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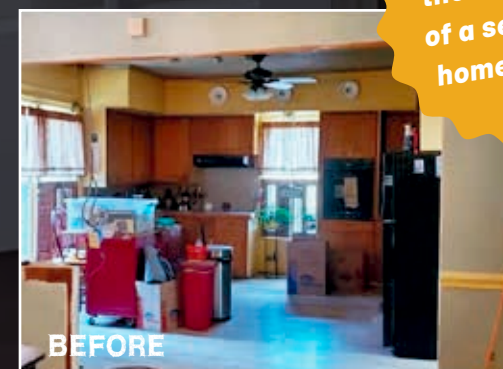
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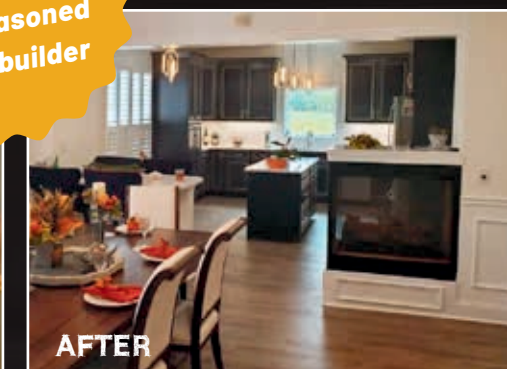
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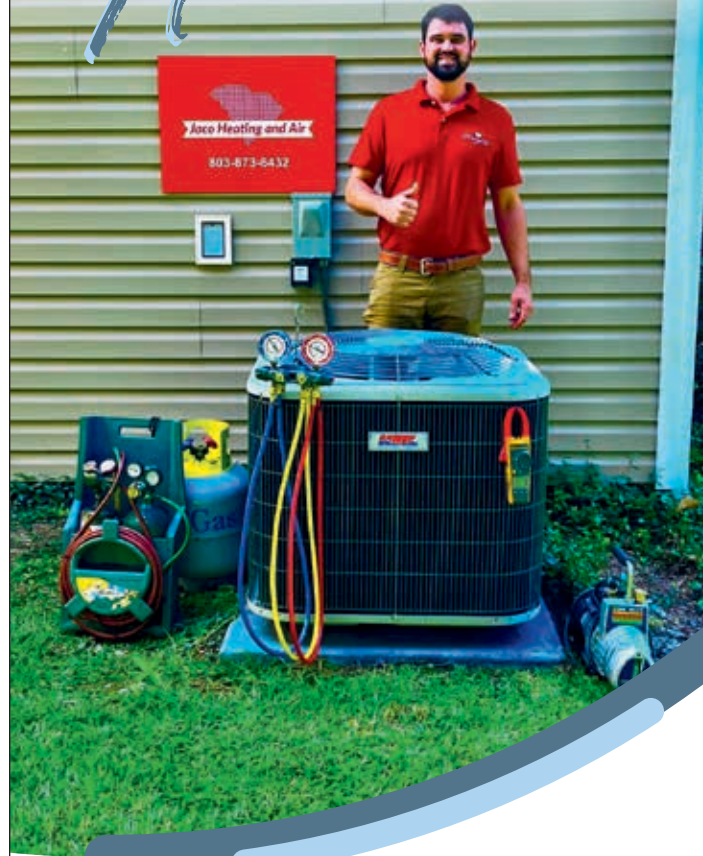
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▶ publisher's note

NOVEMBER 2024

HAPPY THANKSGIVING!

Happy Thanksgiving, Columbia!

As we enter the season of gratitude, it's the perfect time to celebrate the incredible individuals who make our real estate community thrive.

First, we are honored to feature **Hope Derrick**, our **Cover Feature Realtor**. Hope's dedication to her clients and commitment to excellence are truly inspiring. Her leadership and professionalism continue to raise the bar, making her a standout in our industry.

Next, let's recognize **Zeke Riddle**, our **Top Producer**. Zeke's tireless work ethic, remarkable achievements, and unwavering passion for helping clients achieve their dreams make him a true leader in real estate.

We also shine a light on **Desmond Meade**, our **Celebrating Leader Realtor**. Desmond's mentorship and influence have shaped the careers of many rising stars in our field. His dedication to guiding others speaks volumes about his character and the legacy he's building.

Finally, a huge thanks to our **Amazing Preferred Partner, Premiere Roofing**. Their reliable service and exceptional commitment to supporting the real estate community make them an indispensable partner in the success of many.

As we gather this Thanksgiving, let's reflect on the relationships we've built and the achievements we've made together. Here's to a season of gratitude, growth, and opportunity.

Wishing you all a Happy Thanksgiving!



Robert Smith



Sierra Smith

Warmly,

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The Robinson family, including their two daughters, Riley and Kendall, and their two beloved dogs, Brody and Macy, and this family calls Chapin home. Outside of work, Miller enjoys golfing and traveling, but his real pride lies in the work his team does every day. With a 4.9-star rating and over 630 glowing Google reviews, Premiere Roofing has set the standard for quality and customer satisfaction in the region.



Premiere Roofing's commitment to the community goes beyond just business. Each year, the company partners with Homeworks to provide a roof for a homeowner in need, exemplifying their belief in giving back. One of the most touching stories from the business is when the team repaired the roof of a man whose wife was battling cancer, free of charge. The man, who was blind, was overwhelmed with gratitude, and it's moments like these that showcase the heart behind Premiere Roofing.

To Miller, success is defined by creating opportunities rather than waiting for them, and Premiere Roofing embodies this through its dedication to delivering top-tier services. With a team that values respect, trust, and care, they continue to serve customers across the Columbia and Charleston areas with integrity and excellence.

For more information, visit roofteam.com or follow them on Instagram at [premiere_roofing_llc](https://www.instagram.com/premiere_roofing_llc) and on Facebook at Premiere Roofing.

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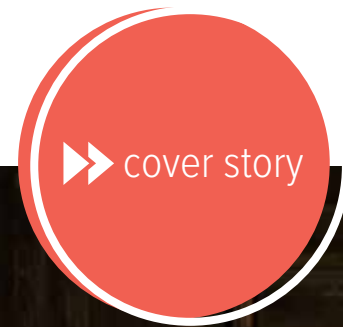


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Building Dreams AND A Legacy IN REAL ESTATE



● HOPE DERRICK

Photos By: Chelsea Marne Photography (Chelsea Marne) | Written By: Amy Porter

Hope Derrick, a seasoned Realtor with Keller Williams Realty, has established herself as a dedicated real estate professional in several Midland Counties in SC. Born and raised in Gilbert, South Carolina, Hope's deep roots in the community have shaped her passion for helping others achieve their dream of homeownership. Married to Mike Derrick, with two grown daughters and a one-year-old grandson, Hope's journey into real estate is one defined by family values and a desire to leave a lasting legacy.

After starting her career in accounting and property management, Hope took a 20-year hiatus to focus on raising her children. During this time, she engaged in various roles, from direct sales to working at her children's school, and even managing an office at a local church. In 2016, with her daughters grown, Hope decided to return to the workforce, obtaining her real estate license. What began as a part-time venture soon blossomed into a thriving full-time career, exceeding her initial expectations. "Some say I found my calling," she shares, reflecting on how

her business quickly grew, helping to support her family and secure their financial future.

In 2019, Hope's husband, Mike, left his 30-year career as a truck driver to join her in real estate full-time, a transition expedited by the effects of the COVID-19 pandemic. In 2022, their eldest daughter Haleigh followed suit by initially joining as a part-time agent and later becoming their Director of Operations. Together, they have built a real estate team that not only thrives but also

gives back to the community they love. Hope's long-term vision is clear: "Our dream and goal is to continue to grow our team at a level that supports and gives back to our community."

The team's expertise spans new construction, lakefront properties, residential homes, and land. Hope manages both buyers and sellers, Mike focuses solely on buyers, with a specialization in land sales. Her approach to real estate is simple yet powerful: everyone deserves homeownership, regardless of their financial situation. Hope is passionate about helping young buyers understand the process and budget responsibly, ensuring they don't overextend themselves. "What I give out returns to me," she notes, highlighting the importance of reputation and integrity in her work.

To date, Hope and her team have sold 365 homes with a total volume of \$78 million. In 2023 alone, their sales volume reached \$21.7 million. This success is rooted in her unwavering dedication to her clients and her belief in Keller Williams' values: God, family, and business. "We are an agent-owned brokerage where owning and running your own business is not only encouraged, but we are helped along the way to be successful," Hope explains, adding that the training, support, and shared belief systems at Keller Williams are key to her success. She is also blessed to have the amazing support from her community and clients.

Outside of real estate, Hope and her family are avid travelers and RV enthusiasts, with Alaska and Hawaii being among their favorite



destinations. They enjoy exploring national parks, attending Clemson games, and spending time by their pool with family and friends. Hope and her family also recently launched her own non-profit organization, P.O.P. (Passion Over People), in memory of their Pop, Paul Ray Derrick, who passed away in 2021. The non-profit supports local causes, from fundraiser dinners to helping children in need.

For Hope, success is about more than just financial gain—it's about leaving a legacy for her grandchildren and making a lasting impact on the lives of others. "I want to do big things in my community," she says. "Real estate funds that ability and the WHY that I have for my family." She is particularly passionate about helping young people achieve their dreams and build wealth, believing that everyone deserves a place to call home.

Hope Derrick's advice to aspiring realtors is simple: "Consistency. Follow the systems and models, do the work, and the business will come. Success is simple, not easy." For her, success is being able to enjoy life's big and small moments without worrying about how to make them happen—and that's what she strives to bring to every client she serves.

In the words of Sir Isaac Newton, one of Hope's favorite quotes: "If I have seen further than others, it is by standing on the shoulders of giants." Hope Derrick continues to stand tall in the real estate industry, building dreams, fostering community, and creating a legacy that will be remembered for generations to come.

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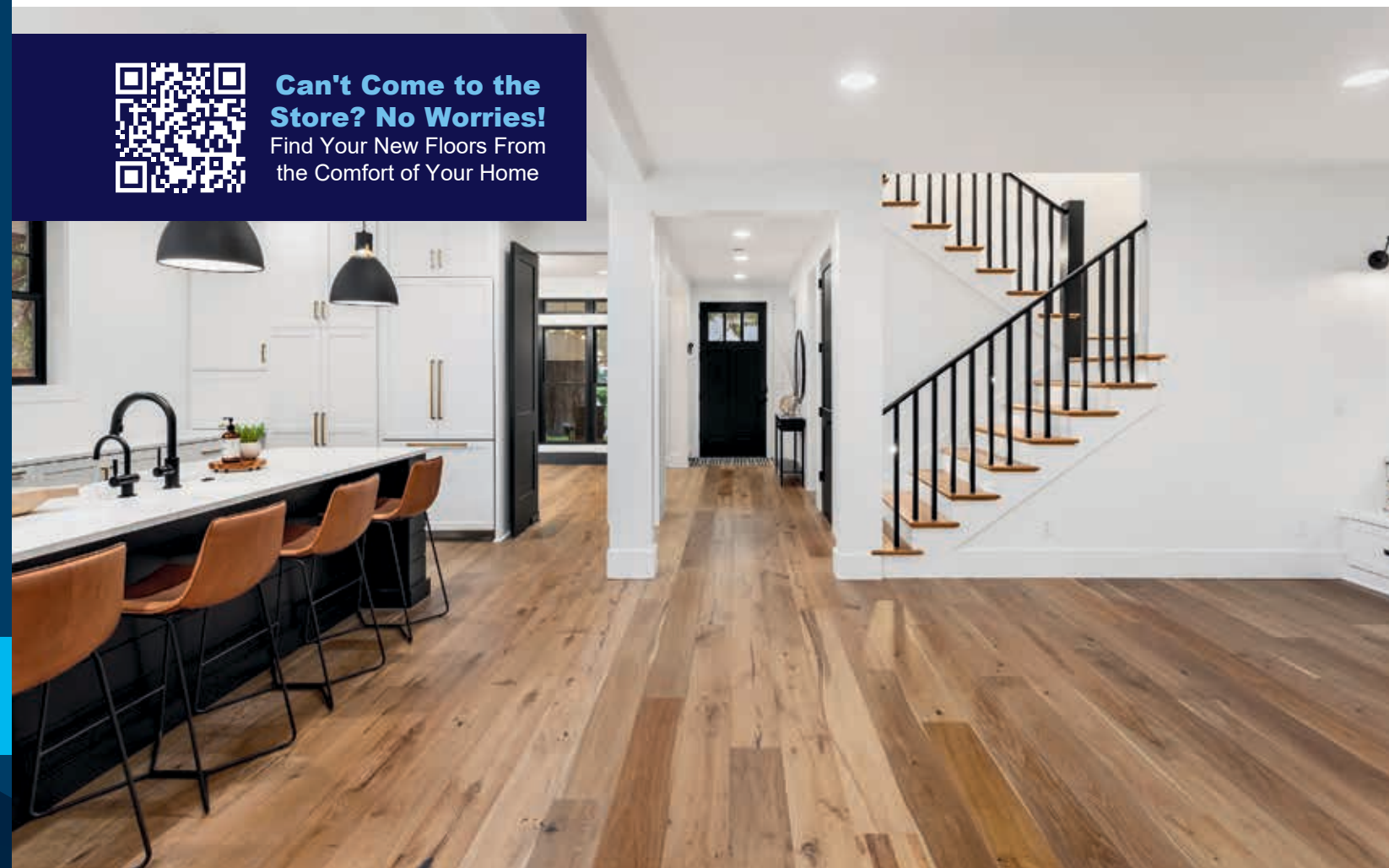
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SERVICE & SUCCESS

Desmond Meade, a seasoned real estate professional with nearly two decades of experience, currently works with Keller Williams Preferred. Described as an easy-going, laid-back individual, Desmond is passionate about helping people achieve their real estate dreams while also prioritizing family. His journey into real estate began after his retirement from the Army in 2005, where he found a fulfilling second career that provided an opportunity like no other.

Over the past 19 years, Desmond has specialized in real estate across multiple areas, including Columbia, Elgin, Blythewood, Lexington, Irmo, Lugoff, and West Columbia. His career started at Carson & Associates, where he worked for three years before transitioning to Keller Williams Realty in 2008.

The decision to join Keller Williams was rooted in the company's strong training programs, supportive culture, and cutting-edge technology. Desmond began his career as an independent agent but launched his own real estate team four years ago, focusing on empowering others within the industry.

A firm believer in building meaningful connections with his clients, Desmond ensures every buyer is guided through the home-buying process with clarity and care. His strategy revolves around personalized consultations, where he actively listens and asks thoughtful questions to fully understand his clients' goals. One memorable experience that remains close to his heart is helping a first-time homebuyer who never believed homeownership was possible. Witnessing her joy at receiving the keys to her new home remains one of the highlights of his career.

With a career volume of \$85 million and an impressive \$14 million in sales last year, Desmond's success is undeniable. However, his achievements have not come without challenges. He acknowledges that working for oneself requires immense dedication and accountability. To stay on track and ensure continued success, Desmond hired a real estate coach to maintain focus on his goals year after year.

Desmond credits much of his growth to mentors like Howard Wilkerson and Preston Young, both of whom played pivotal roles in shaping his real estate career. Howard, who got him started as a young agent, and Preston, who mentored him as a Broker in Charge, provided him with invaluable training and support along the way.



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celebrating leaders

Photos By: The Roaming Lens (Leah Watt)
Written By: Amy Porter

“
CLARITY
IS POWER.
”



Currently, Desmond is passionate about coaching and training other Realtors, with a focus on helping them find success in the industry. He finds great reward in educating both clients and agents and witnessing the results of the knowledge they've gained. As he looks toward the future, Desmond aims to increase his focus on real estate investing while continuing to provide top-notch service to his clients.

Outside of his business, Desmond is deeply involved in his community. He supports Keller Williams Cares, an organization that assists communities in times of natural disasters and provides support to agents and their families in emergency situations.

On a personal level, Desmond is married to Tandra Meade, and together they have a son, Delshaun Meade, and three grandchildren: Delly, DeMya, and Delshaun Jr. As a family, they enjoy traveling and shopping with their grandchildren. When not working or spending time with family, Desmond can often be found at sporting events, indulging in his love for football, basketball, and baseball games.

For Desmond, success is defined by maximizing his potential in all that he does, ensuring that he gives his best effort every day. A unique fact about Desmond that many may not know is his fear of birds, a detail that adds to his easy-going and relatable personality.

To aspiring top producers, Desmond offers a simple piece of advice: be consistent. He believes that putting people first is the key to running a successful business, and above all, he hopes to be remembered for always seeing the good in others.

Desmond's favorite quote, "Clarity is Power," encapsulates his approach to both life and business. It's a guiding principle that has fueled his impressive career and continues to inspire him as he helps others on their own journeys to success.



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ZEKE T. RIDDLE

With over 32 years of combined experience in real estate and mortgages, Zeke T. Riddle has established himself as a respected and dedicated Broker Associate at Coldwell Banker Realty's Lake Murray Irmo Office. His journey in the real estate industry began in 2007 after a pivotal shift from his role as a Regional Vice President at Wells Fargo, a transition driven by the closure of his lending division. Embracing the change, Zeke obtained his real estate license and has been passionately serving the Columbia market ever since.

Zeke's career in real estate has been marked by a commitment to education and client-focused service. Specializing in luxury homes, new construction, land development, and first-time home buyers, Zeke emphasizes the importance of guiding his clients through every step of the buying and selling process. His

approach is grounded in a philosophy of education and personalized care, ensuring that clients are well-informed and comfortable throughout their transactions.

Beginning his career with Century 21 Bob Capes in 2007, Zeke's professional path has seen him contribute to several prominent real estate firms. After Century 21 closed in 2008, he joined Prudential Real Estate, only to later accept a position with ERA Wilder as the Broker In Charge of the Chapin office. Since 2016, Zeke has been a vital part of Coldwell Banker, drawn to the company's global reach and market dominance. He values Coldwell Banker for its extensive network and the strength it provides in the competitive real estate landscape.

Beyond his professional achievements, Zeke is deeply involved in his community. His volunteer

work includes serving on the Men's Ministry team at his church and acting as an Ambassador for Every Man A Warrior, a program dedicated to equipping men with essential life skills. Zeke also leads an annual BBQ fundraiser for Sharing God's Love in Irmo, SC, supporting those in need.

A memorable aspect of Zeke's career includes a poignant success story involving a client navigating a challenging divorce and foreclosure. Zeke's intervention helped the client secure a new home, providing stability and comfort for her and her children during a tumultuous time. This experience highlights Zeke's

commitment to making a meaningful impact on his clients' lives.

With nearly 800 homes sold and a remarkable \$9.5 million in volume last year, Zeke's career reflects his dedication and expertise. His approach to real estate is not just about transactions but about building

AS HE LOOKS TO THE FUTURE, ZEKE REMAINS COMMITTED TO HIS CLIENTS AND COMMUNITY, EMBODYING THE VALUES OF SERVICE AND INTEGRITY THAT DEFINE HIS CAREER.



lasting relationships and fostering a positive impact on his clients' lives.

Zeke's personal life is just as fulfilling. He and his wife Lori, married for over 32 years, share a love for travel and outdoor adventures. Their children, Camille and Tucker, are successful in their own right, with Camille working in marketing and Tucker pursuing a degree in mechanical engineering. Zeke's hobbies include off-road excursions with his Land Rover and backpacking on the Appalachian Trail, where he continues to chase his dream of completing the entire trail.

In closing, Zeke T. Riddle exemplifies the essence of dedication, compassion, and professionalism in real estate. His passion for helping others, whether in real estate or through community service, underscores his belief in genuine care and authenticity. As he looks to the future, Zeke remains committed to his clients and community, embodying the values of service and integrity that define his career.

Favorite Quote: Philippians 4:6-7
Do not be anxious about anything, but in everything by prayer and petition, with thanksgiving, present your requests to God. And the peace of God which transcends all understanding, will guard your hearts and your minds in Christ Jesus.

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