

BIG ORANGE COUNTY

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.

TOP 200 PRODUCER

*Beth
Pyne*

Agent with the Dog

**WCR AWARD-WINNING
RISING STAR**
Megan Collins

PARTNER SPOTLIGHT
Concord Title

OCTOBER 2024

Protect Your Closings &
Don't Let an Inspection
Spook the Sale



HOME INSPECTIONS
for Buyers, Sellers & New Construction



- Home Inspection Services Since 1997
- Over 25 years of experience
- Local, Family Owned & Operated
- Local Office Team to Guide Your Clients Through the Inspection Process
- Committed to the Community and the Real Estate Industry
- Over 3,000 5 Star Reviews
- 17 Home Inspectors: (5 are Military Veterans)

865.986.2516
bentleyhomeinspection.com

*Schedule with confidence
in a trusted partner*

2022 KAAR Affiliate of the Year
2022 GSMAR Affiliate of the Year
2022 BVTAR Affiliate of the Year

Rob Yontz ★★★★★
Admittedly I am a VERY difficult person to impress. My background is in Reliability Engineering and the Military, so I don't operate in the world of being very good at your job, being highly professional in your actions, being on time, and meeting high quality standards is a reason for kudos - its simply MEETING expectations. Bentley hit it out of the park. I am (way) out of state and the attention to detail, the thoroughness of the report and its details, and the timeliness to deliver it is impressive. Bravo Zulu Bentley.

**Voted 2023 News Herald Hometown
Favorite Home Inspection Company**

We give all our clients a FREE lifetime subscription to HomeBinder. Homeowners appreciate HomeBinder because it helps them maintain their home easier and in a timely fashion, through helpful maintenance reminders and one central location for all their home documents.

Whenever possible, pre-existing information will be added, from pre-existing content available in the public domain. Your data is only accessible to you, never sold, and not shared with any vendors unless you specifically request it.



LUXURY HOME FINANCE

DESIGNED FOR YOU

RELOCATION • CONSTRUCTION • PURCHASE • RENOVATION



Janette Burgin ♦ 865.607.1218

Mortgage Loan Officer
NMLS 546180
Janette.Burgin@Regions.com

ETN Realtors Good Neighbor of the Year
K MBA Lender Member of the Year
ETN Realtors Affiliate of the Year
ETN Realtors Womens Council
Affiliate of the Year



©2021 Regions Bank. Member FDIC. #NMSL 17A44190. All loans subject to qualification, required documentation and credit approval. Certain exclusions may apply. *Regions and the Regions logo are registered trademarks of Regions Bank. The LifeGreen color is a trademark of Regions Bank. (02/23)



These vetted preferred partners proudly support YOU - top producers - to make it possible to receive this publication and enjoy private events for FREE. Please THANK them!

BOOKKEEPING

Summer Dove Bookkeeping
Kelly Wigington
 (423) 330-1841
 summerdove
 bookkeeping.com/

CARPET CLEANING

On The Spot Carpet Cleaning
Dean Peal
 (865) 340-9581
 ots-carpetcleaningtn.com

CLEANING SERVICE

Angie's Cleaning Services
Angie Palmer
 (865) 705-4922
 cleanwithangie.com

ESTATE SALES

Everything Cool Estate Sales
Tony McBrayer
 (865) 591-8741
 everythingcool
 estatesales.com

FOUNDATION REPAIR

American Foundation & Waterproofing
Darle & Jackie Canova
 (865) 982-0250
 americanfw.com

Master Services

(865) 466-6661
 masterservicestn.com

GIFT GALLERY

Beam & Basket
 (865) 317-1356
 beamandbasket.com

GOVERNMENT AGENCY

Tennessee Housing Development Agency
 (615) 815-2000
 thda.org

HOLIDAY LIGHTING

Window Genie of West Knoxville and Farragut
 (865) 381-1010
 windowgenie.com

HOME WARRANTY

Choice Home Warranty
Maryann Azambuja
 (865) 248-9921

INSPECTIONS

Bent Nail Home Inspection Services
 (865) 748-9414
 bentnailtn.com

Bentley Home Inspections

Donnie & Susan Bentley
 (865) 986-2516
 bentleyhomeinspection.com

House Master

Melissa Boggs
 (865) 622-3811
 westknoxville.
 housemaster.com

Inspect TN Home Inspection

Trey Newman
 (865) 661-0090
 inspecttn.com

Pillar to Post / The Cruz Team

(865) 985-1007
 thecruzteam.pillartopost.com

INSURANCE

Dogwood Insurance Group
Katie Witt
 (865) 221-8333
 dogwoodins.com

Samar I Insurance Agency

- AAA Tennessee
Samar Izadpanah Reed
 (865) 312-8777
 sizarpanah@acg.aaa.com

MORTGAGE LENDER

Crown Home Mortgage
Trevor Hill
 (865) 548-9119
 thill@crownhm.com

MIG / Debbie & Jeff

Debbie Windisch & Jeff Seagraves
 (865) 500-3144

Mortgage Investors Group

(800) 489-8910
 migonline.com

Movement Mortgage/

Robert Carter
 (865) 317-4805
 movement.com

Peoples Home Equity

Laura Fritts
 (865) 317-1112
 peopleshomeequity.com/
 laurafritts

Regions Mortgage

Janette Burgin
 (865) 607-1218
 JanetteBurgin.com

MOVING SERVICES

Moving Time LLC
John Moulden
 (865) 801-0021
 movingtimetn.com

PHOTOGRAPHY & VIDEOGRAPHY

Hardy Homes Photo
Brooke Hardy
 (865) 776-3068
 hardyhomesphoto.com

PHOTOGRAPHY- REAL ESTATE

CricketPix Real Estate Photography
Cricket Pratt
 (865) 696-8909
 cricketpixphoto.com

PROPERTY MANAGEMENT

Keyrenter Property Mgt
Dan McKee
 (865) 999-4539
 keyrenterknoxville.com

Price & Associates Realtors LLC

Janai Winterbottom
 (865) 724-1766
 www.knoxarearentals.com/

RADON MITIGATION

Bentley Radon
 (865) 410-5440
 www.bentleyradon.com

REAL ESTATE BROKERAGE

Keller Williams Realty Greater Knoxville
 (865) 694-5904
 kwgreaterknoxville.com

TITLE AGENCY

7 Title
 (865) 560-7473
 www.7title.coop

Concord Title

(865) 671-8388
 concord-title.com

Crown Title

Robb White
 (865) 539-4910
 crowntitleknox.com

Knoxville Title Agency

(865) 691-1100
 knoxvilletitleagency.com

Melrose Title Co

LuAnn Hileman Crass
 (865) 694-1400
 melrosetitleco.com

TRANSACTION COORDINATOR

Taylor TC Services and Solutions LLC
Heather Taylor
 (865) 440-6261
 www.taylorcexpert.com/

TREE SERVICE

Keen Tree Service
Kenneth Aggers
 (865) 278-0890
 keen-tree-service.
 business.site

WHO HANGS YOUR HOLIDAY LIGHTS?

Your Holiday Lights
 A WINDOWGENIE COMPANY

Your Holiday Lights® by Window Genie is your all-in-one decorative lighting solution. Custom design, installation, takedown, and storage are all included. No need to rub a lamp, just pick up the phone today and put the Genie to work for you.

Pre-pay & Save up to 30%

\$50 OFF
 Any Additional Service

Present this flyer for discount. Limited Time Offer. Valid only at participating locations. Call for details. Independently owned and operated franchise.

CALL TODAY FOR A FREE ESTIMATE!
865-737-4228 | YourHolidayLights.com

Independently owned and operated franchise.
 © 2022 Window Genie SPV LLC. All rights reserved.

TIRED OF BEING THE...
 Repairman • Accountant • Landlord • Advertiser • & More...

Price & Associates Realtors, LLC

CALL TODAY for Property Management services
865-724-1766
Price & Associates Realtors LLC

Taylor TC Services

Real Estate Transaction Coordination
 TN - KY - GA
 Solo Agents - Teams - Brokers - Brokerages

“ All of the people at Taylor TC are awesome to work with! They are great at keeping everyone updated and helping the transaction process go smoothly! Highly recommend them! ”
 -Vanessa Ponder-

Heather Taylor, Owner
 865.440.6261 | www.taylorcexpert.com

WE GOT YOU Covered!

KEEN TREE SERVICE

STORMS | HAZARDS | CLEAN-UP

CALL TODAY FOR A FREE ESTIMATE!

Licensed & Insured
Proudly serving Knoxville, Tennessee
and surrounding areas!
(865) 278-0890
@Keen4Trees

MEET THE
BIG ORANGE COUNTRY
REAL PRODUCERS TEAM

We Love to Love on REALTORS®!

CONNECTING. ELEVATING. INSPIRING.



Rebecca Ramsey
(prev McDonald)
Owner and Publisher



Lucy Reynolds
Editor and Lead Writer



Elizabeth Zeaton
Ad Manager



Social Media Strategists



If you are interested in contributing or nominating REALTORS® for certain stories, please email us at bocrealproducers@gmail.com.

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *Big Orange Country Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

We understand that realtors have extremely busy schedules. With Master Services' dedicated **Realtor Support Division** you will receive...

- A prompt evaluation that addresses issues discussed during free inspection
- Direct lines
- Priority scheduling
- Payment at closing option
- WOW service every time

ALL THINGS BASEMENTY!

Master SERVICES

CRAWL SPACE & FOUNDATION REPAIR

In addition to the many services that we offer at Master Services, we also provide junk removal services through our sister company:



REALTOR SUPPORT DIVISION

MasterServicesTN.com/real-estate.html

865.973.9076

REALTY
EXECUTIVES
ASSOCIATES



MEGAN COLLINS



I MEET PEOPLE, AND I HAND
OUT MY REAL ESTATE CARDS
TO **EVERYONE** I MEET.



NEW CONNECTIONS + NEW OPPORTUNITIES = SUCCESS

Growing up in Hawkins County, Megan Collins initially had her sights set on the political arena. “I was a very good debater,” she recalled, “and I always thought I could win if I learned how to get into politics.”

Later, her love for public speaking and engaging with people led her to pursue a degree in communications, public relations, and political science at ETSU—and that foundation paved the way for an unexpected career in radio and television.

“I worked at a small AM station,” Megan described, “and I did everything you could do in radio, from DJ to running shows to sports, which was my favorite. If I could pick any job in the world, I’d probably go and run a sports team, because I’m a huge sports girl. That’s my thing.”

After marrying and moving to Knoxville, Megan took a position at WVLT. A year later, however, a chance encounter at a jewelry party led to an opportunity with Scripps Networks, a company she had dreamed of working for. “I had toured Scripps in college and thought, *I will be working here one day,*” she recalled.

True to her word, she landed a job there and stayed with Scripps and Discovery from 2006 until 2020, when the pandemic brought more changes. With her children doing school online and Scripps needing to downsize, Megan accepted a severance package. Yet thanks to her best friend, Ronda Reed, a new opportunity presented itself very quickly. “Ronda called me one day and said, ‘Let’s take a real estate class,’” she shared. “And I was like, why not? What else are we doing?”

By February 2021, she had passed her real estate exam and joined a local brokerage. She has since moved to the Realty Executives’ Land Oaks office, where she continues to build a successful new career in real estate.

Since joining the industry less than four years ago, Megan has made a big splash in Knoxville. She has won several brokerage awards for her sales volume, and in 2023, the Women’s Council of REALTORS

honored her with their Rising Star Award and their Women’s Council Connects Award. And this year she’s serving as First Vice President on WCR’s governing board.

But Megan’s entrepreneurial spirit didn’t stop with real estate. In a move that perfectly encapsulates her vibrant personality, she decided to get her bartending license—and always the networker, she sees bartending as more than just a way to make extra money. “It’s a fun little side hustle, and I love it,” she described, “and it’s also a great networking tactic. I meet people, and I hand out my real estate cards. I’ve got plumbers and landscapers and kitchen and bath people, so when my clients need something, I can say, ‘Hey, I know a guy.’”

When asked about her definition of success, Megan’s answer reveals her warmth and depth. “To me, success is peace of mind and happiness



SOMEHOW I'M

FIGURING IT OUT, AND

I'M GOING TO **KEEP**

FIGURING IT OUT.



and looking at my kids and my friends and myself and knowing we're all okay," she said. "It's not a monetary thing for me. It's just being a good person, living a good life, and having fun with the people that I absolutely adore."

"Success is also making sure my dog doesn't bark at every single person that walks by all day long," she added, "because deep down, he's really my favorite child—and my kids know it!"

In her spare time, Megan would like to learn how to be a really badass cook, as well as a skilled mixologist. If she could have dinner with anyone, she'd choose Dolly Parton—"You know, two cute blonde bombshells together," she laughed.

The last book Megan read was one she read to her daughter—a children's book called *I Eat Poop*. "It's about a little beetle who was being ridiculed at school because he ate poop. But then all the different insects share their quirks, and they all realize that everyone has weird things about them. Those are the things that make us who we are, and we're all pretty cool."

At the end of the day, Megan is the first to admit that her journey hasn't been without its challenges. Transitioning from a well-paid corporate job to unemployment to a new career while a single mom in her 40s was daunting, but her resilience continually shines through. "Somehow I'm figuring it out," she said, "and I'm going to keep figuring it out."

Pumpkin Spice and Everything Nice - Moving Made Easy!



Help make the
move easy for
your clients!

865.801.0021

Check out what over 3,100 MIG customers have to say about their experience on [Zillow](#) ★★★★★

Your Mortgage Resource



- Speedy Customer Follow-Ups
- Fast Pre-Qualification
- Proven Track Record & Reputation

hope support

Mortgage Investors Group Supports Breast Cancer Awareness Month

#ThinkPinkMIG

10 CONVENIENT LOCATIONS TO BETTER SERVE YOU

Home Office 865-691-8910	Bearden 865-851-7919	Farragut 865-392-1439	Franklin Square 865-232-1762	Parkside/West 865-671-8910
Land Oak 865-470-6208	Maryville 865-984-9948	Oak Ridge 865-482-8910	Lenoir City 865-988-8622	Sevierville 865-286-1552

www.MIGonline.com

Programs based on borrower qualification. Equal Housing Lender — MIG NMLS #34391



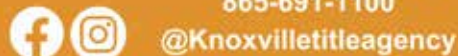
- Born & Raised in Minnesota
- Loves Pickles
- Terrified of Birds

Meet Lydia Atkinson!
Closing Agent



www.knoxvilletitleagency.com

865-691-1100



@Knoxvilletitleagency

Katie Witt
Personal Risk Advisor
Dogwood Insurance Group
11304 Station West Dr., Ste. D
Knoxville, TN 37934
865-221-8333 Office
865-919-7213 Cell
Katie@DogwoodIns.com
www.DogwoodIns.com

Home Insurance
Auto
Business

OUR COVERAGE & PERSONALIZED SERVICE GIVES YOU THE HOME FIELD ADVANTAGE

Last year, we pioneered the concept of:

IMPACT LENDING

As a leader of the movement, we have given **40%-50%** of our profits **back** to the community.

When you work with **Movement Mortgage** - every closing opens the doors to more schools, affordable housing, and opportunities across the nation.

MOVEMENT MORTGAGE IS IN THE BUSINESS OF MORTGAGES THAT MEAN MORE



Be part of the **Movement** and do more good.

(865) 317-4350

MOVEMENTKNOXVILLE@MOVEMENT.COM

NMLS: 39179



Everything Cool Estate Sales



SERVICES INCLUDE:

- New!** Locksmithing Services
- Estate Sales, Liquidations,
- Appraisals, Auctions
- Buyouts, Consignments
- Vehicle & Equipment Sales
- Residential & Commercial Sales

ABOUT US:

- Family Owned & Operated
- Quick and Efficient
- Not A Franchise
- Best Profit Margins
- Security & Traffic Control On Site
- Cleaning Crew
- Fastest Turnaround

865-591-8741

WWW.EVERYTHINGCOOLESTATESALES.COM

BONDED & INSURED

5%* OR \$6000

*up to 5% sales price, max \$15,000

DOWN PAYMENT ASSISTANCE AVAILABLE

1, 2 AND 4 HOUR CE CLASSES AVAILABLE!

Kelly Dobbs
Real Estate Industry Advisor
West TN
KDobbs@thda.org
615- 815- 2141
731- 414- 0314

Josh McKinney
Real Estate Industry Advisor
East TN
JMcKinney@thda.org
615-815-2158
865-394-8960




“Trey is one of the top inspectors in our area and does a wonderful job! He helps buyers understand the inspection results while also talking through what it all means because we all know inspection results can be worrisome, so it's always good to have someone knowledgeable on your buyers side.”

REALTOR, Lynette Bell

“TREY” NEWMAN

Certified InterNACHI, HITA & CMI Home Inspections

865.661.0090 | InspectTN.com



CONCORD TITLE

From Stage Dreams to Title Deeds with Tara Roddy

▶▶ partner spotlight

By Lucy Reynolds

Featured: Tara Roddy, Jennifer Weigel, Lori Gray, Stefanie Baker, Grace Williams, Emma Shannon, Beverly Sherrod, Candus Armstrong, Jabo Emery, Cammie Nabinger





“ Concord Title is a trendsetter. Competitors watch and follow what we do, like how we pamper our clients. ”

Tara Roddy’s journey from aspiring actress to office manager and closing agent at Concord Title is a testament to how life’s twists can lead to unexpected fulfillment. Graduating with a theater degree from UT, she initially dreamed of Hollywood. But life had different plans, leading her down an unexpected path to become a cornerstone at Concord Title, where the real estate closing table has been her stage for the past 21 years.

Starting with a clerical job at a title company, Tara quickly discovered her niche in the industry. With a background in real estate—thanks to her family—she joined Concord Title in 2011. “My dad was in the mortgage business,” she mentioned, “and my mom is in commercial property management—and she actually worked at a title company before I was born—so apparently I was meant to do this.”

Concord Title has three area offices—Knoxville, Maryville, and Fountain City—and as a closing agent and the office manager of the Knoxville location, Tara found more

than just a job with the company. She found a supportive environment where she can shine, resonating with the idea of creating a positive experience for clients. “We make closings fun and exciting,” she noted, highlighting Concord Title’s commitment to pampering clients and realtors alike.

Concord Title is also committed to giving back to the community. With contributions from every purchase closing, they have contributed \$100,000 to help renovate the UT Medical Center’s



“ I try to exemplify a can-do attitude. ”

NICU, and they regularly give to the Cystic Fibrosis Foundation, My Life Speaks, and Harbours Gate.

As for Tara, she definitely sees how skills honed during her theater training—such as her ability to read the room and adapt her approach, for example—serve her well in the world of real estate closings. “Every time I walk into a closing room, that’s my stage,” she remarked, emphasizing how her theater skills help her connect with clients and create a positive experience.

Tara takes pride in Concord Title’s reputation as a leader in the industry. “We’ve been known to be number one in the state of Tennessee with our title insurance underwriter,” she noted. “Also, Concord Title is a trendsetter. Competitors watch and follow what we do, like how we pamper our clients.”

Tara describes herself as a workhorse, and her dedication hasn’t gone unnoticed. Over the years, her name has become synonymous with Concord Title in many people’s minds. But she’s quick

to point out that she is surrounded by an experienced and supportive team, and she couldn’t do her job without them. “We’re a family,” she insisted. “We spend so many hours together, and we take care of each other.”

“Concord Title offers a lot of opportunities for employees to feel more fulfilled and engaged,” she added. “It motivates excellence in the roles people play here, and it allows for personal and organizational growth. We have happy hour once a month and have food brought into the

The Ultimate Home Inspection Experience™

Whether your clients are buying or selling, a Pillar To Post home inspection will give them peace of mind about the home, especially in today’s market. Our newest inspection features will save you time, get you to closings faster and delight your clients.

<p>PTP360 Interactive 360° Visual Inspection</p> <p>PTPEstimates <small>Powered by BOSSCAT</small> Cost estimate for Inspection items</p> <p>The Cruz Team 865-985-1007 thecruzteam@pillartopost.com thecruzteam.pillartopost.com <small>TN Lic # 2057 & 2314</small></p>	<p>PTPFloorPlan A measured floor plan of the home</p> <p>PTPHomeManual <small>Powered by Centriq</small> The digital owner’s manual</p>
--	---

*Where available. Not all services are offered by every office. Each office is independently owned and operated.

Experience the Pillar To Post Difference!

Restore, Renew, Rejoice.

OUR CARPET CLEANING SERVICES
BRING SPRING INDOORS!

Call Today to Schedule!
865.340.9581

★★★★★ REVIEW

“Excellent service very professional, on time and reasonably priced. My carpet looks brand new I would highly recommend” - Janet R.

Dean Peal
OWNER

office for lunch every Friday. We recently had a full spa day at the office to do some self-care and life balance. I try to exemplify a can-do attitude, and then others can find their own can-do spirit.”

Tara is most proud of her 13-year-old son and her supportive husband, and she embraces the challenge of balancing her career with family life. In her free time, she loves listening to rap music and get lost in Nicholas Sparks novels, and someday, she would love to learn sign language.

As far as her bucket list, she’s looking forward to traveling to Hawaii. “My dad always promised my mom a trip to Hawaii, but they never made it,” Tara explained. “My dad passed away recently, so my mom is taking my brother and me on a trip to Hawaii in May in his honor. It’s going to be a great family time for the three of us—probably the only time we’ll ever have the opportunity to take a trip like this together.”

If Tara had to change careers, she would definitely pursue acting again, but looking five years into the future, she definitely sees herself still at Concord Title, continuing to grow with the company that has become like a second home to



North office L to R: Makenzie Webb, Greg Reichart, Peggy Fleming



Maryville office L to R: Lisa Moschella and Christian Ridenour

her. She’s proud of the longevity she’s achieved there and the culture of loyalty the company has fostered, with several employees approaching or surpassing the seven-year mark.

In Tara’s position, every closing is an opportunity to shine and make someone’s dream of homeownership a reality. It may not be the big screen, but for her, it’s a starring role that has brought a lot of unexpected fulfillment and success.

HouseMaster
Home Inspections. Done Right. Guaranteed.
a neighborly company

HOME INSPECTIONS. DONE RIGHT.
INSPIRING CONFIDENCE IN EVERY HOME BUYER

INSPECTION SERVICES
ROOFING · EXTERIOR ELEMENTS · INTERIOR ELEMENTS · FOUNDATION & STRUCTURE · KITCHEN · RADON TESTING · MOLD & AIR QUALITY · WATER QUALITY TESTING

Have Questions? Give Us A Call
Melissa Baggett - Owner/Inspector
865-622-3811
melissa.baggett@housemaster.com

HouseMaster
Scan For More Info!

AAA
EXPECT something MORE™

Samar I Insurance Agency
Auto, Home, and Life Insurance

Loan officer's and Realtor's go to for insurance!

865-630-0734 sareed@acg.aaa.com

We are your trusted, local and affordable Insurance source for home buyers

REAL PRODUCERS PODCAST

Inspiring conversations with the nation's top real estate agents.

Same Brand, New Reach – Tune in for free today

Listen on Apple Podcasts

LISTEN ON Spotify

Listen on amazon music

podcast.realproducersmag.com

Keyrenter
property management.
Knoxville

TRICK OR TREAT

Give yourself a TREAT and leave the stress of property mgt. with us

\$300 Referral + Return Client Guarantee

FREE rental analysis for your long term rental clients
KeyrenterKnoxville.com

Scan for referral program details

Owner Dan McKee
(865) 999-4KEY / 4539
Info@KeyrenterKnoxville.com



SERVING 3 CONVENIENT LOCATIONS IN THE KNOXVILLE AREA!



West Knox



North Knox



Maryville



@CONCORDTITLE865



@CONCORDTITLE



CONCORD@CONCORD-TITLE.COM

We bring over 24 years of General Contracting & Residential Remodeling experience to your Home Inspection.

DON'T LET YOUR CLIENT'S BUY BLIND. ENSURE IT'S

Safe & Sound.

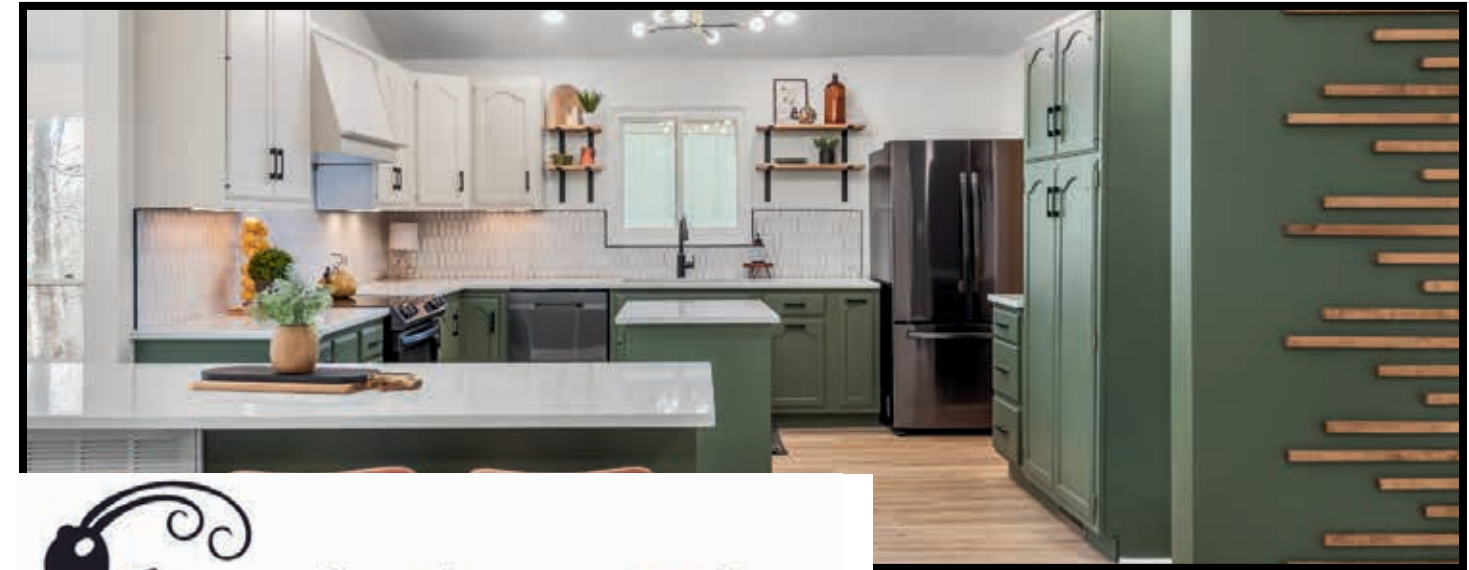
INSPECTION | PEST CONTROL
RADON TESTING
RADON MITIGATION



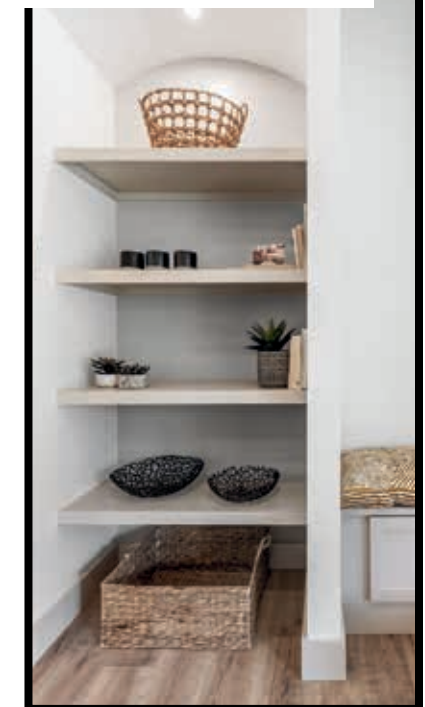
INSPECT,
DETECT,
PROTECT.

We offer a complementary exterior pest treatment with every home inspection in the Knoxville area.

865.748.9414 • www.bentnailtn.com



865-696-8909



SERVICES:

- Drone Certified
- 3D Tour w/Floor Plan
- Virtual Staging
- Twilights
- HDR Photos



Cricket Pratt

▶▶ top 200 producer



Katherine Beth Pyne

By Lucy Reynolds

REALTY EXECUTIVES ASSOCIATES - WEST HILLS OFFICE

The Story behind "Agent with the Dog"

Beth Pyne's path to becoming a top-producing real estate agent wasn't a straight line (whose is, right?), but it was always meant to be. "When I was a child, I used to draw houses and put the furniture in them and try to decorate," Beth recalled. "I'm not an artist, but I've always had a fascination with homes."

Despite this early passion, Beth's career initially took her in a different direction. After graduating from UT, she ventured into office product sales before finding her way into medical sales. She loved that industry and enjoyed calling on surgeons and facilities across East Tennessee, Ohio, Kentucky, and parts of Virginia. But the dream of real estate never faded...

It wasn't until the recession hit that Beth's path took an unexpected turn. "I lost my job," she described, "and as a single parent, I had to find a career that I could jump into quickly that would pay my bills. People told me not to go into real estate during a recession, but I did it anyway—and I sold seven houses in less than a year. I was told the average agent sells nine a year, so I felt pretty good that in a recession, with no coaching, no mentoring, and no training, I somehow got seven under contract."

As a single mom, however, Beth soon made the difficult decision to go back to medical sales for the stability and the insurance benefits. But real estate continued to call to her, so after about four years, she eventually decided to follow her heart as a REALTOR.

"I felt like I did well before, so I'm going to do well again," she remembered, "and I have never looked back!"

For Beth, real estate isn't just a job...it's a passion. "Everybody says, 'Do what you love and it won't feel like you're going to work,'" she remarked. "I loved medical sales, but real estate is 10 times better!"

What sets Beth apart is her willingness to go above and beyond for her clients. She told the story of staining a client's deck with her



DO WHAT
YOU LOVE,
AND IT
WON'T
FEEL LIKE
YOU'RE
GOING TO
WORK.





“
**EVERYBODY LOVES MY DOG, AND
 EVERYBODY WANTS TO TALK TO
 MY DOG AND MEET MY DOG.**
 ”

sister-in-law in sweltering 95-degree heat, simply because the client couldn't do it himself. "I don't regret one minute that I was there working," she exclaimed. "We had so much fun, and that's what I do for my clients. If there's something they need and they can't make it happen, then I step in and I get it done."

Perhaps the most unique aspect of Beth's real estate career is her constant companion—her dog. This practical partnership led to her trademarked brand, Agent with the Dog. "At first I started bringing my dog to open houses for security and company," she explained. "But then I realized everybody loves my dog, and

everybody wants to talk to my dog and meet my dog."

The branding struck a chord with clients and became a memorable hashtag for her marketing. "I was getting a billboard at the North Clinton exit toward Norris Lake," she said, "and trying to decide what to put on it. Nobody's going to remember my phone number or my website or my name when they get home. I thought about it all week, and finally it hit me—I'm the 'Agent with the Dog!' So I immediately bought the URL (www.agentwiththedog.com), got my billboard, and everyone seems to love it."

Beyond her work, Beth is passionate about living on the lake, having grown up spending time on Fort Loudoun, Norris, Cherokee, and Douglas lakes. This personal love has influenced her professional focus as well; she's luxury certified, and she specializes in lake homes, particularly around Norris Lake where she lives. "My son and I are just diehard lake people," she said. "We love all the lakes around here—that and UT football."

If Beth could have dinner with anyone, it would be JR Locey. "He was one of the first people I worked with in medical sales," she explained. "At first he was a rep like I was, and then he became my manager. He is probably the best mentor, manager, and peer I've ever known in my career. He was actually the president of the company when I got back into medical sales, and he is just the best. I really look up to him."

Beth wants to be known and remembered for her Christian faith, her family-first attitude, her caring nature, and her passion for her work. From drawing houses as a child to becoming the "Agent with the Dog," her journey into real estate shows the importance of following your passion—and the power of having a unique personal brand. Beth's story reminds us that, sometimes, the longest journeys lead us right back to where we were always meant to be.

ROOKIE OF THE YEAR



About Cody Nuchols

Cody entered the Real Estate world to serve his community and enjoys meeting and helping new people accomplish their dream of homeownership! He has led, organized, and championed church groups, sports teams, and the classroom for the past 10 years as an educator, coach, and youth pastor. He brings commitment, honesty, loyalty, and motivation that make him uniquely suited to serve real estate buyers and sellers.

865-404-3033



"Cody is a welcome addition to our office and well deserving of the Rookie of the Year designation. As a dual career agent and pastor, I have watched him influence and inspire. He is true to the Keller Williams model of Real Estate as the vehicle to "fund your perfect life" and secure those funds to quietly help others, give to his community, and pursue mission trip adventures. He is the epitome of servant leadership." Team Leader, Alan Cottrell

Cody Nuchols, with Operating Partner, Sharon Long, at the 2023 Awards Ceremony.

www.kwgreaterknoxville.com
 219 Corporate Place
 Alcoa, TN 37701

kw
 KELLERWILLIAMS
 865.877.0770

"Purchase or refinance, residential or commercial, our team will guide you through the transaction."

Anna Farley
 Business Development Executive

3 LOCATIONS TO SERVE YOU

- Bearden
- Northshore
- Morristown

GIVE ME A CALL TODAY // 865.560.7473 P // 865.421.8715 M // 2077 Town Center Blvd. Ste 302 // www.7.coop

Featuring Local & Handmade

Personalize with Your Brand

For Clients, Partners, and Referrals

Beam + Basket

home gifts handmade

(423) 281 - 2938
www.beamandbasket.com

Quality Photos Sell Homes!

HardyHomesPhoto.com



Web ready images same day

Call Brooke @ 865.776.3068



Turn Over a New Leaf with Faster Approvals!

Tailored mortgage solutions to meet your clients specific needs



Trevor Hill, Mortgage Loan Originator NMLS ID: 1731199
 O: 901.519.7651 | C: 865.548.9119 | thill@crownhm.com

Absolute Home Mortgage Corporation, dba Crown Home Mortgage. 330 Passaic Avenue, Suite 204, Fairfield NJ 07004. NMLS ID # 176743 (www.nmlsconsumeraccess.org); Please visit <https://ahmclans.com/state-licensing/> for full state licensing information. Equal Housing Lender.



BOOKKEEPING SERVICES FOR REAL ESTATE PROFESSIONALS

We help high-earning Realtors gain financial clarity, confidence, and peace of mind.

We offer:

- ✓ Monthly Bookkeeping
- ✓ Bookkeeping Clean-up
- ✓ Diagnostic Reviews
- ✓ 1-on-1 Consults & QBO Training

Follow us on IG: @summerdovebookkeeping

Book a FREE 30-min Discovery Call:



PEOPLES HOME EQUITY MORTGAGE LENDING

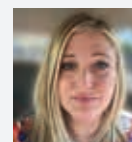
HELPING TO FINANCE FREEDOM.

One Home at a Time



Our portfolio consists of niche products as well as some of the most commonly known in the industry.

- Conventional High Balance
- Conventional Temporary Buydowns
- Conforming Fixed and ARM
- FHA Fixed and ARM
- FHA Streamline
- FHA 203(k)
- Fannie Mae HomeReady®
- Freddie Mac Home Possible®
- VA Purchase & Refinance
- VA IRRRLUSDA
- Purchase & Refinance
- Jumbo Loans
- Construction & Renovation Loans
- Non-Qualifying Mortgages
- Down Payment Assistance Programs



LAURA FRITTS
 BRANCH MANAGER | NMLS 156622
lfritts@peopleshomeequity.com
 Direct: 865.317.1111
 Mobile: 865.712.1278



Cardinal Financial Company, Limited Partnership, dba Peoples Home Equity | NMLS 66247
 Visit the NMLS Consumer Access website: www.nmlsconsumeraccess.org for regulatory information about us.

Got Radon? Simple SOLUTION.

Radon Mitigations **Done Right!**



- Residential & Commercial
- Complimentary Follow-Up Radon Test
- Family Owned
- Veteran Operated
- Serving Since 1997
- Aesthetic Mitigation Installations

Radon Mitigation Systems
 Complimentary Test after Installation



(865)271-7178 | office@bentleyradon.com

CROWN TITLE
 Insurance Agency, Inc.



LET US PUT OUR "CROWNING TOUCH" ON YOUR NEXT CLOSING.

865.539.4910 | crowntitleknox.com
 Franklin Square | 9700 Kingston Pike | Ste 6



Experience the Melrose Difference...
Knowledge. Integrity. Efficiency.



KNOX COUNTY

151 Major Reynolds Place, Ste. 102
Knoxville, TN 37919
(865) 694-1400

ROANE COUNTY

715 Walden Ave.
Harriman, TN 37748
(865) 590-6360

VISIT US ONLINE OR CONNECT
WITH US ON SOCIAL MEDIA!
MelroseTitleCo.com



**WE HELP REAL
PRODUCERS
GET TO THE
CLOSING TABLE!**

What you get:

-  FREE expedited inspections
-  FREE detailed estimates
-  Expedited project scheduling
-  Option to pay for project from escrow
-  6 & 12 month same-as-cash financing available
-  Freely transferable, no hassle warranties
-  Free CE Credit Courses available



**HOME WARRANTIES
DON'T HAVE TO
BE SCARY!**

GIVE YOUR CLIENTS
A CHOICE.

\$100 off two year, three-year, & five-year plans!
*Call me TODAY for scripts on negotiating a
higher sales price for your sellers,
complementary seller's coverage, & new options
for your buyers!



CHOICE
Home Warranty

MARYANN AZAMBUJA
Senior Account Executive
865-248-9921
maryann@CHWPro.com



Sales and Claims 888-275-2980 | CHWPro.com

Turn Over a New Leaf.
EXPERT CLEANING SERVICES!

Cleaners have expertise in regular,
deep, move in/out cleanings.



Serving Knoxville & surrounding areas.



ANGIE'S CLEANING SERVICES
(865) 705-4922



Call/text for free quote **865.705.4922**
Cleanwithangie.com



LOCAL FAMILY OWNED & OPERATED

American Foundation & Waterproofing has been proud to serve the East Tennessee real estate community for more than 16 years. We have a dedicated team of inspectors, headed up by David McMahan that work exclusively with real estate professionals, and they understand the real estate transaction process, along with the deadlines you face.

CALL NOW!
865-448-7510

*The right way.
The American way.*

americanfw.com/about/realestate





20 YEARS OF
THE N2 COMPANY

HOME LOANS MADE EASY WITH A **LOCAL LENDER**

**NEED A CLIENT
APPROVED
QUICKLY?
CONTACT US.**

- ✓ Fast pre-approvals
- ✓ Open communication
- ✓ Wide range of programs



**DEBBIE
WINDISCH**
BRANCH MANAGER
SR. LOAN OFFICER

865-243-9777

knoxhomeloans.com



**JEFF
SEAGRAVES**
SR. LOAN OFFICER

865-591-9858

mortgageonthefly.com



865-232-1762

9724 Kingston Pike, Suite 800
Knoxville, TN 37922

LOAN PROGRAMS

Conventional, FHA, VA, THDA, USDA,
Manufactured Homes, Construction-to-Perm,
Temporary Buydowns and more.

MIG NMLS #34391 – Equal Housing Lender • Debbie Windisch NMLS #659351, Jeff Seagraves NMLS #181855