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APRIL 2025

# REAL PRODUCERS®

HILLIARD  
HOMES

Rising Star  
Jenny Williams

Broker in Charge  
Lynn O'Keefe

Partner Spotlight  
MDH Foundation  
Repair

## Richard Hilliard

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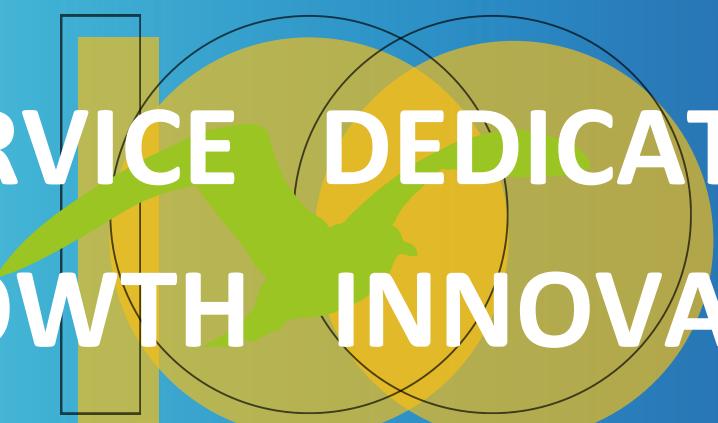
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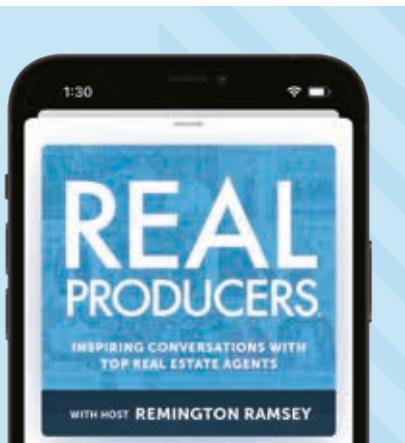
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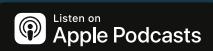
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# The Stress of Moving

BY ROBERT ORSO

In August of 2021 I experienced what many of your client's experience - The stress of moving. I only moved to another house eighteen miles away. I can only imagine the stress of moving to another city or state!

Certainly, there are all kinds of emotions that are based on why someone is moving and where they are moving to. Here are a few I could think of:

- Moving to a bigger/better house and better neighborhood – Joy!
- Moving to a smaller house in a less desirable neighborhood due to financial reasons – Sad
- Moving to a different area due to a job promotion and pay raise – Joy, but maybe some sadness to leave good neighbors and friends.
- Moving because you just want to experience living in a different place – Joy and anticipation!
- Moving to downsize and simplify your life – A mixture of sadness and relief. Sad to leave the home you have occupied for many years but relieved that you do not have to maintain a big house anymore.

For many, leaving one house and moving into another is no big deal. After all, it is just a house, an inanimate

object. But for others, it can be a very emotional and stressful experience.

I suppose the last bullet above is the best to describe why I sold my house and moved. Moving is not something I am used to. My family and I lived there for twenty-one years. We lived in our previous home for sixteen years. Having lost my wife in 2019 and all the kids had moved on, it was time for change.

However, I did not expect the move to be as emotional as it was.

My house was listed on a Friday, and we had a contract on Sunday. The buyer wanted to close in twenty days, which meant that I had to move forty years of life out of a 4,900 square foot house in two weeks! That was stressful. Selling furniture, I no longer needed, throwing away most of the stuff in the attic that I had not looked at in over twenty years, getting rid of the things my kids had left behind and trying to decide what to keep and what to part with was all consuming.

I will admit that, amid all of the work, there were deep emotions that came to the top and tears that came out. The more I worked, the emptier the house got and the fuller my mind and heart

got with memories of the joyful and good times as well as the challenging times. We had raised our kids here and entertained their friends, our friends, and our family here. Our neighbors were some of the best people I have ever known. This was more than a house, an inanimate object, this place was full of life and love, and it was hard to walk away from.

How could I walk away? Because I was going to something better for this season of my life! Being alone, I no longer needed such a large home. I was moving to a freshly remodeled farmhouse in the country, sitting on 115 acres that had been in my family since 1930. To a house that my father and grandfather built with their own hands out of lumber that was harvested off the land where the house sits. A place that was also rich with memories going back to my childhood as well as my children's childhood.

As realtors, I am sure you have to help your clients navigate through all of the emotions and stress I just described. Selling a home and trying to make a good decision on a new home can be a life-changing experience and requires your care and compassion.



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# Lynn O'KEEFE

## The O'Keefe Real Estate Group

BY JESS WELLAR  
PHOTOS BY OUTLAW  
PHOTOGRAPHY

Lynn O'Keefe works twice as hard so her agents and clients don't have to. A former gift shop owner turned power broker and REALTOR®, Lynn spent a year in real estate before deciding to open her own brokerage, The O'Keefe Real Estate Group, and shows no signs of slowing down in her second act.

"I want everyone to be happy and will do what it takes to achieve that outcome," Lynn emphasizes.

### Business To Business

Growing up in Biloxi, Mississippi, Lynn always had a knack for connecting with people.

"I was blessed to be able to stay home and raise my family until the kids went to school," she recalls.

This nurturing foundation led her to open an invitation and gift retail store, which she operated successfully for a decade.

"I loved helping people with invites for weddings and Mardi Gras. I love paper and invitations, and I enjoyed it so much," Lynn shares.

After her youngest went off to college though, Lynn missed the personal connections from



her gift store days. She wanted to work with people again, so real estate seemed like a natural fit and she obtained her sales license in 2019.

Just a year into her real estate career though, she took a bold step in August 2020.

"I went to work for a local boutique brokerage for a year and then left to run my own brokerage," Lynn explains.

### Diving In

Lynn's confidence and experience in retail made the transition to opening her own office surprisingly smooth.

1

"Business is business. It was easy to dovetail into real estate from retail because I was already helping people and finding out what

they needed and making it happen," she points out.

With 17 active agents and two support staff at her brokerage, Lynn is busier now than she's ever been — and that's fine with her.

"I love my work, my office family, and my clients. It is a joy to do what I do and being compensated for it is the icing on the cake," she smiles.

"Everything fell into place quickly and it snowballed. I'm working much more now than I did in retail, but I enjoy it more," she continues. "I love helping people, so getting up every day doesn't feel like work."

Last year, The O'Keefe Real Estate Group had impressive numbers, contributing significantly to the local market. This year,



**“It does not come overnight, so find someone to help keep you motivated.”**

Lynn projects \$20 to \$25 million as the brokerage continues to grow.

#### **Leading With Heart**

Running a brokerage is no small feat, but Lynn's leadership style sets her apart. She has an office reputation for her unapologetic honesty, accessibility, and devotion to nurturing talent.

“We are a hometown brokerage with so much experience and diversity within our group,”

she notes with a touch of pride. “We're very loyal to each other and to our clients and respect one another.”

Lynn has plenty of sage advice to dispense from her years of mentoring others.

“I encourage new agents to ‘Answer your phone and communicate with your clients.’ One of the complaints I often hear is agents not returning their calls or answering their phones,” she counsels.

“Another suggestion is to find someone you admire in the business and strive to be like them,” she adds. “It does not come overnight, so find someone to help keep you motivated.”

#### **Family First**

Outside of her bustling career, Lynn's heart belongs to her family. She and her husband Jeff are parents to three terrific sons — Jeffrey Jr., Jacob, and Jordan — and proud grandparents to Layla, Palmer, Drew, and Jude. Lynn's youngest son, Jordan, has followed in her footsteps, joining The O'Keefe Real Estate Group as a promising young Realtor.

“My family is my greatest blessing and joy,” Lynn affirms with a smile.

In her spare time, Lynn enjoys traveling, with a trip to Croatia on the horizon. Hosting family and friends, especially during Mardi Gras, and participating in O'Keefe Museum functions and entertaining for various fundraisers are also high on her fun list. Giving back to the local community is a core value for Lynn and her brokerage as well.

“We support Backpacks for Schools, Junior Auxiliary, and we are ambassadors for the Chamber. We are always giving back in various ways,” she offers.

As for the future, Lynn is excited for what lies ahead. Her vision for her brokerage is expansion, with licenses currently held in several other states in hopes of opening more offices eventually.

Although she has entertained thoughts about handing over the reins at some point down the road, Lynn doesn't ever see herself retiring and aims to always be involved in the business in some meaningful way.

“I am just loving my life at this stage and plan to continue working and enjoying the coast as long as possible,” she concludes.

**CONTACT US!**

For questions or comments about this article, contact Lynn at (228) 861-4977 or [glokeefe@aol.com](mailto:glokeefe@aol.com) or comment on Facebook @ Gulf Coast Real Producers.





## STRENGTH TO BUILD ON

BY DAVE DANIELSON

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When a foundation is solid, the rest of the home is supported for longevity. When there's an issue with the foundation, you need someone who cares for it as if it was their own ... someone who cares for your clients.

That's where MDH Foundation Repair excels.

Mike Hayes is owner, president, and general contractor with the company. He has a true passion for the work he and his team carry out for homeowners throughout the region.

“We really do have a passion for foundation repair. It's one of those things that's never planned for,” Mike explains.

# MDH

## FOUNDATION REPAIR



“It's not one of those exciting things in a home, but if those issues aren't taken care of, the other parts of the home are at risk. We like coming in and solving issues with a home. Our satisfaction comes in knowing we've helped people make an investment in the home.”

### Made to Last

As Mike says, current homeowners are the custodians of the home in the time they live in it.

“Our plan is that the work we do extends beyond their time in the home. We're not in it for the quick fix. That goes back to reputation and our impact on the community.”

We really want to make a difference,” Mike emphasizes.

“Not only do we work here, but we live here. We see people around town. We like looking people in the eye and saying we did a solid job.”

### Best of Both Worlds

Those who work with MDH Foundation Repair appreciate that they get the best of both worlds.

“We're big enough to take on large projects, but still small enough to care,” Mike says.

That spirit of commitment begins with Mike himself. You'll see him on job sites himself with a true, hands-on approach.

“

WE LOOK FOR THOSE WHO ARE HUMBLE, HUNGRY, AND SMART.”



As MDH Foundation Repair works to ensure a strong, unyielding foundation is in place for years to come, they offer extremely valuable flexibility when it comes to supporting the real estate deal and all of those involved.

“We recognize that in working with REALTORS® in the home sale process, words you don’t want to hear are you have a foundation issue or a moisture issue in your crawl space. When that comes back from an inspector, the clock is ticking. So we will work very closely with the buyer and/or the seller once the issue is identified and we prioritize real estate transactions,” Mike says.

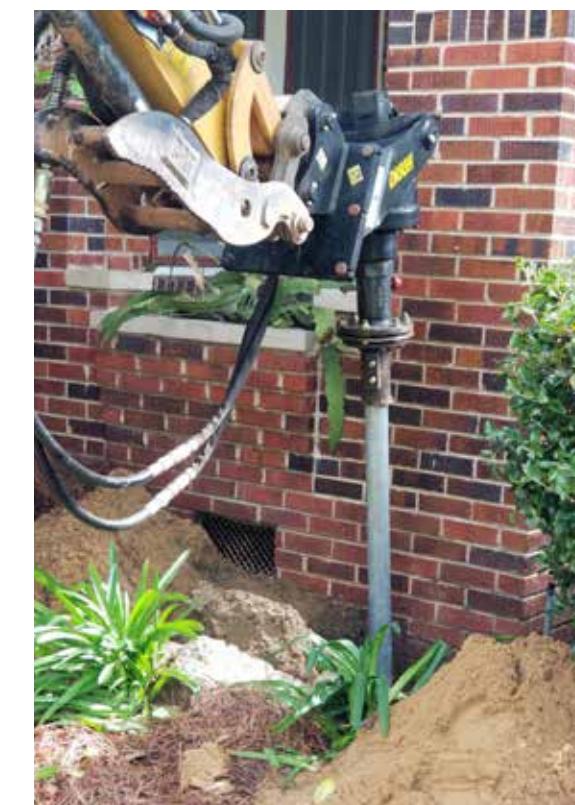
“We are willing to offer flexibility as part of the real estate transaction, as long as we receive confirmation from the lender that we will get payment at the time of closing. We want to do what we can to help with these types of transactions. We know those issues can kill a deal and we want to be a tool that can help REALTORS® close deals and keep everyone happy ... to be a resource.”

#### Team Spirit

The teamwork at MDH Foundation Repair is an essential part of the company’s success story. The organization boasts a team of 19 professionals, including crew, office staff, and sales team.

Mike looks for three primary qualities in the people who become part of the MDH Foundation Repair team — a close-knit company that prides itself on being a boutique foundation repair firm.

“We look for those who are humble, hungry, and smart. First, a sense of humility is very important. When we say we want someone who is hungry, we mean we need people who have



the passion to support people,” Mike points out. “For us, Smart is about the way we treat people and our demeanor.”

Local roots are important. With that in mind, Mike has been a Daphne resident for over 25 years. He and his wife live in the community. Plus, as a company, the company has a lot of family and friends extensions across the area.

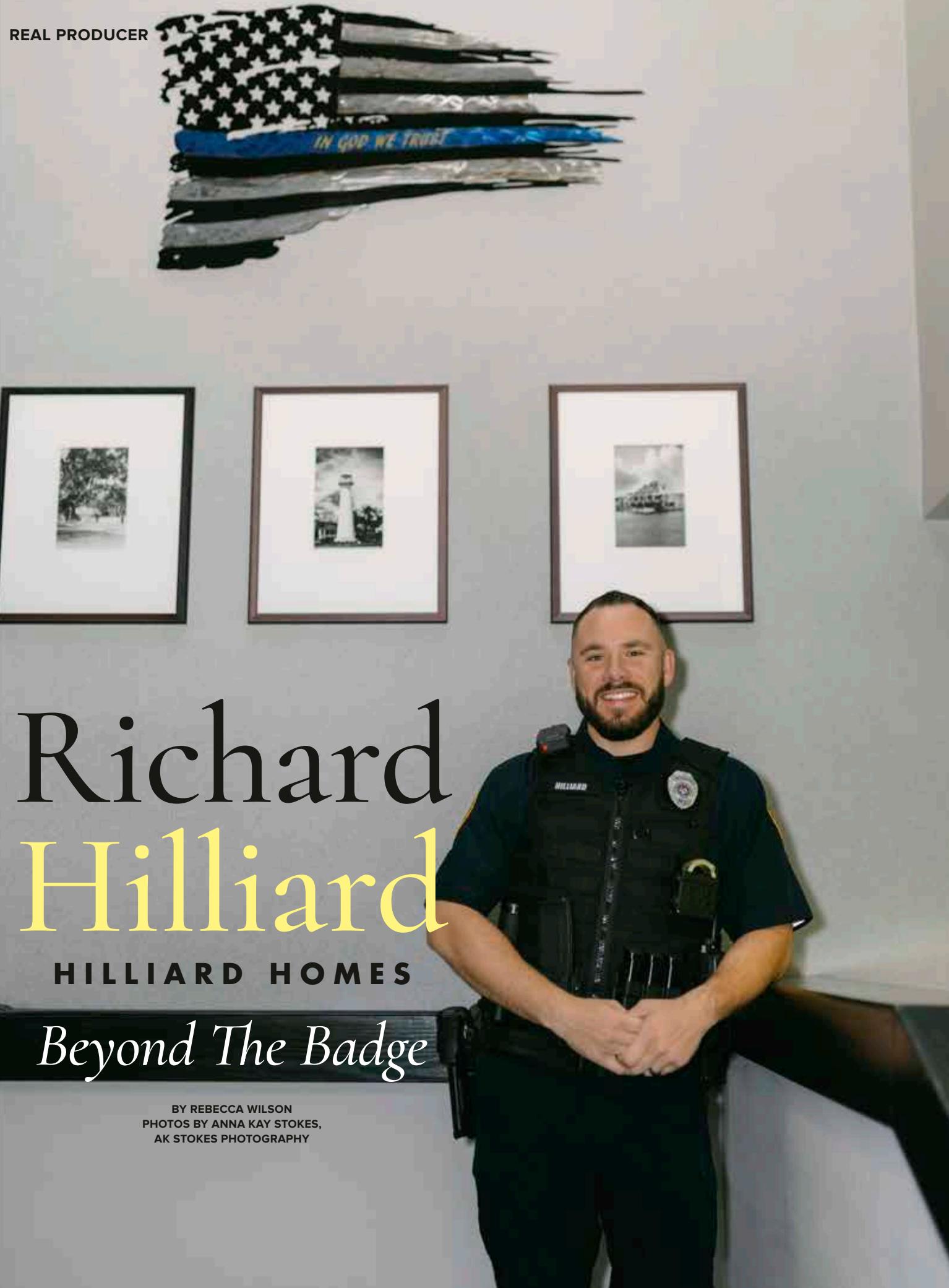
#### Long-Term Connections

That local connection makes a difference before, during, and after the job is done.

“We are committed to the homeowners in this area. We live here as well. When we pack up the trucks at the end of the job, we’re not really leaving,” Mike says. “This area is our home. If there is an issue, we’re not coming from a neighboring state or another city. We live and work in this community and we are fully vested in supporting the people who call this place home.”

When you and your clients need a foundation repair partner you can trust, look no further than MDH Foundation Repair ... with true strength you can build on.

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# Richard Hilliard

HILLIARD HOMES

## Beyond The Badge

BY REBECCA WILSON  
PHOTOS BY ANNA KAY STOKES,  
AK STOKES PHOTOGRAPHY

### Looking Beyond The Badge

For 11 years, Richard Hilliard served as a police officer for the Biloxi Police Department. He spent the first three years of his career as a patrol officer, later transitioning into the role of narcotics investigator in the Special Crimes Unit, where he worked for another eight years.

While Richard always loved his career in law enforcement, he also shared a passion for real estate with his wife, Rebecca Hilliard, the principal broker for Hilliard Homes.

After years of watching his wife grow in her real estate career and seeing the life it provided for their family, Richard's passion for the industry began to grow even more.

"I discussed with her several times the possibility of me being a part-time real estate agent while also staying at the police department," Richard shared. "She always told me that it wasn't a part-time job and that you had to give it your all and make it a full-time job," he added.

Heeding his wife's advice, Richard decided to become a home inspector instead to supplement his income from the police department. "I enjoyed doing that job for a couple of years on my days off, but I still thought I would enjoy being a realtor more," he confessed.

"I always thought it was a dream I would never actually fulfill," Richard admitted—a thought that would later be challenged beyond his belief.

### A Life-Changing Phone Call

On May 5, 2019, Richard received a phone call that would change the course of his career: a fellow officer at his department, Officer Robert McKeithen, had been ambushed and killed. "For nothing more than wearing a uniform and a badge," explained Richard, recalling that tragic evening.

"Officer Robert McKeithen was a 24-year law enforcement veteran and had been planning to retire later that same year. He was goofy and a great cop that

*"I always thought it was a dream I would never actually fulfill."*





I worked side by side with for many years," he added.

Richard, along with his coworkers, spent the following 48 hours hunting down the man responsible for taking Officer McKeithen's life, until he was in custody.

"I remember coming home after not sleeping for days, collapsing on the floor and crying with my wife and

kids," Richard shared. "I knew in that moment that I couldn't leave them in the same manner that Robert had to leave his family."

As much as Richard loved his career, he couldn't put his family through that fear any longer. "I told Rebecca that I was going to get my real estate license and join her full-time. Throughout the following year, I worked to obtain my

license and did so in February of 2020," explained Richard.

In July 2020, Richard left the police department but has since remained there as a volunteer reserve officer.

#### Turning Tragedy Into Triumph

Motivated by the loss of his fellow police officer, Richard has turned tragedy into triumph through his career shift into real estate.

In October 2021, Richard started working alongside his wife at Hilliard Homes—their brokerage in Ocean Springs, MS, where he now works as the Broker Associate.

Since opening Hilliard Homes in 2021, the brokerage has closed just under 80 million in real estate and has been growing each year.

"Our first agent started with us in July 2022 and since then we've grown to seven agents," said Richard.

As for his personal volume, Richard closed 56 transactions last year, totaling approximately \$14.6 million, and is projected to close around \$16 million in 2025.

Since starting his real estate journey just five years ago, Richard has earned several prestigious awards from BOSAR (Biloxi/Ocean Springs Association of Realtors), including the 2020 Gold Award (for over \$3 million), the 2021 Platinum Award (for over \$4 million), the 2022 Sapphire Award (for over \$6 million), and the 2023 and 2024 Emerald Awards (for over \$10 million). He also received the 2024 BOSAR Million-Dollar Round Table Award (for being a million-dollar award winner 5 years in a row).

"Success has many different definitions to me. I set daily and weekly goals, monthly and yearly goals, and sometimes even hourly goals," explained Richard. "Also, hitting those goals and providing a stable life for my family," he added. However, what truly makes someone successful, in his opinion, is when they live each day to the best of their ability.



**"The failure rate for realtors is terribly high."**

Some ways that Richard lives each day to the best of his ability in his career is by staying active with current events and setting himself up for success in the future. He believes this mindset is so important that he even ensures his real estate agents are set up for future success as well. "I make sure they have the most up-to-date knowledge on not only what is going on in the market currently, but what is coming in the future too," he shared. "You cannot succeed in real estate if you do not plan for the future."

From day one of a new agent joining the Hilliard Homes team, they are provided with hands-on training. They get an in-depth review of every document they will need to use for transactions and how to use each one appropriately. "Every system we utilize comes with hands-on training—from writing contracts, lead management, and navigating transactions," explained Richard. "We offer numerous lead generation programs that help not only new agents hit the ground running but even give seasoned agents the opportunity to close an extra 15 to 20 transactions a year," he added.

"We have weekly trainings where sometimes we have outside vendors that come teach about new things they are offering. Other weekly meetings just consist of us discussing new trends in the market or going over a cool new way to communicate with our clients," added Richard.

They also hold regular meetings to discuss their monthly and yearly goals and how to help each agent succeed in their individual goals. "We make vision boards and check in on those visions every few months to see what's been hit and what hasn't. We have a community messaging system where we can all celebrate our successes and sometimes failures that we learn from," Richard stated.

For any future top producers, Richard suggests finding a brokerage that offers training. "I am always shocked by the agents I talk to that have never had true training in writing contracts,

negotiation, or even just the ins and outs of the daily job,” he confessed. “Set yourself up for future success by finding a brokerage that offers weekly training and has brokers that are available 24/7—brokers that still actively work and know what it takes to succeed in TODAY’S market, not the market 15 years ago,” he added.

Richard also suggests that you seek a brokerage that offers a lead-generation program since he understands how difficult the real estate industry can be for new agents. “The failure rate for realtors is terribly high,” he admitted. “Set yourself up with a brokerage that provides you the opportunities needed to succeed and grow.”

“We provide our agents with the tools they need to succeed from day one, rather than saying, ‘Hey, here’s your license, go find some buyers’. You have to set your agents up for success—period,” Richard stated. “We offer every tool an agent could need—contract management, CRM, lead generation, AI utilization, prospecting dialers, lead farming tools... the list goes on,” he shared.

What truly sets Hilliard Homes apart from other brokerages is that Richard and Rebecca make sure they are always available to their agents as needed. “We pride ourselves on being there if one of our agents has a question or needs help,” explained Richard. “I can remember walking down a canal in Venice for an hour, helping an agent navigate a difficult transaction. 5 A.M. or 11:30 P.M., it doesn’t matter—you have to be there for your agents.”

For Richard, his favorite part of being in real estate is working with first-time home buyers. “Especially ones that have struggled to purchase for years for whatever that reason may be,” he elaborated. “The emotions and feelings of first-time home buyers are contagious!”

#### **A Family Brokerage**

Aside from actually working alongside his wife, Richard emphasized the importance of treating their entire brokerage as a family.



*“The emotions & feelings of first-time home buyers are contagious!”*

“Our brokerage is a family. We’re very close-knit. We talk every day, even if it’s just giving kudos on a new contract or asking if anyone has seen that new crazy, overpriced listing out there,” he joked.

“Rebecca and I host holiday parties at our home where everyone brings their spouses and kids to hang out. We have monthly game nights, sometimes at each other’s homes, where we’ll play board games. Other times we’ll all go bowling or adventure out to a local venue,” he shared proudly.

Richard’s reasoning for prioritizing fun in their family brokerage stems from an earlier piece of advice he received. “A mentor of mine said this, ‘If your daily job as a realtor isn’t boring then you’re doing it wrong,’” he revealed. “And that’s true. The ins and outs of real estate are tedious and not always fun, but the outcome of helping folks into their dream home is so worth it in the end,” he added. “So it’s important to have that family environment of agents to break up the monotony of the daily routine.”

Last year, Hilliard Homes even offered their agents an incentive—anyone who hit their commission cap was taken on a cruise to Mexico. “We had a great time and we plan to continue that each year and explore new places,” Richard shared.

When not working, Richard and his wife, Rebecca, enjoy spending time with their four children: Brett (18), Kylie (14), Asher (4), and Harper (2). “We enjoy traveling and vacationing together. We like to visit Disney and Universal Studios, as well as go on cruises,” shared Richard.

Richard and Rebecca also have a newfound love for international travel. “We have been to England and Italy so far,” he explained. “We also currently have trips planned to Hawaii, Japan, and Germany.”

When home, Richard and his wife spend a lot of time at the soccer fields watching Kylie play, who he admits is a “rockstar of a player” after making her high school soccer team while still an

8th grader. They are also often found traveling around searching for Asher’s favorite monster trucks. Richard also enjoys working on his 1947 Hudson Commodore in his spare time (which was willed to him by his grandfather) while teaching Brett how to work on cars. “Spending time with our kids is definitely a MUST for me,” he admitted proudly. The family also currently has 10 chickens which provide them with many delicious eggs.

This past November, Richard started school to receive his pilot’s license and he enjoys flying several days a week. He also enjoys collecting whiskey and bourbon with his friends and family.

To carry on the spirit of treating everyone like family, Richard still gives back to the police departments regularly.

**CONTACT US!**

For questions or comments about this article, contact Richard at (228) 257-1857



“I remember how much I appreciated it when businesses would bring in meals or goodies while I was working. I bring the different shifts meals on a regular basis and still help them out during times of crisis,” Richard explained.

In the future, Richard plans to continue purchasing long-term rental properties, as he and Rebecca started that process last year. “We were already able to purchase three of them and have set a goal to continue purchasing three a year for the next several years,” he shared. He also expressed a desire to see their brokerage grow to include around 20 full-time real estate agents who are ‘like-minded and ready to work’. Additionally, Richard hopes to continue finding the best work/life balance that suits all of his family—whether that be at home, the office, or elsewhere.



# Jenny Williams

HILLIARD HOMES



## PUTTING THE 'REAL' IN REAL ESTATE

BY REBECCA WILSON  
PHOTOS BY ANNA KAY STOKES, AK STOKES PHOTOGRAPHY

### Real Drive

Jenny Williams, originally from a small town in Maine, graduated from high school and immediately pursued her college education.

Driven by her all-consuming passion for helping others, Jenny knew she wanted to choose a career path that would nurture those gifts. In the years following college, she did just that.

"Now, I love what I do and feel incredibly grateful to help people find homes and make important life decisions," she confessed. "It's extremely fulfilling. Most of my past clients are like family to me now."

Jenny's diverse career journey has included roles as a preschool teacher, a healthcare professional in the nursing field, a manager of a pediatric clinic at a private medical office, and even a social worker.

"It's always been important to me that whatever position I hold involves working with people and making a difference in their lives," she explained.

That innate desire to help others, along with her vast career experience, is ultimately what led Jenny into the real estate industry. "My journey into real estate was driven by a mix of life experiences and a desire for a career that truly excites me," said Jenny.

"Real estate just made sense," she added. "It gives me the flexibility to manage my time, be successful, and help make dreams come true for others."

Jenny's real estate career began in 2022 when she became part of the Hilliard Homes family, a brokerage owned by Richard and Rebecca Hilliard in Ocean Springs. Since opening in 2021, the brokerage has already won many BOSAR

awards. "We will take home several more at this year's BOSAR awards too," Jenny shared proudly.

Her transition to becoming a realtor is already proving to be the right move, as Jenny closed 15 transactions in 2024, totaling around \$3.9 million. Jenny anticipates nearly doubling that amount in 2025.

"Real Dedication

Jenny is deeply dedicated to her real estate career and places a strong focus on her clients. She strives to help every client have a truly personalized experience when they work with her.

"Real estate isn't just about buying and selling—it's about understanding people's needs, solving problems, and making the process as smooth and stress-free as possible," she divulged.

Jenny takes the time to educate her clients, ensures clear and honest communication, and always goes the extra mile to help them feel confident in their decisions throughout their real estate journey.

"At the end of the day, my goal is to not just close deals but to create a positive experience that people will remember and trust," Jenny said. "I want every client to feel like the only client I'm working with."

To Jenny, the most fulfilling part of her career as a realtor is helping her clients navigate one of the biggest decisions of their lives. "Whether it's finding a dream home, making a smart investment, or successfully selling a property, I love being a trusted guide throughout the process," she shared.

"Seeing the excitement on my clients' faces when they receive the keys to their new home, or knowing that I've helped them move forward with confidence, is what makes this career so rewarding," Jenny revealed. "It's not just about real estate—it's about building relationships and making a difference in people's lives."

Jenny wholeheartedly believes that the real estate business is all about people, relationships, and trust.

"I take pride in what I do and I do everything with integrity and transparency," she confessed. Whether helping her clients with buying, selling, or investing, Jenny's goal is always to provide them with expert guidance, clear communication, and a seamless experience.

#### Real Success

"I measure success not just by deals closed, but by the lasting relationships I build and the impact I have on my clients' lives," Jenny shared.

She defines success as making a meaningful impact, both in her business and in the lives of the people she serves.

"Success is also about personal growth—continuing to learn, adapt, and improve every day," she explained.



Jenny also strongly believes that the brokerage you choose is 'the most important part'. "I truly feel blessed to be part of the Hilliard Homes family and to have their endless support. I wouldn't be where I am without Rebecca and Richard behind me," Jenny said.

Additionally, Jenny recommends, 'Invest in your education, know your market inside and out, and don't be afraid to seek mentorship from those who have more industry experience.' Most importantly, she emphasizes the need for patience and persistence, as 'real estate is a long game, and those who stay dedicated will see the rewards and find success.'

#### Real Devotion

Not only is Jenny driven and dedicated, but she is also deeply devoted—and not just in her career.

Jenny started a family at a young age. Being a mother is something she says 'will always be my favorite part of this life'. "I have a wonderful, blended family. Watching our kids grow and supporting them in their passions is one of my greatest joys," she expressed. "Our children have always stayed busy—you could usually find us at a ballfield, a swim meet, a band rehearsal, a color guard competition, or, most recently, traveling with our youngest volleyball superstar. Even now that most of our children are adults, we continue to support them in all their new adventures," Jenny explained.

On Sundays, Jenny says she loves to have family days. "It's my favorite day of the week," she said happily.

As for Jenny's hobbies, she is devoted to going to the beach as much as possible, traveling, exercising, reading, learning, laughing, doing just about anything outside, trying new things, growing, and spending time with her family.

She also just celebrated six years as a volunteer with CASA (Court Appointed Special Advocate). "This non-profit is very near and dear to my heart because I get to help children have a voice," she explained. Through volunteering with CASA, Jenny gets to advocate for many children who have experienced abuse and neglect.

In the future, Jenny plans to hold on to her same driven, dedicated, and devoted nature by continuing to focus on growth in ALL areas of her life.

"Professionally, I'm focused on continuing to serve my clients with excellence, expanding my business, and staying ahead in the ever-changing real estate market," she expressed. "Personally, I'm looking forward to creating new memories, embracing new adventures, and continuing to grow as a person," Jenny shared. "There are so many exciting things ahead for me and I'm ready to embrace it all and enjoy the ride!"

For questions or comments about this article, contact Jenny at (228) 314-0201 or [jenny@selectcoasthomes.com](mailto:jenny@selectcoasthomes.com)

# FAQ

## Welcome to *Real Producers!*

Some of you may be wondering what this publication is all about, which is why we have created this FAQ page. Here, we will answer the most commonly asked questions from 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: The top 300 agents in the Gulf Coast Area. We pulled the MLS numbers (by volume) from Jan. 1, 2022, through Dec. 31, 2022, in the MS Gulf Coast market. We cut the list off at number 300, and the distribution was born. For this year's list, the minimum production level for our group is \$5 million in 2022. The list will reset at the end of 2023 for next year and will continue to update annually.

### Q: What Is The Process For Being Featured In This Magazine?

A: The process is simple. Every feature you see has first been nominated. You can nominate REALTORS®, agents, affiliates, brokers, owners, or even yourself. Office leaders can also nominate real estate agents. We will consider anyone you bring to our attention

because we don't know everyone's story, and we need your help to learn more.

A nomination currently looks like this: Email us at [robert.orso@realproducersmag.com](mailto:robert.orso@realproducersmag.com) with the subject line "Nomination: (Name of Nominee)" and explain why you are nominating the individual.

Maybe the person has an amazing story that we need to tell, or perhaps someone overcame extreme obstacles, is an exceptional leader, has the best customer service, or gives back to the community in a big way. The next step is an interview with us to ensure a good fit, and then we put the wheels in motion for our writer to conduct an interview and for our photographer to schedule a photo shoot.

### 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 a part of this community and will have an ad in every issue of the magazine, attend our quarterly events, and be a 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. We won't even meet with a business

that you have not vetted and stamped for approval, in a sense. Our goal is to create a powerhouse network for the REALTORS® and agents in the area and for the best affiliates so we can grow stronger together.

### Q: How Can I Recommend A Preferred Partner?

A: If you have a recommendation for a local business that works with top real estate agents, please let us know. Send an email to [robert.orso@realproducersmag.com](mailto:robert.orso@realproducersmag.com).

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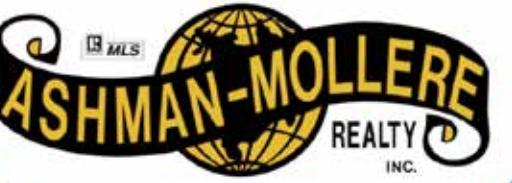
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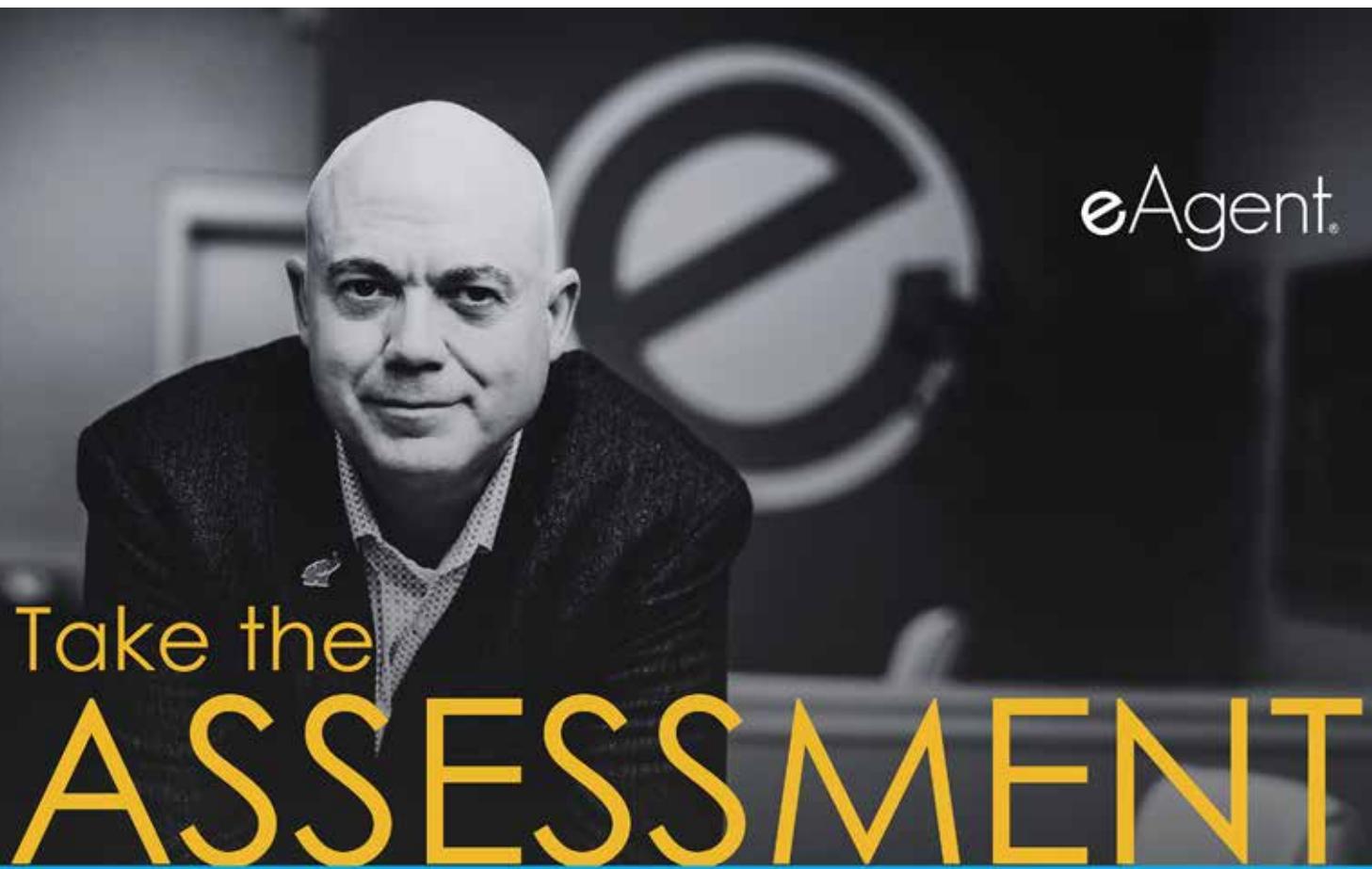
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