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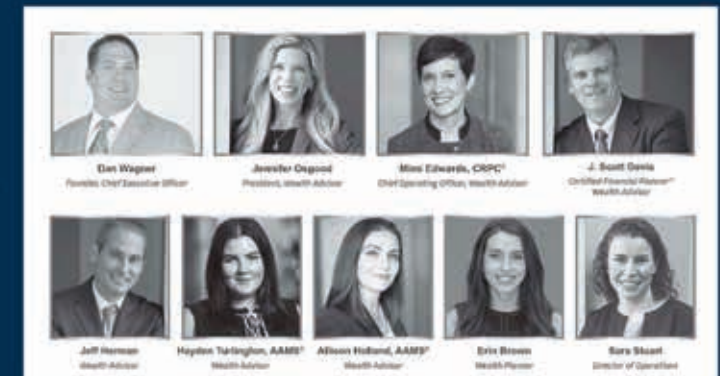
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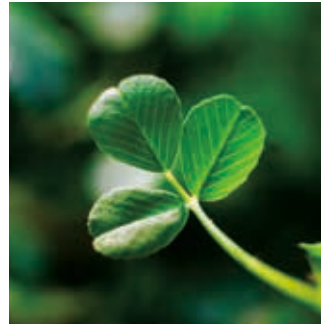


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MARCH 2024

Happy St. Patrick's Day!!

Dear Upstate Real Producers,

As we embrace the spirited month of March, our Real Estate Magazine is adorned with the vibrant hues of St. Patrick's Day. This edition is a celebration of luck, prosperity, and the exceptional Realtors who make the world of real estate truly golden.

Cover Feature Realtor: Step into the spotlight with **Jennifer Hendrix**, our esteemed Cover Feature Realtor. Discover their journey, expertise, and the keys to their success in the dynamic real estate landscape.

Celebrating Leader: In this issue, we honor a true leader in the industry—**Jeremy Bouknight**. Explore their innovative approaches, inspiring leadership, and how they navigate the ever-evolving real estate market.

Agent Spotlight: Meet **Tina Brown**, the rising star in our Agent Spotlight feature. Their dedication, passion, and unique approach to real estate are sure to inspire both seasoned professionals and newcomers alike.

Preferred Partner Spotlights: Connecting Excellence In this issue, we shine a light on our Preferred Partners—businesses and individuals who contribute to the success of our Realtors. Learn about the trusted relationships that enhance the real estate experience.

Tips of the Trade: Navigating the Real Estate Maze Navigate the twists and turns of the real estate maze with our expert Tips of the Trade. From market trends to negotiation strategies, our seasoned professionals share valuable insights to empower your real estate journey.

As the pages of this issue unfold, may you find inspiration, guidance, and a touch of Irish luck to elevate your real estate endeavors.

Wishing you a March filled with prosperity, success, and the joy of finding your own pot of gold in the world of real estate.



Cheers,
ROBERT SMITH
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Welcome *Upstate Real Producers* Class of 2024!

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▶ announcement

Welcome *Upstate Real Producers* Class of 2024. First I want to congratulate you for qualifying whether you are a new member or a returning member.

So what this means is that you ranked in the top 500 producing realtors in the GGAR MLS and the Western Upstate MLS out of almost 10,000 realtors putting you in the top 5% between the two MLSs. Pretty Incredible!

Since the launch of *Upstate Real Producers* Magazine in April 2021, I've noticed recurring questions from many of our readers. To ensure everyone has access to the answers, I've decided to compile them here. Feel free to explore, and remember, my door is always open for discussions about anything related to the magazine. This publication is crafted to be YOUR voice!

Q: What is the purpose of Real Producers magazine?

A: The mission of *Upstate Real Producers* is simple. We strive to inform and inspire the top-producing real estate agents in the upstate market and connect them socially. We do this by telling their personal stories. How they have succeeded and failed. What drives them to achieve year in and year out. Where they spend their time when not working and what they are passionate about – other than real estate. We give local top producing REALTORS® a platform to tell their story in a way they have not been able to do before.

The secondary focus is to provide an avenue for our affiliate partners to create relationships with these top performers, on a level that they might not be able to achieve on their own.

Q: Who receives this magazine?

A: The top 500 producing agents in the Upstate market. This is based on the

total volume sold and the data is based on 2023 MLS (by closed volume) top 250 from the GGAR MLS and top 250 of the Western Upstate MLS. We cut off the list at 250 from each MLS. The ranking is annual and resets every year. For this year the publication will go to the top 500 ranked agents of 2023. It will continue to update annually with a fresh list of top performers.

Q: What is the process for being featured in this magazine?

A: It's really simple – you can nominate other REALTORS® (or yourselves!). We will consider anyone brought to our attention because we don't know everyone's stories, so we need your help to learn about them. A nomination currently looks like this: You email us at robert.smith@realproducersmag.com with the subject "Nomination: (Name of Nominee)." Please explain why you are nominating them to be featured. It could be that they have an amazing story that needs to be told; perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way, etc. The next step is an interview with us to ensure it's a good fit. If all works out, then we put the wheels in motion for our writer to conduct an interview and write the article, and for our photographers to schedule a photoshoot.

Q: What does it cost a REALTOR®/team to be featured?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! This is not a pay-to-play model whatsoever. You have earned the opportunity based on your performance!

Q: How can I write an article to be printed?



A: If you are interested in writing an article to contribute your ideas, experience, knowledge, expertise, or stories to *Upstate Real Producers* Magazine. Please email Amy Porter at amy.porter@n2co.com she is our Content Director.

Q: Who are the preferred partners?

A: Anyone listed as a "preferred partner" in the front of the magazine is part of this community. They will have an ad in every issue of the magazine and attend our quarterly events. We don't just find these businesses on the street, nor do we work with all businesses that approach us. One or many of you have personally referred to every single preferred partner you see here. We won't even take a meeting with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our goal is to create a powerhouse network, not only of the best REALTORS® in the upstate but the best affiliates as well, so we can all grow stronger together.

Q: How can I refer a preferred partner?

A: If you know and want to recommend a local business that works with top REALTORS®, please email us to let us know at robert.smith@realproducersmag.com and introduce us!

Robert Smith
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Wendell has been practicing real estate law in SC for 27 years now. His service has been mainly focused on residential and commercial closings along with general litigation, residential development, mechanic's liens, contract disputes, Homeowner's Association disputes. He has handled several easement disputes, wrongful death cases, personal injury, SC Unfair Trade Practices claims, Sherman Anti Trust Act, and other matters in both State and Federal Court and the State Appellate Courts. He is also a certified Mediator. His staff is dedicated to the transactional real estate branch of his law firm providing 100% support for realtors and mortgage professionals.

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Doug Walker has been a successful insurance advisor in his community for the last 18 years. With excellent mentorship and plenty of field experience, Doug and his team at First Choice Insurance Agency, Inc. care for each client's needs. Doug's humbleness and dedication to his profession continue to depict him as a one-of-a-kind businessman.



"...walk worthy of the vocation wherewith ye are called." - (Ephesians 4:1)

Growing up in Akron, Ohio, Doug, and his brothers, experienced the insurance industry firsthand. He grew up watching and learning from his grandfather and father about the business and knew he would follow in their footsteps. He admired that these two businessmen accomplished having the freedom to be very involved in his childhood while also serving their community. In 2000, after he finished high school, Doug and his family moved to Greenville, South Carolina, where his parents attended Bob Jones University. He planned to move back to Ohio, but he grew to love the area and decided to stay and study at his parents' alma mater.

In 2004, he graduated with a BS in Accounting and, a year and a half later, landed himself in the insurance field. With the



teachings bestowed on him by his phenomenal father figures and the experience he gained, Doug came to appreciate his profession and purpose even more.

Doug continued his legacy by becoming a third-generation independent agency principal. In 2005, the family purchased three independent agencies and founded the FCI Agency, "a risk management company for businesses and personal needs through Property and Casualty Insurance." Doug set up his business on the Eastside of Greenville.



Doug and his fantastic team of 12, including his brother, Daniel, have the knowledge and expertise to understand their clients and the exposures they may face, and they work hard to put together a unique strategy to equip them within their means. As a natural problem solver, Doug has

cracked the code in helping his customers learn how to understand and handle financial risks within their personal or business budgets.

Doug states, "I believe this is a noble occupation that provides people and business owners with an essential need. How

could anyone take on the risk of owning a home and having a mortgage without insurance? Or open a business and be responsible for the well-being of employees without the protection and benefit of worker's compensation? Insurance is what allows our economy to function

safely. Insurance is important. It is not a necessary evil. While it's something you hope you never need, you'll be happy that you have it."

Doug and his team dedicate their time and knowledge to pushing their clientele in the right financial direction while serving their community. His company promotes non-profit businesses monthly on social media and participates in many fundraisers and charity events. They provide insurance for the BMW Charity Pro-Am Tournament every year. Doug continues to celebrate his win in the 2021 tournament happily. The company also supplies insurance to the Greenville Swamp Rabbits hockey team.

While Doug continues to work diligently and humbly, the community and insurance industry recognize his work. In 2022, his company was awarded the Top Performer from SIAA and was a Best of the Upstate finalist in 2018. First Choice Insurance Agency, Inc. is also a Signature agency with Travelers, which makes them a top-tier company.

Doug's objective is to inform potential clients of the value of an independent agent and that they can help better navigate their insurance and risk management needs. He and his company pride themselves on their thorough knowledge of the industry and the products. His goal is for his company to expand without losing its identity as a good and honorable business.

Doug kindly advises many new up-and-coming agents and companies on P&C insurance. He states, "It's not as simple as someone putting a sign on their door and expecting someone to come in and draft an insurance policy for them. A lot more work gets done behind the scenes and outside of the office. It's a noble and rewarding business, but it takes a lot of work to get where you want to be, and very little of that work is seen by others. It is impossible to be everything to everyone. But, if you can establish your agency's identity and not veer from it, you can learn to grow and adjust. Your business can still flourish without compromising the core identity of your agency."



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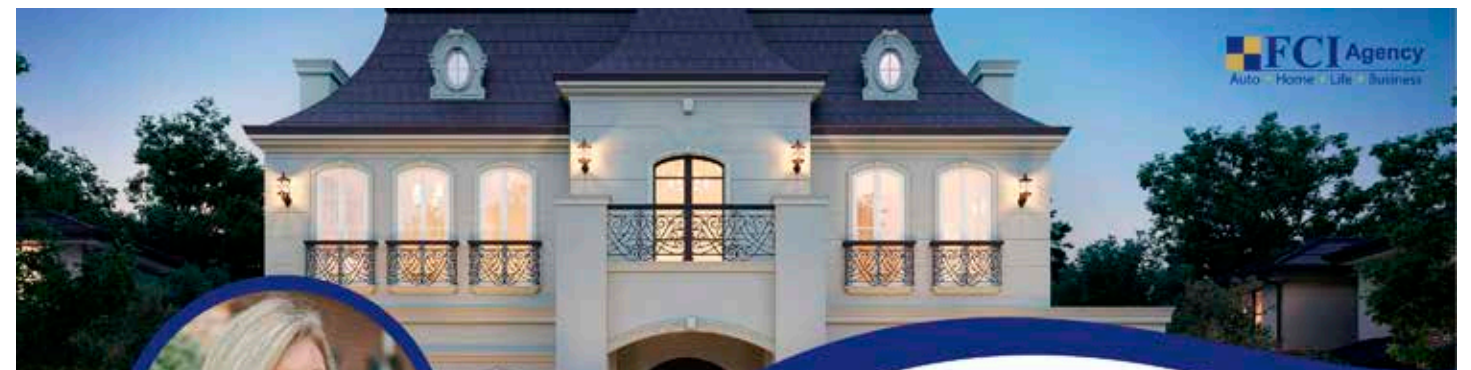
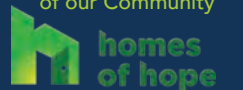


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TINA BROWN

EXP Realty

▶▶ agent spotlight

Photos By: Tres Dabney (True North Productions)
Written By: Heather Spruill

OWNING HER FUTURE

Tina Brown has been a mover and shaker in the real estate industry for only a short time, but she knows how to get results. With a career volume exceeding \$20 million and a heart of service and compassion for others, she is happy to help her many clients find the right place to call home.

CHEERS TO A NEW CHAPTER

Before stepping foot into the real estate industry, Tina spent several years working in the dental field. However, she knew she was meant to work with people from all walks of life and make a difference in her community.

Tina opened a gymnastics center and cheerleading gym where the youth could learn to live up to their potential and work as a team. It was a bonus that she was a former Clemson Tiger Twirler, so she could help give her students a pointer or two. But years later, she was ready to embark on a new venture.

Tina states, “I always had a desire for entrepreneurship, and I found that real estate would be the perfect trade to develop my people skills and business know-how.”

In 2019, Tina launched her real estate career with Agent Owned Realty as a solo REALTOR®. There, she broadened her interpersonal and customer service skills when handling clientele. In 2023, Tina’s husband, Barney, decided that he, too, wanted to join the ranks and earn his license. The couple then formed their own team, The Brown Team, and moved their business to the Anderson office of Berkshire Hathaway HomeServices C. Dan Joyner REALTORS®.

Tina states, “Starting a new career at this age is extremely scary. With real estate being an unsteady market, I was nervous to go for it, but I am so glad I did. Having such a supportive family and encouraging friends has made this transition much easier.”





“ FIND YOUR NICHE IN THIS INDUSTRY AND TAKE IT FROM THERE.”

SERVING IS REWARDING

Tina is over the moon about having a career that allows her to continue to thrive in her entrepreneurial efforts. Not only does this job satisfy her professional “sweet tooth,” but it also allows her to continue working and helping others to achieve their goals and dreams.

Like many agents, but even more so, Tina takes great pride in watching her many clients walk away with the keys to their new homes and assisting homeowners into a new chapter by selling theirs. She is passionate about helping older patrons through what is considered a daunting process as they take on their next living phase, whether in a senior community or finding the right home closer to their



children. Her fellow agents praise her communication and listening skills, especially for clients who don't often feel heard. She does her best to make sure all of her customers feel that they are valued and respected.

Tina's heart of service extends far beyond her customers. She has been an active member of the Rotary Club of Anderson for the last five years, engaging in community service and fostering connections with like-minded individuals. She is also a member of Women United, a United Way of Anderson County division that helps raise funds for community literacy programs.

Tina enjoys spending quality time with her growing family when she is off the clock. She and Barney love to sit around the dinner table with their two children, Lander and Tyler, their spouses, and their three adorable grandchildren. Watching her grandchildren participate in various sports activities is a treat, especially with her granddaughter taking

gymnastics classes. The duo's flexible schedules allow plenty of time for family trips to the mountains and their special place at Pawleys Island.

Tina, Barney, and their team continue to blossom in this ever-changing industry and show no signs of stopping. She is proud of the work they've accomplished and the many relationships that they have established. She has proven herself to be a talented agent in a very lucrative yet competitive profession and is happy to share her wisdom with future agents.

Tina concludes, “Be persistent. Try different ways to generate leads and give those ideas time to develop. Don't feel pressured; move at a pace that is comfortable for you. Find your niche in this industry and take it from there.”

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» cover story
A Passionate REALTOR® with a Heart the Size of Texas

Jennifer HENDRIX

"I remember being 6 or 7 years old at one of my riding lessons. I fell off my horse, I was mad and partly scared," says Jennifer Thompson Hendrix. "I told my mom, 'I quit. I'm not getting back on.' She said, 'Jennifer, you go get back on right now.' And I did."

Written By: Elizabeth McCabe | Photos By: Carolina House Shots

This lesson was more than just getting back on a horse, it was a lesson that Jennifer learned for life. "It's because of my mom that I've always had this fire and 'never give up' attitude." Not only did she get back on the horse, but horses became a huge part of her life growing up.

"Both my parents have molded me into the person I am today," reflects Jennifer. She credits her mother and father for her stellar work ethic and always being a "go-getter." She raves, "They always encouraged me and had my back. They were always there to pick me up when I fell."

Jennifer's father was the Vice President and Publisher of U.S. News & World Report in New York City, he helped guide her in her path. From helping with her college major to encouraging her to be in sales, his influence was instrumental in making Jennifer the success that she is today. "He was very successful in his career," she comments. She misses his business advice but his legacy lives on in Jennifer.

Rise in Real Estate

Heeding her father's advice, Jennifer has always had a career in sales. After dabbling in insurance, she started an outside sales position selling chemicals.

When a unique opportunity arose selling land at Cherokee Valley Golf Course, she couldn't pass it up. "That was in 2008 and the economy had tanked," she says. "I didn't sell anything, but I learned a lot. That's where it all started."

Her sales career skyrocketed from there. After that experience, she worked with investors flipping houses and

decided to get her real estate license in 2010. "I hung my license at Coldwell Banker Caine to list the homes they flipped. In 2012 I ended up working for a new construction company called Crown Communities. I absolutely loved the energy of it all...I've been in the new home sales world ever since," she smiles.

In 2015, DR Horton bought Crown, and Jennifer became a DR Horton employee. "I had an amazing opportunity to join Essex Homes in 2017," she comments. She ended up spending 4 years with Essex.



"They were a smaller company, building in three markets, they had a more custom feel which I really loved," she says. In 2020, Essex was purchased by Stanley Martin Homes, but Jennifer's journey took another twist as she encountered challenges within the organization. Despite these difficulties, her determination led her to Lennar, a homebuilder based in Miami, Florida, which had recently expanded into the Upstate. Jennifer's meeting with the division manager and area sales manager felt more like a reunion with old friends than an interview, leading to her immediate hiring. She describes it as one of the best career moves she's made, and she couldn't be happier with her current position.

Making Her Mark

Jennifer's real estate career volume is nothing short of impressive. In 2020 she sold 91 homes, generating revenue of \$22,607,399 and achieved a remarkable 94.1% Avid rating, based on customer surveys measuring their experience. Her dedication and commitment to her customers are evident in her remarkable success.



Jennifer wants to thank her mentor, June Orgeron, who played a key role in her success. June was her manager during her time at Crown Communities. Her wealth of knowledge, no-nonsense attitude and extensive experience in the new construction industry greatly influenced Jennifer's learning and growth. Jennifer considers June her work and career mentor, emphasizing the importance of learning from experienced individuals in the industry.

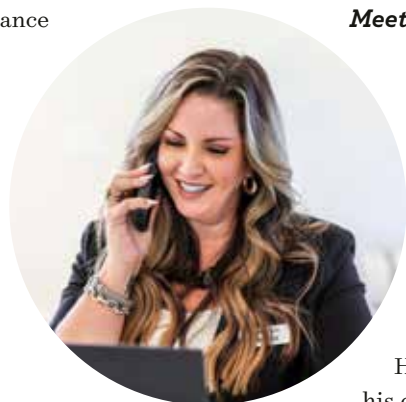
She jokes, "She typically dressed in all black, chewed Nicorette gum like it was her job and always had bright red nails and red lipstick." Jennifer adds, "I learned 90% of everything I know from her."

Must Love Dogs

When Jennifer isn't working, she admits, "I am a sucker for dogs. I have a rescue pit bull who was a hot mess when I rescued him. I had to nurse him back to health, which was a process." She is an avid supporter of local animal shelters and the ASPCA.

In addition to her heart for four-legged friends, Jennifer also has a soft spot for children fighting cancer. She gives yearly donations to St. Jude's. "The big thing for me is the innocent and the voiceless," says Jennifer. "I'm a big supporter of speaking up for them."

Meet Her Man



Jennifer is grateful for her husband, Bill Hendrix. "He's my world," she smiles. "I just adore him. He's your typical man's man; he's hard-working and can do anything when it comes to construction, hunting, guns, boats, yard work. AND he cooks and grocery shops!! He, too, has been in the new home sales industry. He recently has taken a different path in his career and started his own company called Reno-Vision focusing on remodeling homes because of his love for construction." She adds, "My husband always says I have a heart the size of Texas." With her caring and compassionate nature, Jennifer is committed to her clients, her friends, and her family.

In their free time, they like going out on their 28' center console boat with friends. Jennifer adds, "We spend most of our summers on Lake Keowee and we usually make 2-3 trips to the coast (Charleston), although more recently we have decided we're big fans of Hilton Head Island." Being older, they like the slower laid-back vibe of Hilton Head Island.

Although they don't have children, they do have three fur babies, Gus, Reese and Jackson. Gus and Reese are black and tan mini dachshunds. Jackson is a Pitbull mix. They add happiness to their lives with their constant companionship and unconditional love.

Other pastimes for Jennifer include listening to live music and going to shows. "Live music awakens the soul," she shares. "It's something I have to have in my world." Before Covid, she would hop on a plane and go anywhere to catch a show. She likes taking her husband with her (who secretly enjoys them) or her best friend from college. It's always a good time.



Enjoying Life's Moments

One fun fact about Jennifer is that she really enjoys the simple things in life. She says, "I like the warmth of Jack's head lying on my feet. The sound of rain on the roof. The crackling of a campfire. Gazing at the stars. Fireflies. The smell of freshly cut grass. A good book. The smell of a barn and horses. The softness of a horse's nose and hot breath in her face."

All of life's little moments make her a lover of life, the passionate woman who she is, and give her the ability to relax and recharge from real estate.

A Wonderful Life

Jennifer is living her best life in real estate, making her mark, finding her passion and living her dream. She concludes, "Success is when you're living the life you've always imagined. When you have an incredible family, including your friends who are like family. When you have a partner/husband who's your best friend, a family you love, a job you love, a home you love, and you can do all the things you want to do...that is success to me. It's an inner peace."



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Thriving in the Unpredictable World of Real Estate



INTRODUCTION:

In the fast-paced world of real estate, success often hinges on one's ability to adapt and thrive in uncomfortable situations. Navigating the unpredictable nature of this industry requires a willingness to step outside one's comfort zone and embrace new challenges head-on. In this article, we'll explore the importance of getting comfortable with discomfort in the realm of real estate and how it can lead to long-term success. Well, at least 5 successful years in real estate. I want to share the experience that I got since I started my real estate career in 2019 helping over 250 families to buy and sell real estate in South Carolina.

1. EMBRACING MARKET FLUCTUATIONS:

Real estate markets are known for their volatility, with prices and demand levels constantly shifting. Rather than shying away from these fluctuations, successful real estate professionals learn to anticipate and adapt to them. This may involve exploring emerging markets, diversifying investments, or honing negotiation skills to capitalize on opportunities.

2. NETWORKING AND RELATIONSHIP BUILDING:

Building a robust network is crucial in the real estate industry. This involves meeting a diverse range of individuals, from potential clients to fellow professionals and industry experts. Engaging in networking events, conferences, and online forums can be uncomfortable at first, but it's an essential step toward expanding one's reach and gaining valuable insights. Reliable professionals will become the main source for you if you build the network right. Looking back at my first six months in the business, I know that the wrong people on my team led to zero sales. That drastically changed once I built my team of lenders, and attorneys and found a broker who was very helpful sharing years of experience that he had.

3. NEGOTIATING WITH CONFIDENCE:

Negotiation is a fundamental skill in real estate. It requires assertiveness, clear communication, and the ability to navigate challenging conversations. Getting comfortable with the discomfort of negotiations means understanding that not every deal will be straightforward, and sometimes compromises are necessary for mutual benefit. Negotiating used to be my least favorite part of a deal for me. Now I get excited once the negotiations start. The two main goals I have in mind while diving into the negotiations is getting the best conditions for my client (money & time) and the second is establishing a quick report with the listing/selling agent. Another agent involved in the transaction must become a team member for a successful closing.

4. EMBRACING REJECTION & FAILURE:

Rejection and failure are inevitable in any competitive industry, and real estate is no exception. Whether it's a rejected offer, a lost listing, or a deal that falls through, these experiences can be tough to handle. However, viewing them as learning opportunities and using them to refine strategies is a hallmark of a successful real estate professional. Real estate is an emotional rollercoaster: your client may sign the contract and you will be happy to have him under contract after you showed forty homes but everything may change the following day when your client calls and says: 'I am so sorry, I just had a bad dream and I no longer want to purchase the home...' Take a second to think over what can be done differently next time, and move on to the next task that you have that day. This business is not easy but it gets easier once you learn from your mistakes.

5. ADAPTING TO TECHNOLOGICAL ADVANCEMENTS:

The real estate industry is rapidly evolving with the advent of new technologies. Embracing digital platforms, virtual

tours, and data analytics may initially feel uncomfortable for those accustomed to traditional methods. However, staying up-to-date with technological advancements is crucial for remaining competitive in today's market.

6. CONTINUOUS LEARNING AND PROFESSIONAL DEVELOPMENT:

Stagnation is the enemy of progress in the real estate industry. Getting comfortable with the discomfort of stepping out of one's comfort zone is essential for pursuing continuous learning and professional development. This may involve attending workshops, enrolling in courses, or seeking mentorship from seasoned professionals. Public speaking was one of the major areas of discomfort for me as well as meeting new people at the networking events. Overcoming the fear of public speaking had a huge impact on the number of clients I have. The YouTube channel where I am educating my clients on buying and selling real estate is bringing the majority of my clients. There is still a lot to learn but learning is unavoidable if you choose to be successful in business.

CONCLUSION:

In the dynamic world of real estate, success often lies just beyond the boundaries of comfort. Embracing discomfort means being open to change, learning from challenges, and seizing opportunities even in the face of uncertainty. By adopting this mindset, real estate professionals can not only weather the storms of the industry but also thrive and achieve long-lasting success. So, step out of your comfort zone, and watch your real estate ventures soar to new heights. And always remember, success is never owned, it is rented and rent is due every single day!

Do you have a tip you would like to share with your fellow Realtors? Reach out to us at robert.smith@realproducersmag.com

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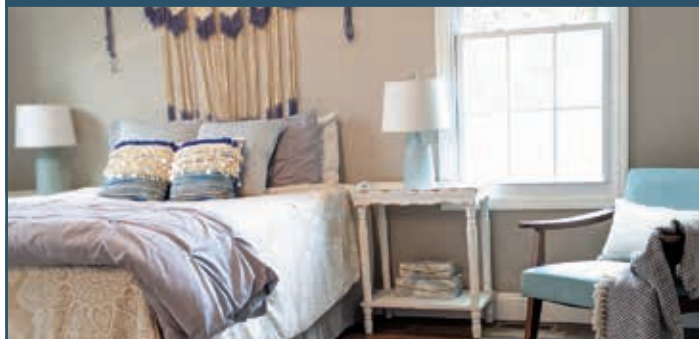


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A PASSIONATE REALTOR BUILDING DREAMS AND RELATIONSHIPS

Embark on a journey through the dynamic world of real estate with Jeremy Bouknight, a dedicated professional at Oaks Real Estate. Known for his refreshing blend of honesty, hard work, and a commitment to doing things the right way, Jeremy brings a wealth of experience and a genuine passion for helping others achieve their real estate dreams.

EMBARKING ON THE REAL ESTATE JOURNEY

In 2014, Jeremy decided to transition into real estate, driven by his love for people and numbers. His first home-buying experience, though challenging, fueled his determination to ensure others had a smoother process. Jeremy's journey in real estate started with Real Estate by Ria in 2014, followed by BHHS C Dan Joyner - Toates Team from 2015 to 2019, NAI Earle Furman from 2019 to 2021, and currently, Oaks Real Estate since 2021.

CAREER HIGHLIGHTS AND VOLUME

Jeremy's commitment and hard work have resulted in an impressive career volume of approximately \$70 million. Last year alone, his total volume reached \$12.5 million. His journey is a testament to overcoming self-doubt and embracing a commission-based profession.

MENTORSHIP AND OVERCOMING CHALLENGES

Throughout his career, Jeremy credits mentors like Ria Hydrick and Tim Toates for their guidance and support. Overcoming personal doubts and transitioning from a salaried job to a commission-based one required perseverance and a strong belief in a faith-inspired leap.

PASSION FOR PEOPLE AND SUCCESS

Jeremy's passion lies in helping people succeed in their real estate goals. He brings energy and encouragement to every transaction, aiming to infuse joy into the process for his clients.

FAMILY, FAITH, AND COMMUNITY INVOLVEMENT

Beyond real estate, Jeremy is a family man. Married to Laura for 12 years, they have two sons, Judah and Bowen.



A family of faith, they actively participate in church and community activities, enjoying outdoor pursuits like hiking, golf, and traveling together.

GIVING BACK THROUGH FLOURISH ADOPTIONS

As the Chairman of the board for Flourish Adoption Ministries, Jeremy actively supports this non-profit Christian-based adoption organization in Greenville. Over six years, he has contributed to its growth and success.

HOBBIES AND INTERESTS

Outside of work, Jeremy finds solace in golf, considering it therapeutic and a source of healthy competition. He also enjoys walking, hiking, playing tennis with his wife, and spending quality time with his family.

DEFINING SUCCESS

For Jeremy, success is not about rankings or charts but about taking care of family, clients, and coworkers. Being a light and breathing life into everyone he encounters defines success in his eyes.

ADVICE FOR ASPIRING REALTORS

Jeremy encourages new agents to maintain a long-term perspective, stay ethical, and prioritize relationships over deals. He emphasizes the importance of reaching out to experienced agents for mentorship, budgeting wisely, and treating real estate as a 9-5 job focused on people.



IN CLOSING, JEREMY INVITES INDUSTRY PROFESSIONALS TO EMBRACE AN ABUNDANCE MENTALITY AND TREAT EACH OTHER WITH RESPECT, FOSTERING A MORE ENJOYABLE AND COLLABORATIVE REAL ESTATE ENVIRONMENT.

LEGACY AND REMEMBERING JEREMY BOUKNIGHT

Jeremy desires to be remembered for his passion for people, integrity, and dedication to his family. Professionally, he hopes to leave a legacy of treating people well and making a positive impact.

CLOSING THOUGHTS - EMBRACING ABUNDANCE MENTALITY

In closing, Jeremy invites industry professionals to embrace an abundance mentality and treat each other with respect, fostering a more enjoyable and collaborative real estate environment.

FAVORITE QUOTE:

“The pessimist sees difficulty in every opportunity. The optimist sees the opportunity in every difficulty.” — Winston Churchill





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