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welcome to MEMPHIS REAL PRODUCERS

IN CASE YOU DIDN'T KNOW HOW THIS WORKS

publisher's note

For those who may be new to Real Producers, or if you are just curious, here are some quick facts about Real Producers:

THE PURPOSE? One Word...

CONNECTION!: We seek to elevate the culture of our local real estate community by **inspiring** us to **KNOW ONE ANOTHER BETTER**, creating stronger **CONNECTIONS**, more **TRUSTED RELATIONSHIPS**, and more **REPEAT BUSINESS** for everyone involved.

DISTRIBUTION: This magazine is sent free of charge to the top 500 agents in the greater Memphis area based on MLS productivity. Within this area, there are over 5,000 active agents, but everyone who receives this publication is part of an elite group. You are remarkable. Just to be in this group is truly a badge of honor!

CONTENT: This is all about you, the Memphis real estate community. We do personal and unique stories on members of this community, giving you a platform to inspire others. Our goal is to go beyond the numbers and take a deep dive into the personal side of the industry, to inspire us to know one another better. It costs absolutely nothing for a real estate agent to be featured in the publication.

But to be featured, an agent must be nominated by a peer or leader in the Memphis real estate community. We are always taking nominations and encourage you to nominate individuals who are making a huge impact on our local real estate market.

OUR PARTNERS: Anyone listed as a **PREFERRED PARTNER** in the front of the publication is a part of this community. They will have an ad in every issue, attend our events and be a part of our online community. We don't just find

these businesses off the street, nor do we work with all businesses that approach us. One or many of you have **VETTED AND RECOMMENDED** every single preferred partner you see in this publication. We do not meet with businesses until they are vetted by one of the agents in our community and receive a "stamp of approval." If you are looking to add to your arsenal of incredible vendors, look no further.

CONNECTIONS: We love connecting **TOP REALTORS®** and **TOP BUSINESSES** in a variety of creative ways. If you ever would like a personal introduction, we would love to arrange it.

EVENTS: Along with the monthly publication, we host various social networking events where **top agents**, along with our **top preferred partners**, get together at reputable local venues to rub elbows, mastermind, have a good time and strengthen our greater Memphis community. We communicate information about the events through the publication, emails and social media.

CONTRIBUTION: If you are interested in contributing, nominating REALTORS® for certain features, know of top-notch affiliate partners who should be a part of our community or would simply like to network, please email me at any time. I look forward to hearing from all of you!

P.S. Be sure to check out our new "Welcome to the Top 500" landing page at <https://memrealproducers.com/agents>

Jeff White
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▶ partner spotlight

By Cassie Teeter | Photos by Caleb Nelson

From Flames to Foundations

Colin Wilson was born in Memphis, raised in Desoto County, earned his Eagle Scout in 2005, and graduated from the University of Mississippi in 2013 with a degree in business management. He is also the owner of Wilson Home Inspections, but that is only half of his story. For as long as he can remember, he has always felt a calling to help others, and, for the past almost 16 years, it has been his life's mission. In addition to running a successful home inspection business, Colin is also a 12-year veteran of the Southaven Fire Department where he currently serves as the Lieutenant of Engine Company #2. Prior to being hired at Southaven, he was a volunteer firefighter during his college years.

“Like most little boys, I loved everything about the fire department. The big red trucks, flashing lights, sirens, and the ‘cool guy’ persona firefighters embodied.” His uncle Mark, who recently retired from the Memphis Fire Department, played a pivotal role in his career choice. “Visits to his fire stations and ride alongs in his fire trucks and eventually his chief’s car are some of my most vivid childhood memories.” After graduating high school, he decided to become a volunteer firefighter and instantly knew it was what he was meant to do. His next goal, earning a full-time job with Southaven FD, was no easy task. “I remember standing in line with 150 other candidates vying for one or two open positions.” His efforts paid off and on July 4th, 2012 his professional firefighting career began.



Photo submitted by Colin Wilson

Meet Colin WITH WILSON HOME INSPECTIONS **WILSON**



Public safety, however, is a business most get into for reasons other than the money. Like many firefighters, Colin made home remodeling his side hustle to make extra money on his days off from the fire department. In 2015, he even built his home with his wife, Katelyn, from the ground up. Shortly after, while contemplating other potential revenue streams, a REALTOR® friend suggested he would be well-suited for the home inspection business given his construction background. So, after some research and lengthy certification training, Wilson Home Inspections was born in 2017.

At Wilson Home Inspections, Colin is passionate about educating homebuyers and empowering them to make wise home purchasing decisions. He has found many parallels between firefighting and home inspections and leverages them daily for his clients. “When someone dials 911, it’s usually what they consider to be one of the worst days of their lives. On the flip side, when people call for a home inspection, it’s usually because they are about to make one of the greatest investments of their lives. In both situations, people are trusting me with their lives and/or property and depending on me to do the best job I can for them.”

“You hear horror stories about people moving into their new home only to find out there are all kinds of things wrong with it. That hurts my heart. I want people to enjoy the home buying experience, and I believe a thorough home inspection is a key piece of the puzzle.” Just like when he was a volunteer firefighter, he believes home inspections are about more than just the money. Taking the extra time on site, making the return trip, or the five phone calls after the inspection report has been sent to talk an anxious client “off the ledge” are just a few of the ways he goes the extra mile to ensure his clients have the information they need to make a decision they can stand behind. At the end of the day, Colin just wants everyone to feel confident and prepared at the closing table and in their new homes.

“For many first-time buyers, buying a home is their chance to create true generational wealth for their family. To be able to escape the renting game and invest their money in their own home truly is part of the American Dream.

Playing a role in helping people make that step is an awesome part of this business.”

Just like it takes strong teamwork to put out house fires and rescue trapped victims, it takes a team of real estate professionals to bring buyers and sellers together to complete the real estate transaction. When it comes to the home inspection, it’s no secret that real estate professionals play a huge role in the process. Clients trust their agents to have reputable inspectors on their team, and referrals provide a large portion of Colin’s clientele.

“Probably 75% of the business I get comes from agent referrals. It’s a symbiotic relationship. They have direct access to the buyers, and, when it comes down to it, most people go with their agent’s recommendations for a home inspector. While sometimes it might not seem like it, inspectors generally have the same goal as agents: grow business by helping buyers achieve their goal of homeownership. I do everything I can to satisfy my clients which in turn makes the agent look like a rockstar for referring me. I would love to foster relationships with more agents to be able to have a greater positive impact across the Memphis area.”

Colin credits his success to an endless pursuit of knowledge. “I believe you should try to learn something from every person you meet. Good or bad. The same can be said of home inspections. I try to learn something from every home I inspect. Maybe it’s a new construction method or maybe it’s a way I haven’t seen a component or system fail before.” With a mindset like that, he always leaves people knowing that they got their money’s worth.

“Never quit learning. No matter what you are doing, you will never know it all. If you ever think you know it all, that’s when it’s time to get out. If you’re always looking for more knowledge, you’re improving, and you always want to be improving to provide the best service to the people paying you for that service.”



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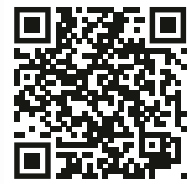
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Spanning from Collierville, Memphis, and into Southaven lies a beacon of excellence in the real estate industry—Coldwell Banker Collins-Maury, led by the dynamic duo of Angie Ware and Sean Blankenship. Their story is not just one of professional success but a testament to the power of resilience, innovation, and unwavering dedication to serving others.

Angie Ware: A Passion for Empowering Others

Raised in a small town at the foot of Sewanee Mountain, Angie Ware's journey into the world of real estate was sparked by a profound desire to make a meaningful difference in the lives of others.

Growing up in a close-knit community instilled in Angie a deep sense of empathy and compassion, qualities that would later define her career in the real estate industry.

After graduating from Belmont University with a degree in Business Administration in 2005, Angie wasted no time in pursuing her passion for real estate. It was during her freshman year of college that Angie witnessed firsthand the transformative impact a trusted real estate agent had on her mother's life. Angie obtained her real estate license during her senior year of college, setting the stage for what would become a remarkable career in the industry.

Angie's early years in real estate were marked by dedication, hard work, and a relentless commitment to excellence. "I began my real estate career in 2004 working at Prudential Real Estate in Nashville for Pat Skow, who is still an amazing REALTOR® there today."

In 2005, Angie made the bold decision to relocate to Memphis to be closer to her then-boyfriend, now-husband, Jay Ware. It was here that she found her professional home at Coldwell Banker Collins-Maury, formerly known as Prudential Collins-Maury. Angie's leadership skills and passion for empowering others did

not go unnoticed, and within a few years, she was promoted to the role of Relocation Director. "I focused the first decade of my career on fostering relationships with local companies, relocation companies, and affinity partners, as well as training and developing our certified relocation agent team and developing my own leadership skills in an intensive leadership training program."

In 2019, Angie's entrepreneurial spirit and visionary leadership came to the forefront when she, alongside her partner Sean Blankenship, purchased Coldwell Banker Collins-Maury. Together, they embarked on a mission to redefine the standards of excellence in the real estate industry and create an environment where agents could thrive personally and professionally.

Throughout her 18-year career in real estate, Angie has amassed an impressive array of accolades, including the North American Relocation Services Director of the Year award and recognition as a Lifetime Member of the Multi-Million Dollar Club. But for Angie, success is not just measured in awards—it's measured in the lives she touches and the dreams she helps her agents achieve.

Angie exudes enthusiasm about the future of real estate in Memphis. "I believe Memphis is on the cusp of a transformation. While we certainly have areas to improve, I have never been more optimistic about the future of Memphis." She points out that Forbes recently named Memphis #4 among the most affordable cities to buy a home in 2024.

Zillow named Memphis the hottest housing market in Tennessee and #14 nationally. Last

year, Gusto ranked Memphis #1 as the fastest-growing city for jobs in the country. "One of our goals at Coldwell Banker Collins-Maury is to support the growth of our city, and we do that every time we help someone see what a special place Memphis is and why they should call it home. For these reasons, I believe Memphis real estate and Coldwell Banker Collins-Maury is positioned for a bright future."

“I believe Memphis is on the cusp of a transformation. While we certainly have areas to improve, I have never been more optimistic about the future of Memphis.”

Angie is married to her husband, Jay Ware. They will soon celebrate 18 years of marriage and currently live in Arlington with their two beautiful girls, Anabelle and Olivia. As business owners, Angie and Jay balance hectic schedules. They spend most of their spare time on the soccer field with their girls but love the water and try to get away to Fairfield Bay, Arkansas, as often as they can to surf, ski, and tube with the kids.

Sean Blankenship: A Visionary Leader

Hailing from the scenic coastal town of San Luis Obispo, California, Sean Blankenship's path to real estate was marked by a series of transformative experiences and a relentless pursuit of excellence. Armed with a Master's in Business Administration, Sean initially found success in the casualty insurance world, where he honed his skills as a business analyst and digital marketing expert.

However, Sean's innate passion for problem-solving and innovation ultimately led him to the world of real estate. In 2013, he joined Coldwell Banker Real Estate LLC as Chief Marketing Officer, revolutionizing the company's global marketing platforms with hard-driving national advertising, such as Home Sweet Home, and driving innovation with programs such as CBx in the industry.

In 2017, Sean's journey took a new turn when he assumed the role of President at Coldwell Banker Collins-Maury

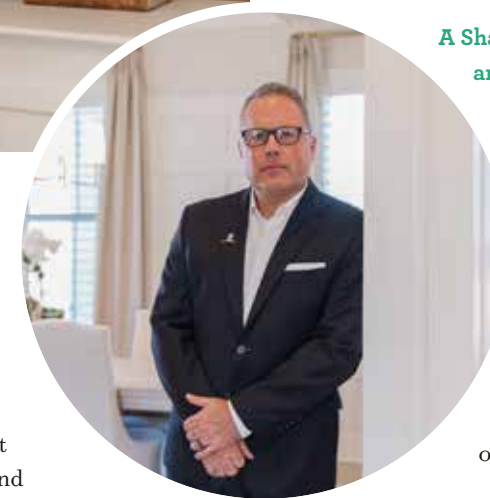
“
Being a servant leader takes time; it comes from experience.
”



is an accomplished security technician, computer analyst, electrician, and welder. Chase works for Dillard Security in Memphis. Wyatt is a registered nurse with a BSN. Wyatt does medical device training for hospitals around the country.” Wyatt's wife Morgan is a registered nurse, BSN, at Le Bonheur Children's Hospital and a Memphis Grizzlies girl. “You can find us cheering on Morgan at most Memphis Grizzlies games (and the Grizzlies, of course).” One of Sean's greatest passions is music. “I tuck myself away in my music room when I can, spinning vinyl records.”

A Shared Vision: Empowering Others and Building Dreams

As co-owners of Coldwell Banker Collins-Maury, Angie Ware and Sean Blankenship share a common vision: to provide their agents with the environment and resources needed to achieve success, both personally and professionally, while making a positive impact on their community.



Brokerage in Memphis. Here, he focused on fostering a culture of excellence and empowerment, laying the groundwork for the brokerage's future success.

In 2019, Sean became a co-owner of Coldwell Banker Collins-Maury alongside his partner, Angie Ware. Together, they set out to diversify the brokerage's offerings and create new opportunities for growth and innovation in the ever-evolving real estate landscape.

Throughout his 11-year career in real estate, Sean has been recognized for his outstanding achievements, from earning the prestigious Chairman Circle award to winning an Emmy Award for a groundbreaking short video on real estate. But for Sean, success is not just about accolades—it's about making a meaningful impact on the lives of others and giving back to his community.

Sean credits Budge Huskey, the former CEO of Coldwell Banker Real Estate LLC, for mentoring him. “Budge came from the brokerage side and helped me understand retail. When I questioned brokerage processes, he always said, ‘That's just real estate.’ It took me a while to understand what that meant.” Budge now leads the largest Sotheby's in the nation.

When asked what obstacles he's had to overcome on his journey, Sean quickly points out he's made plenty of mistakes. “We don't have enough time to review all the learnings made from mistakes. Too many. I've always been the fixer. And that means change, which isn't a popularity contest. I've always moved quickly, and my biggest challenge concerns learning to slow down and gain consensus with stakeholders. I believe leaders must have “difficult conversations” daily. Being a servant leader takes time; it comes from experience.”

Sean is married to Dawn Blankenship, his wife of nearly 34 years. The couple has adult twin boys, Wyatt and Chase. “Chase

Their leadership style is characterized by a commitment to servant leadership, collaboration, and innovation. They prioritize creating an environment where agents feel supported, valued, and inspired to reach their full potential. Whether through their non-competing brokers, training initiatives, or community outreach efforts, Angie and Sean are dedicated to fostering a culture of excellence and empowerment within their brokerage.

Beyond their professional achievements, Angie and Sean are driven by a deeper purpose—to make a difference in the lives of others and leave a lasting legacy of integrity, loyalty, trust, and a winning attitude. Whether through their involvement with charitable organizations like St. Jude Children's Research Hospital or their commitment to supporting their agents in achieving their goals, Angie and Sean are dedicated to positively impacting the world around them.

As they continue to lead Coldwell Banker Collins-Maury into the future, Angie Ware and Sean Blankenship are shining examples of what can be achieved when passion, dedication, and vision come together to pursue a common goal. Their story is a reminder that anything is possible with hard work, determination, and a shared commitment to excellence.

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▶ REALTOR® on the move

By Christina See
Photos by Elizabeth Looney Photography

meet HOLLY MOUNT

FROM HORSES
TO HOUSES

This month's Real Producer's REALTOR® on the Move is Crye-Leike's own superstar, Holly Mount. Holly was born in Flint, Michigan, but grew up in her father's hometown in Southern Illinois. She is the youngest of six children. The next siblings closest to her age are her twin sisters who are 12 years older. Her oldest brother is 19 years older than Holly. She grew up with 11 nieces and nephews, some being very close to her age.

Holly's father owned a family tavern as well as a farm. She grew up with horses and enjoyed hanging out on the farm with her dad. She went to livestock auctions, enjoyed horseback riding and also did barrel racing in 4H. Holly also loved being on the school dance squad, twirling baton and being class president. Her parents instilled an excellent work ethic in all their children from an early age. Holly worked three jobs in high school and paid for her own clothes, gas, and entertainment. Her favorite purchase was a bright red Honda scooter.

Holly has been married to her high school sweetheart, Kevin, for 31 years. Kevin is a Training Innovation Manager with Beck's Hybrids - an agricultural company. She says he is her best friend, biggest supporter, and true soulmate. They began dating when she was a freshman, and they dated on and off for eight years before they got married. After high school, Holly got her associate degree in Florida with plans to attend Florida State University. Instead, love brought her back to Southern Illinois University in Carbondale, where Kevin was attending. Holly received a BA in Public Relations/Advertising with a minor in Marketing in 1993.

After marriage, Holly and Kevin moved to central Illinois for Kevin's job. It was a small town, and it was hard for Holly to find work in advertising or public relations. She started her own career counseling and resume writing storefront, selling it when her first child, baby boy Brayton, was born. Holly also worked in sales and had been a manager for a human resource company, which she loved. When Holly was eight months pregnant with their second child, Kevin was transferred to Memphis, and Holly became a stay-at-home mom.



When her daughter, Karson, was about three months old, Holly popped over to a neighbor's house to attend a multi-level product marketing party. Holly started talking to the presenter and thought this was absolutely something she could do. Holly always thrived on being busy and thought she could do this while also being a mother. The job was flexible and would allow her to get out and meet people and fill a need she was missing.

Since Kevin traveled with work, Holly hired babysitters for the kids while she presided over countless home shows. She recruited, trained and motivated others while building up a large team. She made many friends and was always passionate about the company and the product she represented. It was a perfect fit for Holly to be able to raise her children, contribute to the household income



“

MARY MAKES ME BETTER. WE HAVE DIFFERENT STRENGTHS, WHICH MAKES EVERYTHING WORK WELL. SHE IS ONE OF MY BEST FRIENDS AND LIKE A SISTER.

”

and keep a flexible schedule. After 15 fabulous years with the company and much success, Holly was ready to move on. Selling real estate became Holly's next goal. She got her real estate license in 2014 while simultaneously winding down her other business. Right after getting her real estate license, Holly and Kevin left on a leadership cruise that she had earned at her previous company. Just as they were disembarking in New York, Holly received word that her father had been sent to Hospice and given 2-3 weeks to live. No one, even her dad, knew he was riddled with cancer. Her mother had passed away just 11 months earlier.

Just as she had thrived in her earlier jobs, Holly hit the ground running in her real estate business. She earned MMDC her first full year. She credits her friends and the networking system she had built up in her previous business. She hired Mary Jones, to be her full-time assistant/transaction coordinator in 2016 and this dynamic duo have never looked back, always looking forward! Holly says, "Mary makes me better. We have different strengths, which makes everything work well. She is one of my best friends and like a sister. We laugh, cry, survive and thrive together. She is a valuable part of my business, and I can't imagine not having her by my side."

Holly achieved lifetime MMDC in 2019 and Crye-Leike Circle of Excellence in 2020. She has served every year on MAAR committees and completed Leadership MAAR in 2020. She also served as Co-Chair of the March of Dimes 2019 and was part of a large fundraising event at the Guest House at Graceland.

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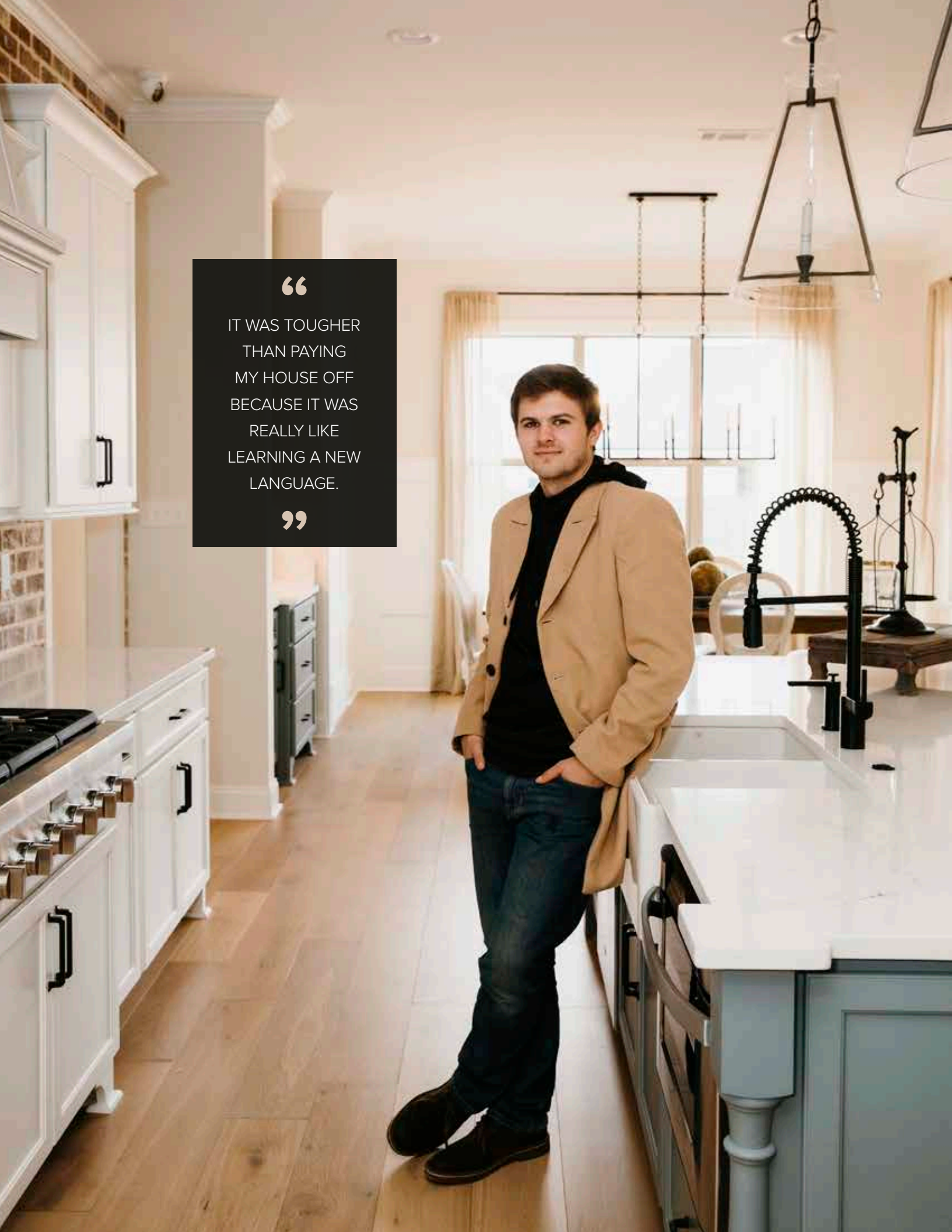
Meet **LANDON TWISDALE**

T E N A C I O U S & H O N O R A B L E

The first thing you need to know about Landon Twisdale is his incredible work ethic. Born and raised in Brighton, Tennessee, Landon worked for his dad since he was 12 years old. His dad owns a lawn care company, and his mom runs an animal rescue shelter. He has six brothers and sisters ranging in age from 14-30. He is the second oldest of seven children—five sisters, one brother, and they were all home-schooled. The boys worked since they were young for their dad's lawncare company. Landon worked for his dad until he was 26, and he also helped with his mom's pet rescue business. He has been married for five years and has the cutest baby boy.

When they were 24, Landon and his wife found out they were having their first baby and asked themselves, "What would life be like if we paid off our house and had no debt in the world by the time we had our first kid?" They answered, "Challenge accepted!" Landon





“
IT WAS TOUGHER
THAN PAYING
MY HOUSE OFF
BECAUSE IT WAS
REALLY LIKE
LEARNING A NEW
LANGUAGE.
”

worked 20 hours a day, seven days a week, took no holidays, no birthdays, and no vacation to pay their house note before their child was born. They paid their house off in nine months. Their baby was born three days later.

By this time, Landon had been working for his dad for so long, he really wanted to try something different. He and his wife sat down and realized they did not owe anybody any money, they had a hefty emergency fund, and they gave some thought about what they really wanted at this point in their lives.

For Landon, real estate was the one and only answer. He had always been interested in real estate and had watched his parents flip houses growing up. When he finally made the decision, Landon quit his job with his dad. They were fine financially since they did not have a house or car payment. All they had to pay for was light, water, food, and insurance, and they had a two-year emergency fund.

Landon’s full-time job now would be getting his real estate license. He worked 18 hours a day, seven days a week. He says, “It was tougher than paying my house off because it was really like learning a new language.” He finished the course in two and a half weeks, studied and passed his real estate exam, got his license in October 2023, and sold his first house a week later.

Landon always had a plan. “Before I quit my job with my dad, I was already building my network, so I had a few customers right out of the gate. My dad’s company has 1,500 steady customers every month and they have known me since I was 12-years old. They watched me grow up because I was at their house every month treating their lawn for 15 years. I started calling those people and got quite a bit of business out of it.”

Landon had a friend, Adam Dawson, who worked with Weichert Realty. Landon says, “He heard I wanted into the real estate business, so he got me a meeting with his Broker, Ric Bowman. Without any doubt, Rick is probably the best Broker in the world. He is just as hands-on as I am and is always 100% there for me.”

Landon plans to be a REALTOR® for the rest of his life. “There is nobody on the planet that loves this job more than I do. This may sound weird, but I genuinely love to work. I get a lot of purpose and meaning out of working. If I’m not working, I feel out

of place. I don’t feel right. My wife tells me I never sit still. I feel like I’m designed to be doing things and being productive.”

They wanted to have kids from the get-go, and their goal was to have 10 kids. That goal still remains. They are about big families, and they were all home-schooled, so they home-school their kid. “I honestly love this life,” says Landon. “I have the best job in the world, I work for the best company in the world, I have the best wife in the world, I have the best kid in the world. Life is just awesome right now.”

According to Landon, “Every REALTOR® has things to overcome, but what defines a good REALTOR® is not whether they can survive the storm, but by what they can accomplish in the rain. Every transaction has some kind of obstacle, life is full of obstacles. Whether it’s paying my house off, trying to get my license, leaving everything I’ve ever known in my dad’s company to start a whole new career. That was terrifying.”

“Most customers are from personal marketing. I’m very strategic in conversations in the way I talk to people. For example, do not go to a wedding, a party, or a social event without realizing there’s an opportunity there. Always prospecting, always going above and beyond for my clients to get referrals. I don’t care if the transaction is \$10 thousand or \$10 million, I treat them all as if I’m the buyer or seller,” he states.

“The most rewarding part of my business is being able to help my clients with what is probably the biggest milestone of their life so far, which is owning a home,” says Landon. “If you aren’t treating the transaction as if you are the buyer or the seller, then you don’t need to be doing it. This job requires such a level of integrity and honesty.”

“I told myself at the very beginning of this career that if I’m not doing every single transaction as if it was unto the lord and not unto man then I’m referring it out. These clients deserve our highest integrity, honor and professionalism.”

What I want to be remembered for: “I want my son to be able to say, ‘My father had honor, integrity, and worked as if unto the Lord and not unto man the whole way and taught me that Christ is the only way unto salvation.’”

Landon’s Favorite Quote: “Whatever you do, work as working for the Lord, not unto man.”

“

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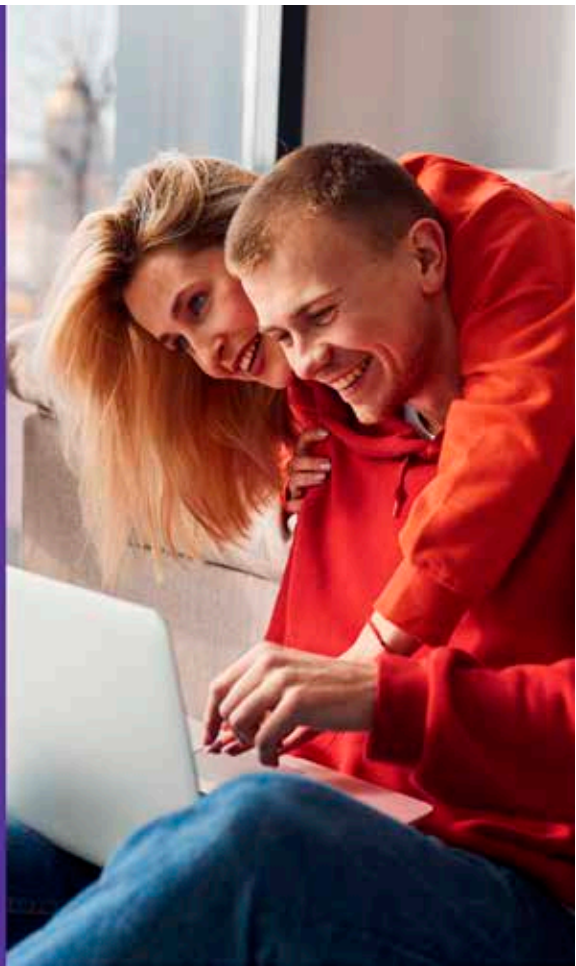
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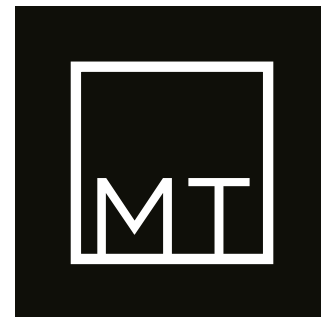


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