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CONTACT US TODAY



▶▶ top producer

Written by Susan Marquez | Photography by Abe Draper Photography

Melanie Gibson



Melanie Gibson didn't plan on having a career in real estate. The Bolton native attended school in Clinton from first through twelfth grade before going to Hinds. She spent a couple of years as a Hinds Highstepper. She finished her four-year bachelor of science degree at Mississippi State University in 2003 before entering nursing school at UMMC. That's when she realized she wasn't a big fan of blood and such. "Nursing was not for me."

Around that time, her parents purchased a convenience store. "My dad had retired from Jitney Jungle, and he opened the Log Cabin Store in Raymond. I went to work there and loved it." Her turning point was when her grandmother died. A relative, Ron Ainsworth, was a pallbearer. Ron was an agent at Keller Williams. "Both my husband and mother said I should talk to Ron and do real estate." That honestly came out of left field because Melanie had never before considered going into real estate, and she resisted the idea at first because she was perfectly content working in the convenience store.

"I had a meeting with Ron a couple of weeks later. He told me he was very pro-education. We began to meet at the library where he helped me study for the real estate exam. Ron said he had a huge success with the pass rate with those he tutored. I was terrified because I was afraid I'd fail and mess up his pass rate."





Melanie passed the exam and got her license in 2017. “That confirmed that God had a plan for me to be obedient. I know now that God brings the right people into your life at the right time. Those I need to be with, and those who need to be with me.”

On August 31, Melanie will celebrate her seventh anniversary at Keller Williams. “I got my broker’s license in 2019, mostly just to challenge myself. I’m now a transactional coach at Keller Williams. I have a big heart for mentoring, especially since I had such a good mentor in Ron. Everyone I coach completes six transactions with me. I love helping new agents gain confidence. I tell them to call me any time. When I first started, I blew up Ron’s phone about any and everything!”

Melanie coached Jennie Stewart who has become her best friend and workout buddy. “I asked Jennie where she worked out and she told me Coyote Fitness in Flowood. If you had told me that I’d be driving from Edwards to Flowood to work out I would have called you crazy, but that’s what I’ve done six days a week since July 2021. It’s my “me time,” and I love it. Now my daughter wakes up at 4am to work out at 5:30 before school.”

Melanie and her husband, Wes, have been married for 19 years. They love spending time with their children, Lanie (16) and Blaine (11). “They are great kids,” Melanie says. “We are all real close with each other, and with my parents and brother’s family.”

Real estate has been very rewarding for Melanie. “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





“

Traveling is a wonderful way to make memories that will last a lifetime.

”

them along and if a curveball comes along, I try not to show stress.”

Melanie loves getting referrals and repeat business. “It helps me know I’m doing something right.” Another affirmation is the awards she has received from her company. She was awarded the Keller Williams Culture Award and Rookie of the Year award in 2018, and in 2022, she received the Tommye Hurt Culture Award. “That meant the world to me.”

When she wants to destress, Melanie enjoys traveling with her family “We have gone to Cabo, and in September the kids and I are headed to Turks and Caicos. My husband and I have been to Jamaica several times. We love going to the beach,

and my parents took us all to Disney for two weeks. My daughter was chosen as an All-American Cheerleader, and I went with her to a competition in Hawaii. Traveling is a wonderful way to make memories that will last a lifetime.” Melanie and her husband recently returned from a trip-of-a-lifetime to Africa.

Another trainee-turned-friend is Angie Hart. “I can always count on Angie to cover for me when we go on trips. I don’t know how I could do my job without Jennie and Angie.” Melanie also credits her parents for supporting her in her real estate journey. “I wouldn’t be where I am today without them. And I still help out in the store when they are short-handed.”



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TABATHA JOHNSON

TABATHA JOHNSON
FOLLOWED WHEN CALLED
TO GO INTO REAL ESTATE

Growing up in Jackson, Tabatha fell in love with her high school sweetheart at Forest Hill. She and Kelly Johnson married and moved to Florence 15 years ago where they created a life together.

Tabatha attended Millsaps College, where she was a student athletic trainer and member of the Phi Mu Sorority. Soon it came time for Tabatha to decide what she wanted to do in life. "I liked the medical field," she says. "I just didn't want direct patient contact which led me to the Medical Laboratory Science program at the Hinds Nursing Allied campus. It prepared her to work at UMMC in the surgical pathology department, and ultimately at G.I. Associates in their pathology department. After ten years, she became restless. "I went as far as I could there and was at a crossroads."



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”



One day she had an idea. “There was something in my spirit that was calling me to go into real estate. It was strange because that had never been in my plan. I was kind of surprised when I told my husband that I thought I wanted to go into real estate. I knew it had to be from God because real estate had never crossed my mind until that moment.”

Needing more information, Tabatha talked with Allison Daniels, who she knew from church. “I didn’t know Allison well at the time, but I saw her at church and followed her social media and admired the way she ran her business. She told me the sky was the limit in the industry and that I should go for it.”

The day after Christmas 2020, Tabatha bought the pre-licensing study materials. “Within two months I had my license. Everything just fell into place” She started at Three Rivers, where Allison worked. “I walked in and met Tena Myers. As I sat with her, I saw the scriptures behind her desk and I got such a good feeling about her. She turned out to be an amazing person and a wonderful mentor to me.”

Tabatha was there for two years before moving to Local Real Estate in October 2023. “I went to work for Edwayne Hutton and his wife, Layla. They have been so welcoming and supportive. I love the family atmosphere they have created.”

Tabatha also pursued her broker’s license and has been nominated in the Top Five of HomeTown Rankin’s “Best of the Best” in the



Realtor category for both 2022 and 2023. “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.

“I never could have dreamed this for myself,” says Tabatha. “Allison was right, the sky is the limit. Not that it’s all about money, but it’s nice to be able to provide for my family. It has been nothing but God.” Her 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’m not into paid leads and all that. I am big on communication and keeping my clients up on the next steps. It’s important to keep everyone in the loop.”

Tabatha says she’d like to get into a teaching role. “I want to mentor younger agents.” One thing she shares with those coming up behind her is that you don’t have to know all the answers. “Just be honest and say you don’t know, but you’ll find out. Then find the answer and follow up right away.”

Tabatha and Kelly have two children, Anabelle (13), who attends Richland Middle School, and Brantley (8), a student at Richland Elementary. “Anabelle plays softball on both a tournament team and her school’s team, so we are always going to games. My husband is an avid hunter and fisherman, and we all enjoy being outdoors.” At their home in Florence, they have thirty chickens and a garden. “We just got three baby turkeys to add to the mix. That keeps me very busy!”

One thing she does not have as much time for is her crafty side. “I love making t-shirts and sewing, and I got into making epoxy tumblers. It was a good side gig for me when I was at G.I. Associates, but right now, my focus is on real estate.”




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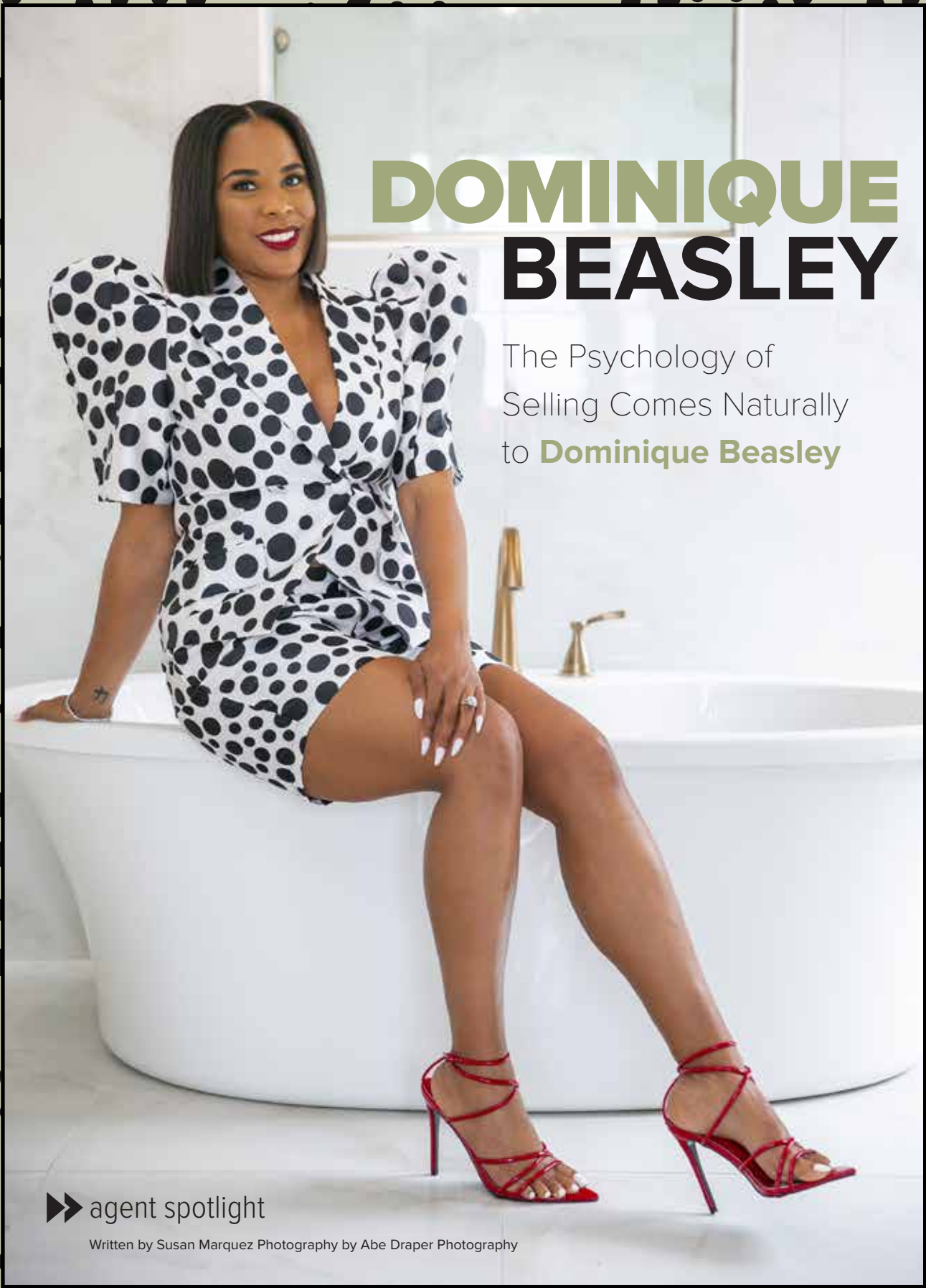
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DOMINIQUE BEASLEY

The Psychology of Selling Comes Naturally to **Dominique Beasley**

▶▶ agent spotlight

Written by Susan Marquez Photography by Abe Draper Photography



While she went to college to be a psychiatrist, Dominique Beasley had a change in course that led her to where she is today. The South Jackson native attended high school at Forest Hill, then earned her bachelor's degree in psychology at Jackson State University. It was only when she went to study for an advanced degree at Mississippi College that she realized to be a psychiatrist, she would have to intern for a year with no pay. "That was not going to work for me," she laughs. "I was married with a baby. I needed to make some money!"

She went to work at Enterprise Rental Car, working her way up to tri-brand manager over three brands within the company. Dominique was there for seven years, but she realized there was no further advancement so she began looking at other options.

“I am the type of person who likes to succeed in all I do. A guy I worked with at Enterprise did real estate on the side and he really liked it. I decided that I would quit my job and focus on real estate full-time.” It was scary because she was walking away from the security of a Fortune 500 company. But the desire to be more present at home with her children was a strong motivator. “My daughter was six when I quit Enterprise. She saw me in the kitchen soon after that and said, ‘Mama, you cook?’ That’s when I knew I had made the right decision. I’ve been successful in real estate ever since.”

Dominique took an online real estate course, then decided to attend the real estate school on Lakeland. She did well on the test and got her license in 2017. “I was all in,” she says. “Within a month of getting my license, I had two deals and that kept me going.”

She started with Keller Williams Realty. “I did some research and found that a lot of new agents start there. Keller Williams has great training. I stayed one year before going to work with an independent broker for the next five years.” She got her broker’s license in September 2023 – “I cried so hard at the testing site when



I passed!” In October Dominique opened her own brokerage, Opulent Keys. “My daughter helped me with the name.”

One of her good friends joined her as an agent and just recently she has added a second agent. “I’m not in a big hurry to grow,” Dominique says. “Being a broker is a lot like being a mom, and I’m already busy with my own children! I do love to mentor, and I pour myself into my two agents. By staying small for now, I can provide excellent service to everybody.”



Dominique says she is living answered prayers. “God has blessed me,” she says. “My first two months in business I had seven referrals. In the past two months alone I closed on eleven transactions. “ She works from her office at home and handles business throughout central Mississippi. I do a lot in Rankin County, as well as Byram, Madison, and Clinton. I even drive to Vicksburg.

Outside of work, Dominique and her husband, Roderick, are busy parents to Ryan (15) and Arnisha (13). “Ryan plays basketball on two teams. One of the teams went undefeated and made it to the playoffs. Ryan also won the state championship in track for the 400 meter relay as an eighth grader. Arnisha plays basketball as well, and she is on a traveling competitive cheer team.” When they aren’t busy with children, Dominick and Roderick enjoy traveling. “I love to decompress on a beach. We go out of the country a lot.



My favorite places are Cabo San Lucas and Puerto Vallarta in Mexico. “We are currently planning my birthday trip in July. I never want a birthday party. I’d rather travel somewhere!”

The Beasleys are members of Word of Life Church in Flowood. “I took a while off from serving after Covid, but now my daughter and I are actively

I NEVER WANT A BIRTHDAY PARTY. I'D RATHER TRAVEL SOMEWHERE!

serving in the church. We love that church, and I feel like it’s important because you have to stay balanced.”

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▶▶ partner spotlight

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MOVEMINT LLC

MOVEMINT LLC:
MOVING IN MINT
CONDITION

A late-night “what if” session among three friends developed into a company with over \$1 million in sales since it started five years ago.

Chris Land, Trent Osborn, and Braxton Bates grew up together, all in the same graduating class at Northwest Rankin High School. “We went to different colleges, but eventually moved back to Flowood,” says Chris, who moved back in 2018. “My wife now teaches high school at Northwest Rankin.”

The friends knew they wanted to start a business together. “We were spitballing different ideas one night and came up with a moving business,” Chris says. “Braxton had already had several years of experience in that industry, so he brought that to the table.” Braxton worked for a moving company in Birmingham before relocating to Charleston, South Carolina to work for a moving company there. He returned to the first company in Birmingham for a few more years before moving back to Flowood. “I saw how a well-run company operated in Birmingham, and I saw the complete opposite

in Charleston,” Braxton recalls. “I saw a company that didn’t care about its employees or the working environment, nor did they care about customer service. That experience taught me the proper way to run a reputable moving business.”

The business partners started their company, MoveMint, on July 4, 2020, with a \$100 investment online to register for their LLC. “What could have been a silly idea has resulted in a very profitable business,” says Chris. “That’s because we took it very seriously from the beginning. We made the commitment right out of the gate to play fair, execute

well, and create a good working environment for our employees.”

The company opened for business, and Chris built a website, www.move-mintllc.com -- within two weeks they sold their first job. They had three jobs on the books in the first month. The company continued to grow and

passed the \$1 million mark in lifetime sales this year.

MoveMint is fully licensed and insured to do business in the state of Mississippi as well as across state lines. “We have full interstate authority and cargo coverage to protect your belongings,” says Braxton. The company has made several long-distance moves so far, to places like Tampa, Kansas, and New York. “We offer packing, as well as junk removal,” says Chris. “We do large commercial jobs and we also do jobs with restoration companies after a disaster, working closely with insurance companies. But our favorite is full-service residential moves. That’s where

“

We made the commitment right out of the gate to play fair, execute well, and create a good working environment for our employees.





Braxton Bates

we really shine. We are here to help throughout the process.”

Working with REALTORS® has been an important component of the company’s business. “Our goal is to be the number one mover in the Central Mississippi area,” says Braxton, “We practice full transparency. We are not the people you have to worry about on closing day. We are flexible because we know different circumstances can arise. We know how to execute well, and how to deal with logistics, offering a free rescheduling if needed. We also move staging furniture from home to home, or we’ll store it.”



Trent Osborn

Chris shared a few reasons why MoveMint should be your first call when you decide to move. “We have well-trained employees ready to work so it’s important that we fill our schedule. We pay our employees an industry-leading rate. We start at \$17/hour and our average employee makes just over \$20/hour. This allows us to retain employees much longer than other moving companies, meaning you get experienced movers, not just labor. A lot of guys we grew up with are working with us. We have friends and family involved with this business. It’s a dream scenario for us to be working with friends.” Chris serves as the development director for the company, Trent serves as the sales manager, and Braxton is the operations manager.

With over 700 moves completed since opening in 2020, ranging from one-bedroom apartments to large multi-phase commercial projects, MoveMint has received only five-star reviews, over 70 on all platforms. “This is not because we are perfect, but because when we make mistakes, we see to it that it’s made right,” Chris states.

The company’s damage rate is .1% after four years in business. “The industry average is about 3-5%,” says Chris.



Chris Land

“We take utmost care in moving your belongings and we take a very hands-on approach to handling damage claims. Everything is handled in-house. No middlemen. Your move is insured up to the full value and we carry extra insurance just in case. That’s a great reason to trust the professionals with your valuable belongings.”

Chris says they are extremely transparent and honest with their pricing. “What you see is what you get. Many movers will lure you in with a low quote then charge far more than estimated when the job runs over. We stand by our quotes and inventory each job to ensure accuracy and send enough resources to complete your job in a timely manner.”

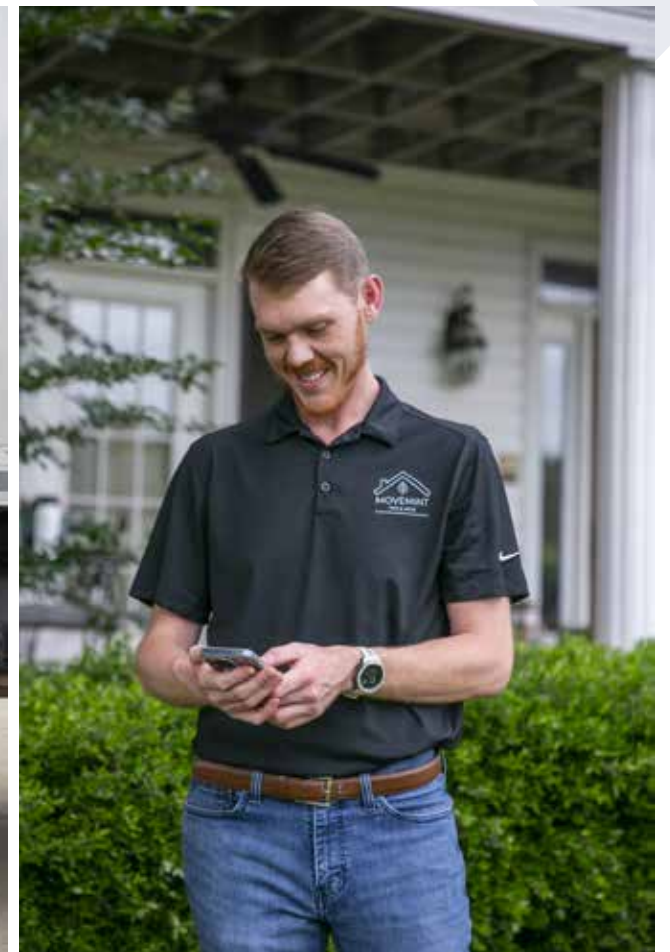
Good communication, listening to concerns, and asking the questions that many haven’t considered, all work to make things go smoothly on

moving day. “We are grateful that we are still growing,” says Chris. “With each new challenge we have been forced to adapt and that just makes us better. We are resilient, and we are constantly trying to improve.”

“We are so grateful to have the opportunity to create this business in our hometown,” says Trent. “Our local roots run deep. We grew up in Flowood and are now raising our families and building a business here. We hope to be a household name in our little hometown someday.”

Chris adds, “I can guarantee we will deliver the best moving experience you’ve ever had, hands down. If you’d like to know more about why we believe in what we’ve built so strongly, please give us a call at 601-255-4432 or visit us at www.move-mintl.com. We encourage you to share this with your friends!”

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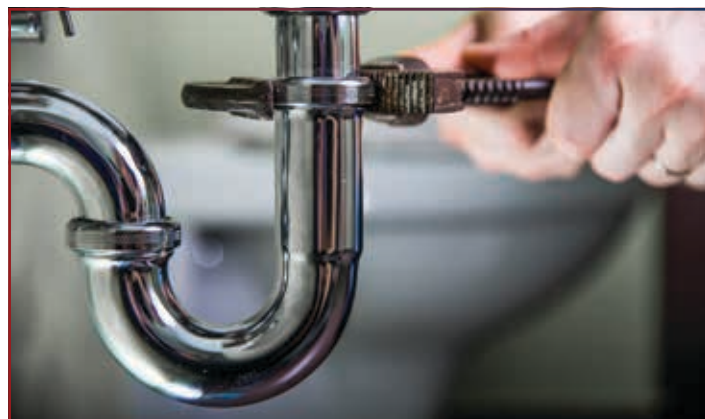
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