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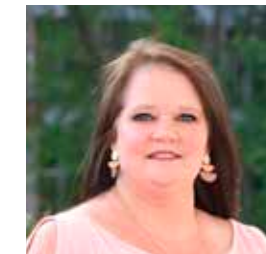
MEET THE COLUMBIA REAL PRODUCERS TEAM



Robert Smith
Co-Owner & Publisher
Advertising Sales
robert.smith@realproducersmag.com
843-560-6278



Sierra Nelson
Co-Owner & Publisher
sierra.nelson@n2co.com
402-560-4555



Amy Porter
Director of
Content/Relations
amy.porter@n2co.com
864-356-1443



Andrea Hoffman
Ad Strategist
sc.ads@n2co.com



Sheena Summers
Account Executive
sheena.summers@n2co.com
843-560-2681



Amber Smith
Client Success Manager
sc.ads@n2co.com
919-391-5894



Chelsea Marne
Photographer
Chelsea Marne Photography
chelseamarnephotography@gmail.com
724-289-6179



Shayla Tabor
Photographer
hello@staborstudios.com
713-402-8989



Heather Spruill
Writer



Beth McCabe
Writer

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Anna Garrison Photography
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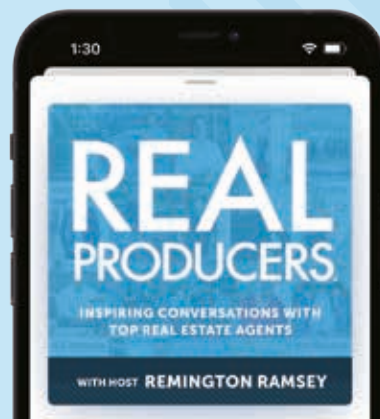


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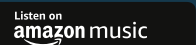
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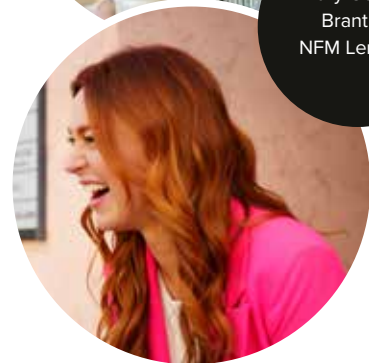
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► publisher's note

May

**HAPPY
MOTHERS
DAY!**

By Robert Smith, Area
Director/Publisher

Dear Columbia Real Producers

As we embrace the blossoming beauty of May, we are delighted to bring you a special edition of our *Columbia Real Producers Magazine*, dedicated to the heart of every home and the guiding force behind countless dreams – Mothers.

In celebration of Mother's Day, we extend our warmest wishes to all the incredible mothers who shape our lives with love and wisdom. This month, we are thrilled to present a cover feature that embodies the spirit of excellence in the real estate industry, a realtor who not only excels but stands out as a true leader. They are a beacon of success, setting the standard for excellence in the field.

Within these pages, immerse yourself in the journey of a distinguished Top Producer, setting the bar high in the real estate industry. Witness their remarkable achievements and the unique strategies that have propelled them to the summit of success.

You'll discover the story of a Rising Star in the real estate world, someone whose passion, dedication, and innovative approach have set them on a trajectory toward greatness. We invite you to be inspired by their journey and achievements.

As we recognize the importance of collaboration in the real estate landscape, we are proud to showcase an Amazing Preferred Partner who has played a vital role in shaping success stories alongside our featured realtor. Their commitment to excellence and unwavering support make them an indispensable part of the journey towards turning dreams into reality.

May this Mother's Day edition fill your hearts with warmth, inspiration, and gratitude. Join us in celebrating the achievements of our Cover feature realtor, the brilliance of a Top Producer, the promise of a Rising Star, and the unwavering support of an Amazing Preferred Partner. Together, let's honor the mothers who make every house a home.

Happy Mother's Day!

Warm regards,

Robert Smith- Co-Owner/ Advertising Sales
Sierra Nelson- Co-Owner/ Publisher

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SHAYNA Levine

Written By: Amy Porter
Photos By: Shayla Tabor (Stabor Studios)

▶▶ preferred partner spotlight

Nurturing Real Estate Transactions with Care and Precision

In the bustling world of real estate, where transactions can often seem daunting and complex, Shayna Levine stands out as a beacon of reliability and support. As the founder of Levine Contract To Close, Shayna brings a unique blend of passion, professionalism, and attention to detail to every real estate transaction she handles.

A Commitment to Excellence

Founded in December 2020, Levine Contract To Close serves as a vital support system for realtors, teams, and brokerages, guiding them seamlessly through the intricacies of the closing process. From Contract to Close and Dual Agency services, Shayna's expertise ensures that every transaction is executed with precision and care.

A Journey Rooted in Passion

For Shayna Levine, entrepreneurship runs deep in her family's roots. Growing up, Shayna witnessed the determination and resilience of her grandfather, who owned his own cleaners for many years in Ohio. His entrepreneurial spirit left an indelible mark on Shayna, instilling in her a belief in the power of hard work and self-determination.

This legacy of entrepreneurship continued with Shayna's mother, who utilized her natural gifts to supplement the family's income during Shayna's upbringing. These early influences, coupled with Shayna's own talents and aspirations, laid the foundation for her journey into the world of real estate.

Shayna's decision to include her last name in her business, Levine Contract To Close, reflects her belief in the importance of family and legacy. As a devoted wife to her husband Vincent and a loving mother to their two boys, Shayna is driven by a desire to create a better future for her family while serving as a role model for her children.

With a passion for interior design and a keen eye for detail, Shayna found herself naturally drawn to the real estate industry. Her journey from management positions to entrepreneurship was guided by a deep-seated desire to forge her own path and make a meaningful impact in her community.

Today, as the founder of Levine Contract To Close, Shayna brings this passion and dedication to every transaction she handles. Her journey is a testament to the power of hard work, perseverance, and the unwavering support of family.





Connecting with Levine Contract To Close

For those seeking a trusted partner in their real estate endeavors, Levine Contract To Close is more than just a service provider - it's a reliable ally committed to your success. Visit www.levinecontracttoclose.com or connect on Instagram and Facebook (@levinecontracttoclose) to learn more about Shayna Levine and her journey in the world of real estate.

In Conclusion

In a world where attention to detail and personalized service are paramount, Levine Contract To Close shines as a testament to Shayna Levine's unwavering commitment to excellence. With a passion for empowering clients and a vision for the future, Shayna continues to make her mark in the real estate industry, one successful transaction at a time.

The world will ask you who you are, and if you don't know, the world will tell you.

-CARL JUNG



Empowering Clients, Building Relationships

At the heart of Levine Contract To Close lies a deep commitment to client satisfaction and success. Shayna's compassionate approach and dedication to her clients' needs set her apart in the industry. Her professionalism, clear communication, and proactive nature ensure that each client feels supported and valued throughout the transaction process.

A Vision for the Future

As Shayna looks to the future, her vision for Levine Contract To Close is clear - to continue making a positive difference in the lives of her clients and the community. With a focus on integrity, partnership, and excellence, Shayna aims to expand her reach and impact in the real estate industry while staying true to her core values.

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► cover story

JEANEENE CAMPBELL

A supportive wife, proud mother of four, and the founder of Campbell & Company, Keller Williams Luxury, Jeanene Campbell has proven she can do it all. Reeling in a total volume of more than \$45 million in 2023, it is clear that she and her team are more than talented and knowledgeable enough to withstand this unpredictable and challenging business.

READY TO TAKE THE LEAD

Growing up with a mother who excelled in the real estate industry, Jeanene knew she would one day follow in her footsteps. However, she found love first, marrying her husband, Mathew, and became a stay-at-home mom. After he retired from the NFL, the family moved to Hilton Head Island, and soon, Jeanene found a brokerage that presented a perfect opportunity to follow her dreams. In 2005, she earned her license and started her career with Cora Bett Thomas Realty, Christy's Great Estates.

Jeanene states, "Cora Bett was a fantastic leader! From her, I learned how to deliver top-notch concierge service to all my clients; no matter their price point, they all receive the best and same treatment."

After the 2008 market crash, Jeanene managed to stay successful; unfortunately, it was from buyers purchasing her client's homes, which they were forced to list as short sales and foreclosures. For Jeanene, it was extremely emotional to watch her clients go through such a stressful time.

In 2009, Jeanene's husband accepted a coaching job in Lexington, Virginia. After such a challenging experience with the market, she was happy to reset her mind and spirit for her future endeavors. She became a certified housing counselor for Section 8 housing and Habitat for Humanity.

"It was the restoration I needed. It comforted my soul to continue helping people in need find a home, especially my first-time buyers."

Nine years ago, Jeanene and her family moved back to South Carolina and settled in Kershaw County. A year later, she was ready to sell real estate again, joining Palmetto Home and Land in Lugoff.



MANAGING REAL ESTATE AT ITS FINEST

Photos By: Chelsea Marne Photography
(Chelsea Marne)

After years of being back on the market as an agent, Jeanene settled her REALTOR's® hat with Keller Williams Realty in 2022. During this time, the market was in flux, causing her to turn business away because she couldn't give each of them the attention they deserved. So she formed her team, Campbell & Company, Keller Williams Luxury, which primarily caters to Kershaw County and specializes in Historic, Luxury, and Equestrian properties. Starting her own team helped to ensure clients got into a home immediately. It was also a plus to work with a group of amazing ladies.

After picking up and moving her family up and down the East Coast a few times, Jeanene is no stranger to having to start all over.

"It's hard to break into a new community. I am so grateful for the people who gave me a chance, and I want to give others that same chance as they come to find a home in the Columbia area. And I have a fantastic team that shares those same values with me. "

Jeanene is always encouraged by the many gifts that grace her team at Campbell & Company. With intelligent, spirited, and dedicated ladies like Debbie Elliott, Patricia Robinson, Sydney Mason, and Lindsey Grammel by her side, their clients are in the best hands in Columbia.

LOVING HER LIFE AND COMMUNITY

"Serving our community is our collective passion. Helping others achieve their goals and dreams by finding the perfect place to call home or expanding their real estate portfolio makes this career worthwhile. Some of us are even planning to take their business to North Carolina. We want to serve as many clients as possible, as best as possible.

Jeanene and her fantastic team of five provide their clients with the best services and are committed to making a difference in their community. Every Thanksgiving, they give 20 full meals to 20 families in need. This year, the ladies will sponsor events that include Night To Shine (Tim Tebow's special needs prom), a free medical clinic, a Horse and Hound Expo, the Fine Arts Center, and Historic Preservation.

When she is not on the clock, Jeanene has been cheering on her husband, Mathew Campbell, a former NFL player for the Carolina Panthers. When they first arrived in Kershaw County, he accepted the Athletic Director and Head Football Coach positions at Lugoff-Elgin High School. Recently, he has received a new position at the District Office. The couple is extremely proud of their four children: Hunter, a married engineer for Augusta



Not everyone will like you in this demanding industry, but it is best to never go against your own morals.

**FOLLOW YOUR GUT;
YOU'VE GOT THIS.**

”



National Golf Course; Madi, an Event Coordinator in Winter Park, Colorado; Jake, a recent college graduate working towards his contractor's license; and Matt Jr., a junior in high school. When Jeanene's family finds time to have fun together, they enjoy backyard cookouts, bonfires, music, and boating. They also enjoy being active as they love to fish, play sports of all kinds, and travel.

"I define success as helping to achieve my client's goals. What they want matters to me. My team and I listen to our customers and do our best to meet their wants and needs. Their time is just as precious and must be spent well, so we do our best to take as much off their plate as possible."

With almost 19 years of real estate know-how, Jeanene was made for this industry. Her own moving experiences and understanding of how to give top-tier services to all of her clients make her a teacher of the trade as well. She hopes to provide helpful advice to those new to the business.

Jeanene concludes, "Be honest and transparent with all of your clients and other agents. No dollar is worth losing a pristine reputation. Not everyone will like you in this demanding industry, but it is best to never go against your own morals. Follow your gut; you've got this."

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DANNA C. VANN



● AN **ADVOCATE** OF HER COLUMBIA COMMUNITY

With a career volume of over \$24 million, Dana C. Vann has been a heavy hitter in the real estate industry since 2016 and shows no signs of slowing down. Grateful for a career where she can help others achieve their goals makes her one of the best REALTORS® to have in one's corner.

TAKING ON A NEW ADVENTURE

In 2016, Dana knew she was ready for a new beginning; whatever it was, it would be a position that catered to people. She was passionate about helping others succeed and achieve their goals and soon realized that real estate would be the perfect business for her to thrive in. It was humbling to know that she would one day be a part of someone's story.

Dana settled her REALTOR® hat at ERA Wilder Realty and has been happy and content ever since.

Dana states, "I loved the feel of the office and the company from the first time I walked in those doors. The agents were welcoming and always willing to help. They supported each other, and that's something special you don't find often."

Early in her career, Dana faced an unexpected challenge when her husband and 5,800 other



people lost their jobs. As he began to travel for work, Dana had to learn to manage her business and step into the role of the primary family caretaker. Through continued perseverance and the support of the team of agents in her office, Dana was able to find her stride.

"There is something to be said about where you start in life and the amount of time, work, and effort expended to reach the same goals as others. I will never take away from someone else's success, but knowing the effort I made to work to get to this place in my life makes every goal achieved much more meaningful. I am proud of myself and thankful for a team that has helped me along the way."



Dana finds joy in watching those in her community make homeownership a reality. Though the home-buying process is very detailed and intimate, she does her best to meet her clients' needs wherever they may be in their lives. The most rewarding part of her business is building lasting friendships with those she has assisted over the years.

"Knowing that my impact was enough to be thought of or included in their life is the icing on the cake."

TAKING CARE OF HER COMMUNITY

When she is not on the clock, Dana is one of her office's main

organizers for charitable giving. For the last five years, she has been the chairperson for their annual Let's Get Loud: Battle of the Bands event, which raised funds for the Fisher House of Columbia and Muscular Dystrophy Association. She is also an advocate for those in recovery from substance use and a supporter of Ritz Fest, an annual event that primarily focuses on teen suicide. Dana is an active church member, serving on multiple local missions. In 2023, she was proud to attend her first international mission trip to Mexico City. Dana also served for many years as a Chapter Advisor to collegiate members of Alpha Sigma Tau Sorority at Chowan University, of which she is an alumna. Serving as an advisor allowed her to give back to the community where she grew up, impacting the lives of many young women in northeast North Carolina.



Not only is Dana involved in her community, but her family of four is always on the go. She and her husband, BJ, spend much of their time supporting their two daughters, Farrah and Camilla, in their sports and extracurricular activities. With both of their girls being gymnasts, it is always a treat for Dana to watch her children grow and excel in what they love to do. Her family enjoys boating, fishing, and swimming with their loved ones at Lake Murray. With their love for traveling, the foursome is excited to take a trip to Europe for the first time this year.

With years of experience and much success, Dana's clients know they are in the best hands.

"Of course, being financially compensated is how I make a living, but that is not why I wake up most mornings to go to bat for my



MARKETS CHANGE, RATES CHANGE, AND CLIENTS CHANGE, BUT WHEN YOU SHOW UP FOR YOURSELF AND YOUR CLIENTS, YOU CAN

ENGAGE

AND BE OPEN-MINDED, AND, MOST IMPORTANTLY, YOU HELP YOUR CUSTOMER

WIN.



customers. I want the best for them and work hard to guide them in making the soundest decisions they can make, especially with such a significant purchase. It's not about cutting corners but listening to their needs and ensuring they are treated fairly through a challenging process."

And just as she has educated and guided many clients, new and current, Dana hopes to raise up-and-coming agents to a similar standard.

Dana concludes, "Never stop learning and always show up. Markets change, rates change, and clients change, but when you show up for yourself and your clients, you can engage and be open-minded, and, most importantly, you help your customer win."

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**MAKING
HER DREAMS
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BRANDIE CLARKSON

Photos By: Shayla Tabor (Stabor Studios) | Written By: Heather Spruill

One would think Brandi Clarkson has enough on her plate with her husband, two children, and a house with fourteen different pets. However, with a career volume of over \$30 million and only six years of experience, it is evident that she is one of Columbia's best Top Producers who can handle anything in the real estate business.

HER TIME IS NOW

Brandi grew up in a nontraditional environment, raised by multiple sets of grandparents. Though her childhood was less than desirable,

one of her caretaker's careers as a REALTOR® gave her a dream. She practically grew up in Model Homes, helping clients with their paperwork and assisting with their house designs. As a special thank you for her efforts, young Brandi was often gifted dogs as payment. Early in life, she knew what she aspired to be and do: serve others and become #YourBestFriendInRealEstate.

Eager to be her own adult, Brandi earned her GED and fell in love with her future husband, whom she had met during her senior year of high

school at Irmo High School. A young mother at 20, she decided to stay home to raise her children and hold off on her dreams until they were older. In the meantime, Brandi volunteered at their elementary school so often that she was offered a paid position with School District Five as an K5 Assistant and later became an Administrative Secretary for 13 years. Though the job did not pay much, it fit perfectly with her family's schedule, allowed her to be a hands-on mom, and gave her fulfillment. Over a decade later, Brandi gained much experience and knowledge in

customer service and leadership, which would bring her much success as an agent.

Brandi states, "When I finally got my license in 2018, I didn't intend to resign from the school district immediately. However, after joining my first brokerage, I quickly found success, with three houses under contract within my first six weeks. Even though I hesitated to leave my job in the school system, I was encouraged to make my dreams come true."

Brandi started as an agent at a small boutique brokerage but moved to Fathom Realty in 2020. She planned to obtain her license, work for three years, get her broker's license, and open her own brokerage. But when she discovered Fathom, her objective changed.

"Owning my own brokerage no longer made sense. I loved the culture, resources, and commission model Fathom offered and soon discovered that I could not operate my own brokerage for any less than I was paying here. Instead, I became heavily involved with the company, taking on anything offered, and earned my broker's license in 2022. I became a team lead, a mentor for Fathom's mentor program, and now I am a district director for our Columbia and Piedmont markets."

Today, Brandi is passionate about developing and supporting up-and-coming agents. She is thrilled to continue growing her business while supporting the growth of Fathom as well.

PROSPERITY, PARENTHOOD, & PETS

Because she appreciates the financial independence that real estate has provided her family, Brandi looks forward to never retiring. Her dreams and goals are slowly but surely becoming realities. Building her real estate portfolio, sending her children to





There is never a dull moment in the Clarkson household.

In addition to serving her favorite cause, Brandi also serves in the community where she was raised and currently resides: Irmo, South Carolina. She founded and manages the Irmo Neighbors Community Facebook group, which relays community information and local recommendations and, of course, posts searches for missing pets to over 10,000 members. Actively involved through neighborhood partnerships and advocacy, Brandi enjoys participating in local events and celebrating a town she loves so dearly.

With a heart to serve those current or new to the community and give aid to animals in need, Brandi makes it her business to help everyone find their HomeAgain. While her achievements and knowledge are solid, she focuses on how she can help others find what they truly need, not just her clients but also new agents in the industry. It is essential that she teaches up-and-coming REALTORS® how to use what they already know, regardless of how little or big it may seem, and make it work for them.

Brandi concludes, “Spend your time and money on potential and

current clients you already know. Don’t hesitate to step out of your comfort zone and meet new people as you grow. Talk to everyone everywhere you go. Love the people who know and trust in you, and they will love you back.”

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“ LOVE THE PEOPLE WHO KNOW & TRUST IN YOU, & THEY WILL LOVE YOU BACK. ”

college debt-free, establishing investment properties, and, eventually, having an animal rescue of her own are just some of her future goals. She managed to accomplish one of her biggest goals: Supporting rescues, shelters, and pets in need in her community.

“I established HomeAgain Properties because, growing up, my childhood pets rescued me. I knew giving back to animals would be a huge part of my business model. Since my very first closing, portions of my commissions have gone to helping rescues, shelters, and pets in need in my community. We have found and united dogs with their owners, rehomed them, and paid vet bills for struggling owners. My team organizes a holiday donation drive, Santa Paws,

for Lexington County Animal Services and last year my office organized a community dog wash, which supported Final Victory Animal Rescue as our Fathom Cares initiative.”

When she is not working, Brandi enjoys spending quality time with her husband, Chris, and their adult children, Madison and Noah. Madison’s passion for animals and the well-being of others led her to earn degrees in criminal justice and forensic psychology. Brandi’s son Noah has worked at a local automotive repair shop since high school and will soon graduate with a degree in Automotive Technology. Brandi and her family love to travel but must stay close to home to care for their five dogs, four cats, two bunnies, and three chickens.





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