply rushed through the signing and did not completely understand what they were agreeing to or many of the documents that were being asked to sign. It does not have to take hours and hours to still devote time to ensure the clients walk away from the closing like they have been seen and heard.

Jeremiah has a son who is 15 years old who loves to bake, ballroom dance, and is a multi-instrumentalist. They love being in the kitchen together, learning to bake new things, and even taking cooking classes.

Jeremiah's family recently grew by leaps and bounds. He and Cat, a watercolor artist originally from the UK, tied the knot on April 20th at a blueberry farm in Mississippi surrounded by loving friends and family and their four boys.



Photo by Snap Happy Photography



Photo by Snap Happy Photography

If you want to know what sets Jeremiah and the entire firm of Harkavy Shainberg Kaplan (or HSK) apart from the competition, look no further than how they treat each and every client as if they were a friend or family member. Communication is key and everyone that walks through the doors is welcomed warmly. The Attorneys at HSK specialize in many different areas of the law and this is what first attracted Jeremiah to moving to the firm to work on growing his residential and commercial real estate closing practice. The other attorneys at the firm specialize in litigation matters, estate planning and probate, and many other areas of law and everyone works together to ensure that all clients' needs are met. The focus on care is why you should take the time to get to know Jeremiah and the whole HSK firm.

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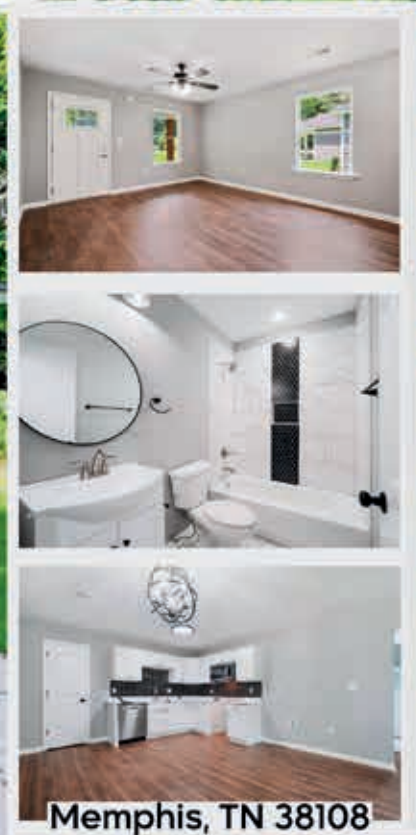
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MEET JUAN TORRES

FROM DREAMS TO REALITY

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DENZEL WASHINGTON:

“WITHOUT COMMITMENT, YOU’LL NEVER START, BUT MOST IMPORTANTLY, WITHOUT CONSISTENCY, YOU’LL NEVER FINISH.”

In the ever-evolving world of Memphis real estate, a young agent is rising through the ranks and making not only his dreams into reality, but the dreams of his clients—Juan Torres. His story is one of grit, determination, and a passion for helping others. From his roots in Leon, Guanajuato, Mexico, to making a name for himself in Memphis, TN, Juan’s journey is truly inspiring.

EARLY LIFE AND EDUCATION

Born in Leon, Guanajuato, Mexico, Juan moved to Memphis, TN, at the tender age of three. Adapting to a new country and culture wasn’t easy, but it shaped him into the resilient person he is today. Juan attended the University of Memphis, earning a degree in Health Science with a focus on Exercise, Sport, and Movement Studies, graduating in May 2021.

THE PATH TO REAL ESTATE

Juan’s career path was anything but straightforward. Initially, he explored international business and then considered physical therapy before settling on a goal of entering medical sales. However, his experience in various commission-based jobs during college, including serving and bartending, revealed a preference for performance-driven work over hourly pay.

“My career path shifted directions multiple times in college,” Juan shares. “When I began my internship at college, I realized that being paid hourly, I had a cap on the ceiling that I could not break through. When I

found out about real estate and realized it is 100% based on my efforts - I jumped right in.”

Juan’s real estate journey began in January 2021 with a wholesale company, where he handled acquisitions—cold calling, negotiating with sellers, and learning the ropes of property renovations and valuations. After gaining valuable experience in acquisitions, he transitioned to dispositions, selling off-market homes to real estate investors. This dual experience gave him a comprehensive understanding of the market and set a strong foundation for his future as a realtor.



BECOMING A REALTOR

In March 2023, Juan obtained his real estate license, bringing all his knowledge, connections, and negotiating skills into his new role. He joined Fast Track Realty as an independent agent, a move he credits as crucial for his career.

“Joining Fast Track has been crucial in my real estate business as the entire brokerage has accepted me with open arms and has taught me all I know when it comes to working on market transactions!” Juan says.

Juan’s hard work quickly paid off. In his first 18 months as a realtor, he achieved impressive milestones, earning the 2023 Rookie of the Year award at Fast Track Realty and becoming a Multi-Million Dollar Club member, and of course a Real Producer.

MENTORSHIP AND INSPIRATION

Juan’s older sister, Yesica, has been a major influence in his life. “Everything I do and have done in my life/career is only half of what she has accomplished,” he says. Yesica’s journey, from adapting to a new language and culture to pursuing a career as a nurse practitioner, has been a beacon of inspiration for Juan.

OVERCOMING CHALLENGES

Running a growing real estate business wasn’t without its challenges. Time management became a significant issue as his client base expanded. To maintain high service quality, Juan hired an in-house assistant in March 2024, a decision that transformed his operations.

“Despite my growing success, it was hard to maintain service quality while handling everything alone,” Juan explains. “Hiring an assistant was crucial. They managed administrative tasks and streamlined operations, allowing me to focus on core activities.”



PASSION AND REWARD

Juan's passion for real estate lies in helping clients achieve their dreams of homeownership, especially those new to the process and the country. "A lot of my clients are new to not only the home buying process, but they're also new to this country," Juan shares. "Being able to help homeowners manage their biggest asset is a blessing that feeds my passion for this business."



For Juan, the most rewarding part of his career is making his parents proud. "I've always looked up to my parents. To see them be proud of me and what I've done is by far one of the most rewarding feelings," he says. His parents' unwavering support has been instrumental in his journey, and helping family members buy and sell real estate has deepened his sense of fulfillment.

FUTURE ASPIRATIONS

Looking ahead, Juan envisions building a robust real estate portfolio with long-term assets, including single-family and multi-family homes. His ultimate goal is to retire his parents. "My goal has always been to retire my parents," Juan says. "They have poured their blood, sweat, and tears into me. It is now time for me to return the favor!"

ADVICE FOR ASPIRING REALTORS

Juan's advice for aspiring real estate professionals is straightforward: "Always focus on improving yourself rather than looking to compare yourself to the competition. Stay consistent on your goals and learn to leverage your time as much as possible." He emphasizes the importance of hard work, expertise, and maintaining a client-first approach for long-term success.

A LEGACY OF DEDICATION

Juan wants to be remembered as a realtor who put his clients' needs above all else. "I want to be remembered as someone who always put his clients above everything else, going above and beyond to ensure they received the full attention and exceptional service they deserved," he shares. As the first-generation member of his family to achieve the American Dream, Juan takes immense pride in his journey and accomplishments.

Juan Torres's story is one of perseverance, dedication, and a genuine passion for helping others. As he continues to grow and achieve new milestones, his journey will undoubtedly inspire many to pursue their dreams with the same fervor and determination.

Big League Movers would like to congratulate **Juan Torres** on his "On the Rise" Feature this month!

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MEET KELLY & MIKE JANKOVSKY

DREAM BUILDERS

“To give real service, you must add something which cannot be bought or measured with money, and that is sincerity and integrity.” - Douglas Adams

In the bustling and often impersonal world of real estate, where transactions can overshadow the human element, Kelly and Mike Jankovsky have carved out a niche rooted in integrity, compassion, and a deep commitment to their clients. From their humble beginnings to their current success, Kelly and Mike’s journey is one of perseverance and the belief that every home they sell is a step towards building dreams.

BEGINNINGS

Kelly’s story begins in Memphis, Tennessee, where she was born, but it was in the small town of Ripley where she grew up and met the love of her life, Mike. Mike, originally from Chicago, moved to Ripley during his senior year of high school. Fate brought them together in this quaint town, and they have been inseparable ever since. High school sweethearts, they married a year after Kelly graduated, and are now about to celebrate 36 years of marriage—a remarkable milestone that reflects their enduring love and partnership.

FOUNDATIONS

Kelly’s academic journey led her to Union University, where she earned a Bachelor of Science in Business Administration with a focus on Management and Marketing in 1996. Her professional career began as an eligibility counselor for the Department of Human Services with the State of Tennessee. After seven years, she transitioned to working as a legal assistant for Attorney Dan Douglas. It was here that she was introduced to real estate through assisting in property closings, planting the seeds for her future career.

Mike’s career path was shaped by his dedication to healthcare. Starting as a driver for a home healthcare

company in 1989, he worked his way up to become a customer service representative, marketing representative, and eventually a center manager. His pursuit of further education led him to graduate from Vol State with an Associate Degree in Polysomnography in 2015, enabling him to manage multiple locations for a sleep testing company.

ENTREPRENEURIAL SPIRIT

The Jankovskys’ entrepreneurial spirit shone brightly when they founded the Sleep Diagnostic Center, a sleep disorder testing facility with three locations in West Tennessee. After successfully running and selling the business, they continued to contribute to the healthcare field while exploring real estate investments by buying and flipping distressed properties.

Encouraged by their friend and Realtor, Amo Baggett, Kelly obtained her real estate license in 2017, initially to sell their flipped houses. What began as a practical decision quickly evolved into a passion. Kelly found herself captivated by the industry and transitioned to real estate full-time, marking the beginning of a new chapter in their professional lives.

Mike, who had been assisting Kelly sporadically, obtained his real estate license in 2019. By 2022, with Kelly’s business booming, the couple decided it was time for Mike to join full-time. This decision transformed their real estate venture into

dynamic duo

Photos by Caleb Nelson



“

MIKE AND I DON'T WANT TO SELL A PROPERTY. We want to be trusted advisors to walk alongside our clients, educate them, and assist them in making the best decisions for themselves while reducing their anxiety and stress during the process.



is as important as every other skill you bring to the table. Know your worth and show your worth.”

A LEGACY OF BUILDING DREAMS

Kelly and Mike Jankovsky’s story is one of resilience, hard work, and unwavering faith. Their journey from high school sweethearts in Ripley to successful real estate professionals is a testament to their dedication and the strength of their partnership. Through their integrity, compassion, and commitment to excellence, they have set a standard for what it means to truly serve others in the real estate industry. As they continue to thrive, they remain a shining example of how success is measured not just by financial achievements, but by the positive impact one has on the lives of others.

In the end, Kelly and Mike Jankovsky are more than just real estate agents—they are dream builders. Their story inspires us to approach our own dreams with the same integrity, compassion, and unwavering commitment to making a difference in the lives of those we serve. And as they continue to build dreams, one home at a time, their legacy will undoubtedly be one of lasting impact and profound inspiration.

a formidable family team, with Mike handling the administrative and organizational aspects, allowing Kelly to focus on sales and client relationships.

ACHIEVEMENTS AND PHILOSOPHY

Kelly’s real estate career flourished rapidly. Starting at EXIT Realty in Atoka, she gained invaluable experience before moving to Epique Realty in April of 2024. Kelly is a lifetime member of the MultiMillion Dollar Club and has been a member of Real Producers since 2020. Her accolades from EXIT Realty, both local and regional, are numerous and well-deserved.

The Jankovskys’ success, however, is not solely measured by numbers. Their true triumph lies in their unwavering commitment to their clients. Kelly and Mike pride themselves on being trusted advisors, prioritizing their clients’ needs and well-being above all else. They approach each transaction with empathy, understanding that buying or selling a home is often accompanied by significant emotional stress.

“Most often, our clients are stressed, nervous, anxious, and sometimes very emotional when buying and/or selling,”

Kelly explains. “Mike and I don’t want to SELL a property. We want to be trusted advisors to walk alongside our clients, educate them, and assist them in making the best decisions for themselves while reducing their anxiety and stress during the process.”

ON THE PERSONAL SIDE

The Jankovskys’ dedication to service extends beyond their professional lives. They are actively involved in their community, generously supporting local sports teams, school events, church activities, and various charitable organizations. Their contributions to World Vision and St. Jude Children’s Research Hospital reflect their commitment to making a positive impact both locally and globally.

Kelly and Mike cherish their family time, especially with their three-year-old granddaughter, Josephine “Josie” LaMontagne. Real estate allows them the flexibility to be involved grandparents, balancing their professional responsibilities with their roles as caregivers and transporters for Josie’s preschool activities.

When they are not working, Kelly and Mike enjoy various pastimes that keep them grounded and fulfilled. They both

love bowling and have been part of different bowling leagues for over 30 years. “Mike’s really good. I’m just okay, but we have fun!” Kelly laughs. They also share a passion for gardening, with Mike focusing on his vegetable garden and Kelly tending to her flower gardens. Their love for the outdoors extends to disc golf, a hobby they have taken up in recent years.

As avid travelers, they relish exploring new places, both within the United States and abroad. Their shared love for adventure and discovery is only rivaled by their love for baseball, being loyal Chicago Cubs fans—a nod to Mike’s roots.

Their faith plays a central role in their lives. As active members of Faith Baptist Church in Tipton County, they serve on the missions committee, striving to spread the Word and make a difference within their community. Mike also serves as a deacon, demonstrating their deep commitment to their faith and their church family.

LOOKING AHEAD

Their legacy in real estate is not just about transactions and awards; it is about the relationships they build, the trust they earn, and the positive change they inspire in their community. Their advice to new agents is simple yet profound: “Focus on the person and not the paycheck. Realize that being there for the client emotionally



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meet DONNIE R. CHAMBLISS III

GIFTS. PASSIONS. STORIES.

Donnie Chambliss of the DC Team, Crye-Leike Realtors in Southaven, MS is one of the most optimistic and hard-working champions for Mid-South Real Estate that Real Producers has profiled in our journey to bring our professional community closer together.

Born in Memphis and raised in Southaven, MS, Donnie gives it his all - whatever opportunity he encounters. Donnie attended The University of Mississippi, received a B.A. from Mississippi College (1994), and a Th.M. in Educational Leadership from Dallas Theological Seminary (1998). From 1998 - 2004, Donnie taught high school Bible and coached football, baseball and softball at Trinity Christian Academy in Addison, TX. From there, Donnie moved back to Southaven where he began his career in Advertising and Customer Care at Chambliss Builders until 2010.

Donnie first received his real estate license as an 18-year-old freshman at Ole Miss. With an active license for over 23 years, Donnie comes from a distinguished family background in

real estate. Donnie's father was a builder and recently retired from Chambliss Builders after 40 years. His mother, Margie Mays, was an appraiser for 40 years and currently works as an agent for the DC Team.

Donnie's grandmother, Shirley Rutland, lives on Swinnea Road in Southaven on land that has been in her family for 200 years. Donnie's grandfather, Don Chambliss, Sr., was the second person to get his real estate license in DeSoto County in 1962 and was the first president of the NWMAR.

Don Chambliss, Sr. served as a MS State Representative for 24 years before a young John Grisham defeated him in 1984. Donnie's grandfather helped Southaven incorporate as a city (1980), and he led the effort for Goodman Road to become MS State Highway 302. The expansion of Goodman Road was a key spark to the incredible growth in DeSoto County, MS, that began in earnest in the 1990s and continues today.

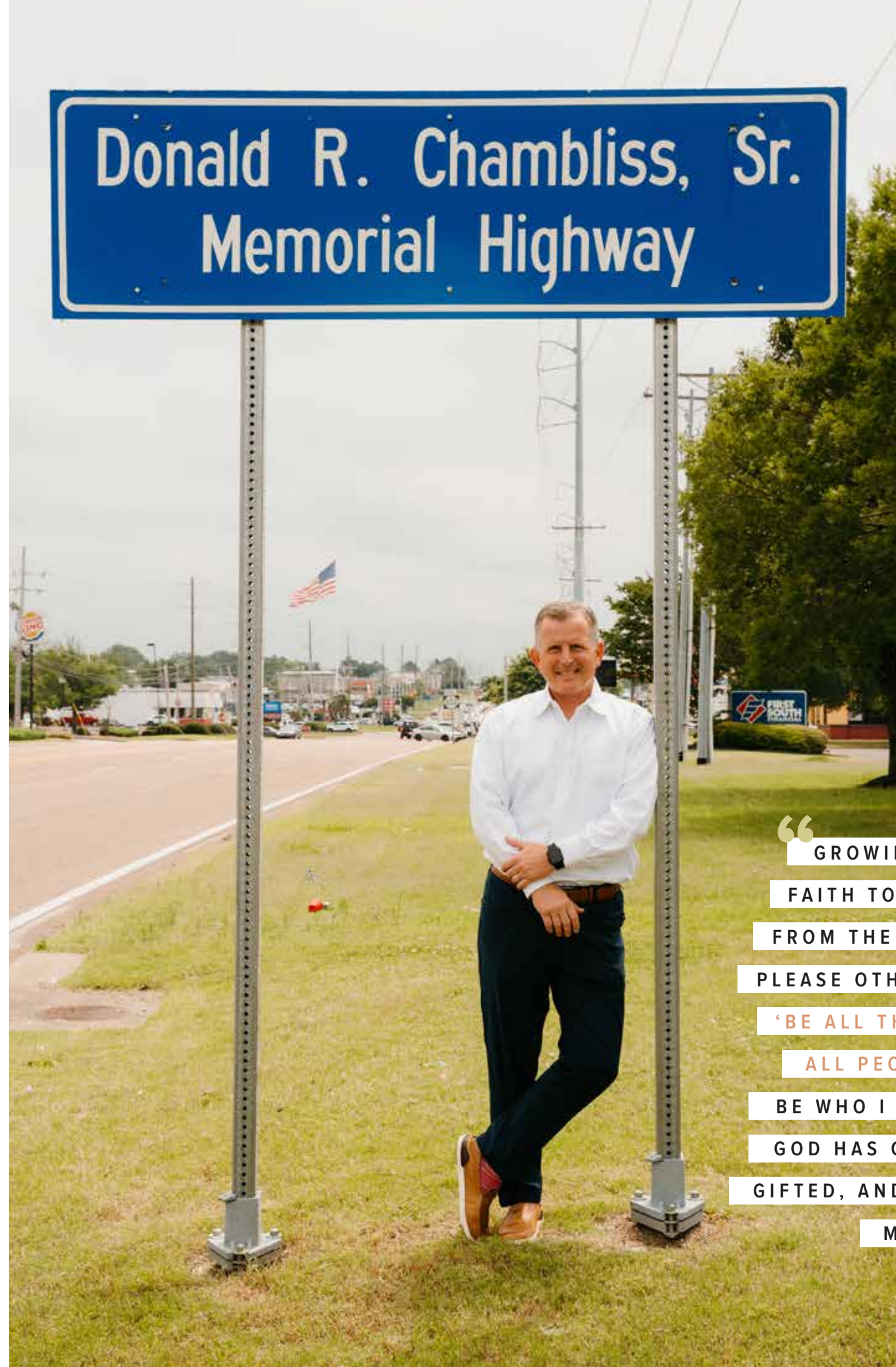
After six years working in the family home building business,

Donnie committed full-time to his Real Estate career and moved his license to Bob Leigh & Associates (2010-2015) and later to Crye-Leike Realtors in Southaven (2015-2024).

Donnie currently has the #3 Crye-Leike Team in the Mid-South, the #1 Crye-Leike Team in MS, and the #1 Team in NWMAR Multi-Million Dollar Club in 2023. His team has served over 1,000 clients with a career team volume over \$370,000,000.

Donnie Chambliss and the DC Team are committed to DeSoto County, Oxford, and North Mississippi and also help clients in the Memphis area. Donnie actively serves the community and Habitat for Humanity, Mississippi Wildlife Rehabilitation and its Coldwater River Nature Conservancy, DeSoto Family Theater, North MS Endurance, St. Jude Children's Research Hospital as a St. Jude HERO, and the Southaven Chamber Foundation and its new Bridge Academy.

Before he was an award-winning REALTOR®, however, Donnie was a high school teacher and a



“ GROWING IN MY FAITH TO BE FREE FROM THE NEED TO PLEASE OTHERS AND ‘BE ALL THINGS TO ALL PEOPLE,’ TO BE WHO I AM, WHO GOD HAS CREATED, GIFTED, AND CALLED ME TO BE. ”



DC Team: Kendal Cole, Karis Chambliss, Donnie Chambliss, Margie Mays & Brie Simpson

coach. Donnie says his mentor, Steve Collums, changed his life when he encouraged Donnie to “go in the direction of your gifts, passions, and unique redemptive story.”

Donnie says, “Steve helped me grow in my faith to be free from the need to please others and ‘be all things to all people,’ to be who I am, who God has created, gifted, and called me to be.”

Donnie is enthusiastic about exceeding the goals of his clients. He is committed to growing personally and professionally, by listening, learning and loving his clients... by working hard and trusting God to provide.

“As long as I am living,” says Donnie, “I plan to be active in real estate. We are growing our business in Oxford, MS. My daughter, Karis, is a Junior Biomedical Engineering major and KD at Ole Miss and is now a licensed REALTOR® and part of our team. I love the opportunity to help others navigate the real estate process and accomplish their goals.”

Donnie and his wife, Heather, and their daughters, Karis and Clare, love playing tennis, enjoying time at the lake and beach, traveling, and, of course, Ole Miss Football! Heather Chambliss, Ph.D. is a medical writer and health

communications researcher and works for St. Jude Children’s Hospital in the department of Strategic Communications, Education and Outreach.

Donnie’s advice for up-and-coming REALTORS®: “Go in the direction of your **G**ifts, **P**assions and your unique **S**tory. Follow your own, God-given **GPS** and you’ll find meaning, joy, and significance. A sovereign God will use every part of your life, the past and present, the good and bad, to accomplish His purposes. Look to Jesus. He is all you need.

“Delight yourself in the Lord, and he will give you the desires of your heart.” Psalm 37:4



“
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IN THE LORD, AND
HE WILL GIVE YOU
THE DESIRES OF
YOUR HEART.”
Psalm 37:4



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