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►► publisher's note

HAPPY 4TH OF JULY!

By Robert Smith, Area Director/Publisher

Dear Upstate Real Producers,

As the summer sun casts its warm glow over our beautiful Upstate region, we at *Upstate Real Producers Magazine* are thrilled to bring you another issue filled with inspiration, celebration, and invaluable insights.

This July, we proudly feature one of our esteemed realtors gracing our cover, showcasing their dedication, expertise, and unwavering commitment to excellence in the field. Their story is a testament to the passion and drive that defines the real estate community in our area.

We are also excited to highlight our Top Producer for this month, whose outstanding performance and exceptional service set a benchmark in the industry. Their success story serves as an inspiration to all, demonstrating what can be achieved through hard work, innovation, and an unwavering focus on client satisfaction.

In the spirit of Independence Day, we also take this opportunity to showcase this month's Celebrating Leader who continue to shape our industry and communities with their vision and innovation. Their contributions remind us of the strength and resilience that define our great nation.

Additionally, we are excited to introduce you to an amazing preferred partner whose collaboration enhances the real estate experience for both professionals and clients alike. Their commitment to excellence aligns perfectly with our mission to provide our readers with the very best resources and services available.

And of course, no issue would be complete without our fantastic "Tips of the Trade" section, where seasoned experts share their wisdom, strategies, and insider secrets to help you navigate the ever-evolving landscape of real estate with confidence and success.

As we come together to celebrate our nation's independence, let us also take a moment to honor the hard work, dedication, and spirit of collaboration that define our industry. We are proud to be your trusted source for all things real estate in the Upstate, and we look forward to continuing this journey with you.

Happy 4th of July!

Warm regards,



ROBERT SMITH
Publisher, *Upstate Real Producers Magazine*

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STARTING YOUR CAREER IN REAL ESTATE



I started my real estate career at age 59 in 2020.

The very first thing I did was tell everyone verbally I knew that I was going to Real Estate School & if anyone had anything to sell, to consider using me once I had my license. I had 3 sellers waiting on me to list their properties.

Once I got my license, I wrote a note that said that I had started in real estate & asked them to call me if buying, selling or investing in real estate. Then every night while watching tv, I put in the person's name I called them by that were in my friends list of Facebook & copy & pasted that note. It took several weeks to get them all sent to about 2000 friends on Facebook. (I got some responses congratulating me & got referrals even 2 years later from people that I had sent the note.) But I had no idea how to start & knew I needed a mentor, rather than a coach.

I started with Keller Williams Greenville Upstate & had Cassie Simpson as my mentor for the 1st year. She taught me the paperwork, computer & I watched her do listing appointments & showings. That was invaluable because I don't think I could have grasped so much in such a short period of time. We also had a transaction coordinator to handle contract to closing which let me continue in the field listing & showing. We moved our licenses to Keller Williams Western Upstate-Anderson Office during that year.

After I completed my 1st year with a mentor, I started working out of Keller Williams Western Upstate-Greenwood Office solo using the

transaction coordinator, Cassidy Talley with Elite Transaction Solutions & sold over 60 properties that year. During the middle of that 1st year solo, I realized I needed help, with showings, walking property, putting signs & lockboxes up & removing them, going to closings, etc. I was going to find another agent to work with but my husband, Ben, who was an engineer, quit his job, got his license & we became a team. I handle from listing to under contract & he takes over when under contract to closing but we back each other up when needed. It's great, Ben & I are very happy working together.

Another suggestion is to get an app that shows property lines like OnX or LandGlide & when I ride by a property that looks deserted, I check the address on LandGlide & screenshot it so when I get to my computer, I MAIL a letter to the owner asking if they had thought about selling. I've mailed out over 300 letters over the last 3 years & have gotten numerous listings from these letters.

I have closed about 200 properties in the last 3 years as a solo & team with Ben. I have never paid for a lead, ever.

If anyone is thinking of starting real estate school or new realtors would like to discuss "what now?", I would be happy to talk to them to encourage them in this exciting field.



Lynn Blanton
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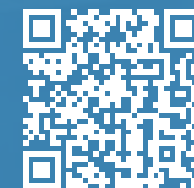


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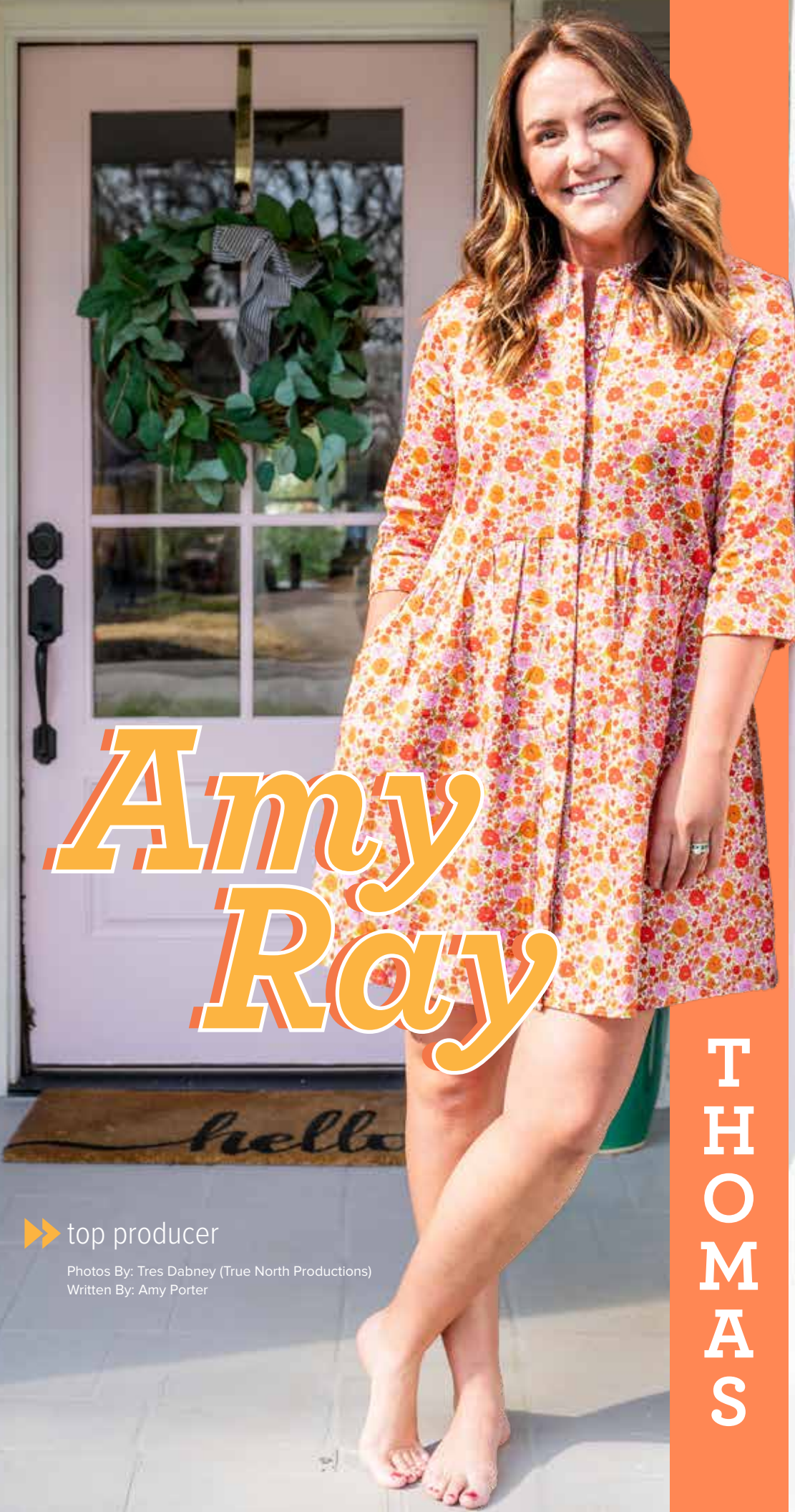
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A DRIVING FORCE IN GREENVILLE REAL ESTATE

An organized, multi-tasking, people-pleasing go-getter! These words could not be more fitting for Amy Ray Thomas. From her earliest memories, Amy has been driven by a relentless desire to achieve and excel in everything she does. A natural multitasker, she thrives on the excitement of tackling multiple projects simultaneously and finds fulfillment in the satisfaction of crossing items off her to-do list. This penchant for productivity only intensified with the arrival of her children and the exponential growth of her career. With a passion for homes that dates back to her earliest memories, Amy seamlessly transitioned from a successful career in distribution sales to become a leading figure in the Greenville real estate market.

Joining Berkshire Hathaway C Dan Joyner Realtors in 2015 was a pivotal moment in Amy's journey, aligning herself with a renowned brand known for excellence in the industry. As soon as she obtained her real estate license, Amy wasted no time in reaching out to David Crigler, Carmen Crigler Feemster, and Ellis Crigler, whom she had known growing up through church and community connections. The Crigler family, synonymous with C. Dan Joyner, holds an esteemed reputation in Greenville's real estate landscape. After a meaningful lunch meeting with David, Ellis, and Carmen, Amy knew that she had found her professional home. Joining forces with the true "OG's" of real estate, she embarked on her journey as an independent agent at the Augusta Road office. Now, approaching her ninth year with the company, Amy reflects on her decision with immense satisfaction and gratitude, affirming that she couldn't be happier with her choice.

From her very first days as a real estate agent, Amy set herself apart with her boundless enthusiasm, tireless work ethic, and unwavering commitment to her clients. Under the mentorship of industry veterans like Carmen Feemster, she quickly rose through the ranks, establishing herself as a top performer in the competitive landscape of Greenville's real estate market.

Despite facing numerous challenges along the way, Amy's resilience and determination have been unwavering. Whether it was navigating the pressures of early adulthood or overcoming the misconceptions surrounding pregnancy and real estate, she approached each obstacle



with grace and tenacity, emerging stronger and more determined than ever before.

One of Amy's greatest strengths lies in her ability to forge genuine connections with her clients, guiding them through the complexities of the homebuying process with patience, empathy, and expertise. For Amy, real estate isn't just about closing deals; it's about building lasting relationships based on trust, integrity, and mutual respect.

Amy's passion for real estate extends beyond mere transactions; she is particularly dedicated to assisting first-time homebuyers. She finds immense fulfillment in guiding them through every step of the process, from navigating the intricacies of the market to securing financing. Amy sees herself not just as a realtor, but as a trusted advisor and advocate for her clients' homeownership dreams. Whether working with a client for three years or 30 days, Amy's goal remains the same: ensuring their utmost satisfaction and happiness with the outcome. She firmly believes that every individual deserves the opportunity to achieve their homeownership goals, and she takes great pride in helping turn those dreams into reality. Through teamwork, education, and unwavering support, Amy empowers her clients to overcome obstacles and achieve their aspirations of homeownership.

As a firm believer in the power of personal and professional growth, Amy is constantly seeking new ways to challenge herself and expand her horizons. Whether it's through continuing education, networking opportunities, or community involvement, she remains committed to pushing the boundaries of what's possible and achieving new levels of success.

Outside of her thriving real estate career, Amy is deeply passionate about giving back to her community and supporting those in need. Through her involvement with organizations like The Sunshine Kids Organization, she exemplifies the spirit of generosity and compassion that defines her both personally and professionally.

At the heart of Amy's success is her unwavering dedication to her family. Alongside her husband, Drew, and their twin daughters, Katie and Anna, she finds joy in the simple moments shared together. Amy's girls and her love to color together. They turn on some music and color and talk about what is on their minds at the time. Simple, but powerful family connection. Whether it's exploring the great outdoors or enjoying quality time at their lake house, family remains Amy's greatest source of inspiration and fulfillment.

In the spirit of 'Real' Producers, Amy shares a glimpse into a lesser-known aspect of her life: her role as the manager of her family farm in Sparta, GA, where they harvest timber. This connection to the land speaks to Amy's deep-rooted values of hard work, stewardship, and sustainability. While her real estate career keeps her busy in the bustling world of Greenville, her commitment to her family's farm serves as a grounding force, reminding her of the importance of balance and connection to her roots.

Ultimately, Amy hopes to be remembered not only for her professional achievements but also for the values she instills in her children and the example she sets for future generations. As she reflects on her journey, she recalls her mother's words of wisdom: to never rely solely on others for success but to forge her own path through hard work and determination. It's a legacy she strives to uphold every day, inspiring others to pursue their dreams with passion and perseverance.

Drawing from her years of experience and success in the real estate industry, Amy offers invaluable advice to aspiring agents. In a digital age dominated by social media and technology, she emphasizes the timeless power of personal connection and handwritten communication. Amy learned early on the significance of a handwritten note, a lesson passed down from her late Aunt Carol. In her first year of real estate, she took this wisdom to heart, sending personal birthday letters to all her contacts. The response was overwhelmingly positive, underscoring the enduring impact of genuine, personalized gestures in a fast-paced world.

If there's one thing Amy wants readers to take away from this article, it's her unwavering commitment to growth, both personally and professionally. She firmly believes that success is not a destination but a journey, one that requires continuous learning, adaptation, and self-improvement. Amy's drive to keep moving forward, coupled with her dedication to doing

36 FINDING YOURSELF THROUGH SELF GROWTH LEADS TO HAPPINESS & THEN IN TURN, LEADS TO SUCCESS.



what's best for everyone involved, exemplifies the ethos of integrity and excellence that defines her approach to real estate.

Looking to the future, Amy remains steadfast in her commitment to making a positive impact in the lives of her clients and her community alike. With a vision rooted in integrity, excellence, and compassion, she continues to set the standard for what it means to be a true leader in Greenville's real estate industry.

In the words of Amy Ray Thomas, "finding yourself through self growth leads to happiness and then in turn, leads to success" And for

Amy, happiness is found

in the relentless pursuit of personal and professional growth, the unwavering support of her loved ones, and the satisfaction of knowing that she's making a positive difference in the lives of others. In a dynamic and ever-evolving industry like real estate, the key to staying ahead lies in a commitment to continuous improvement. As Amy

knows all too well, success isn't just about reaching the top—it's about the journey of growth and self-discovery along the way.



» cover story

Regina

BOLT

A DEDICATED
JOURNEY IN
REAL ESTATE



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

REGINA BOLT, A FORCE IN THE REAL ESTATE INDUSTRY, BRINGS A BLEND OF DEDICATION, COMPASSION, AND UNWAVERING COMMITMENT TO HER ROLE AS A REALTOR AT CLARDY REAL ESTATE. SINCE OBTAINING HER REAL ESTATE LICENSE IN 2006, REGINA HAS NAVIGATED THROUGH VARIOUS MARKET DYNAMICS, DEMONSTRATING RESILIENCE AND ADAPTABILITY THROUGHOUT HER CAREER.

Transitioning from a career in dental assistance to real estate, Regina found her calling in helping people through significant life transitions. Her journey began with Coldwell Banker in Seneca, and she later joined 1st Choice before finding her home at Clardy Real Estate. Regina's decision to align herself with Clardy Real Estate was motivated by the exemplary leadership of Shane and Kelly Clardy, who foster an environment of support, generosity, and camaraderie.

Regina's career trajectory is marked by remarkable achievements, including consecutive record-breaking sales volumes. In 2021, her team achieved a staggering \$21.9 million in sales, a testament to her unwavering dedication to her clients. Despite market fluctuations, Regina consistently delivers exceptional results, with over \$14 million in total sales volume last year.

Mentorship has played a pivotal role in Regina's journey, with individuals like life coach Joseph Drolshagen and Shane Clardy providing invaluable guidance and encouragement. Overcoming initial challenges in negotiation and maintaining work-life balance, Regina has honed her skills, with her licensed assistant Cindy Frick becoming an indispensable partner in her success.

Passionate about serving others, Regina finds fulfillment in assisting elderly clients and managing rental properties near Lake Keowee. The most rewarding aspect of her business, she shares, is guiding clients through the complexities of real estate transactions and witnessing their dreams come to fruition.

Looking ahead, Regina envisions a future centered on continuing to make dreams a reality for her clients. Beyond her professional endeavors, Regina is deeply involved in supporting charitable organizations like Vimm, Shade Tree Ministry, Oars, and Girls Wilderness Camp, reflecting her commitment to giving back to the community.



Regina's devotion to her family shines through in every aspect of her life. She shares her journey with her husband Larry Bolt, who owns his own construction company, a testament to their shared entrepreneurial spirit and mutual support. Together, they have nurtured a close-knit family environment focused on love, respect, and shared experiences.

Their family extends to include two sons, Seth and Chandler, each carving their own paths of success. Seth, accompanied by his wife Tori and their adorable daughter Amma, is a member of the renowned band Needtobreathe. Beyond the music scene, Seth and Tori have established a picturesque resort in Tennessee, boasting treehouses, domes, and mirrored cabins for guests to enjoy. Meanwhile, Chandler has embarked on his entrepreneurial journey, leading SelfPublishing.com, a platform dedicated to guiding aspiring authors from concept to publication. Engaged to be married to Aubree, Chandler's passion for empowering others to share their stories mirrors Regina's own commitment to facilitating her clients' dreams in real estate.

As a family, the Bolts relish in creating cherished memories together. Whether they're out on the lake, cruising on a boat, attending concerts, or exploring new destinations, their shared adventures are a testament to their bond and zest for life.

Regina finds solace in gardening and cherishing moments with her granddaughter. For Regina, success is defined by the impact she makes in the lives of others and her unwavering faith in God.

FOR REGINA,
SUCCESS IS
 DEFINED BY THE
IMPACT SHE MAKES
 IN THE LIVES OF
 OTHERS AND HER
UNWAVERING
 FAITH IN GOD.

Through their unity and unwavering support for one another, the Bolt family epitomizes the essence of love, resilience, and the power of shared experiences. Regina's dedication to her family serves as a cornerstone of her identity, grounding her amidst the demands of her successful real estate career and inspiring her to continue making a difference in the lives of others.



Aspiring real estate professionals can glean valuable lessons from Regina's journey, emphasizing the importance of hard work, integrity, and prioritizing the needs of clients above all else. Ultimately, Regina desires to be remembered for her caring nature, generosity, and dedication to serving others.

In closing, Regina leaves a powerful message: with God and people at the forefront, coupled with strong work ethics, anything is possible.



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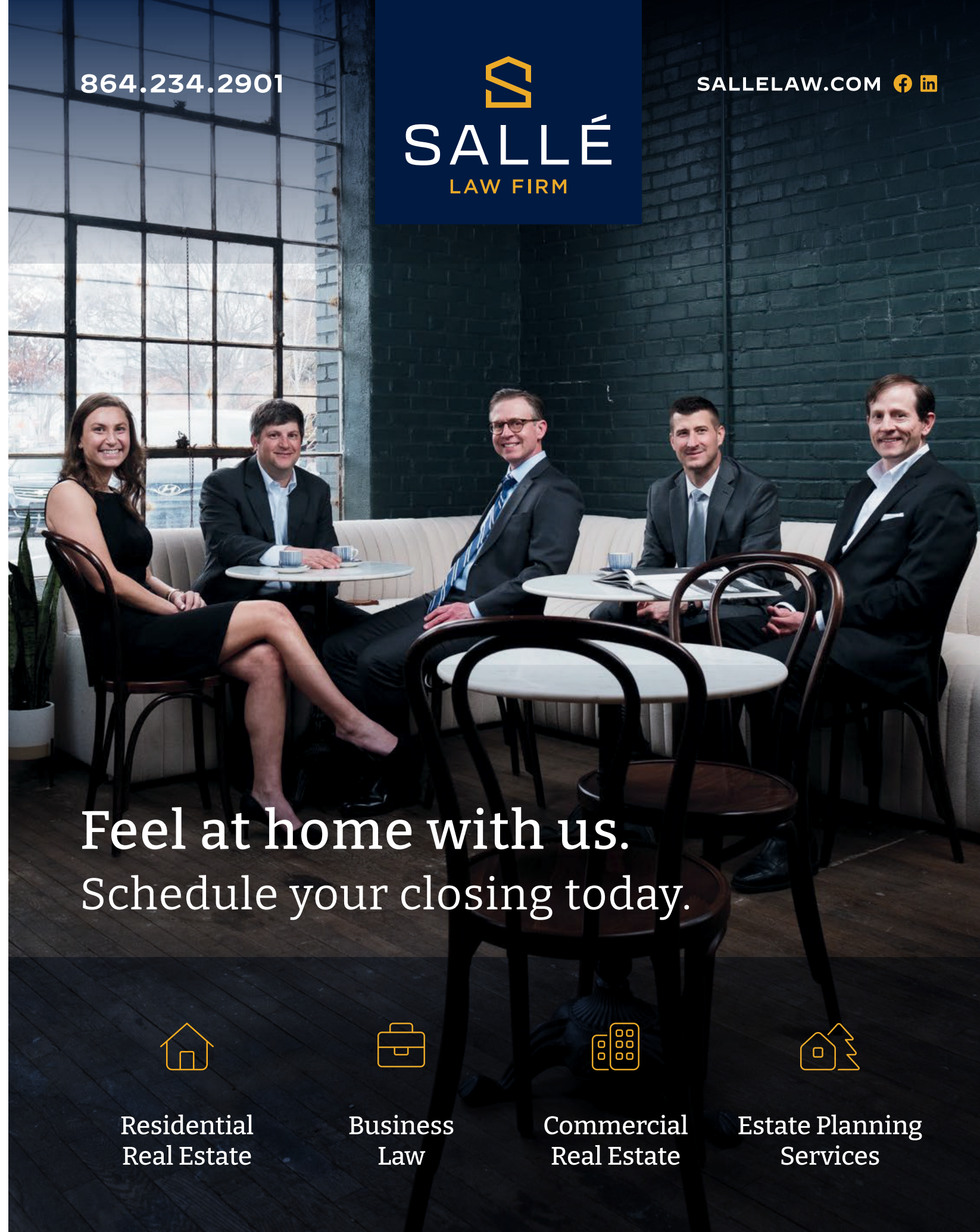
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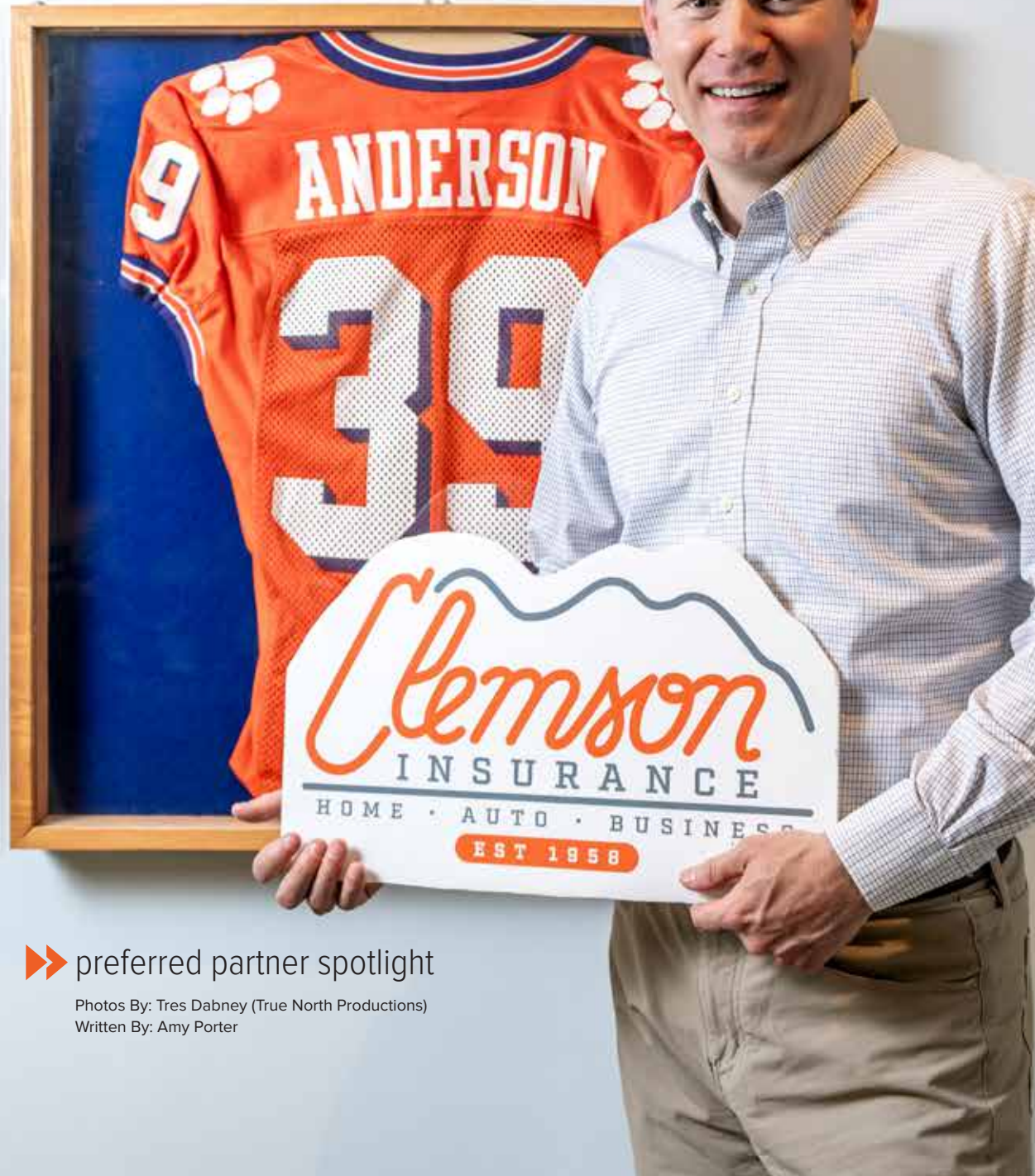
CLEMSON

INSURANCE FLETCHER ANDERSON

At Clemson Insurance, it's more than just business—it's about family, community, and genuine care. Fletcher Anderson, the principal agent and proud Clemson alum, leads a team dedicated to serving their clients with integrity and transparency. Let's dive into the story behind Clemson Insurance and what sets them apart in the insurance industry.

FAMILY ROOTS:

Fletcher Anderson's ties to Clemson University are not just a matter of alumni pride—they're woven into the fabric of his family history. With multiple generations of Clemson graduates, including his father, grandfathers, and even an uncle who was a standout athlete, the Andersons embody the values and traditions of the university. This rich heritage serves as the foundation for Fletcher's deep connection to the Clemson community, both personally and professionally. As a husband and father of four daughters, Fletcher and his family are not just residents of Central, South Carolina—they are active participants in the vibrant culture and spirit of Clemson.



▶▶ preferred partner spotlight

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

COMMUNITY ENGAGEMENT:

At Clemson Insurance, community involvement is more than just a checkbox—it's a core value that drives their actions every day. Recognizing the importance of giving back to the community that has supported them, Fletcher and his team are actively involved in various philanthropic endeavors. Whether it's supporting local schools like Clemson Elementary and Daniel High School or partnering with organizations like Harvest Hope Food Bank, Ripple of One, Clemson Community Care, Emerson Rose Heart Foundation, Boy and Girl Scouts, and Rotary International, Clemson Insurance is dedicated to making a positive impact where it's needed most. By contributing their time, resources, and expertise to worthy causes, they strive to create a stronger, more resilient community for all.

A PASSION FOR SERVICE:

What truly sets Clemson Insurance apart is their unwavering commitment to serving their clients with integrity, empathy, and professionalism. In an industry often characterized by impersonal transactions and hidden agendas, Fletcher and his team prioritize building genuine relationships based on trust and transparency. Whether it's helping a family protect their home and assets or guiding a business through the complexities of commercial insurance, they approach each client's unique needs with care and attention to detail. By listening, educating, and advocating on behalf of their clients, Clemson Insurance ensures that they receive the personalized solutions and peace of mind they deserve.

ENSURING YOUR INSURANCE WORKS FOR YOU:

In the world of insurance, there's a common saying: "Your insurance is only as good as your agent." Fletcher Anderson, principal agent at Clemson Insurance, knows this all too well. He understands that the choices made during the quoting process can have a significant impact on the coverage you receive when it matters most. With each click of the mouse, agents have the power to add or subtract coverage, shaping the terms of your insurance contract. While catchy commercials and brand loyalty may sway some, Fletcher emphasizes the importance of having an independent agent who truly understands your needs. At Clemson Insurance, they believe in taking the time to review each client's insurance program thoroughly, ensuring that they have the coverage they need when life takes an unexpected turn. While they may not be able to help everyone who reaches out, they consider themselves fortunate to have assisted the majority

of those who have given them a chance. It's this dedication to personalized service and attention to detail that sets Clemson Insurance apart in an industry often dominated by impersonal transactions and one-size-fits-all solutions.

BUILDING TRUST THROUGH TRANSPARENCY:

In an age of skepticism and misinformation, trust is more valuable than ever. That's why Clemson Insurance places such a high premium on transparency and honesty in all their interactions. From the initial consultation to the claims process and beyond, they believe in providing clear, straightforward



“YOUR INSURANCE IS ONLY AS GOOD AS **YOUR AGENT.**”



information that empowers their clients to make informed decisions about their insurance coverage. By demystifying the complexities of insurance and openly discussing options and trade-offs, they foster a sense of trust and confidence that extends far beyond the transactional nature of their business.

COMPREHENSIVE INSURANCE SOLUTIONS:
At Clemson Insurance, they offer a comprehensive range of insurance services to meet the diverse needs of their clients. From personal lines insurance covering homes, autos, life, boats, motorcycles, campers/RVs, and personal umbrellas, to commercial lines insurance including workers' compensation, general liability, commercial property, rental property, and business owners' policies, they have you covered. With a deep understanding of the unique risks and challenges facing individuals and businesses alike, Clemson Insurance provides tailored solutions designed to safeguard what matters most. What's more, they represent a wide array of reputable insurance companies, including Auto Owners, Travelers, SAFECO, Nationwide, Progressive, Liberty Mutual, The Hartford, and many others. This extensive network allows them to offer competitive rates and access to a diverse range of coverage options, ensuring that clients receive the protection they need

with the personalized service they deserve. Whether you're looking to protect your family, your assets, or your business, Clemson Insurance is here to help you navigate the complexities of insurance with confidence and peace of mind.

LOOKING TO THE FUTURE:
As Clemson Insurance looks ahead to the future, their commitment to excellence and service remains unwavering. With a dynamic team of dedicated professionals and a steadfast focus on community engagement, they are well-positioned to continue making a positive impact in the lives of their clients and the broader Clemson community. By staying true to their core values of integrity, transparency, and empathy, they will continue to build on their legacy of excellence and forge meaningful connections that endure for generations to come.

In summary, Fletcher Anderson and Clemson Insurance are more than just insurance providers—they are trusted advisors, community leaders, and champions of integrity and service. Whether you're a homeowner, a business owner, or simply someone seeking peace of mind, you can count on Clemson Insurance to be there for you every step of the way.

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LARISSA ALEXANDRA PINO

▶▶ celebrating leaders

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

Larissa Alexandra Pino, a name synonymous with excellence and integrity in the real estate industry, stands as a beacon of inspiration for aspiring professionals and seasoned veterans alike. As a Broker Associate at Lake Hartwell Properties, Larissa's journey is not just about transactions; it's about building relationships, sharing her love for the Upstate, and making a positive impact in every interaction.

Larissa's journey into the world of real estate is a testament to the power of passion and perseverance. Born in Miami, Florida, Larissa's upbringing is steeped in the rich tapestry of her Cuban and Colombian heritage. With her father immigrating to the US at a young age and her mother leaving her homeland at 19, Larissa's family history is a source of pride and inspiration.



Having enjoyed a successful 22-year career as a litigation paralegal, Larissa found herself at a crossroads in 2005. The birth of her son prompted her to seize the opportunity to embark on a new entrepreneurial venture. However, it wasn't until a serendipitous visit to Anderson, SC, in 2008 that Larissa's trajectory took a profound turn. Captivated by the allure of the Upstate, Larissa and her family made the life-altering decision to relocate, setting the stage for her flourishing career in real estate.

Enamored by the beauty and uniqueness of the Upstate and Lake Hartwell, Larissa's infectious enthusiasm for her newfound home became a defining characteristic. Despite her bustling life in Miami, Larissa found solace in the tranquil surroundings of Anderson, where the scenic landscapes and rich history captivated her soul.

Driven by her unwavering love for the area, Larissa was inspired to share its treasures with others. Surrounded by friends in the real estate industry who recognized her contagious passion, Larissa embraced her calling as a Realtor with eagerness and zeal.

In 2015, Larissa embarked on her real estate journey, obtaining her license and diving headfirst into the industry. Her tenure includes notable stints at McCoy Wright and Buy Hartwell Lake, where she honed her skills and cultivated lasting relationships. Today, as a proud member of Lake Hartwell Properties, Larissa's commitment to excellence continues unabated. For her, real estate became not just a profession but a platform to showcase the essence of the Upstate and all it had to offer.

Larissa's journey in real estate is not solely a testament to her individual drive and determination but also to the invaluable guidance and mentorship she has received along the way. Among those who have played a pivotal role in shaping her career are the esteemed mentors she holds in high regard.

At McCoy Wright, Larissa found unwavering support and guidance from the Wright Group, including the Broker in Charge, and Mike Pavey, a seasoned Commercial Agent. From the moment she obtained her license, they took her under their wing, imparting invaluable wisdom and insight into the nuances of commercial real estate. Even today, Larissa continues to maintain a strong relationship with Uncle Mike, often turning to him for advice and guidance on complex commercial transactions.

**A JOURNEY
OF PASSION,
DEDICATION,
& GENUINE
CARE IN
REAL ESTATE**

During her tenure at Buy Hartwell Lake, Larissa had the privilege of working alongside Don and Patty Cleveland, the owners, as well as Kyle Corbett, the Co-Owner, and Judith Stevanovich, a respected Residential Agent. Their mentorship and leadership were instrumental in shaping Larissa's success, instilling in her the values of integrity, professionalism, and dedication. Larissa holds them in the highest esteem, recognizing their significant contribution to her growth and development in the industry.

Upon joining Lake Hartwell Properties, Larissa found a familiar face in David Williams, the Broker in Charge. Having collaborated with David for many years prior, Larissa deeply appreciates his unwavering support and mentorship. David's wealth of knowledge

and expertise has been a guiding light throughout Larissa's journey, empowering her to navigate the complexities of the real estate landscape with confidence and poise.

For Larissa, the influence of her mentors extends far beyond professional guidance; it is a reflection of the profound impact they have had on her personal and professional growth. Their wisdom, support, and encouragement have not only shaped her career but also inspired her to pay it forward, guiding and uplifting others on their own paths to success. In Larissa's eyes, the true measure of success lies not just in individual achievement but in the collective growth and empowerment of those around her.

In Larissa's eyes, becoming a Realtor was more than just a career choice; it was a heartfelt desire to unveil the hidden gems of her beloved community. With each transaction, Larissa strives to convey her genuine affection for the area, inviting others to experience the magic that captured her heart.

With a career volume exceeding \$72 million, Larissa's expertise is matched only by her unwavering dedication to client satisfaction. Whether assisting first-time buyers in realizing their homeownership dreams or guiding investors towards lucrative opportunities, Larissa's passion for her craft shines through.

Beyond the confines of the real estate realm, Larissa's commitment to service extends deep into her community. For several years, Larissa has dedicated her time as a volunteer driver for Meals on Wheels, a role that has become a cornerstone of her philanthropic efforts. As she navigates the streets delivering meals to those in need, Larissa is met with gratitude and appreciation that transcends mere words. Many of the recipients she encounters lack regular contact with family, making her visits a cherished highlight in their day. It's a humbling experience for Larissa to witness firsthand the impact of a simple

gesture—a warm smile, a friendly conversation—on the lives of those she serves. Despite the demands of her busy schedule, Larissa considers her volunteer work with Meals on Wheels to be a true blessing, a reminder of the power of compassion and the profound difference one person can make in the lives of others.

Family is not just a cornerstone of Larissa's life; it's the very foundation upon which she builds her joy and fulfillment. Her husband, Edward Pino, is not only a loving partner but also a dedicated professional in his own right. As the owner of Verified Services and VS Fire Services, Edward's expertise as a Fire Suppression Engineer extends to inspecting and repairing systems on a variety of vessels, including cruise ships and research vessels. Additionally, he serves as a distributor for major fire equipment manufacturers, ensuring the safety and compliance of kitchen hood systems and fire suppression systems throughout South Carolina.

Their three children—Tatianna, Kristina, and Eddie—bring boundless energy and laughter to Larissa's life. Tatianna, the eldest, is a beacon of academic and professional achievement, having pursued studies in Biology at USC before obtaining her Pharmacist degree from MUSC and completing a residency program to become a Critical Care Specialist. Kristina, the middle child, is a vibrant force on the volleyball court as a player for Southern Wesleyan University while also dedicating her time to coaching at Tempo Sports Academy. She also plans on attending PT school. Meanwhile, Eddie, the youngest, is making his mark on the gridiron as a senior football player for TL Hanna and on the basketball court for First Presbyterian Church. Recently committed to playing football at Brevard College in NC and will major in Business.



“SPREAD LOVE EVERYWHERE YOU GO. LET NO ONE EVER COME TO YOU WITHOUT LEAVING HAPPIER.”



In addition to her loving human family, Larissa's household is also home to a cherished furry member: Lily, the family's beloved Shih Tzu. Lily holds a special place in Larissa's heart, often affectionately referred to as her "baby." With her adorable antics and boundless energy, Lily brings endless joy and laughter to their home. A true fashionista, Lily can often be found sporting adorable pajamas and stylish piggy tails, showcasing her playful personality and bringing smiles to everyone she meets. As a beloved member of the family, Lily's presence adds an extra layer of warmth and love to their already vibrant home.

In the midst of their bustling lives, Larissa and her family find solace and joy in shared experiences. Whether it's embarking on exciting adventures, cheering on their children at sporting events, or exploring new cultures during their beloved cruises, every moment spent together is a cherished memory in the making. Larissa's love for travel, music, and dance is shared by her husband, with whom she frequents concerts, Broadway shows, and comedy performances. Their shared laughter and zest for life are a testament to the bond that holds their family together, weaving a tapestry of love, laughter, and lasting memories.

At her core, Larissa epitomizes the values of honesty, kindness, and genuine care. Her infectious smile and unwavering commitment to her clients leave an indelible mark on all who have the privilege of working with her. As Mother Teresa once said, "Spread love everywhere you go. Let no one ever come to you without leaving happier." a sentiment that Larissa embodies in every aspect of her life and business.

In Larissa Alexandra Pino, we find not just a real estate professional but a compassionate soul dedicated to making a difference—one smile, one transaction, and one act of kindness at a time.

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