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a Big Ask  
publisher's note

I absolutely love what I do! I have the honor and privilege of sitting down almost daily with top real estate professionals and listening to their stories of how they got into the business and what they love about their careers. I have been incredibly inspired by hundreds of agents who have shared their stories of success, struggles and overcoming obstacles.

I also have the wonderful privilege of sitting with business owners ... lenders, title companies, builders, roofers, flooring companies, insurance companies and many other contractors. I have the honor of listening to their stories, their pain points and their highest hopes to grow their business. Many times, we come to an agreement that partnering together, we can help each other and serve the real estate community.

Memphis Real Producers is nearing our four year anniversary. We have featured countless top realtors and businesses and have hosted a number of fantastic events bringing together the best in the industry under one roof for the purpose of celebrating and collaborating. The goal of all of this is very simple: When we know one another better, we treat each other better, leading

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Meet Tamera Lakes with

# INTERIORS by TL

► partner spotlight

By Christina See  
Photos by Elizabeth Looney  
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**A PASSION FOR  
BEAUTY & DESIGN**

Tamera was born in Memphis, TN, and divided her early years between Memphis and Mississippi. She completed her associate's degree at Northwest Mississippi Community College in 2015 and pursued her bachelor's degree in healthcare management with a Minor in Health Services from the University of Memphis in 2019.

Tamera has been happily married to Dee Lakes, aka, "Dee Lakes, The REALTOR®" for nearly 12 years. Tamera says, "Dee has been incredibly supportive in all my endeavors." Together, they have two children: Carsyn, who is 12 years old, and Skylar who is 6. "Our family enjoys going on vacations, hosting gatherings with loved ones, and being actively involved in our church home: Brown Baptist, says Tamera."

"Over time," Tamera says, "I discovered a passion for decorating, leading me to create flower arrangements, baskets, and wreaths. Drawing inspiration from my mother, who has excelled in the construction industry for over 33 years, and is a versatile and skilled individual, I learned the value of being hands-on and crafty."

"This background instilled in me a diverse set of skills," says Tamera. "While I found fulfillment in these creative pursuits, I really enjoyed decorating. However, I was feeling a little dissatisfaction."

I knew I needed to offer more to my clients and customers. That's when I embarked on the journey of establishing my own line of luxury throw pillows. This was driven by the shared appreciation for elegance between me and other like-minded women."

One of many designers Tamera looks up to is Alena Capra Designs Studio, which is located in Fort Lauderdale, FL. "I admire her exceptional creativity, exquisite taste, and unwavering commitment to her craft," says Tamera. "Her talent for turning ordinary spaces into works of art is truly inspiring. Alena Capra's skills, professionalism, and artistic vision are inspirational to many, and which has helped me grow and navigate my own path as an interior designer."

Tamera elaborates, "What I am passionate about right now in my business continuous growth, exploring new creative ideas, industry trends, and endless opportunities. To understand the most fulfilling aspect of my work is having the opportunity to express my creativity and make a positive impact on the spaces I have designed for my clients. Additionally, I am also passionate about creating and offering beautiful and high-quality pillows that add a special touch to my clients' homes. Seeing the joy and satisfaction from my clients' faces is so rewarding."



"The most rewarding part of my business, however, is building a strong relationship with my clients and being able to make a positive impact on their lives through my work, which is what drives my passion and makes my business so personally rewarding."

"What interests me the most about being an interior designer and pillow curator," she says, "is that I admire creativity and all things luxury, as well as finding creative ways of enhancing my own design skills."

Success to Tamera means "Being able to fulfill your divine purposes God has given you. Being able to be consistent with being obedient to God's will, loving one another, and being able to contribute to the greater good in ways that honor and glorify God's name."

#### FAVORITE QUOTES:

*"For I know the plans I have for you," declares the Lord, "plans to prosper you and not to harm you, plans to give you hope and a future." - Jeremiah 29:11*

*"So do not fear, for I am with you, do not be dismayed, for I am your God." - Isaiah 41:10*

*"Success is not about how much money you make. It's about the difference you make in people's lives". - Michelle Obama*





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▶▶ on the rise

By Christina See  
Photos by Caleb Nelson

# meet Vivian DENOGEAN

A PASSION FOR LIFE & REAL ESTATE



Memphis REALTOR®, Vivian Denogean, was born in Los Angeles, but she grew up all around Southern California since her mom often moved. She attended Palm Desert College in Palm Desert, CA, and graduated in 1997 with a degree as a Certified Nursing Assistant. Vivian pursued nursing as a CNA for a several years before transitioning to the field of Optometry. She became a Licensed Optician and served as a manager at “Eyes for You” for 20 years. Vivian has been married to Victor Denogean for 28 years. Victor is a manager at Costco Wholesale.

Vivian wanted to become a REALTOR® when her children were about to purchase their first homes. “I remember my own first home purchase experience, the many things I did not understand about the process, and the financial choices that followed me for many years. I wanted to be able to help them at this crucial time of their lives.” She received her real estate license in 2020 and went to work with Keller Williams. She transitioned her office to Fast Track Realty in August 2023. This coming June will mark her 4th year selling real estate. She is already in the Multi-Million Dollar Club, and her certifications include ABR, RENE, and C2EX.

There are two people who have been very instrumental in Vivian’s life – her mother and her Broker. “My beautiful mother has always been my personal cheerleader,”



says Vivian, “and I am so grateful that she planted the seed early in me to be a good child of God. My mom embodies a strong, resilient woman who has overcome several adversities as a Latina single mother. I have always aspired to be even half the woman she is.”

“The second and most recent inspiration for me is Beth Glosson, my broker and fearless leader. Having a front row seat to Beth’s passion and love for real estate - along with her devotion to being a mentor and leading the next generation of agents

- has sparked a fire in me that I didn’t even know I had! Having someone as disciplined, compassionate, and ethical as she is, allows me to knock down and push past my own boundaries and barriers. In this industry, having someone of such influence in your corner is crucial!”

Vivian admits there have been obstacles over the years, but those that truly know her, know that she doesn’t look back on the negatives. “I carry the positives with me, and I see any obstacles as opportunities for growth along the way.”

“

*I am absolutely in love with my life right now. I love to see those close to me succeed - it just makes my day!*

”

Currently, Vivian is most passionate about the learning and growth opportunities that real estate provides. She also loves to positively impact and mentor the incoming new agents. The most rewarding part of her business is being bilingual in English and Spanish. This has allowed her to help several families achieve their life dream of home ownership. She says, “I love being able to be a resource of valuable information for my community.”

“I am absolutely in love with my life right now,” says Vivian. “I love to see those close to me succeed - it just makes my day! I have a passion for mentoring, helping people, and I love meeting strangers! The adage is true that “strangers are friends you just haven’t met yet!”

Vivian’s advice to up-and-coming REALTORS® is to: “Network, Network, Network! Never burn a bridge, do your best to hold a deal together, and be nice. Do not feel bad if you don’t know the answer to everything but do your best to find the professional that knows the answer. Everyone is walking their own journey through this amazing world. You





can't control other people's reactions, but you can control yours. Don't take anything personally."

For Vivian, success is: "Being able to make a positive impact on my children, grandchildren, and my community as a whole. One day, all we will be is a memory to those we have impacted throughout this beautiful journey we call life. I hope and pray I will be an inspiring memory to those who came across my path. I want to be remembered as someone who always had a smile on her face and could always see the silver lining in every situation – even real estate! I firmly believe that a smile can make someone's day and I believe that real estate, kindness and professionalism can seamlessly coexist."

**FAVORITE QUOTE:**

The seven most famous words are: Never give up, never, never give up!" – Winston Churchill.

“  
*Network,  
 Network,  
 Network! Never  
 burn a bridge, do  
 your best to hold  
 a deal together,  
 and be nice.*

”

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**NOMINATE YOUR FAVORITE AGENT:**


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A LEGACY OF PASSION & SERVICE:

# THE INSPIRING JOURNEY OF BILL MAURY

There is an old adage that says, “Do what you love, and you’ll never work a day in your life.” Anyone who knows Memphis real estate mogul, Bill Maury, knows he embodies this statement. For over four decades, Bill has not only sold houses; he has woven a tapestry of integrity, faith, and dedication that has left an indelible mark on his clients and colleagues alike.

Bill’s journey into real estate was serendipitous, sparked by a fortuitous encounter with REALTOR Linda Sowell after purchasing his first home with his beloved wife of 41 years, Becky. “I could not have made it 41 years in this business without the love and support of Becky,” Bill says with a smile. His transition from a career in law enforcement to the dynamic world of real estate was guided by a desire for a more fulfilling and people-centric profession. “I knew I didn’t want to be in the corporate world,” Bill reflects. “I’m not suited to be behind the desk, 9-5.” With Linda’s encouragement, he obtained his license and embarked on a journey that would redefine his life.

His early years in the industry were marked by learning and



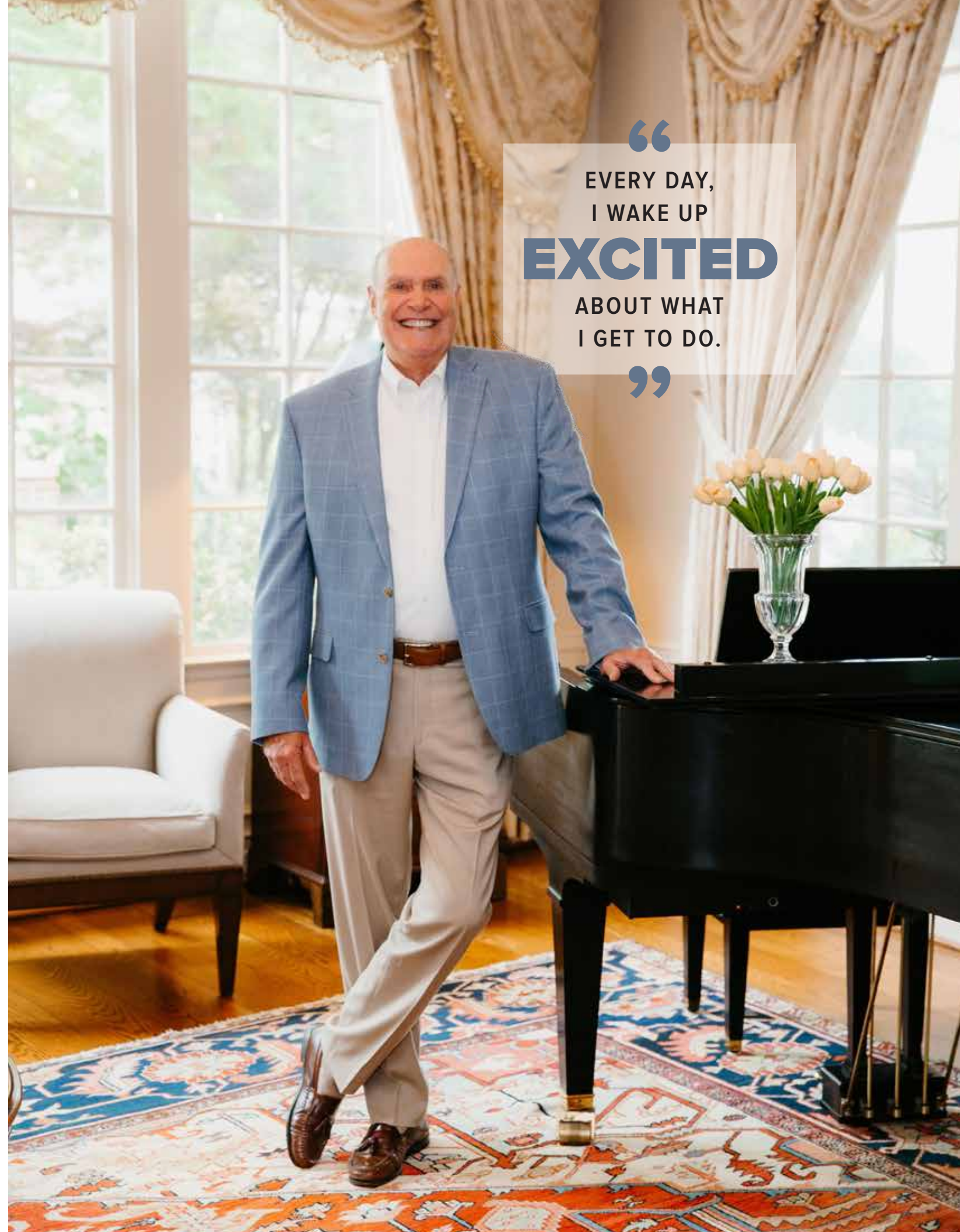
growth, first selling new construction and then honing his skills under the mentorship of Richard Wallace, to whom Bill attributes much of his knowledge of sales. It was a pivotal

meeting with Doug Collins of Coldwell Banker that laid the foundation for Bill’s enduring commitment to ethical business practices. Doug eventually offered Bill a stake in the company. “Doug taught me the ethical side of real estate... doing business the right way,” Bill affirms, a principle he has steadfastly upheld throughout his career. Though Bill no longer owns part of the company, his name remains on the sign. He is passionate about his Coldwell Banker Collins-Maury family and the outstanding leadership of the owners, Angie Ware and Sean Blankenship.

At 72, Bill’s passion for real estate burns brighter than ever. “Every day, I wake up excited about what I get to do,” he shares with genuine enthusiasm. His approach is not just about transactions; it’s about building meaningful relationships and ensuring the success of his clients, whether they are buying or selling. “My job is to help them have a successful transaction,” Bill emphasizes. “That has always been my goal.”

Beyond his professional endeavors, Bill is deeply rooted in his faith and committed to serving

“  
EVERY DAY,  
I WAKE UP  
**EXCITED**  
ABOUT WHAT  
I GET TO DO.  
”





others. His involvement in the Emmaus Community serving as a team member on multiple Walks reflects his dedication to spiritual growth and community upliftment. "I still meet with my core group of guys every Wednesday morning," Bill shares, highlighting the importance of fellowship and encouragement in his life.

Family holds a special place in Bill's heart, evident in his joy at his daughter Rebecca joining his team. Their bond extends beyond business, with Rebecca admiring her dad as "the happiest guy in the room, always with a smile on his face." Bill's devotion to family echoes his own father's legacy of respect and kindness. These values he embodies both professionally and personally. His son, Taylor, is a banker. Both Taylor and Rebecca married Memphis natives and each have two children blessing Bill and Becky with four grandchildren.

Despite his impressive career achievements, Bill remains humble and focused on leaving a positive impact. "If I have a legacy, I hope people say he was a good guy and a gentleman," he reflects. His commitment extends beyond real estate, as he dedicates time to care for several elderly family members, a testament to his compassionate nature.

#### SOME FUN FACTS ABOUT BILL:

- He was featured on HGTV's House Hunters in the early 2000's ... a hilarious story he would be happy to share if you ask.



- He started riding horses at age 5
- He spent time as a professional motocross racer
- One favorite adventure is when he skydived from 14,500 feet.

Bill's zest for life shines through every anecdote. His embrace of technology, from early adoption of email to leveraging video marketing, showcases his adaptability and forward-thinking approach.

When asked about his favorite aspect of real estate, Bill's answer is simple yet profound: "It just makes me happy! I am thrilled to be able to do what I do every day. Providing homebuyers and sellers with excellent service has been such a joy and a rewarding career. I am blessed!"

Bill's passion for life includes not only his love for real estate, but is coupled with a passion for outdoor activities with his buddies at his hunting and fishing club, golf and pickleball, which keeps him youthful and energized.

When asked about a tagline for his business, Bill states "I've never had a tagline, but if I had one it would simply be 'Do Business the Right Way.'" It's not just a motto; it's a philosophy that defines his every interaction and decision.

Bill's career is not just a series of transactions; it's a testament to resilience, integrity, and the power of genuine connection. His charm, enthusiasm, and unwavering dedication to his craft inspire all who cross his path. Bill Maury isn't just a real estate agent; he's a beacon of positivity and possibility, reminding us all to approach life with passion, integrity, and a smile.

One final hallmark of Bill's career ... he loves to give back. His favorite charity is St. Jude, a Memphis landmark. A portion of every check he receives goes to St. Jude.

Bill loves the quote from Rick Warren's book, A Purpose Driven Life, "No matter how good things are in your life, there is always something bad that needs to be worked on. And no matter how bad things are in your life, there is always something good you can thank God for."

Bill's career speaks for itself, but what undeniably draws people to him is his charm, his enthusiasm, his passion for life and for others. You can't help but be encouraged every time you come across Bill Maury.

“  
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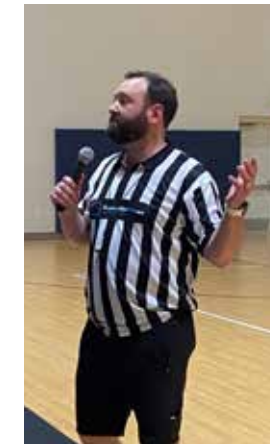
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►► highlights from the charity dodgeball tournament

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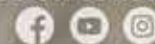
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