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Pictured left to right: Tom Horvath, Bean Stringfellow, Ashley Adler, Shanna Colls, Linda Buskey



team spotlight

Story by Jacki Donaldson
Photos by Bay Creek Realty

In the nearly 30 years that Bruce Fine has been selling and managing master-planned communities, he's never seen a sales team that looks out for each other and its customers like the Bay Creek Realty team. Comprised of five highly professional sales agents with nearly 60 years of combined experience representing Bay Creek properties, Bay Creek Realty leads the way in representing this award-winning coastal retreat of townhomes, condos, single-family homes and homesites of every imaginable size and view. Since its inception, the Bay Creek community has sold more than 1,000 properties, with nearly 550 homes either completed or under construction.

"Year after year, we are far and away the No. 1 selling real estate company in the community, and that doesn't happen without a lot of hard work and dedication," shares Bruce, Bay Creek Realty Managing Broker. "The commitment our team has to our customers, to finding them the absolute best property to meet their needs and then working with them after closing, especially if they are building a home, is exceptional—no one does it better. As the developer's in-house sales and marketing group listing and selling only Bay Creek, our team of sales executives is laser-focused on this one community."

LINDA BUSKEY



Linda Buskey has been selling at Bay Creek since Day 1. "I joined the Bay Creek team 25 years ago," she explains. "The first time I saw the property, it was still a large farm, but the natural beauty, the nature and the history were a perfect fit for the stage of my life." Linda marvels at seeing homeowners' children grow up and then watching as they start their own families at Bay Creek. A devoted community advocate, she built a home here in 2022. **LINDA'S WORDS OF WISDOM:** "Bay Creek is 35 minutes and 60 years away from Hampton Roads. No traffic or noise except for the laughter of folks having a grand time."

SHANNA COLLS



Seeking warmer weather and a change of scenery from upstate New York, Shanna Colls ventured south until she found a place to take off her winter jacket and sink her toes in the sand. She landed at Bay Creek, first working in property management. She transitioned to the sales team 10 years ago, where she shines in organization and practicality to efficiently manage the intricate details of property transactions. **SHANNA'S WORDS OF WISDOM:** "What makes Bay Creek truly special isn't just what's present within the community, but rather what's absent—the absence of stress, hustle and distractions, creating a unique environment where residents enjoy a serene and fulfilling lifestyle. Shanna has purchased two homes in the community and lives full-time in Bay Creek."

BEAN STRINGFELLOW



Former professional baseball player and sports agent Bean Stringfellow believes in Bay Creek so much that he personally owns three properties. He enjoys connecting families with this spectacular Eastern Shore haven and sharing the one-of-a-kind hometown of Cape Charles with others. **BEAN'S WORDS OF WISDOM:** "This place is special. It's that feeling of yesteryear here in Cape Charles. You see a stand selling shells on Mason Avenue and a fruit stand up the road, and they're all on the honor system. I love introducing people to this special place."

ASHLEY ADLER



Ashley Adler joined the team at Bay Creek Realty for the opportunity to work solely with the prestigious development that attracts a high-end clientele. “Bay Creek offers a unique combination of natural beauty, luxury amenities and a strong sense of community, which align perfectly

with my values and expertise in sales,” shares Ashley, whose superpowers are connecting deeply with affluent home buyers and understanding their unique needs and desires.

ASHLEY’S WORDS OF WISDOM: “By collaborating with Bay Creek, you can offer your clients exclusive access to a community in high demand with an incredible selection of inventory, which is hard to find in the current market.”

TOM HORVATH



Tom Horvath joined the team this year after spending most of his adult life out west. Captivated by the Eastern Shore, he moved to Cape Charles to work at Bay Creek—one of *Ideal Living Magazine’s* “Top 100 Places to Live” for the past three years—for its fabulous amenities and lifestyle.

“I knew the development team and its integrity,” he remarks. Additional perks for Tom are the Cape Charles lifestyle—the postcard beach town, small-town living and the gift of no traffic and crime with the “big city” just 45 minutes away. Gifted with an ear for listening to his clients, he loves helping them find their dream homes. **TOM’S WORDS OF WISDOM:** “People who visit here want to be here.”



WHICH WELL-KNOWN PERSON OF ANY ERA WOULD YOU LOVE TO SEE MOVE INTO THE COMMUNITY?

“While exploring the Eastern Shore of Virginia, Captain John Smith is quoted as saying, ‘Heaven and Earth never agreed better to frame a place for man’s habitation.’ This quote was attributed to him in 1608. He could, I believe, move into Bay Creek today and say the same.”

—Bay Creek Sales Executive Linda Buskey

“Seeing Jimmy Buffett move into the community would be fantastic. His appreciation for coastal living and a laid-back lifestyle would align perfectly with the atmosphere of Bay Creek.”

—Bay Creek Sales Executive Shanna Colls

“Imagine the legendary Coco Chanel choosing Bay Creek as her home. Known for her timeless elegance and revolutionary fashion, Chanel would perfectly complement the luxury and sophistication of our community. Her pioneering spirit and iconic style would add unparalleled glamour and prestige to Bay Creek.”

—Bay Creek Sales Executive Ashley Adler

“Bo Jackson because he is the greatest athlete of all time and would love all the activities we offer, and I could share football stories with him.”

—Bay Creek Sales Executive Tom Horvath



Bruce echoes his team’s Bay Creek sentiments. “The street-scapes, the incredible Club amenities managed by Troon, the variety of homes, the social fabric, the surrounding areas on the Eastern Shore—we are fortunate to be here,” he smiles. “Bay Creek Development is a very supportive and committed development company, and we know our community changes the trajectory of people’s lives when they buy here.”

Bruce can’t say enough about his standout sales executives. “Everyone is genuinely happy for each other’s successes and is always available to each other for answering questions, strategizing and working through sometimes challenging situations. When the tide rises, it lifts all boats, and we believe that!”



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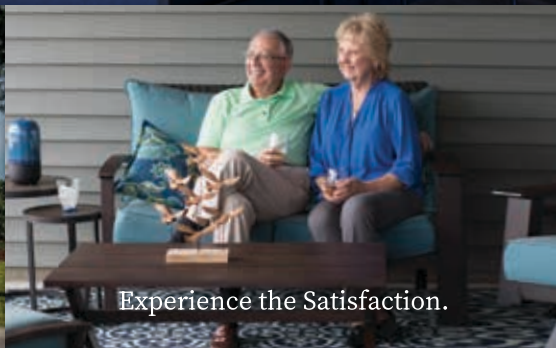
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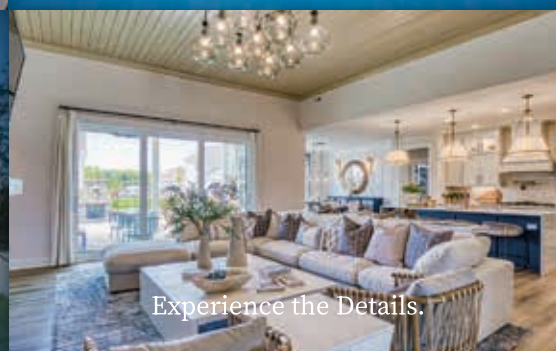
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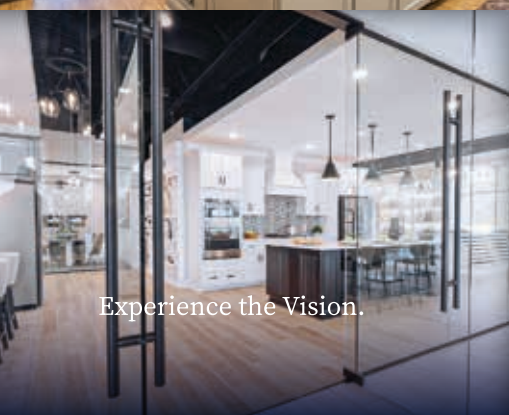
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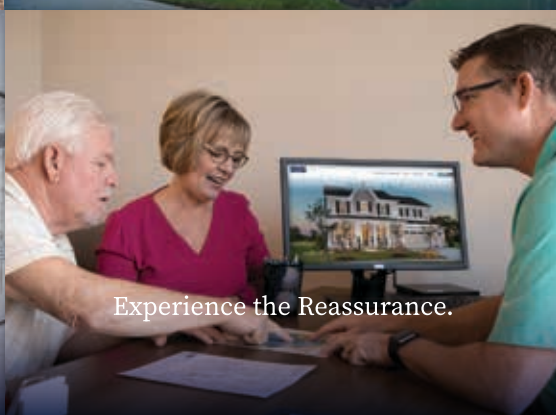
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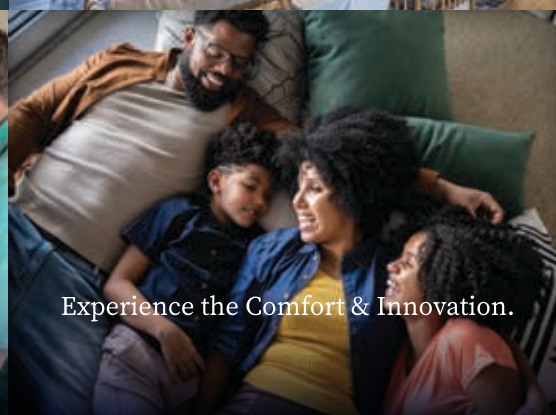
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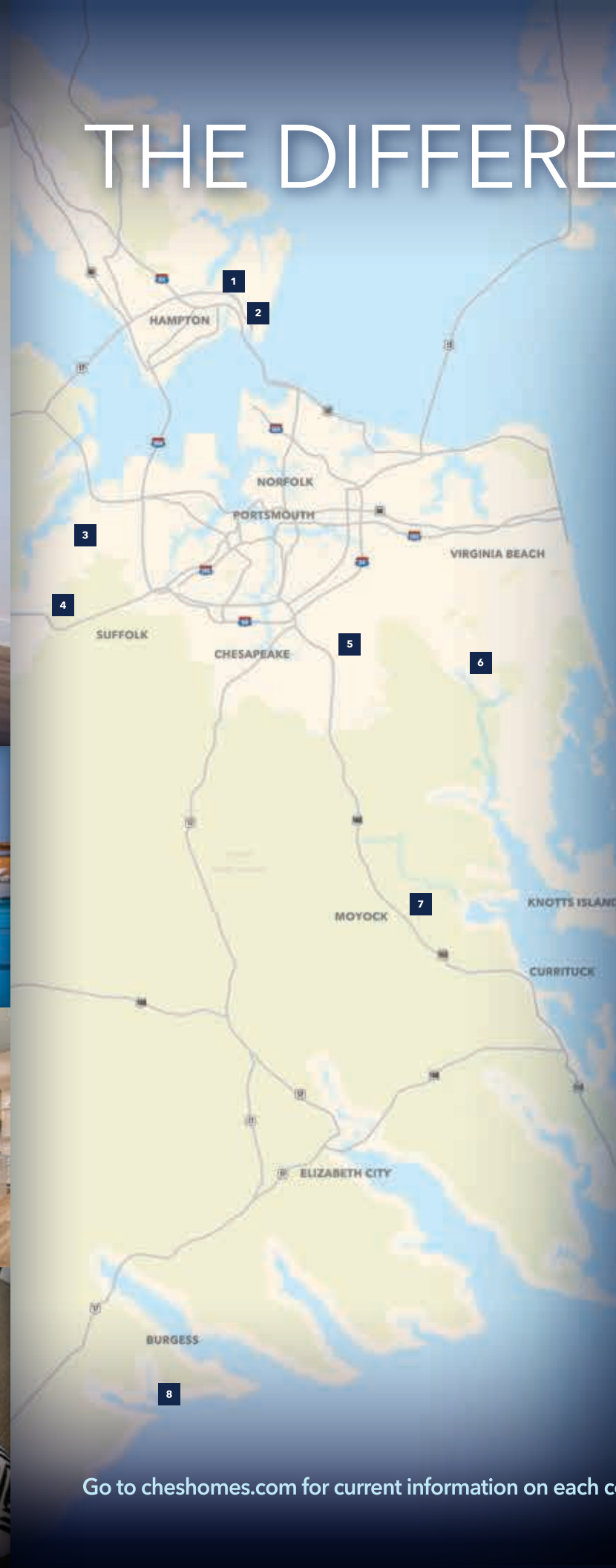


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OWN Realty

Buying a new home is stressful, but the stress can be overwhelming for those who serve in the military. Ten years as a military spouse, Teilor Burnett knows from personal experience how taxing the process can be. “Moving to an area that you know nothing about and having to purchase a home sight unseen is unfortunately something that 99% of my military clients seem to go through,” says Teilor. “Most of them are buying houses they’ve never set foot in, and I feel blessed to be able to serve them and make the transition a little easier.”

Having relocated multiple times on Coast Guard orders for her family, Teilor has encountered this uncertainty. Originally from Florida, she and her husband had made their way to San Francisco before being transferred to the Tidewater area. Not only do many families have to purchase their new home sight unseen, but the added strain of the isolation they experience upon arrival can be daunting. “When I moved into this area, I came in as a military wife and knew absolutely no one,” Teilor recalls. “It’s always hard when you come into a new community, not knowing anyone or what the locals do. So many military spouses ask themselves, ‘What do I do? Where do I go for restaurants and grocery shopping? Where are the local beaches? Who’s your dentist?’ I’m so happy to show my clients the way and make the referrals.”

Compounding Teilor’s bewilderment was how little she—like many others—knew about the homebuying process. Although she praises the agent her family used, Teilor admits that aspects of the transaction left her less than happy with the experience. “When we bought our house, I was kind of in the dark about a lot of things,” she elaborates. “You don’t really know how the process is evolving, and you don’t know what’s going on half the time because most of it goes on behind the scenes.”

▶▶ on the rise

Story by Dan Steele
Photos by Leah Wallace, Leah Ariel Photography

Teilor Burnett

When she obtained her real estate license, Teilor was determined to do everything she could to make the experience different for her clients. “We’re real estate agents, not undercover agents, and sometimes, because of the pace of this industry and timelines, there’s not always explanations of what’s happening behind the scenes,” she says. “I always strive to update my clients every step of the way both during and after they purchase their home.”

Teilor is committed to transparency during the process and wants to ensure her clients don’t lose sight of their home’s value when they are ready to sell. “I’m not an agent you’re going to work with and never see again,” she avows. “I’m here forever for whatever is needed. A lot of military clients are only here for three to four years. Now, how do you buy a house and sell in a few short years? Well, when we are house shopping, I’m consistently advising my clients on upgrades that will provide value and allow them to gain the equity they will need. We do this before they even decide to purchase so they come out on top when they are ready to transfer to their next location.” To help other military families find their footing in their new environment, Teilor hosts client events that allow people to make important connections that ease their transition. “I do a couple client events a year to try and connect those families, which is something that’s been super fulfilling about my work,” she says.

For Teilor, real estate has been a way to help other military families find the home they deserve and a way to provide for her family without sacrificing quality time with them. “With real estate, I have the flexibility with my kids and the life I want to have,” she explains. A former manager for Target, she found that while her position delivered security, it failed to give her a positive



6699

My faith in God has been an essential source of strength, the courage to pursue my dreams, the resilience to face adversities and the compassion to connect with others deeply. It provides my peace and clarity. The love I feel from my faith community is invaluable; it reminds me that I am never alone on this journey. It is not just a part of my life; it is the foundation upon which I build everything. I truly have fallen in love with Hampton Roads, where we have created such a beautiful life surrounded by our village of family and friends.

—Teilor Burnett

work-life balance. “I was managing the largest Target in San Francisco before we moved here in 2019 with a few hundred employees underneath me,” Teilor remarks. “When we moved here, I was seven months pregnant with my third child and about to go on maternity leave when I realized that I couldn’t do that anymore. I needed to get out of retail for work-family life balance.” Fortunately, a friend, Courtney, recommended Teilor get her real estate license, knowing it would give her the life she wanted for her family. Teilor is thankful she pursued her



suggestion. “Real estate and serving my clients are what I know I am supposed to be doing in life,” she smiles.

When she isn’t helping her clients achieve their dreams despite their transitory lives, Teilor takes advantage of her career’s flexibility by spending as much time as possible with her family at the beach. “During the warm weather, we LIVE at the beach; that’s my happy place!” she laughs. “My three boys, with their boundless energy and love, are the driving force behind my success, reminding me daily of what truly matters.”

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and systematic, allowing people to relax and enjoy the fun part of buying a home while she handles the details that can often seem overwhelming. Katie has guided countless families into homeownership, turning the impossible into possible. Check out a few of her 5-star reviews. Their experiences speak louder than words!

★★★★★ CLIENT REVIEW

Katie and her team kept us informed every step of the way. She was very pleasant to work with and reassuring during the whole process. We never had to guess where we were during the process. We will definitely recommend her and her team. – Michael G.

★★★★★ CLIENT REVIEW

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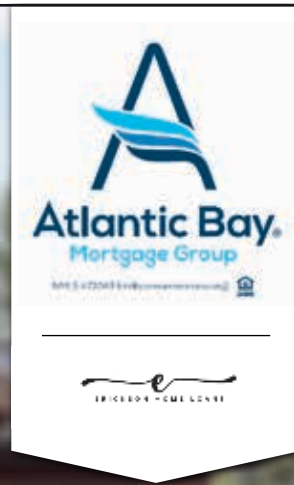


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Kim Dombrowski

IMPRESSIVE
home Staging

partner spotlight ◀◀

Story by Maddie Podish
Photos by Dave Schwartz,
Coastal Exposures

Impressive Home Staging, a two-time national award winner recognized as one of the Top 10 professional home staging companies in the nation by the Home Staging and Redesign Alliance, is ready to create a customized staging plan tailored to the unique needs of potential buyers and the architectural style of your next listing. Owned by visionary Kim Dombrowski, Impressive Home Staging's team of 10 provides the highest level of service while executing their seamless process—Prepare, Stage, Sell. With a suite of services, including vacant home staging, pre-listing staging consultations and short-term/mid-term rental setups, Impressive Home Staging ensures properties are seen and remembered.

Originating from a family of artists, Kim's initial aspiration to pursue art was redirected by a high school counselor toward the burgeoning field of computer science. This pivot led to an 18-year tenure in information technology within the cosmetic industry, with notable roles at Revlon, Max Factor and CoverGirl/Proctor & Gamble. The tragic events of September 11 prompted Kim to transition from her IT career to become a stay-at-home mom. However, her innate love for decorating pulled her back to her creative roots,



leading her to open Impressive Home Staging. As Kim reflects, "Funny how you always come back to your passion of being a creative person."

While launching Impressive Home Staging, Kim knew she wanted to go beyond just creating a seamless process for clients. Impressive Home Staging excels in education, offering Lunch N' Learn presentations for real estate professionals. These sessions include lunch and a professional presentation with tips, benefits and lots of pictures. Additionally, the team provides complimentary professional

should use professional staging and photography for the best results possible to bolster your reputation." Though they make sure clients and agents feel at ease during the entire process, the process involves rigorous behind-the-scenes efforts from designing and shopping to packing, moving and setting up to manage 300 stages and de-stages annually.

For Kim, success is about vision and goal-setting and achieving those goals with determination and hard work. Kim finds the most fulfillment in the final reveal and positive client feedback and is proud of 100 consecutive 5-star reviews



photos in their staging packages and teaches a two-credit CE class, "Staging by the Book" and "Listing your Luxury Properties," complete with a tour of its 6,000-square-foot warehouse.

Partnering with Kim and her company will leave your clients with an HGTV home reveal reaction and an investment with a 500% return. With an average days-on-market at a remarkable 18 days and enough inventory to stage 60-plus homes at a time, Impressive Home Staging is ready to help you do what you do best—SELL. Kim emphasizes, "Experts hire experts, so as Real Producers, you

on Google. Maryanne, a previous client, shares, "Outstanding experience with Impressive Home Staging. In less than a week, they developed a thoughtful, creative and effective design plan. The design captured our home's unique features, which attracted numerous inquiries and visits. The fact that our home was under contract in a mere two days speaks for itself. The team of stagers were efficient, neat and friendly."

The team was honored this past spring when selected to design the St. Jude Dream Home Giveaway house in Suffolk built by Kirbor Homes.

Kim beams, "We selected all the furniture from Greenfront Furniture in Farmville and added all the art and accessories to make the home spectacular for four weeks of open-house tours." All ticket proceeds to enter the drawing for the new home support St. Jude Children's Research Hospital's lifesaving mission to help cure childhood cancer.

Outside of changing the staging industry and giving back to her community, Kim loves spending quality time with her family. Married to her husband, Mike, for 35 years, the couple shares two grown sons, Jamie and Nick, and enjoy boating, fishing and weekends at their beach house in Corolla's 4x4 area. The family also loves to travel and are excited for their upcoming trip to Anguilla in February and a family trip to Sweden next July.

Impressive Home Staging is more than just a business; it's a passion-driven enterprise led by a creative soul who found her true calling. With an eye for detail and a heart for service,

Experts hire experts, so as Real Producers, you should use professional staging and photography for the best results possible to bolster your reputation.

Kim Dombrowski and her team continue to set the bar high in home staging, making homes irresistible and selling them fast. Kim hopes to be remembered as a loving mom, wife, friend and leader in life and business.



Kim Dombrowski
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Connect with Justin!



"At every step, Justin went above and beyond. Every question I had was answered quickly, professionally, and succinctly."

- *Nathan G.*

"Justin was professional, quick, and an overall amazing help with making this journey easy. Happy to have him on my side walking me through things."

- *Glenn G.*

"Best loan officer ever! He guided me all the way and was very professional. Everything went smoothly. Thanks, Justin!"

- *Alex O.*

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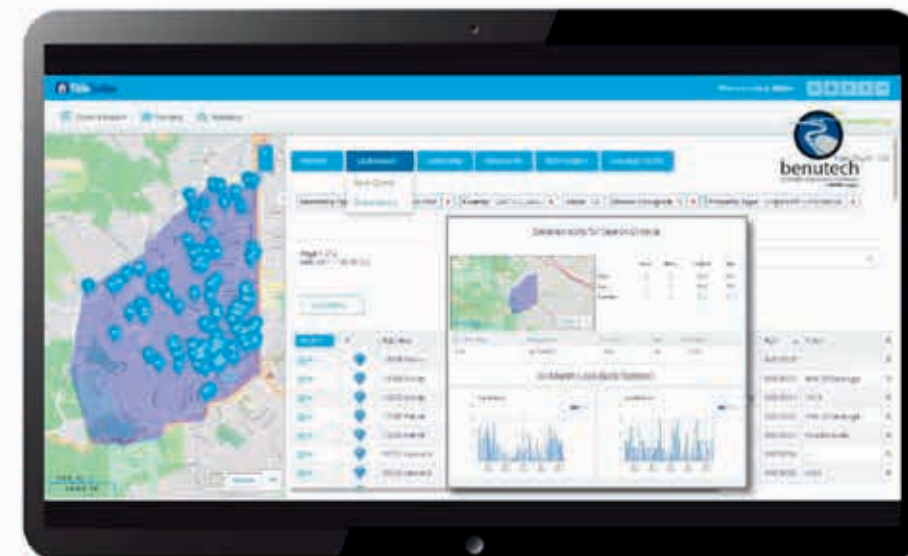
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A Toast to Excellence

AT BUDGET BLINDS BASH



On July 11, the real estate community gathered for another memorable magazine celebration party, this time hosted by Budget Blinds of Hampton Roads in its Chesapeake showroom. Co-owner Rachelle Stannard and her team went above and beyond, providing a delicious spread of hors d'oeuvres that perfectly complemented the delightful libations generously provided by our collective preferred partners.

I often hear the question, "How do I get invited to these events?" The answer is simple. When you see agents, brokers or our business partners featured in the magazine, know that we will host a celebration party in their honor. If you'd like to join us in celebrating, send an email or text to Joni at Joni@realproducersmag.com or 757-450-2899 and let us know which agent, broker or partner you wish to join for the celebration, and we will be sure to get an invite out to you.



The evening was a grand celebration of our June issue's featured articles, highlighting the remarkable achievements of Betsy Thompson, Alexis Lans and Mary Rice. Although we missed Greg Montie and Victoria Reasor Nelson due to inclement weather and summer travel plans, we look forward to honoring them at our next event. We also had the pleasure of celebrating our trusted partners Liz Copeland with CrossCountry Mortgage and Manami Workman with PESTOUT.

We eagerly anticipate our next gathering, where we will celebrate the achievements featured in our August and September issues and those who couldn't attend their specific celebration parties.

Join us in recognizing the outstanding contributions of our real estate community. We hope to see you there!





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1) Source: www.scotsmanguide.com/rankings/top-mortgage-lenders/2023-top-retail-lenders/ 2) Source: www.wsj.com/buyside/personal-finance/best-mortgage-lenders-d0ea859d 3) Results may vary. Conditions apply. 4) Source: www.housingwire.com/articles/announcing-the-2024-tech100-mortgage-winners/ 5) LMPJ availability is subject to qualifications. | 192 Ballard Ct., Suite 100, Virginia Beach, VA 23462 | loanDepot.com, LLC NMLS ID 174457 (www.nmlsconsumeraccess.org). Licensed by the VA Bureau of Financial Institutions MC-5431. (040224 131872-2014b)



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NOMINATE YOUR FAVORITE TOP AGENTS!

By Publisher Joni Giordano-Bowling

How do we decide who to feature each month? Through our nomination system. Top real estate agents and the preferred partners who invest in this publication through advertising and sponsoring our events decide who we feature each month through their nominations. Additionally, we have multiple events throughout the year, and top agents with top numbers are present at these events; we receive many nominations here among those who attend. **Please contact Joni Giordano-Bowling at 757-348-7809 or joni@realproducersmag.com to nominate top agents.**

Of those nominated, our team meets with and gets to know each nominee in person or via Zoom. In this meeting, we collect all the cool facts about the agent and gather nominations for other top agents and businesses we should consider for our vetted preferred partners' list.

Our selection team decides who gets into each issue. We use the "5 C" criteria as a guide. An agent must meet the first three. The fourth and fifth items are not required; however, we love celebrating successes of a giving or victorious nature.

- 1. Collaboration:** The number of nominations usually indicates that nominees are respected by their peers and work well with other agents and our preferred partners.
- 2. Competition production numbers:** Let's face it; the name of the publication is Real Producers, so folks need to be top producers to get into the magazine.
- 3. Character:** While most in the industry have great character and integrity, we will not feature anyone—agent or business—who has not been recommended or nominated by top agents as a person or business operating with integrity.
- 4. Contribution:** We adore inspiring stories about agents who give back to the real estate and local/global community.
- 5. Compelling story/ Conquering a life challenge:** Who doesn't love an against-the-odds success story?

We also get to know the agents engaging in our private Facebook group for top REALTORS® and partners. Please contact me if you would like an invitation to that page, as membership is limited to agents on our past and present Real Producers list, real estate brokers and current preferred business partners.

In planning each issue, we try to make sure we don't feature agents from the same brokerage or firm in the same issue. We also try to cover the territory geographically so that agents from each area we cover are featured proportionately. With so many wonderful nominated agents, our monthly decisions are difficult, so make sure we know who you are!

Remember, real estate agents and brokers do not pay anything for feature stories; everything we do for them is free. While other programs may look similar, we are not a pay-to-play model. We select most articles six to 12 months in advance (sometimes years in advance for cover agents) and notify folks one to two months before their feature appears that we have selected them. Please don't be discouraged if you have met with us and have not received the call to be featured. Keep those nominations coming.

We would love your feedback about how we are doing and what, if anything, we can do better to help everyone in the industry **Collaborate, Elevate** and **Inspire** each other. Please email, text or privately message all suggestions and feedback directly to me.

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REALTORS® Lead the Way in Safety

With September as National Association of REALTORS®' (NAR) Safety Month



Much of the public is unaware of the true dangers a real estate agent faces daily. The agents meet with strangers every day, and many times, they meet in vacant lots and empty homes. Leslie Rouda Smith, the National Association of REALTORS® (NAR) President in 2022, had two initiatives that really took hold in the real estate field in general and in REALTOR® associations throughout the country. Leading us through the post-pandemic year, Leslie focused on safety and sustainability. Looking at sustainability holistically, it is also a safety issue; it is the safety of our planet. The data from NAR reveals that in 2022, 2% of residential real estate agents were victims of job-related crimes. When one calculates the number of REALTORS®, roughly 30,000 agents fell victim to crime in 2022 alone. The U.S. Bureau of Labor & Statistics reported 23 real estate-related professionals who died as a result of crime while on the job.

No particular area of the country is safer than another. Sadly, even here in Hampton Roads, in 2021, one of our local REALTORS® was murdered by a client. Thinking it can't happen here is one of the worst things an agent can do. Understanding that nothing is more valuable than the physical well-being of our REALTOR® members, the Virginia Association of REALTORS® implemented a program wherein every member has free access to the Forewarn Safety App. This phone app is available to all non-member licensees at a monthly subscription rate, but if one is a REALTOR®, it is a free and phenomenal member benefit.

Forewarn is a powerful safety tool. Its website states it provides "instant, entity verification and risk assessment in the palm of your hand. FOREWARN leverages leading-edge,

proprietary technology and a massive data repository covering nearly 100% of the U.S. adult population." The app, from a client's phone number, can access criminal and financial records. As agents, this tool is safety at your fingertips, but it does not automatically guarantee anyone's safety. Agents should still be prepared and versed in safety protocols. At the Hampton Roads REALTORS® Association (HRRRA), agents can take safety-related courses and access NAR's safety toolkit through their membership.

The safety toolkit has a plethora of resources, from webinars and videos to checklists and forms, all designed to enhance and increase an agent's safety. One of the unique features of the NAR safety toolkit is the REALTOR® Safety Network. This network is designed to quickly respond to safety threats and to notify REALTORS® nationally of a safety-related issue. The network is designed to spread the word quickly of crime-related circumstances, such as (a) a REALTOR® or the immediate family member of a REALTOR® goes missing, (b) NAR learns that the association name or the names of its programs are being used fraudulently to attempt to collect money or information from REALTORS® or others, and (c) a physical threat to REALTORS® that warrants national attention. Always call 911 if in immediate danger.



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An interview with HRRRA's 2022 Broker / Manager of the Year



CANDY DENNIS
2022 BROKER/MANAGER OF THE YEAR

I've been a very proud member of The Hampton Roads REALTORS® Association for 35 years. Over the years, I have had the opportunity to meet real estate professionals from other brokerages, serve on various committees, attend excellent educational opportunities, and collaborate with some of the best folks in our field. I feel that being a REALTOR® sets me apart from others that are not members of our board. Sharing our Code of Ethics to all, which holds us to a higher standard, is something I am very proud of. Thank you, HRRRA, for providing a safe haven for us to learn, collaborate and succeed!

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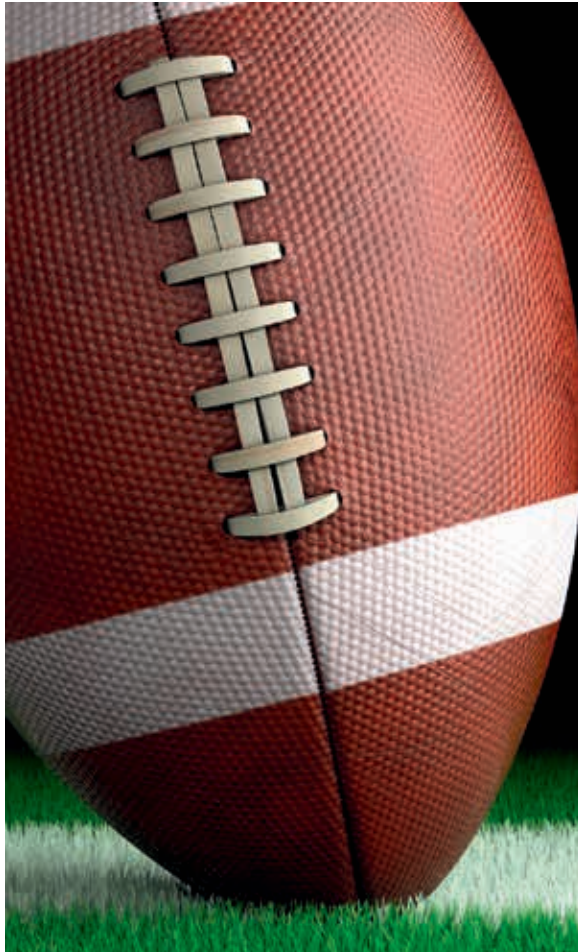
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REAL PRODUCERS

FAQ



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WELCOME TO REAL PRODUCERS!

Some of you may wonder what this publication is about, so we have created this FAQ page. Here, we will answer the most asked questions around the country regarding our program. My door is always open to discuss anything regarding this community—this publication is 100% designed to be your voice.

Q: WHO RECEIVES THIS MAGAZINE?

A: South Hampton Roads Real Producers: The top 500 agents in South Hampton Roads (Smithfield to Sandbridge and into the North Carolina border). We pulled the REIN-MLS numbers (by volume) from January 1, 2023, through December 31, 2023, in the South Hampton Roads area. We cut the list off at #500, and this year's distribution was born. For this year's list, the production level for our group was between \$7.8 million and \$71 million in 2023. The list will reset at the end of 2024 for next year, and we will update it annually.

A: Peninsula Real Producers: Same as above, but we pull out the Peninsula/Williamsburg agents and cut the list off at the top 300. For the 2022 calendar year, Peninsula Real Producers agents sold more than \$6 million.

Note: We identify REALTORS®/agents by where their broker is located in the MLS. Please contact us if you fall into any of these unique scenarios:

1. Your broker address in the MLS is not in the South Hampton Roads region, but you are a commission agent working primarily in South Hampton Roads or the Peninsula area.
2. Your broker address in the MLS is on the Peninsula, but you would prefer to be associated with South Hampton Roads Real Producers instead of the Peninsula.
3. Your broker address in the MLS is Southside, but you prefer to be part of the Peninsula Real Producers magazine instead of South Hampton Roads Real Producers.

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

A: The process is simple. Every feature you see has first been nominated multiple times. Top agents, office managers, brokers or industry leaders can nominate top REALTORS®, agents, affiliates, brokers, owners and industry leaders who work in the areas we cover. **Scan the QR code to nominate your favorite Real Producers.**

Once nominated multiple times, the next step is a preliminary interview with us to learn more about you; our article selection committee uses an extensive process to schedule each article, and we usually book up to a year in advance. Once we select and schedule, we put the wheels in motion for our writer to conduct an interview and for our photographer to schedule a photoshoot.

Q: WHAT IS THE COST TO FEATURE A REALTOR®, AGENT OR TEAM?

A: Zero, zilch, zippo, nada, nil. **The feature costs nothing,** my friends, so nominate away. We are not a pay-to-play model. We share real stories of Real Producers.

Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a preferred partner in the front of the magazine is part of this community and will have an ad in every magazine issue, attend our social events and be part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have recommended every preferred partner you see in this publication. In a sense, we won't even meet with a business you have not vetted and stamped for approval. Our mission is to create a powerhouse network for the REALTORS® and agents in the area and the best affiliates so we can grow stronger together.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: To recommend a local business that works with top real estate agents and their clients, please send an email or text to joni@realproducersmag.com or call **757-348-7809**.

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