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He continued, "The other is good - he is  
joy, peace, love, hope, serenity, humility,  
kindness, benevolence, empathy,  
generosity, truth, compassion, and faith.

The same fight is going on inside you - and  
inside every other person too."

The grandson thought about it for a minute  
and then asked his grandfather,  
"Which will win?"

The old Cherokee simply replied,  
"The one you feed."

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# ALL ABOUT faq ACADIANA REAL PRODUCERS



REAL PRODUCERS MAGAZINE STARTED IN INDIANAPOLIS IN 2015 AND IS NOW IN OVER 130 MARKETS ACROSS THE NATION AND CONTINUES TO SPREAD RAPIDLY.

### Q: WHO RECEIVES REAL PRODUCERS MAGAZINES?

**A:** The top 300+ real estate agents across Acadiana.

### Q: WHAT IS THE GOAL OF THIS MAGAZINE?

**A:** We believe that we are better together. When we surround ourselves with other successful, like-minded people, we grow to new heights. Real Producers is a platform that brings together the most elite individuals in Acadiana's real estate industry.

We take the top 300 real estate agents and RP-vetted businesses in every market, and we build an exclusive community around that group. We share their stories, successes, market trends, and upcoming events — really, anything that will connect, inform and inspire, we put in our monthly publication.

### Q: DOES REAL PRODUCERS HAVE EVENTS?

**A:** Yes! We will have specific networking events throughout the year.

### Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

**A:** It's really simple. You have to be on the top 300 list, and we take nominations seriously. You can nominate other real estate agents, businesses, brokers, owners or even yourself! Office leaders can also nominate real estate agents. We will consider

anyone brought to our attention who is in the top 300 because we don't know everyone's story, so we need your help to learn about them. We cannot guarantee a feature, but we encourage you to meet with one of our team members, support Real Producers and attend our private events to increase your chances.

To submit a nomination, please send us an email!

### Q: WHAT DOES IT COST A REAL ESTATE AGENT/TEAM TO BE FEATURED?

**A:** Zero, zilch, zippo, nada, nil. It costs nothing to agents, so nominate away! We are not a pay-to-play model. We share **Real** stories of **Real Producers**.

### Q: WHO ARE THE RP-VETTED BUSINESSES?

**A:** They are one of the best businesses in Acadiana in their category, and you can find them listed in our index! We don't just find these businesses off the street, nor do we work with all businesses that approach us. Many of the top agents have recommended every single business you see in this publication. We will not even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our team will further vet every business to make sure they are a good fit and bring value to our community. Our goal is to create a powerhouse network, not only for the best real estate agents in the area but the best businesses so we can grow stronger together.

### Q: HOW CAN I RECOMMEND A BUSINESS?

**A:** If you want to recommend a business that works with top real estate agents, please email or message us!

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# A NOTE FROM THE PUBLISHER

## Providing a platform to celebrate and unite the top real estate professionals across Acadiana! By Drake Abshire

Dear Readers,

As we proudly roll out our 8th issue of *Acadiana Real Producers*, I find myself both excited and amazed at how far we've come. What started as a vision to connect and inspire has blossomed into a vibrant community of real estate professionals, and it's all thanks to your support and engagement.

As we transition into the fall season, it's a time when the pace of real estate typically slows down. The holidays are just around the corner, and many of us are looking forward to spending quality time with family and friends. But while the market may cool, opportunities are still out there waiting to be seized. This is the perfect time to strengthen connections, both within our network of partners and with fellow realtors. Relationships built now can pay dividends in the months ahead.

I encourage you to take advantage of the quieter months to nurture your professional relationships. Connect with those in your network, share ideas, and build alliances that will help propel your business forward. And as you recharge, remember that the time off is just as important—balance is key to finishing the year strong.

We're always on the lookout for new partnerships and fresh ideas. If you know of someone or a business that would be a great fit with our community, we'd love to hear from you. And speaking of great fits, do you know anyone who's a Rising Star in real estate? We're all about celebrating success, so don't hesitate to nominate someone who's making waves in the industry.

As we embrace the changing seasons, let's also embrace the change and possibilities in our professional lives. The fall season is not just about winding down; it's about preparing for what's next. Whether it's learning something new, exploring a fresh market, or simply reconnecting with your passion for real estate, this is the time to do it.

Let's finish the year on a high note, staying motivated, connected, and ready to take on whatever comes our way. Wishing you a productive and enjoyable fall season!

With heartfelt thanks,



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LUKE SCOTT

▶ rising star  
Photography By Ace Sylvester

**How many years have you been a realtor?** I've been licensed since September 2021.  
**What is your career volume as a realtor?** \$7.6 Million  
**What was your total volume last year?** \$2.9 Million  
**What awards have you achieved as a realtor?** 2023 McGeeScott Realty \$5 Million Hall of Fame (over \$5 million sold in career) and 2023 McGeeScott Realty Million Dollar Excellence (for over \$2.9 million sold in 2023)

**When did you start your career in real estate?**  
I obtained my license in September of 2021. I graduated in May 2021 and started my real estate classes that

summer. One could argue that I have been in real estate since the age of 4. My mom has been a licensed Realtor/Broker for 18 years now. When you have a family member who is a realtor, especially a parent, whether you want to or not, you are surrounded by and hear the business and language non-stop! Whether I wanted to or not, I tagged along on more showings than I can count, helped install signs, put lockboxes on properties, filled flyer boxes when those were used, and more! In high school, for extra money, I started managing social media accounts for a few local businesses including two local Realtors, which eventually led to managing McGeeScott Realty's social media. I

eventually started working part-time at McGeeScott Realty after school and during summers assisting in office work, fixing computer issues, etc.

**What did you do before you became a realtor?**

I always knew I wanted to explore real estate as a career path and I always knew I wanted to own and invest in real estate. Knowing that I jumped right into real estate as a career path. I was always able to see how real estate was a huge financial asset to people and how it can be leveraged to work for people and become a fantastic investment strategy. My mom had a client who purchased his first investment property at 20. Now,

20 years or so later, he has created a phenomenal investment portfolio. His hard work and investment in real estate always stood out to me and piqued my interest even more.

**What are you passionate about right now in your business?**

Right now, I'm passionate about making a meaningful impact on my clients' lives by helping them find the perfect home or investment. With all of the changes our industry is going through right now, clients are uncertain and it is very important for me to build a strong relationship with them and give them a solid foundation to make one of the biggest purchases and decisions they may ever make in their life. Communication is also something I'm very passionate about right now. Sometimes, we take it for granted that we do this job every day and we have to remember that our clients do not. It's important to me that my clients understand what type of process they are getting into from the initial conversation. From signing the purchase agreement to signing their cash sale at the closing table; I want my clients to understand everything to its fullest extent and make them feel like they have been completely advised throughout the entire process.

**What has been the most rewarding part of your business?**

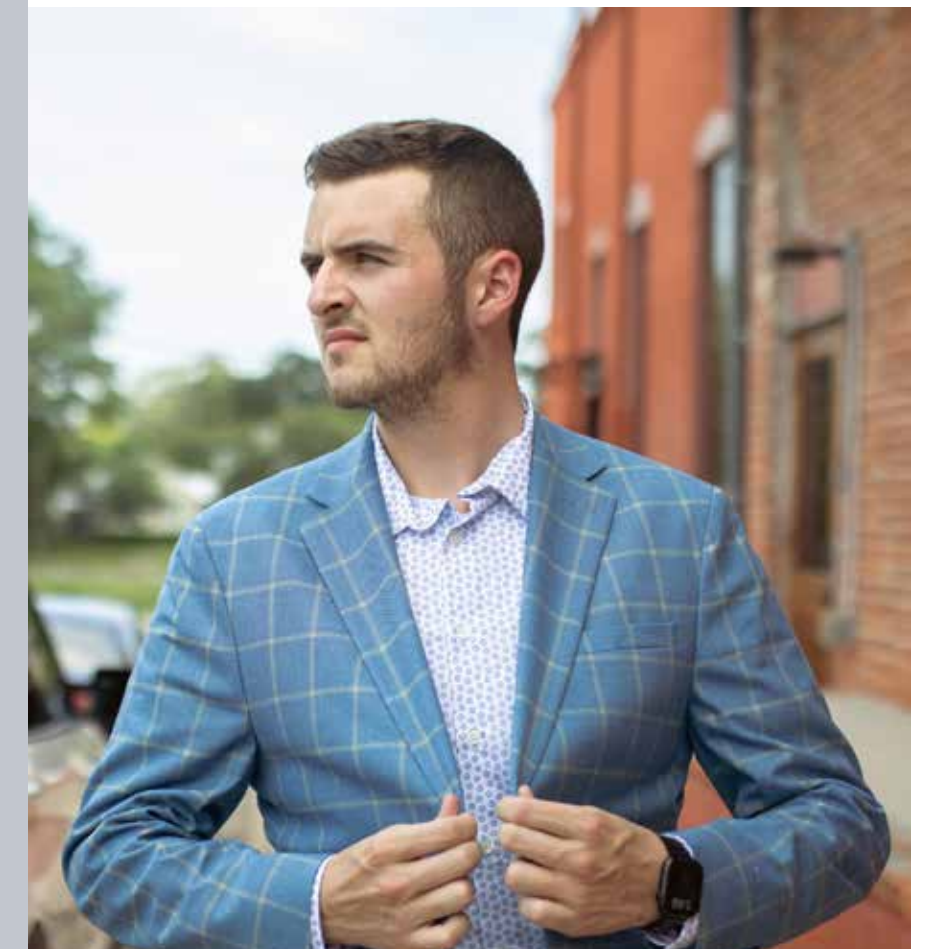
The most rewarding part of my real estate business thus far has been my clients and the close relationships I've built with my clients. There's nothing quite like the moment when a client finds their dream home, the perfect commercial space for their new business endeavor, or their first investment for their growing portfolio. Knowing that I played a part in making that happen is incredibly fulfilling. Helping people navigate one of the most significant decisions of their lives while earning their trust

and confidence, has been the highlight of my career. Every successful transaction feels like a shared victory, and seeing the joy and satisfaction on my client's faces is what makes this work so rewarding. I enjoy the relationships I have been able to establish and nurture through this business.

**What was your biggest challenge as a realtor?**

Total honesty, one of the biggest challenges I've faced as a Realtor so far has been my age. I started in this business at a younger age than most and that sometimes results in leering from people and potential clients, who do not know me. I have been lucky that most have given me a chance to prove myself, prove my work ethic, and prove my skills and capabilities. I am more than okay with

having to prove myself and always up for the challenge. Secondly, this business is ever changing, literally daily and even hourly! For me, it's what makes it fun and challenging all at the same time! Navigating the complexities of our rapidly changing industry is a challenge for me and most Agents. The real estate market is constantly shifting and changing in so many ways, from ever-fluctuating interest rates to evolving buyer and seller expectations, to economic impacts and more. Adapting to these shifts and changes is always a challenge. I always want to ensure that my clients receive the best possible advice which requires commitment, continuous learning, and a lot of flexibility. Real estate is not black and white, there is a lot of gray which means there is never any perfect





answer or a one-size-fits-all solution. You have to be able to acknowledge, understand, and navigate the industry and its complexities on a high level to be of best use and service to your clients. Overcoming these challenges has been incredibly rewarding, as it has taught me a lot and pushed me to grow both personally and professionally.

#### How does real estate fit into your dreams and goals?

I honestly have never had a professional dream or goal without real estate involved in some way. I have always envisioned myself not just practicing real estate as a Realtor but practicing what I preach and investing in real estate. The logistics of real estate investing is very fascinating to me. Ultimately, my goal is to expand my knowledge, extend my investment into real estate further, and build a real estate portfolio of my own.

I have recently become licensed in Alabama. It's the first step of achieving a goal to grow a vacation rental investment portfolio and possibly even a vacation rental property management company.

#### What's your favorite part of being a realtor?

My favorite part of being a realtor is no day is the same and the problem-solving of the daily challenges that come along with it. I could never work a job where I sat at a desk each day doing the same thing. Every deal is different and presents its own set of challenges. It's very rewarding when I can solve a problem or overcome a challenge or obstacles and have been able to help my client achieve their dreams or goals. So much goes into a real estate transaction and each challenge further excels my experience that I can then apply to the next transaction.

#### Define success.

For me, the definition of success is pretty simple. Success is something you work for that makes you proud. Personally, I feel successful when I am proud to speak about the job or work that I achieved. If I can wake up each morning looking forward to the day and the work that I am doing that day and go to sleep each night proud of my day, then that is the definition of success. Small successes each day add up!!



#### Tell us about your family.

I was born and raised in New Iberia. My Dad works in the oil field and has a real estate sign install company and my mom is co-owner and co-broker of McGeeScott Realty. I am a huge animal lover and have two pets. Remi, my very, very, very energetic Labradoodle (if you have a Doodle you understand!), and Mama Cat, my adopted supposed-to-be "feral" cat turned spoiled inside cat, who all too much enjoys her reign as the Queen of the house. I am lucky that pretty much my entire close family all still live in Louisiana and most even still in the Acadiana area. I guess you could say that real estate runs in the blood since even my Nanny, Rebecca Ruskoski, is a local real estate agent!

#### Favorite books? Podcasts? Or an inspiring mentor?

I don't really read much! I can't say a favorite book! I wish I were a book reader but I can't sit still that long. I keep trying to at least get into audible books or podcasts.

#### Are there any charities or organizations you support?

I am proud to support Project RISE, Inc., a local non-profit aimed to support local shelter animals. I am a big believer in community involvement and volunteering and feel that it is very important as a Realtor. Part of my duties as a Realtor is to know the people and the communities I live in, sell, promote, and represent. I am involved with the Greater Iberia Chamber of Commerce

and volunteer at a lot of their functions, such as the World Championship Gumbo Cookoff, Very Berry Christmas Quest, and more.

#### What are your hobbies and interests outside of the business?

Outside of work, I own a Jeep Wrangler and enjoy spending time "Jeepin" on the weekends. 🎵 Last year I purchased my first home and enjoy tackling weekend home projects! I am the designer and host of a sequence musical Christmas light show called "Merry & Bright Christmas Light Show." I started the show when I was about 11 and it has grown

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over the years into a light show that features over 25,000 lights and 6-8 songs nightly. In my spare time throughout the year, I work on and plan each year's light show so that in November we can begin setup! Anyone interested in the show should go "Like" and "Follow" the "Merry & Bright Christmas Light Show" Facebook page to keep up with the show details and schedule. I also enjoy going to the Alabama/Florida Gulf Coast area as frequently as possible to continue to learn about the area, the condos, and the resorts. Of course, while there I always find time to eat great sushi at Big Fish in Orange Beach and the tuna nachos at The Cove in Gulf Shores.

#### Given your status and expertise, what is some advice you would give the up-and-coming top producer?

Two things come to mind. First, Success in real estate is a huge commitment. It is not what most people think at all and it's not just marketing and fun. It's a commitment to constant learning of all things involved in real estate, including real estate laws and contracts, home inspections, mortgage loans, title issues, appraisal issues and disputes, etc. It's a total "people" and relationship job! You have to enjoy building relationships and you have to like talking to and dealing with people! Getting a real estate business off of the ground and growing it into a successful business requires a huge, unwavering commitment, a lot of hard and smart work, and a minimum of 2-5 years of true commitment! I see a lot of Agents start off thinking it will be easy or not truly commit, and that just will not work. Second, Be willing to admit to and learn from your mistakes! When you make them (and you will make a ton), admit it right away, get help to correct it properly, and truly learn so that you do not make it again. This business is so everchanging and "gray" that you have to be ok with being uncomfortable and not always knowing it all or knowing the exact answer or solution.

#### In closing, is there anything else you would like to communicate using this Acadiana Real Producer platform?

First, I want people to understand that they choose the REALTOR they work with, whether you or a Buyer, a Seller, or both, do not take that choice lightly. Not all Realtors are the same. Buyers and Sellers need to do their research, ask friends and family for referrals, check references, etc. A great REALTOR will make a huge difference in your home buying or selling experience, the profit you make, the loss you take and so much more! Second, I want to thank Real Producers for selecting me for this issue. Everyone's experience with a Realtor and every Realtor's journey into real estate is so different. With the past issues of the magazine, I have enjoyed reading and learning about my fellow Agents and it has been an honor to be chosen and featured.



» broker feature

# Jennifer BREWER

Written by Elizabeth McCabe | Photography By Ace Sylvester

## ***A Decade in the Making***

“I’ve been in real estate for 10 years now,” shares Jennifer. “I started in Baton Rouge and worked my way to Lafayette.” Starting as a buyer’s agent, she worked in that role for 2 years before going out on her own.

Her career took a significant turn when she met her now-husband, which led to relocating her business to Lafayette. The move was challenging. “It was kind of a struggle, moving my business. I grew up in Baton Rouge, so I had to meet new people and industry experts in Lafayette. There was a year and a half of downtime while I learned the area, but I was still working in Baton Rouge,” Jennifer recalls.

During that period, she joined a small boutique brokerage, immersing herself in new construction while working with local builders. Her experience grew as the boutique brokerage was eventually acquired by a larger firm, giving her exposure to different facets of the industry. Jennifer’s journey through multiple real estate companies taught her invaluable lessons. “I’ve bounced around a lot, both for personal and business reasons. I’ve probably gone through five different brokerages in the first five to six years of my career,” she explains. “It honestly was a big insecurity for me for a while. I felt like it showed inconsistency within myself and my business, always changing companies and teams, but it wasn’t until later that I realized each move offered something unique, helping me grow professionally to where I am now.”

In addition to her work as a buyer’s agent, Jennifer also served as a transaction coordinator and later as a marketing director for a top producer in the area. These experiences allowed her to wear many hats and gain a comprehensive understanding of the business. Each role helped her to progress in her career to now become a Broker/Owner.

## **FROM AUDIOLOGY TO AVENUE REAL ESTATE: PAVING HER OWN PATH IN RESIDENTIAL REAL ESTATE**

*Opportunity knocks. Such was the case for Jennifer Brewer. She earned a Bachelor’s degree in Speech and Audiology and initially planned to go into pediatric audiology. “It didn’t work out that way,” she laughs. When she met a colleague in Baton Rouge, she told her, “I think you would be great in real estate. Will you be my buyer’s agent?” Without hesitation, Jennifer agreed. Little did she know that she was encountering a career where she would soar like never before. Best of all, she loves what she does. “I’m not a 9-5 person. I get bored very easily, so I like the flexibility of real estate and that every day is different but the structure and systems are the same,” says Jennifer. “There are so many different ways to create the business to work for you.”*

## ***The Birth of Avenue Real Estate***

In 2023, Jennifer decided to take a leap of faith and open her own real estate company, Avenue Real Estate. “I just couldn’t find somewhere that felt fully like home,” she says. “I have an entrepreneurial heart, and I eventually realized I wanted to own my own company and write my own rules, instead of always trying to find the perfect brokerage for me.”

“Ultimately though, I also learned your company does not define your success within your business - they are more there for guidance and structure,” she adds.



*My goal is to be successful enough to provide for my family and grow the business to help other agents as well. Whether I'm a stepping stone in their journey or if they end up staying forever, I'm here for it all.*

Avenue Real Estate is a boutique brokerage with three to four agents, and Jennifer has no intention of expanding into a large-scale operation. "I'm still selling real estate but my main focus is now learning what it takes to run a brokerage, put systems in place, and learn how to coach my agents. I'm also staying on top of my marketing, adapting to the new changes in the industry, and trying to run my business as efficiently as possible. I've learned that it's hard to be a top-producing agent on top of growing and training a team. I personally thrive better when coaching and watching others succeed, so I want to use my time investing in my business and be available whenever my agents may call or need me," she says.

Jennifer's priorities have shifted, especially after the birth of her son, Brody. "I took a step back in production to focus on my family. I want to have another child, so being able to have a flexible schedule for my son is important to me," she shares. "I've worn all the hats and feel comfortable and confident helping other agents do the same. I like staying on top of education and what's going on in the industry. I love watching people succeed."

#### **Passion and Purpose**

What drives Jennifer's passion for real estate? "I love the freedom it creates," she says. "I enjoy helping others and helping them find their dream home. But I also love that real estate can be a segue into being an entrepreneur and a businessperson outside of just selling residential homes."

Jennifer and her husband Ryan, who also owns a business, share a mutual love for entrepreneurship. "I've learned so much over the years - "Running my own business and keeping it going, making sure it succeeds—it gives you a big push every day," she says. "It comes with the good and the bad, the highs and lows and yes, it comes with challenges, but every obstacle is an opportunity for growth, and I LOVE to watch people and businesses grow and be successful. I always say, 'I look at failures as an opportunity for change and growth and God telling you He has a new plan for you. You just have to embrace it, even if it is scary, and take the leap of faith. Nine times out of 10, you end up in a better place than you were before.'"

She adds, "I don't think my company is the end all, but I'm proud of it for myself and where I have come personally and how I've grown in my business."

#### **Family First**

Jennifer's family is at the heart of everything she does. She and her husband Ryan are parents to their 2 ½-year-old son, Brody. As they hope to expand their family, they are facing some fertility challenges but trust that it's all in God's hands. Jennifer has always dreamed of motherhood and holds a deep affection for babies and children. "We're the typical American family," she says. "We work hard, play hard, and love our family deeply."

Their family enjoys simple pleasures, like fishing at Toledo Bend and spending time together as a family. "My favorite place to be is at home with my son," Jennifer shares. "Watching the world through his eyes is so timeless and precious—it's amazing to see him experience everything for the first time."





**STARTING  
YOUR COMPANY  
CAN BE A  
LITTLE SCARY,  
BUT FOLLOW  
YOUR HEART.**

*You don't have to be the biggest and best real estate company to be successful, but you have to be proud of yourself and your personal goals.*

In addition to running Avenue Real Estate, Jennifer also owns The Scout Guide Lafayette, a beautiful publication that highlights small local businesses in the area. "My partner and I are passionate about supporting local businesses," she says. "We can't wait to launch the first volume in December for Acadiana to see."

#### ***Fun and Relaxation***

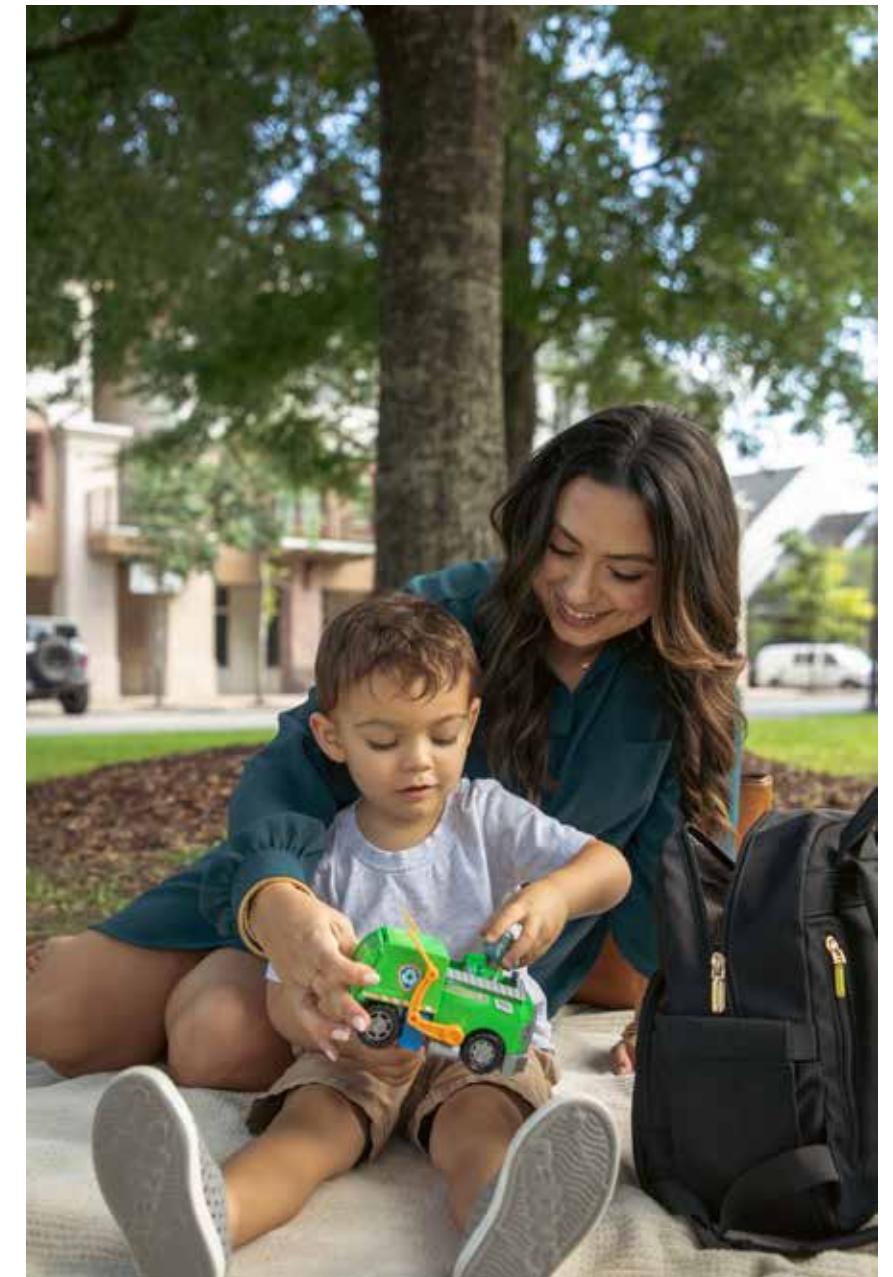
When she's not working, Jennifer loves indulging in sushi at Rock-N-Sake and spending quality time with her family and friends. "I like to call myself an introverted extrovert. I am such a homebody but I also love to be surrounded by my friends and family, travel and try new experiences in life," she says. "But there is nothing I love more than being home with my son and husband."

Jennifer also values her time with friends and makes it a priority to take girls' trips every year. "Girl time is important to me," she says. "If I didn't have my girlfriends, I wouldn't be able to function correctly," she laughs.

#### ***Looking Ahead***

As Jennifer reflects on her journey, her goals for Avenue Real Estate are clear. "My goal is to be successful enough to provide for my family and grow the business to help other agents as well. Whether I'm a stepping stone in their journey or if they end up staying forever, I'm here for it all."

Avenue Real Estate also offers residential property management, currently managing 10-15 homes. For those considering starting their own company, Jennifer offers this advice: "Starting your company can be a little scary, but follow your heart. You don't have to be the biggest and best real



estate company to be successful, but you have to be proud of yourself and your personal goals. Comparison is hard but if you celebrate your achievements and growth along your journey, then you should trust that you are exactly where you need to be."

Jennifer followed the road less traveled to real estate, achieving a future beyond her wildest dreams.

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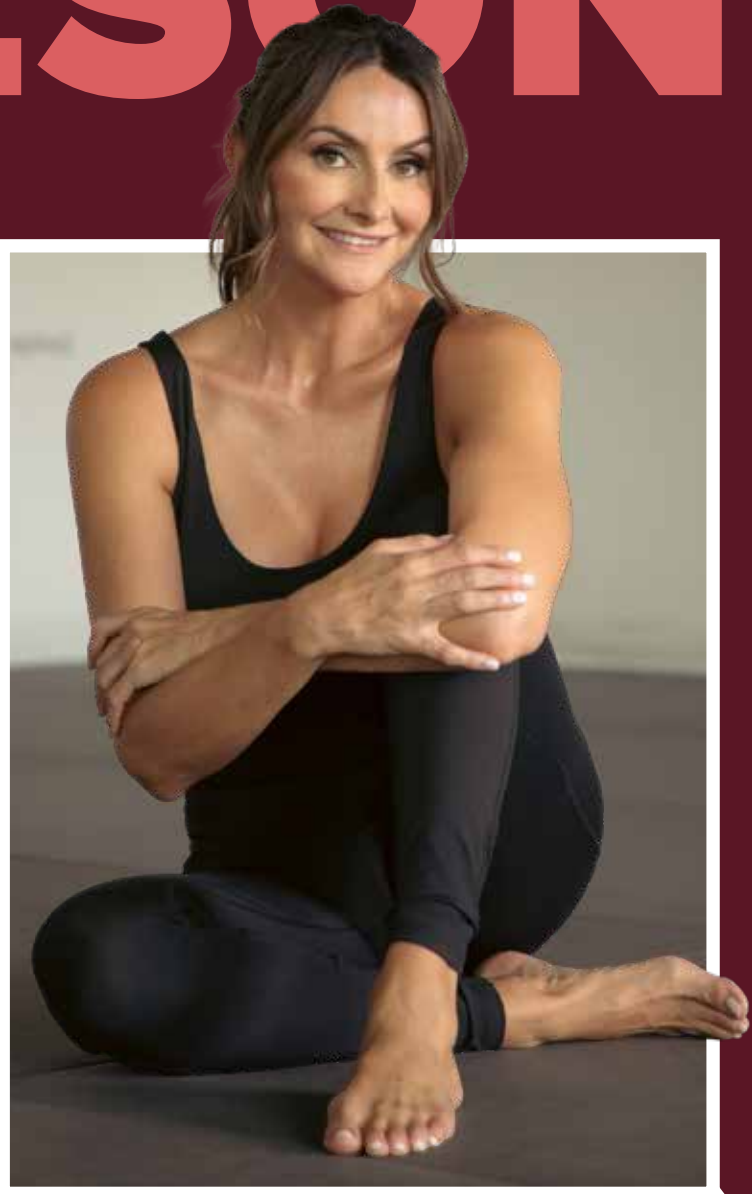
# NIKKI WILSON

Written by Elizabeth McCabe  
Photography By Ace Sylvester

## NIKKI WILSON HAS LOVED HOMES SINCE HER CHILDHOOD DAYS

“I was interested in real estate at a very young age,” says REALTOR® Nikki Wilson. Her father built many homes and involved her in his work. “Having him build homes gave me a basic understanding of real estate,” she reflects. At the young age of 8, she filled in nail holes with putty. She went on to do paint priming and swept floors, helping out as part of the clean-up crew. “It absolutely made me who I am today,” she beams with pride. Because of her father, Nikki learned the value of hard work. “I would not be who I am today without my parents instilling a strong work ethic from a very young age.”

Real estate wasn’t just on the radar, however. Growing up, Nikki actually had a lot of different goals in mind. “I wanted to be a lawyer at one point. I also wanted to have a career in the music industry,” she muses. However, it wasn’t until she moved to Lafayette that everything clicked. “I realized I could combine my love for connecting with people and dive into the real estate world,” she says while reflecting on her public relations education.





### HELPING OTHERS

“I got my real estate license 9 years ago,” she shares. Nikki started her career in real estate after shopping for her own personal home. “I found myself getting deep into the details – researching flood zones, crunching numbers for the mortgage as well as interest rates and insurance, and touring homes. I really enjoyed negotiating offers, as we had to write several,” she says.

Suddenly, she had a lightbulb moment: “If I enjoy doing this for myself, why not help others with it, too?” It was at that moment that she realized her dream of becoming a REALTOR®. At the time, the market was super competitive, and Nikki thrived on the excitement, including writing multiple offers to get to the closing table.

“The whole experience was super exciting, she smiles. “I decided to make real estate my career.” Now she works at eXp Realty and has 20 agents in her organization. She genuinely loves what she does since helping others is near and dear to her heart. “Right now, I’m passionate about strengthening client relationships and helping newer agents to succeed,” she says. “I’m focusing on expanding my organization and making a bigger impact in the Lafayette market.”

Nikki knows the importance of relationships firsthand. The best advice she has ever received is, “Relationships beat algorithms.” It’s a powerful reminder for her to lead with integrity and focus on building genuine relationships with people. “No fancy marketing or software trick can replace the power of genuine relationships,” she adds.

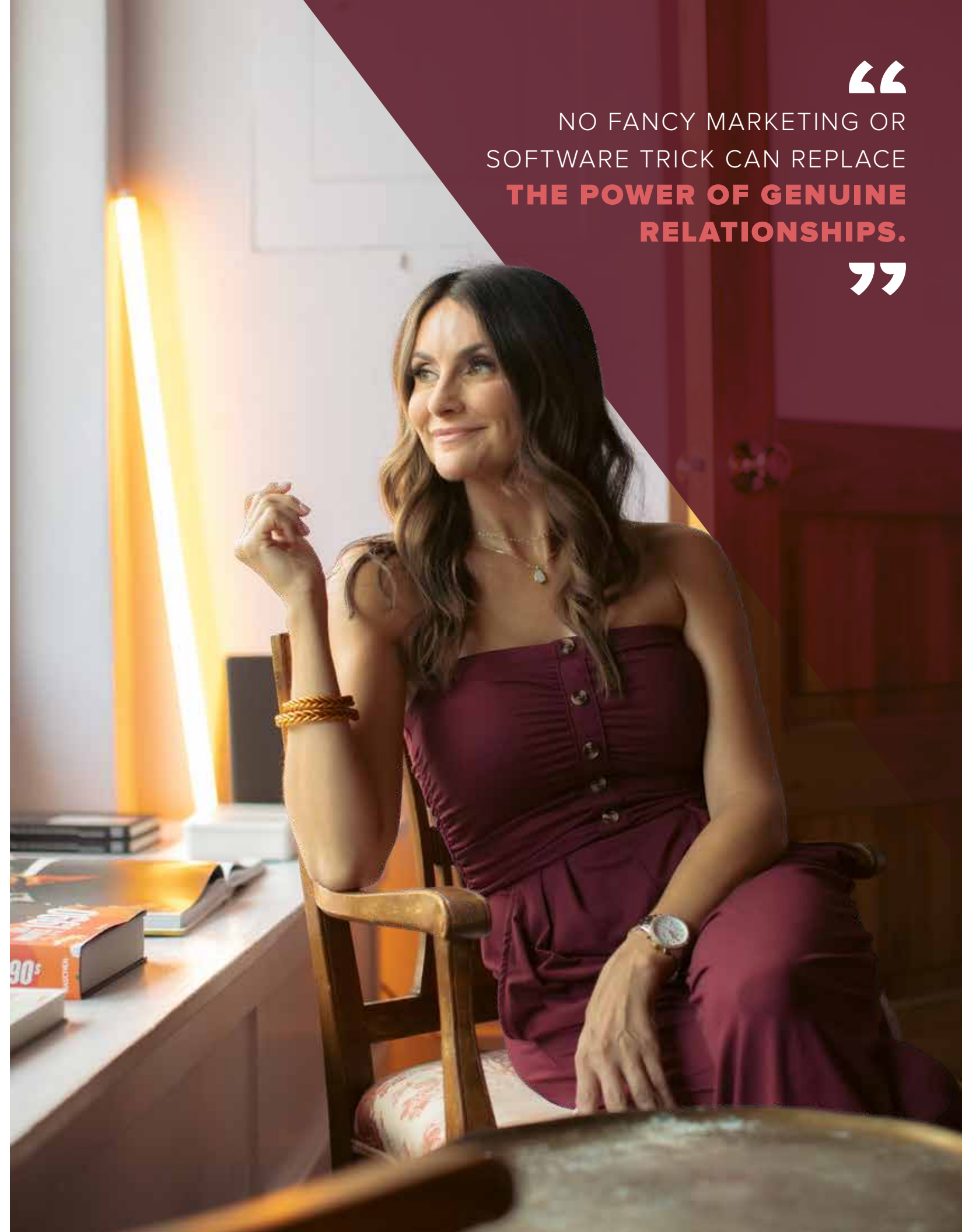
Nikki’s approach to her work is personal. She naturally becomes friends with her clients, forming bonds that extend beyond the transaction. As for her greatest achievement, Nikki is proud of building a successful real estate career while still being there for her family. “It’s a tricky balance, and I’m still working at it, but I’m proud of what I’ve accomplished so far,” she says.

### TRUST THE EXPERT

Nikki has had a lot of transactions since she started real estate, but there is one that she will never forget. “My client wanted to make an offer on a piece of land that had been sitting on the market for 638 days,” she shares. “He insisted on a lower offer even though there were two other offers on the table.” Even though Nikki advised him not to do it, he wouldn’t budge. “If he would have listened to me, he would have gotten the land.” Now she uses this transaction as a valuable lesson for other clients. “You have to trust the process,” she urges her current clients.

### FOCUSED ON FAMILY

Born and raised in Houma, Louisiana, Nikki grew up close to her family. “I grew up enjoying Cajun food – gumbo and red beans and rice,” she says with a smile. Her family remains close-knit, despite her parents’



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”

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divorce. “We have a group chat with my mother’s side of the family, constantly buzzing with updates and family photos. It’s a really sweet thread.” Nikki’s family inspires her to work hard while cherishing their time together. “My family’s support is the backbone of everything that I do,” she says.

Balancing work and personal life has been one of Nikki’s biggest challenges. “I tend to be a bit of a workaholic,” she admits. “Sometimes it affects my family life.” Over the years, she’s worked on setting boundaries, putting away her phone and computer at 6 p.m. to find time with her family.

Nikki’s greatest adventure in life is raising her two kids. Watching them grow and helping them through their challenges is priceless to this loving mother. Outside of work, Nikki enjoys practicing yoga, attending concerts, and cooking dinner while enjoying a glass of wine. She also loves to travel and experience everything the world has to offer. Visiting Italy in August 2022 was unforgettable. “It stands out as an amazing experience,” she raves.

With the vineyards, incredible food, and visiting the Colosseum as well as the Vatican, it was a once-in-a-lifetime experience.

Nikki also loves to help others through generosity. She’s also passionate about giving back and has been donating to Charity: Water for quite a few years. “They create sustainable, community-owned water solutions, making a lasting impact on people’s health around the world,” she explains.

#### LEAVING A LEGACY

Looking ahead, Nikki wants to be remembered as a caring and dedicated mother and wife who made a positive impact on her clients, colleagues, and community. Her goal is to travel the world and see all the great wonders while raising her kids to be kind, successful, and happy. “That would be my greatest accomplishment,” she says with a smile. Making an impact is what it’s all about to this Top Producer. She has helped countless people in her career in real estate and many more to come.



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# TORIAN

▶▶ partner spotlight

Written by Elizabeth McCabe  
Photography By Ace Sylvester

# LAW

MAKING DREAMS COME TRUE,  
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Since its inception on January 1, 2021, Torian Law has rapidly established itself as a cornerstone of real estate closings in the Heart of Acadiana. Managing Attorney, Benjamin G. Torian, who brings over 25 years of real estate experience, leads the firm. “I enjoy this sector of our industry because everyone walks away from the closing table happy and with a smile on their face,” Benjamin shares.

Benjamin’s legacy in law and his commitment to excellence runs in the family. His grandfather, John G. Torian II, was a highly respected attorney in Lafayette, and both uncles, Robert Torian and Michael Torian, are also attorneys. “My father [John G. Torian, III] has a legal mind but didn’t attend law school—he’s an attorney without a law degree,” Benjamin shares, highlighting the deep-rooted legal tradition in his family. He jokes, “I knew being an attorney was my career path if I wasn’t going to become a professional baseball player.”

Being a real estate closing attorney is much more fulfilling because owning a home changes the trajectory of people’s lives. Making a difference is what it’s all about for Benjamin, and he’s a natural in the legal field with his analytical mindset and ability to solve problems with ease.

#### Experience + Expertise

Benjamin’s journey into real estate began at a young age with a little on-the-job training by his father, an oil and gas Landman. “I started abstracting title at 16 for my father in Lafayette Parish,” he recalls. This early experience laid the groundwork for a robust career in real estate that continued through his college years at Louisiana State University and at Loyola University New Orleans College of Law, where he earned his Juris Doctorate in 2010. After



“  
GIVING BACK TO  
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TORIAN LAW.”

graduation, Benjamin founded his own abstracting and leasing company, managing real estate projects across Louisiana, Texas, Ohio, West Virginia and Kentucky.

However, the pull of home eventually brought him back to Acadiana. “The time away wore on me,” Benjamin admits. He joined a regional law firm, Galloway, Johnson, Tompkins, Burr & Smith, in 2015, focusing on real estate title litigation. This role saw him representing various title insurance companies, resolving defects in real estate titles, and fixing issues that occurred during the closing process. This experience taught Benjamin to resolve title issues before transactions reach the closing table, ensuring smooth closings and happy clients

every time—a standard of Torian Law on which he prides himself most.

After five years at a large firm, Benjamin decided it was time to strike out on his own, leading to the creation of Torian Law. “My many years of experience in abstracting and real estate title litigation led me to one conclusion: real estate closings,” Benjamin states. This decision has allowed him to focus on what he loves most—helping people achieve their dreams of homeownership. Fast forward to now, Benjamin was voted Best Real Estate Attorney in Acadiana for 2023. [NOTE: By the time of publishing, Benjamin may have been voted Best Real Estate Attorney for 2024, and Torian Law may have been voted Best Title

Company in Acadiana for 2024, as he and Torian Law are finalists for those awards at the time this article was written].

#### Community and Client-Focused

The autonomy of owning his own firm has given Benjamin the opportunity to give back to the community in meaningful ways. Torian Law proudly sponsors the Ragin Cajun Football, Baseball, and Basketball teams, and supports numerous local organizations, including Acadiana Animal Aid, the Acadiana Symphony Orchestra, Hogs for the Cause, and Camp Bon Coeur. “Giving back to the community is a core value at Torian Law,” he emphasizes.

In addition to his community involvement, Benjamin is committed to his clients. His passion for real estate closings shines through in his work. "I love seeing the smile and excitement on the face of a first-time homebuyer," he says. In less than three years, Torian Law has closed over 700 transactions in the Acadiana area, with many more to come.

**Top Tips**

As someone who has been in the legal field for decades, Benjamin has a few words of wisdom for real estate professionals.

"Most REALTORS® think all title companies are the same, but they are not," Benjamin advises. He encourages REALTORS® to choose a title company with a wealth of experience and knowledge in all matters of real estate. "Torian Law will work with you, your clients, and your lender from start to finish to make your transaction as smooth and efficient as possible," he assures.



**Personal Interests**

Outside of work, Benjamin is a devoted father to his three-year-old daughter, Stella Sutton Torian, who has overcome significant health challenges, including two open-heart surgeries. "She's perfectly healthy now," he proudly reports.

Benjamin also enjoys spending time with his Portuguese Water Dog, Maximus, and is an avid supporter of LSU and University of Louisiana sports. His hobbies include duck hunting, playing No

Limit Hold'em and Omaha Poker, and participating in social and charity events around Acadiana.

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