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PUBLISHER'S NOTE: DEES HINTON

I hope everyone enjoyed the Spring Social Night at Watkins! I was sorry to miss it but want to thank everyone for your thoughts, calls, texts, notes, food and especially prayers during this time.

Happy Mother's Day and Happy Memorial Day to everyone!

Dees



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We want to make sure you are well connected to what is happening, so here is a short checklist for you this month:

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- May 3 – Juanita Kennedy
- May 3 - Mandy Castle
- May 5 – Donna Burks
- May 6 – Paula Ricks
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Marianne Coker

Marianne Coker's Family is the Reason She Does What She Does

Marianne Coker may not have had a life plan mapped out when she studied marketing and psychology at Ole Miss, but those studies and the jobs she had along the way, led her to where she is now – one of the area's top producing REALTORS®.

Marianne grew up in Vicksburg, where she graduated from St. Aloysius High School. After graduating from Ole Miss, she worked in a variety of fields, from travel agent to office manager to florist and more. Then she took on the most important job of all. "I decided to be a stay-at-home mom for a while. I quit working when my youngest son was born. The PTO, Junior Auxiliary, various philanthropies, etc. kept me busy; but, after a while, I wanted more."

One of the things Marianne enjoyed doing was helping friends when they were looking to buy a home. "I went to look at houses with them, pointing out features of each home. I thought maybe I should be a REALTOR® and get paid for doing what I love."

At a party she attended, Marianne was approached by a broker with Coldwell Banker and asked when she was going to get her license. She responded, "Now!" Listening to her instinct, Marianne took online classes and then sat for her real estate exam. She got her license in 2007. "I had no idea what I was doing, but I followed my broker around for months trying to learn everything I could!"

As a single mom, Marianne had a strong desire to get out there and succeed. "I pushed myself," she says. Marianne thought it would be a nice part-time job for her. "But I want to do everything one hundred percent, so it soon became a 24/7 job for me. I guess I was afraid of failure. I just put a lot of pressure on myself."





In hindsight, she is glad that she did. “I learned a lot along the way.” Over time, she found her balance between work and kids. “I learned the words ‘I’m booked,’” laughs Marianne. “That helped me a lot.”

Marianne worked at Coldwell-Banker from 2007 to 2016, helping clients in both the Vicksburg and Jackson areas. “The first house I ever sold was in the premier neighborhood in Vicksburg. The second house I sold was a manufactured home - I learned a lot from both. I also sold commercial properties, land, lake homes, antebellum properties - you name it, and I would list or sell it. One of my favorite transactions to date was

listing and selling a ‘haunted’ antebellum tour home complete with all the furnishings.”

She married David Coker in February 2015 and moved to Madison, continuing to work in Vicksburg for another year while she also oversaw the care of her mother. After her mother’s death, Marianne knew it was time to make her career move to Madison where she now lives. She met Rosemary Stovall in line at Kroger and knew she would be her next broker. “She is one of the kindest ladies I’ve ever known, and she truly cares about all of her agents. Berkshire Hathaway HomeServices Gateway Real Estate is a good fit for me. I now focus on residential homes and lots in the tri-county area. I still go to Warren County from time to time if I’m the right fit for the client.”

Getting to know the clients and their needs is such an important part of being a REALTOR®, and it’s the part Marianne enjoys the most. “I love the people I get to meet. I love helping people in all stages and seasons of their lives.”

“I still love looking at houses and I even go to open houses when I’m on vacation. I’ve seen some beautiful houses and some very ugly houses. But I have learned that what’s ugly to me may be a dream home to someone else.” When she meets a client, she wants to be their agent for life. “I help my clients, friends, their children, their parents, their friends, etc. with whatever they need. I want to be there for them every step of the way.”

Marianne and David enjoy playing golf. “We play couples tournaments a few times a year. I’m a terrible golfer, but I enjoy playing!” The couple lives and plays in Reunion. They are also actively working on their bucket list of exciting places to visit. Her three sons and five bonus children are spread from coast to coast which



provide great places to visit. “My two granddaughters, who are my heart, live in New Orleans, and I also have four bonus grandchildren that I adore.”

Her next phase of life includes building a lake home on Smith Lake, Alabama where she will be able to spend more time with family and friends. They had two great agents in Alabama who even tried to recruit her for their team.

“My family is the reason I do everything I do. Without God and my faith, none of this would be possible. My father is 93 and still going strong. Seeing our four generations is so very special to me.”





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CARSON DOBBS

Carson Dobbs Practices the Golden Rule in Work and in Life

Carson Dobbs dove into real estate with passion two years ago. He was, and still is, eager to learn all there is to know about the industry -- although it's not something he planned to do. "I didn't really have a plan," he laughs. But it's where he is now and he enjoys it more and more each day.



Carson has called Brandon "home" since the fourth grade. He attended school in Brandon for many years and graduated from Jackson Academy in 2012.

After a few semesters of college Carson started working with his parents at Hometown Magazines and The Vault Venue. At the age of 19, Carson gave his life to the Lord. Through his desire to grow in ministry leadership, he attended Highlands College in Birmingham,

Alabama. As the Lord would have it, he met his wife, Savannah, on move-in day. "I wasn't looking for a long-term relationship," he laughs. Carson and Savannah got married in April 2019 and the couple now has three boys, Shepherd, (3) Warrior, (2), and Joshua (4 months).

Savannah went on to get her masters in counseling. "She did it while being a stay-at-home mom with two kids and pregnant with our third!" When they got married, Carson started a landscaping business that included cutting, trimming, and blowing as well as providing sod to customers. "The sod business took off, and we delivered sod all over Mississippi."

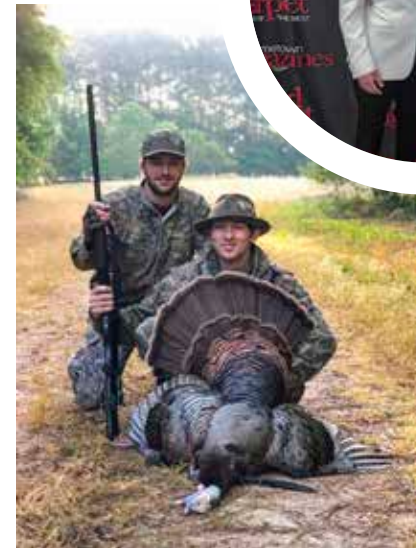
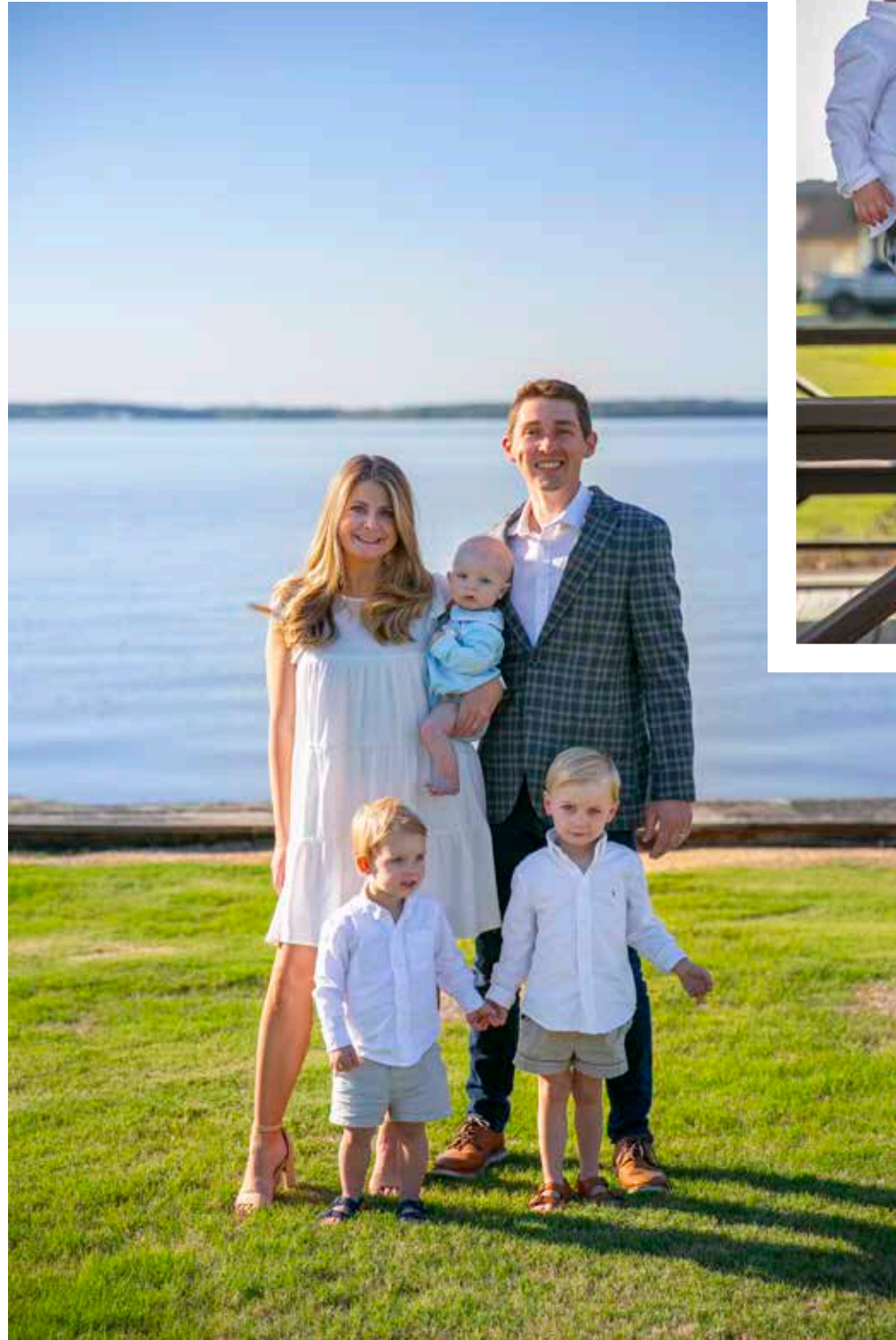
Carson realized the love he had for the people of Mississippi and he enjoyed the social aspects of meeting Mississippians, working in their yards, and helping them achieve the look they wanted for their home. Carson always thought he'd like doing real estate and



with a little encouragement from his friend, Toler, he signed up for the REALTOR® course through Zoom. After obtaining his license, Carson interviewed different brokers. He knew he had to get it right the first time. “I had just enough money saved to live on for three or four months. Failure was not an option!”

He settled on Southern Homes Real Estate. “It was a good fit for me. I shadowed several agents, learning as much as I could. Victoria and Austin Prowant are family now. And I’m still in constant learning mode.”

Carson enjoys helping clients buy and sell homes. “I recognize that a home



is the biggest purchase most people will ever make. Having someone to guide them through the process makes all the difference. That’s the burden I love to carry. I realize now that my ministry training transfers to my real estate career 100%. I simply try to treat everyone I meet exactly how I’d want to be treated if I were in their shoes. I believe that God has a purpose for me to be in real estate.”

In his downtime, Carson says he loves being outdoors. “I love hunting, especially turkey hunting. I grew up playing tennis and still enjoy playing tennis, pickleball, cornhole, golf, and anything else that allows me to be competitive. But Carson admits there is not much downtime with three sons under the age of four. Savannah stays home with their boys and also runs a spray tan business called Glow Girl out of their garage using all-natural products.

Their family enjoys spending time together, playing outside, building campfires and going to the trampoline park. They also enjoy hosting people in their home. “We are part of a small group of young married couples, through Crossgates Baptist Church, so we are all at the same stage in life. If someone is looking for a group, we would love to have you join us!”





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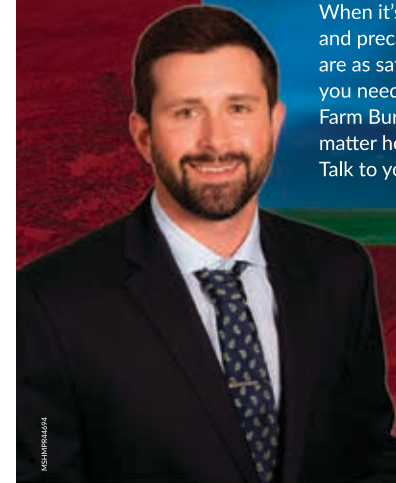
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Daniel Thomas, owner of Five Star Inspections, LLC, takes his responsibility seriously. "I got my license in 2017. It was an answered prayer for me and by the time I went out on my own, I was serving people who trusted me and liked what they saw."

A lifelong resident of Madison, Daniel was in the last graduating class of Madison-Ridgeland High School. "My class helped pick the mascot and school colors for the new Madison Central High School," he says.

Daniel has always been a hard worker, and without realizing it, everything he did for a living led him to where he is now. As a young man, Daniel did a lot of construction work. "I worked in heavy industrial, commercial, framing, and trim carpentry and I spent several years doing electrical work."

No stranger to hard work, Daniel held a second job as a waiter at Cock of the Walk and served as manager for a time. When Nissan geared up production in 2002, he went to work there, serving in management roles for several years. But as sometimes happens in the corporate world, there were changes. "I needed a more family-friendly job. I was put on night shift so I was missing out on a lot with my girls."

Daniel's wife, Jessica, is an agent with Turn Key Properties. "We can't do business together because it could be seen as a conflict of interest, but she was very supportive of me when I was working to get my license,



and she is supportive of my career as a home inspector.” The couple has two daughters. Anna Kaden (19) is a freshman at Mississippi State. “I’m a Phi Mu dad,” Daniel says proudly. Daughter Sara Reeves (17) is a junior at Madison Central. “They are why I work,” says Daniel.

He looked into doing home inspections and took the required classes to get his license. “I passed the test and went to work right away with a guy who needed help in his business.

I told him from the beginning that I intended to leave Nissan.” While working both jobs, Daniel also worked to get his ICC certification and his builder’s license, both of which are needed in Mississippi to do new building inspections.

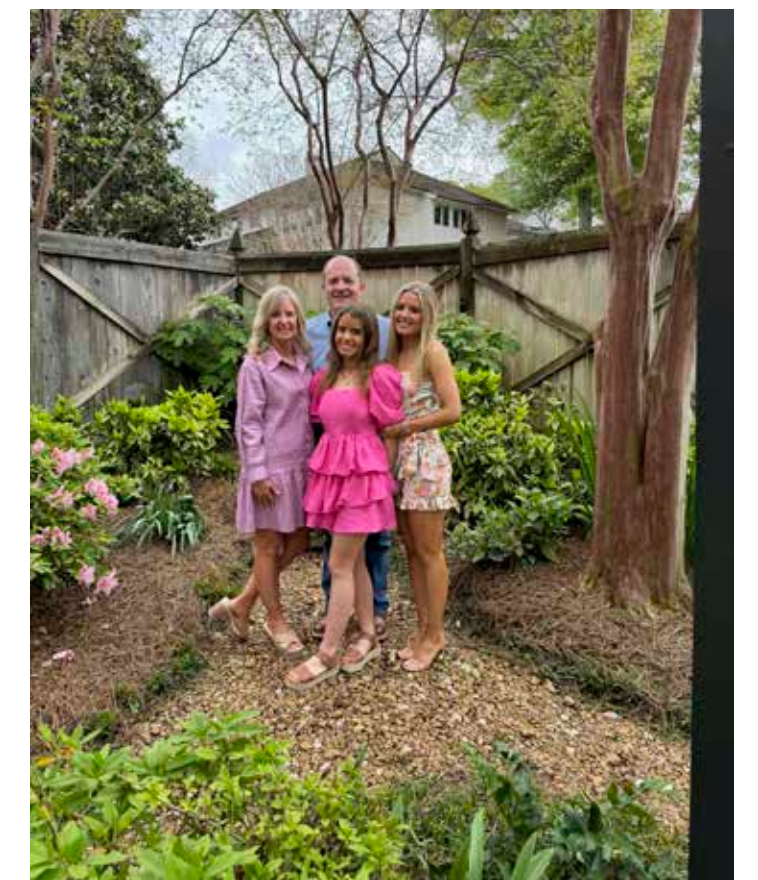
At that point, he decided to go out on his own. “Fortunately for me, it has worked out.” He quit his job at Nissan in December 2021 and started Five Star Inspection. “I try to be as thorough as possible,” he says. “I want to make sure when I go over my report with clients that they have a clear understanding of



where they are putting their money. I want people to understand what is going on with a house, being as optimistic as possible, without trying to sway their decision. I simply provide information and give them the facts.”

Daniel has done a lot of work with REALTORS® and he is very aware that he may be dealing with an agent who has spent every weekend for the past six months showing clients 45 houses. “They also need the peace of mind that the home their clients finally settled on will pass inspection.” For that reason, Daniel says he often does pre-list inspections for sellers so any problems that could arise can be taken care of.

When not busy inspecting homes, Daniel says he enjoys MSU sports. “We don’t miss football games and we try to get to as many baseball games as we can. Now that our oldest daughter is a student at MSU, it makes it even more fun.” He also enjoys playing golf but says that he doesn’t get much playing time. “More than anything, I enjoy hanging out with my family.”



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Allison PALMER

Allison Palmer Starting a New Chapter in Real Estate Career

Allison Palmer always thought she wanted to be a lawyer. The West Monroe, Louisiana native went to college for a semester at North Louisiana University and met the love of her life. “I guess I got my MRS degree,” she laughs. “I dropped out at age 19 and let him finish school while I worked to support us.”

The couple moved to Jackson in 1996 for her husband to attend the Mississippi College School of Law. “I went to the University of Louisiana in Monroe, where I got my degree in psychology. The funny thing is, when my husband first started practicing law, he hated it. But he earned an additional degree in tax law from the University of Alabama and now he loves it. His practice focuses on estate planning, special needs trusts, asset protection, probate, and elder law.” And now in keeping with the family tradition, they have a son attending the Mississippi College School of Law.

Early on, Allison says she was a stay-at-home mom and she kept children in her home to help pay the bills. “One thing I enjoyed doing was going to new build open houses. It was easy to put the kids in a stroller and check out the latest home trends. I got my real estate license for fun, thinking I’d do it as a hobby when my kids were little.” She took classes online with the Mississippi REALTOR Institute and got her license in 2007. A few years later she had her broker’s license. “I decided to get it because I found I preferred teaching and training over actual selling.”

Allison has developed four training programs based on four different learning styles. “That goes back to my psychology studies,” she says. “I never anticipated having a degree in psychology would come in handy in this field. But there are different personalities, and different needs – the ‘why’ of getting into real estate. I delve deep into people’s lives and it has paid

off.” Allison’s number one rule of all training is “We sleep good at night.” To her, that means always doing the right thing for the public and always being an agent that other agents like to work with. “There is enough business out there for everyone. It doesn’t matter where your license hangs, we are all in this together.”

Starting her career at Brandon Roberts Real Estate in Canton, Allison says she sold one house her first year. “I used my earnings to take my family to Disney World.” The



next year she sold two houses. “That year we went to Disney World and Universal Studios!” The third year she decided to go all out. “I met a friend, Mary Ann Roper, who had been in the business a few years longer than I, and she and I hit it off! We were real estate partners and partners in crime for 15 years,” Allison says. “We decided to partner on a deal or two from a desk in my master bedroom. As my small children played on the floor around us, we would take turns calling expired listings. We would get so tickled that



Allison and Chris are just one step away from being empty nesters. Their oldest, Hali (29) graduated from MSU and is married to Tanner Lewis; Hayden (22) is in law school at Mississippi College and is engaged to be married in December to Faith Smith, who is a newly licensed REALTOR. The baby, Hadley (19) is in her last semester at Hinds and plans to attend Belhaven in the fall.

Allison enjoys serving and working along with other REALTORS. She served as a director of the board for CMR over the past four years and is now a member of the Leadership MAR class of 2024. She has served on various committees over the past two decades, including the best practices committee, professional standards committee, and most recently she serves as a co-chair on the affiliates committee at CMR.

TurnKeyPropertiesMS.com



we would have to go to separate rooms to make the calls, just to control our laughter. Once we decided to team up and make a business of it, we closed on 120 properties our first year together.”

Allison said it took a while to find her stride. “I was having a hard time balancing work and three kids and for a time I had no personal life. Mary Ann and I bounced things off each other and the business blew up. We secured many deals on the phone while sitting in my van, waiting in car rider lines at my kids’ schools.”

After spending the past ten years at Hopper Properties where she was a trainer and managing broker, Allison has leaped to a new adventure. “I will turn fifty this year, and I decided to go out on my own!” She is opening her own branch of Turn Key Properties in Brandon. “I’m super excited about it. This is a new chapter for me. I’ve been friends with Katie Warren for many years and I’m excited to share resources such as group training and benefits with the Turn Key Madison location, which is brokered by her husband, Stuart.”

Allison and her husband, Chris, live in Brandon. In her spare time, she is an avid pet rescuer. “I do a lot of trap and release and rehoming,” she says. “My goal is to have 100 animals spayed and neutered each year and I reach that goal a lot.” She has a love for special needs animals and especially for her “rescue fail,” a cat they call Home Depot Blind Kitty. “I always name my rescues after where they are found to help me keep up with vet records. He was found in a grill at the Home Depot, and he was very sick and had no eyes. I bottle-fed him and carried him with me everywhere I went” Allison says.



“I got him the year my mama died. I know I rescued him, but the real story is that he rescued me. I was suffering from a great depression and helping him pulled me out of it”. All of her rescues are meant to find new homes, but HDBK is a “rescue fail” because she couldn’t bear to part with him. He lives the life of luxury at her home along with his brother Yoda and sister Millie, both dogs.

She also loves travel and music and will travel to see an artist she likes. “I am a huge fan of Rob Thomas and Matchbox 20,” she says. Rob and his wife have a charity called Sidewalk Angels and money raised at the concerts goes to fund no-kill shelters, a cause very dear to her heart. Allison will travel all over the country to catch a show and Rob knows all about HDBK.



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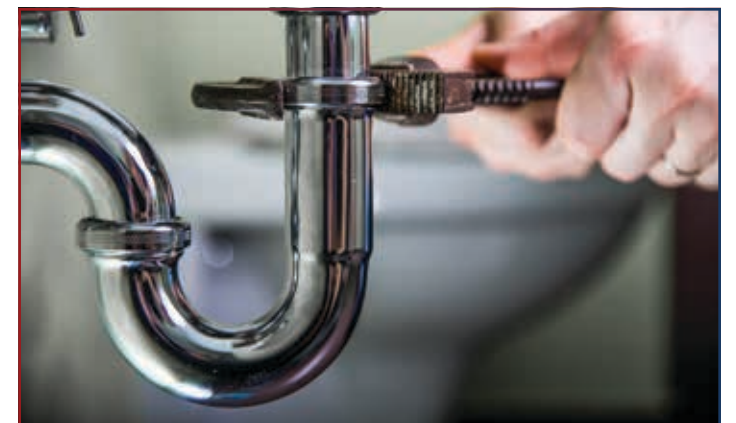
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