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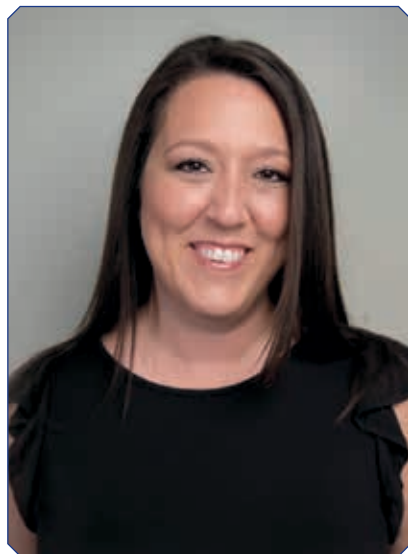
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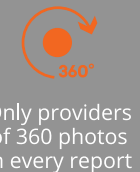
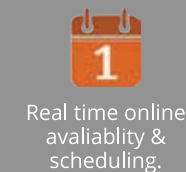
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# SEPTEMBER 2024

►► publisher's note By Robert Smith, Area Director/Publisher

**Dear Upstate Real Producers,**

Welcome to the September 2024 Edition of *Upstate Real Producers!* As the leaves begin to turn and we embrace the crisp air of autumn, we're excited to present this month's edition, filled with stories of outstanding individuals in our real estate community. This September, we highlight those who have truly made a mark, showcasing their dedication, passion, and achievements.

**Cover Feature Realtor**

Our cover feature this month is none other than **Laura Simmons**. Known for their unparalleled expertise and commitment to clients, Laura has consistently demonstrated excellence in every transaction. Their journey in real estate is a testament to what hard work and a client-first attitude can achieve. Dive into their story and be inspired by their innovative approaches and remarkable successes.

**Rising Star**

Shining brightly in our Rising Star segment is **Adam Devol**. New to the scene but already making waves, Adam embodies the future of real estate with fresh ideas and boundless energy. Their ability to adapt and thrive in a competitive market is truly commendable. Read on to learn how Adam is setting new standards and paving the way for future real estate professionals.

**Agent Spotlight**

In our Agent Spotlight, we celebrate **Deanna Arce**, whose dedication and outstanding service have earned them a stellar reputation. Deanna is not just an agent but a community advocate, always striving to make a positive impact. Discover how

their unique approach to real estate and their unwavering commitment to excellence have made them a trusted name in the industry.

**Celebrating Leader**

This month, we also honor **Jennifer Davis**, a true leader in the real estate community. With years of experience and a track record of success, Jennifer has mentored countless agents and significantly contributed to the growth of our industry. Their vision and leadership continue to inspire those around them, and their story is a powerful reminder of the impact one can have through dedication and passion.

**Amazing Preferred Partner**

Last but certainly not least, we recognize our Amazing Preferred Partner, Closing Contractor. Their support and collaboration are invaluable to the real estate community. Closing Contractor exceptional services and commitment to excellence make them a vital part of our network. Learn more about how Closing Contractor is enhancing the real estate experience for professionals and clients alike.

As we celebrate these remarkable individuals, we are reminded of the strength and dynamism of our real estate community. Each story in this issue is a testament to the hard work, innovation, and dedication that drive our industry forward.

Thank you for being part of the *Upstate Real Producers* family. We hope these stories inspire and motivate you in your own journey. Here's to another season of growth and success!



Warm regards,  
**Robert Smith**  
Publisher, *Upstate Real Producers Magazine*

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# DEANNA

## TERESA ARCE

*Embracing Life & Real Estate with Passion*

▶ agent spotlight | Photos By: Carolina House Shots  
Written By: Amy Porter

In the bustling world of real estate, Deanna Arce stands out not only for her professional prowess but also for her vibrant spirit and unwavering dedication. With a zest for life and a heart full of love, Deanna approaches each day with enthusiasm, embracing the opportunity for a fresh start and spreading positivity wherever she goes. A proud mother, connoisseur of all things vintage, and fervent advocate for giving back, Deanna's multifaceted persona shines through in every aspect of her career and personal life. Join us as we delve into the inspiring journey of this remarkable real estate agent, whose passion knows no bounds.



Few agents embody the spirit of passion and dedication quite like Deanna Arce. As a seasoned professional with a heart for service and an eye for design, Deanna's journey in the industry is not just about buying and selling properties—it's about making dreams come true and fostering lifelong connections.

### **Early Beginnings and Career Transition**

Deanna's path into real estate wasn't a conventional one. With a background in education and a passion for helping others, she initially worked with Greenville County Schools, specializing in children with special needs. However, her love for design and homes, coupled with a desire for a change, led her to explore a new career path. Combining her innate talents with her penchant for service, Deanna embraced real estate as her calling in 2013, starting with C.Dan Joyner Prudential Realty under the guidance of Fritzi Barbour.

Over the years, Deanna's journey took her through various brokerage firms, including a seven-year stint with Keller Williams Greenville, before finding her home at Nest Realty in the past year. As an independent agent, she thrived, driven by her determination and love for her craft. Nest Realty's boutique atmosphere, community-centric approach, and support for its agents resonated deeply with Deanna, making it the perfect fit for her career aspirations.

### **A Legacy of Excellence**

Deanna's career achievements speak volumes about her dedication and expertise in the real estate realm. With over a decade of experience under her belt, she has consistently delivered outstanding results, closing over 275 homes and surpassing \$47 million in sales volume over the last five years alone. In 2023, she achieved a remarkable milestone, closing over \$10 million in transactions, a testament to her unwavering commitment to her clients and craft.

Despite her remarkable success, Deanna remains grounded and humble, attributing her achievements to her relentless work ethic, self-discipline, and unwavering motivation. She eschews the notion of having a formal mentor, relying instead on her innate drive to continually improve and grow as an individual and professional.

### **A Heart for Giving Back**

Beyond her professional endeavors, Deanna is deeply passionate about giving back to her community. Drawing from her background

in education, she founded "The Reading Real Estate Agent," a heartfelt initiative aimed at promoting literacy among children and supporting educators. Through this initiative, Deanna has touched countless lives, fostering a love for learning and making a tangible difference in her community.

With the slogan "opening doors to literacy," Deanna has gone above and beyond to make a meaningful impact in classrooms across her community. From volunteering her time to read to students and donating books to sponsoring students in need during the holidays, Deanna's dedication to fostering a love for learning knows no bounds. By engaging students in discussions about the diversity of homes and encouraging them to visualize their dream abodes through coloring activities, she not only promotes literacy but also instills a sense of creativity and possibility in young minds. Through initiatives like back-to-school bags and coffee bars for teachers, Deanna ensures that educators feel valued and supported in their vital role. Her commitment to giving back reflects her belief in the transformative power of education and community engagement, leaving an enduring legacy of compassion and generosity.



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**Family and Personal Pursuits**

Outside of her thriving real estate career, Deanna finds joy in her roles as a wife and mother. Married for 28 years to her husband Luis, she cherishes moments spent with her three children—Serena, Ciara, and Ethan. Together, they enjoy the simple pleasures of life, whether it's exploring vintage shops, tending to their garden, or basking in the sun by the lake. Deanna's love for her family is palpable, serving as a constant source of inspiration and joy in her life.

**The Heart of the Arce Family**

At the heart of Deanna Arce's home are her cherished furry companions: Rucker and George, two lovable Doodles, and Sophie, a spirited Havanese. These four-legged friends aren't just pets; they're valued members of the Arce family, bringing boundless joy and laughter into their lives. Whether they're romping around the yard or cuddling up for a cozy evening at home, Rucker, George, and Sophie keep Deanna and her loved ones endlessly entertained and fulfilled. Though they may keep her busy, the love and companionship they provide are priceless, enriching their home with warmth and happiness.



**Passion and Purpose in Real Estate**

In her thriving real estate career, Deanna Arce finds profound fulfillment in making a difference in the lives of others. Her passion transcends mere transactions; it's about fostering genuine connections and uplifting those she encounters. "I just want everyone I meet and have the honor to work with to feel loved, heard, and understood," she affirms. For Deanna, the most rewarding aspect of her business is the opportunity to forge lifelong friendships and be a part of families' journeys. "I love people!" she exclaims. "So the reward in this business is truly making lifelong friendships." Looking ahead, Deanna sees real estate as not just a profession, but a lifelong calling. As she dreams of the future, she envisions herself continuing to serve her clients with dedication and passion, always striving to bring new insights and value to their real estate experiences.

**Guiding Principles for Success**

Drawing from her wealth of experience and unwavering dedication, Deanna Arce shares invaluable insights for aspiring real estate professionals seeking to excel in the industry. With humility and wisdom, Deanna emphasizes the importance of approaching each day with a giving heart and a touch of hustle. "Wake up every day with a giving heart and a touch of hustle," she advises. "Follow up, be present, and really take the time to listen to the needs of your clients." For Deanna, success isn't just about transactions; it's about



building meaningful connections and prioritizing the well-being of others. She encourages realtors to empathize with their clients and envision themselves in their shoes, asking, "If this was your situation or circumstance, what would you need from someone to help you? Then try to be that person for them." By embodying these principles of compassion and service, Deanna exemplifies the true essence of a top producer in the real estate realm.

**A Legacy of Love and Compassion**

As Deanna looks toward the future, her vision for real estate is rooted in her unwavering passion for helping others and building meaningful connections. She envisions a career filled with continued growth, learning, and above all, a commitment to making a positive impact in the lives of those she serves.

Deanna Arce's story is not just about selling homes—it's about making a difference, one transaction at a time.

Her legacy of excellence, compassion, and dedication will undoubtedly leave an indelible mark on the real estate industry and the lives of those she touches.

Amidst her remarkable career achievements, there's one aspect of Deanna Arce's life that shines brightest: her role as a mother. "I have loved being a mom!" she exclaims. "The best gift God has ever given me was the gift of motherhood." For Deanna, her family is not just her foundation; they are her greatest source of joy and inspiration. As she looks ahead to the future, she eagerly anticipates watching her family grow and evolve, cherishing every moment spent with her beloved children. Beyond her professional accolades, Deanna hopes to be remembered for her unwavering commitment to spreading love and compassion to everyone she encounters. "I want to be remembered for being someone who showed love to everyone. No matter what!" she affirms. In a world filled with both pain and beauty, Deanna's legacy of kindness and positivity leaves an indelible mark, ensuring that her impact is felt for generations to come.



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A Journey of  
Compassion  
& Success

# LAURA G SIMMONS



*In September, as the leaves begin their colorful transformation, Laura G Simmons stands as a influencer of compassion and determination in the realm of real estate. As the Owner/Broker of Laura Simmons & Associates, Laura embodies a unique blend of professionalism and heartfelt dedication. With over three decades in the industry, Laura's journey began at a young age when a casual suggestion from a real estate agent during the purchase of her second home sparked a transformative career path. In 1992, armed with ambition and a newly minted real estate license, Laura embarked on her professional odyssey, quickly rising to become the top agent in her office, a testament to her innate drive and ability to connect with clients.*

Throughout her illustrious career, Laura's commitment to her craft has been unwavering. From her early days with JOY Real Estate, where she flourished under the mentorship of Joy Bailey ("Mama Joy"), to the pivotal decision in 2014 to establish her own brokerage, Laura has consistently exemplified resilience and leadership. Her success is not merely measured in sales figures—last year alone, her total volume exceeded \$24.5 million—but in the countless lives she has touched through her genuine care and personalized approach to real estate.

"I believe in listening," Laura affirms, emphasizing that her role extends beyond finding the perfect property. "It's about understanding my clients' dreams and circumstances. Sometimes, it's not just about the house; it's about the people and their journey."

Laura's dedication extends beyond business; it permeates her personal life of faith and community involvement. She starts each morning with her coffee and Bible. She asks the Lord daily to take her to what she

cover story

Written By: Amy Porter  
Photos By: LITTLE  
MOMENTS PHOTOGRAPHY  
(Natalie Simmons)





needs for that day. The Lord always gives her the words that will get her thru that day and not just for her but many times for someone that may need that encouragement as truth more than she does. It's amazing to her and a great reminder daily who goes before her and knows her every step before she does. A passionate advocate for charities like Meals on Wheels and the Meyer Center for Children, Laura's philanthropic spirit mirrors her professional ethos of service and compassion and is rooted in her faith.

Laura's family, which includes four children Grant Simmons, Hunter Simmons, John William Simmons, and Alexis Breazeale. She is also a very proud Mimi of six grandchildren, and they all remain at the heart of her life outside of work. Together, they enjoy traveling, Harley rides, and nurturing their future retirement home on Lake Keowee.

Laura's personal journey has not been without challenges. "I married my high school sweetheart young and didn't go to college. All my friends said it will never work, don't get married, but I knew he was the love of my life," she shares. "I started seeing Bennie when I was 15 years old, and now, 38 years later, we are still together. We married and started a family young. He was a Greenville County deputy, and I owned a bridal shop when I decided real estate was what I wanted to do full-time. It has blessed my family for over 32 years." Their faith and resilience have been cornerstones of their journey, navigating life's ups and downs with grace and determination.

Laura's husband, Bennie, has been her steadfast partner throughout this journey. "He worked at the GCSO for 14 years, and when my business started thriving beyond me being able to do it all alone, he came home to help raise our children full-time," she shares. Bennie, who now holds a broker's license, is affectionately known as the "B.I.C. - BENNIE IN CHARGE!" Their bond and mutual support have been pivotal to their success. "We are together always and choose to do all of life together," Laura says with pride. They are also unwavering in their commitment to their faith, starting the mornings in prayer and devotion together, and being involved in church and mission work abroad.

Reflecting on her definition of success, Laura's eyes light up with an infectious joy. "Success is about internal joy," she muses. "I used



““  
*Success is about internal joy. I used to think it was about money, but my journey has taught me otherwise. It's about making a difference and finding fulfillment in every interaction.*  
””



*So many of my clients  
are now friends that  
feel like family.*



to think it was about money, but my journey has taught me otherwise. It's about making a difference and finding fulfillment in every interaction."

Yet, behind Laura's impressive accolades lies a deeply personal narrative. Adopted herself and later adopting a daughter, Laura's journey took a poignant turn in 2018 when she connected with eleven biological siblings, uncovering a rich tapestry of heritage while cherishing the unwavering love of her adoptive mother, Frankie Anthony. "My mother was exactly who the Lord intended for me," Laura reflects with profound gratitude. She also traveled to Russia to adopt her beautiful daughter Alexis.

"I've been a realtor for 32 years, specializing in the vibrant communities of Greenville County, Spartanburg, Lyman, Duncan, Inman, and Boiling Springs," Laura shares. "I also sell properties on Lake Hartwell and Keowee, where we have a home and know it well." Her intimate knowledge of these areas ensures her clients receive unparalleled insights and guidance.

Laura's approach to real estate is rooted in proactive communication. "I work hard to communicate with agents and the public before homes are even listed in the MLS," she explains. "The key to this business is communication. If you find out someone wants to sell or is looking to buy after they start looking, then you're late." This foresight and dedication have helped Laura close over \$600,000,000 in career volume, making her a formidable force in the industry.

Laura fondly recalls, "My favorite stories in real estate always involve couples who dream of a great home, and I get to hand them the keys. The American dream is to own your own home, no matter your age. The first set of keys given to a first-time homeowner is the BEST!"



Laura is passionate about making other people's dreams come true. "The relationships I get to build each and every day are the most rewarding part of my business," she says. "So many of my clients are now friends that feel like family." As she completes this article, Laura sits with a dear friend battling cancer, whom she helped find their dream lake house on Lake Keowee. "Relationships are KEY!" she emphasizes.

Looking to the future, Laura envisions continuing her journey without ever truly retiring. "I get to wake up every day and wonder, who will I get to help today? I truly feel like I've never not loved my job in real estate."

Her advice to aspiring realtors is simple yet profound: "Real estate is much more than showing a house. It's listening to your client or customer, giving of your time to meet their time, and helping them to accomplish their

goals. If you're in the business for the money, I don't know that you have your clients' best interest at heart. It takes skill to listen, define what they say, and help with what they may not understand."

In the heart of September, as Adoption Month unfolds, Laura G Simmons stands as a testament to the transformative power of compassion and the enduring pursuit of dreams. Her story is not just about real estate; it's about the profound impact one individual can have when driven by love, purpose, and unwavering determination.

As the cover feature of this September issue, Laura's narrative resonates as a celebration of resilience, family, and the joy found in serving others—a reminder that true success is defined by the lives we touch and the hearts we inspire.



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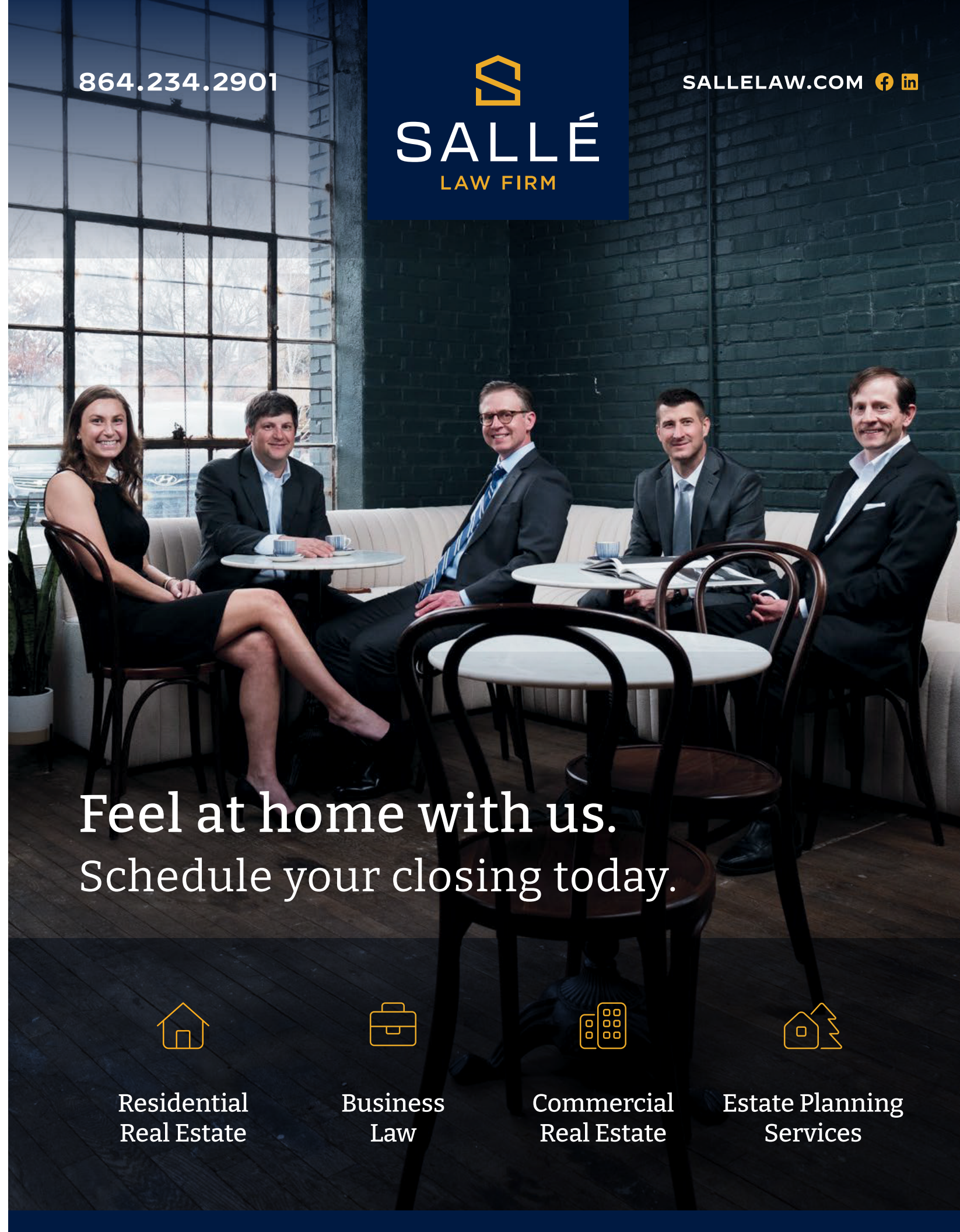
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# SHANE HIPPS



▶▶ preferred business partner spotlight • Written By: Amy Porter

Shane Hipps, a native of Simpsonville in Upstate South Carolina, is the proud owner of Closing Contractor, a business renowned for addressing a critical gap in real estate transactions—ensuring home inspection items are completed before closing. With a deep-rooted passion for entrepreneurship and problem-solving, Shane has built a reputable company that stands as the go-to solution for real estate agents and homeowners alike.

Shane is a family man, blessed with two beautiful daughters, Alexandra and Charleston, and two delightful grandchildren, Wilder and Stellan. Alexandra and her husband Zach are raising their family in the Upstate, giving Shane the cherished title of “VoVo”

(Grandpa). Wilder, with her energetic spirit, keeps everyone entertained, while Stellan, even at five months old, is already being prepped for a future in contracting. Charleston, his youngest, is a high school senior with a passion for theater and college tours, leaving Shane beaming with pride.

Outside of his business, Shane is a visionary and creator. His hobbies include mechanical creations, building systems, and enhancing efficiency. He co-hosted a podcast on home renovations and recently appeared on the reality TV show “The Blox,” which will air on Amazon Prime. Shane also cares for an axolotl named Xena, whose daily antics provide him with amusement.

The name “Closing Contractor” reflects Shane’s role as the reliable problem solver for real estate agents, ensuring transactions reach closing smoothly. Their mascot, Chuck, embodies the company’s commitment to getting the job done. Established on January 1, 2016, Closing Contractor boasts a skilled team of nine professionals licensed in various trades, including electrical, plumbing, HVAC, and more. Their comprehensive services bridge the gap between home inspection and closing, relieving stress for all parties involved.

Shane attributes his success to outstanding customer service, attention to detail, and his passion for building a legacy for his daughters. He chose Simpsonville as his base for its supportive local

community and the fond childhood memories it holds. Closing Contractor actively gives back to the community by sponsoring local youth sports, providing care packages to the homeless, and supporting nonprofit organizations.

Shane’s professional journey began after serving in the Navy, when he joined his father in electrical work and expanded into building custom homes. The 2008-2010 housing market crash led him to focus on construction contracting, where he developed a keen interest in real estate transactions. By obtaining his real estate license, Shane grew his network and business, ultimately founding Closing Contractor to meet the needs of real estate agents, home buyers, and sellers.

Shane’s favorite part of the business is alleviating stress for his clients and seeing the satisfaction on their faces. His ideal customers include real estate agents, home buyers, home sellers, and homeowners, all of whom benefit from his team’s expertise and commitment to excellence. For more information, visit [closingcontractor.com](http://closingcontractor.com) or find them on Facebook and Instagram under Closing Contractor.

**CLOSING CONTRACTOR**  
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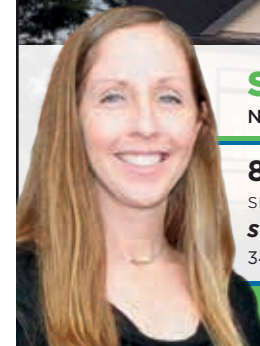
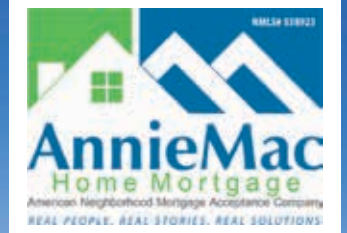
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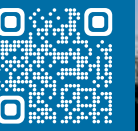
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## A Journey of Passion and Dedication in Real Estate

Jennifer Marie Davis better known as JD is an energetic and passionate real estate professional with C. Dan Joyner Realtors- Berkshire Hathaway Home Services. Since obtaining her real estate license in 2015 and her broker's license in 2020, JD has dedicated herself to providing top-tier service to her clients and nurturing new talent in the industry.

Growing up surrounded by real estate, JD was influenced by her father, a real estate appraiser, and her mother and grandmother, both nurses. This blend of business acumen and compassionate care naturally led her to a career where she could marry these attributes—serving others through real estate. As a child, JD was involved in her father's work, from cutting out MLS book pages to visiting new constructions. These early experiences instilled a deep-seated passion for real estate.

JD has spent her entire career at C. Dan Joyner Realtors, drawn by its family legacy and reputation for exceptional training. The mentorship of Fritzi Barbour, a significant figure in her professional life, cemented her decision to remain with the company. Fritzi's tenacity and compassionate approach inspired JD, shaping her into a dedicated and fierce advocate for her clients and colleagues. Following Fritzi's passing, JD took to heart the advice to "bring your own shoes," paving her own path while honoring her mentor's legacy.

As a Broker Associate at CDJ Midtown, JD is integral to the Quick Start program, designed to help new agents transition into the industry. She also serves as a Super Mentor, providing guidance and support to agents within their first two years. Working closely with her current BIC, Matthew Thrift, JD continues to expand her knowledge and expertise, particularly in contract and legal matters.

JD's career volume as a Realtor reflects her success, having been a top agent for CDJ and a Presidents' Circle award recipient for two consecutive years. However, she emphasizes that her success is measured not by numbers, but by the relationships she builds and the satisfaction of her clients.

Overcoming numerous challenges, from career rejections to navigating a male-dominated industry, JD's resilience and determination have been pivotal to her success. Her father's unwavering belief in her

# JENNIFER MARIE DAVIS "JD"

capabilities encouraged her to leap into real estate, where she found her true calling.

JD's passion lies in helping people, whether it's guiding first-time homebuyers, assisting downsizers, or supporting investors. Her commitment to her clients is unwavering, often working long hours and making personal sacrifices to ensure their needs are met. Her clients' trust and satisfaction are the ultimate rewards, making every effort worthwhile.

Looking to the future, JD aspires to become a Broker-in-Charge, continuing to pour her knowledge and passion into the next generation of agents. She is proud of her contributions to real estate and remains committed to personal and professional growth, embodying the principle that one should never stop learning.

Beyond her professional life, JD is deeply involved in her community. She serves on the alumnae board of Kappa Delta at Furman University and teaches group fitness classes, promoting health and well-being. JD also dedicates her time and resources to various charitable causes, particularly those related to cancer research and Alzheimer's disease, which have personally affected her family.

Family remains central to JD's life. Residing near her parents in Greenville, she cherishes her daily interactions with them. Her parents, Mike and Betty, live just two blocks away, and she enjoys having dinner with them almost nightly. JD values this time immensely, recognizing the importance of family connections. Her brother, J. Michael, works as a financial analyst for a winery in California, and although she misses him, their family bonds remain strong.



In her free time, JD is an avid fitness enthusiast, a voracious reader, and a fashion aficionado. She finds joy in helping others, whether through her professional work, community involvement, or personal interactions. Her faith and positive outlook guide her, and she lives by the golden rule, striving to make a difference in the lives of those around her.

JD's definition of success is beautifully encapsulated by Ralph Waldo Emerson: "To know one life has breathed easier because you have lived, this is to have succeeded." This philosophy drives her every action, ensuring that she leaves a positive impact on everyone she encounters. Her logo, Love Live Greenville, reflects her heartfelt dedication to her clients and her hometown, symbolizing her mission to serve with compassion and integrity.

#### ADVICE TO ASPIRING REALTORS

JD advises up-and-coming realtors to find their "why"—the motivation that drives them. Real estate is a challenging field that requires dedication, hard work, and a genuine passion for helping people. Building relationships and continuously learning are crucial components of success in this industry. JD's own journey underscores the importance of perseverance, mentorship, and a heartfelt commitment to serving others.

In summary, Jennifer Marie Davis is a testament to the power of passion, resilience, and dedication. Her journey in real estate is marked by a deep love for her community, a commitment to excellence, and an unwavering desire to make a positive impact on the lives of her clients and colleagues.

**REAL ESTATE IS A CHALLENGING FIELD THAT REQUIRES DEDICATION, HARD WORK, & A GENUINE PASSION FOR HELPING PEOPLE.**

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# ADAM DEVOL

## ▶▶ rising star

Photos By: Tres  
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Written By: Amy Porter

Adam Devol, a dedicated full-time realtor with Casey Group Real Estate, has carved a niche for himself in the competitive world of real estate. An enthusiast of many interests, Adam describes himself as a dog daddy, fisherman, musician, and a wannabe golfer, balancing his professional and personal life with a rare blend of passion and commitment.



Adam embarked on his real estate career in 2019, following a significant transition from his previous job at Draisen Edwards Music. When the company was sold to Music and Arts, assurances of job security and better pay fell through, resulting in the termination of 90% of the staff and a significant pay cut for Adam. This pivotal moment propelled him to pursue a new path, leading him to the dynamic field of real estate.

Over nearly five years, Adam has specialized in single-family residential properties, flips, land, and occasionally commercial real estate. Throughout his career, he has been a steadfast solo agent with Casey Group, appreciating the agency's support and the freedom it offers him to operate independently. His approach to helping clients find their perfect homes is rooted in active listening, local knowledge, and a proactive stance on staying connected with local lenders.

A memorable moment in Adam's career highlights his dedication to clients beyond just real estate transactions. "A few years back, I had to help wrangle a client's two pet potbelly pigs that were not too happy about moving," he recalls. This anecdote exemplifies Adam's commitment to going above and beyond for his clients, ensuring every aspect of their move is as seamless as possible.

Adam's career volume as a realtor stands impressively at around \$20 million, with \$5 million transacted in the last year alone. His success is attributed to his mentor, Scott Casey, who provided invaluable support from the very beginning. "Scott helped me from in-office training, cold calling, to accompanying me on listing appointments," Adam shares, reflecting on the mentorship that shaped his career.

The journey has not been without its challenges. Adam faced the fear of rejection and failure, overcoming these obstacles through persistence and learning from his mistakes. His passion now lies in assisting past clients, first-time buyers, and investors in achieving their real estate goals. Facilitating smooth and seamless transactions has been the most rewarding part of his business, a testament to his dedication to client satisfaction.





DON'T BE DISTRACTED BY OTHERS. HAVE A MISSION AND A GAME PLAN EACH DAY.

**DON'T THINK ABOUT IT, JUST DO IT!**

Looking ahead, Adam envisions a steady growth in his business, aiming to rely entirely on referrals and repeat clients. He is actively involved in his church and values spending quality time with his family. His hobbies include golf, fishing, mountain biking, rollerblading, dancing randomly, and playing the guitar.

For Adam, success is defined by financial security and the ability to focus solely on the client's needs. An interesting fact about him that many might not know is his deep love for his dog, Fender, stating he would ensure his dog's needs are met even before his own.

To aspiring realtors, Adam offers sage advice: "Patience, consistency, and infinite determination. Don't be distracted by others. Have a mission and a game plan each day. Don't think about it, just do it!" His outlook on difficult situations as opportunities for learning and growth is a testament to his resilience and commitment to excellence.

Adam Devol aims to be remembered for going way above and beyond normal client expectations, embodying the spirit of hard work and dedication encapsulated in his favorite quote: "You miss 100% of the shots you don't take." His journey from a music industry professional to a top real estate agent is a story of resilience, adaptability, and unwavering commitment to his clients.



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