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If I am your
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are my family

WRITTEN BY MEGAN TAYLOR-DICENZO

Leslie Sullivan

Leslie Sullivan has been a REALTOR® for nearly three decades. During this time, she has built a reputation for turning her clients' dreams into a reality. Throughout her career, Leslie has earned numerous accolades and awards, all while being a devoted wife to her husband, Paul of 25 years, and a loving mother to her two sons, Reid and Landon, who are now grown. Thirty years is a long time in any industry, and Leslie has made the most of every moment.

Leslie grew up in Brenham, Texas, and began her real estate career in College Station at the young age of 20. "When you're 20, you have no idea what you want to do with your life," Leslie laughed. "My mom's friend said I might be good at real estate, so I decided to give it a try." As a young Realtor in a predominantly older industry, she quickly learned that success required more than just driving a nice car, showing houses, and looking pretty.

About three years into her career, she joined RE/MAX where her career really started to gain momentum. Surrounding herself around productive people, she understood the importance of building and maintaining relationships with clients, a principle that still guides her referral-based business today.

Leslie's commitment to her clients is unwavering. Her motto, "If I am your REALTOR... you are my family," reflects her dedication to building lasting relationships. "Whether it's someone buying their first home or retiring and moving away, I like that I can grow my family with my clients. But, when you have the opportunity to sell your clients' homes and their children's homes, it can remind you how long you really have been in the business."

In 2005, Leslie's love for the Magnolia Community and passion for helping others succeed led her to open her own RE/MAX Office in Magnolia. RE/MAX Hometown was a thriving company with like-minded successful agents. However, being an Owner, Realtor, Wife, and a Mother of two, is not an easy task.



Therefore, after 15 years, Leslie decided it was time to take the focus back to her family and her own real estate business. She wanted to be a Real Estate Broker rather than the Broker-Owner so she could serve her clients, which is what she loves the most, without worrying about the management side of the business. This allowed her to also switch her focus back to what matters most, and that is her family. In 2021, Leslie opened her RE/MAX Satellite office with RE/MAX Partners. The Hometown Realty

Group at RE/MAX Partners thrives with Leslie and Michelle Beason. They are currently the only RE/MAX office in Magnolia.

Another way to count the years is to look back on Leslie's myriad of awards. Leslie has been awarded the *Sold on My Realtor* award from the Houston Chronicle and the RE/MAX Hall of Fame Award. Additionally, she has been in the Top 500 for RE/MAX which is comprised of the top 250 teams



and the top 250 agents within RE/MAX of Texas every year since 2008. She has also joined some local elite producers in the Top 20 RE/MAX Agents in Houston multiple times along with being recognized as being one of the Top 20 Agents under 40 for Houston Association of Realtors NRG. Leslie also received the Lifetime Achievement award from RE/MAX and has been a RE/MAX Chairmen's Team Club Member

since 2019. All of these milestones attest to her exceptional career.

Alongside her professional achievements, Leslie is a dedicated philanthropist, supporting organizations like Texas Children's Hospital with the Children's Miracle Network, the AVON Breast Cancer Foundation, as well as the Susan G. Komen Foundation. She dedicates a portion of every sales

“

Whether it's someone buying their first home or retiring and moving away, I like that I can grow my family with my clients.”

commission to The Children's Miracle Network to provide health care and research for Texas Children's Hospital.

In the rare moments of relaxation, Leslie enjoys spending time with her husband, Paul, at their ranch in Sonora, Texas where they own approximately 900 acres. They enjoy the outdoors, hunting year-round, and managing the wildlife. Paul spends time at the ranch many weekends for relaxation, ranch work, and hunting when he can get away from his work as a custom home builder and his commercial investment projects. Leslie goes as often as her business allows her as well. The ranch is called the YT Ranch, which means “Yesterday's Tomorrow”. It means live for today because tomorrow is not promised.

A successful career bridging 30 years is no small feat, but it isn't just the years that make Leslie's journey impressive. It's her dedication to her clients, her family, and her community that stands out.



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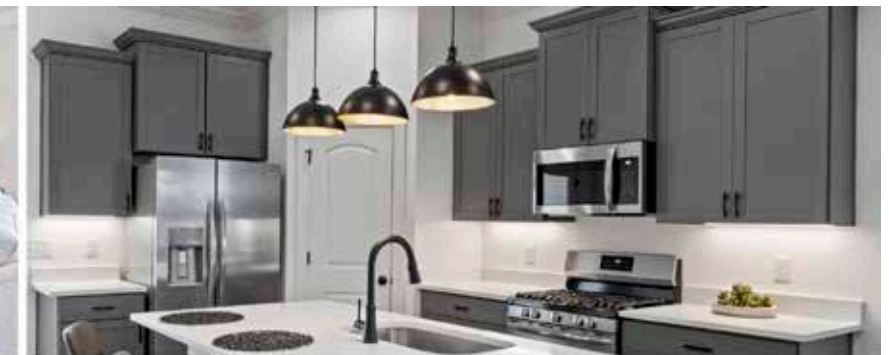
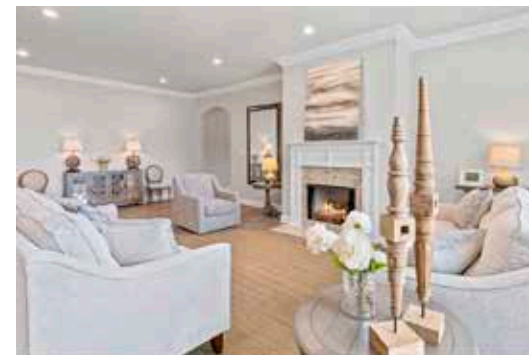
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RYAN KUTTER

Professional Problem-Solver:
Husband, Dad, REALTOR®, and
difference-maker

WRITTEN BY MEGAN TAYLOR-DICENZO
PHOTOGRAPHY BY JASON DOTSON WITH DOTSON PHOTOGRAPHY

Born and raised in the Montgomery County area, Ryan Kutter holds an MBA from Sam Houston State University, along with a wealth of experience in professions ranging from full-time ministry to pest control to construction. It's this experience, combined with a heart to serve, that has made Ryan such a successful REALTOR®- and person.



“The best way to learn is through experience,” Ryan shared, “along with a genuine heart to help. It may sound overly simplified, but it’s the building block of any successful business.”

Ryan’s heart led him to Honduras to help open a girls’ home, Casa de Ester, to rescue and support those who have escaped sex trafficking. When he returned to the States, Ryan rebooted his real estate career and, for the next six years,

spent 30-40 hours a week on real estate while working another full-time job. He has now been a REALTOR® for 17 years.

“Fast forward to today, I feel blessed and privileged,” Ryan said. “I mentor a team of 12 agents at Connect Realty Texas who are all having great success. I’m loving this season of life.”

Ryan particularly enjoys the impact he can make on people’s

lives. “I feel like I’m on the front lines,” he explained. “I get to help them navigate hard times and celebrate the wins. That’s pretty awesome.”

Ryan specifically relishes supporting his mentees and clients through challenges. “My title should be *professional problem-solver*,” he laughed. “That’s what life is. Everyone has challenges where you need to find a solution or a path forward. Most

“THE BEST WAY TO LEARN IS THROUGH EXPERIENCE. ALONG WITH A GENUINE HEART TO HELP. IT MAY SOUND OVERLY SIMPLIFIED, BUT IT’S THE BUILDING BLOCK OF ANY SUCCESSFUL BUSINESS.”



of the time, my wife doesn’t want me to fix everything; she just wants me to listen. So, I get to use my work as an outlet to fix things; at least in my job, people hire me to solve their problems.”

No problem is too big or too small. In fact, Ryan recalls a client who didn’t want to close on their home sale because they had not yet found a home for their rescue dog, and they could not take it with them. So Ryan reached out to the local community and successfully found a loving home for “Ranger”. “Every deal and every client’s needs are different,” he shared. “I’m not focused on only luxury; I have a heart to serve everyone right where they are at. I like to say: From Dog

houses to Cattle ranches.... I have you covered.”

“Sometimes, new agents forget that we’re in the customer service industry,” Ryan explained. He warns that they may watch reality TV and think they need to drive a fancy car or wear a fancy purse. “That’s not it,” he explained. “Keeping it real is an underlying thread.”

Being a father to three kids and a German foreign exchange student certainly helps Ryan keep it real. Andee, the eldest, attends Oklahoma State University. Aubrey, the middle child, is 15, and August “born in September” is eleven. “My biggest job of all is being a dad and a husband to my

wife, Jamie,” Ryan said. “We love to fish, camp, and travel.”

Real estate affords him the freedom to take his kids to school every morning as well as a slew of other benefits. “I have the right support staff now, so I can work from a beach if I want to,” Ryan shared. “I can be involved in our local church and various charitable events around town.”

Along with Ryan’s efforts at Casa de Ester, he supports Mercy House Global, which is about educating and equipping moms in different countries to earn a living and provide for their family.

All in all, Ryan has built a reputation in his local community

from years of service in various capacities. “Authentic, genuine, and trustworthy,” Ryan said. “That’s what people know best about me.” Whether he’s helping to solve problems or celebrating with clients on the front lines, he knows real estate isn’t about the houses but about the people.

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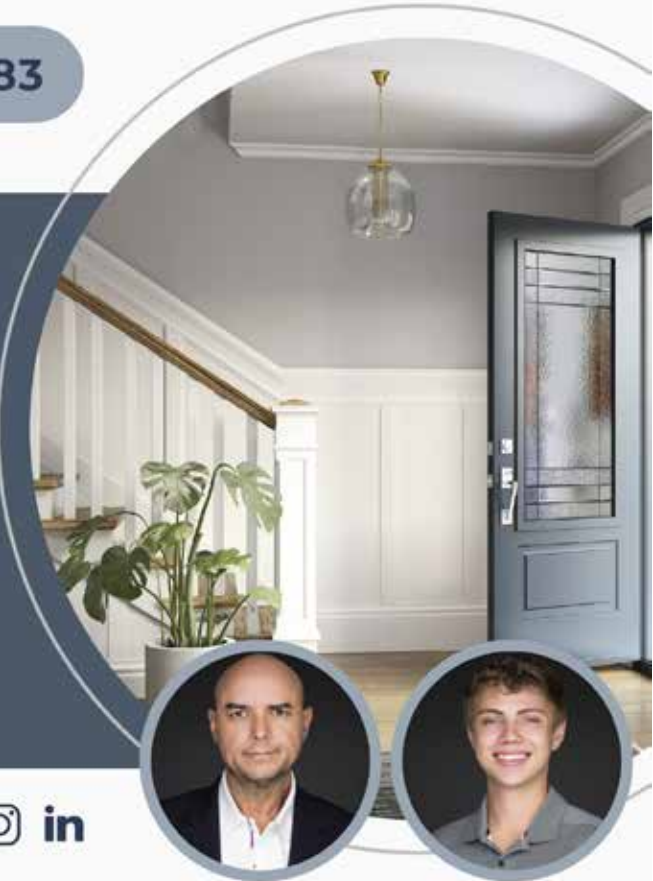
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Cory & Lorie *Witherspoon*

NO SMOKE AND MIRRORS – JUST GENUINE LOVE

WRITTEN BY MEGAN
TAYLOR-DICENZO
PHOTOGRAPHY BY
JASON DOTSON
WITH DOTSON
PHOTOGRAPHY

Cory and Lorie Witherspoon were married the day before Cory left for Desert Storm. When he returned and the two settled in Oklahoma City, Cory became a career recruiter for the US Marine Corps and Lorie worked as a special needs teacher and Head girls' soccer coach at the local high school.

While the two excelled in their respective careers, they were both also interested in real estate. "When I was nine years old, my mom told me if I didn't go into real estate, I was an idiot," Cory laughed, "because I talked to everybody and still do. I always had real estate on my mind."

Cory and Lorie completed their real estate classes in Oklahoma but didn't become agents immediately. Cory was offered a job in Houston, Texas and moved in February 2017; however, Lorie stayed in Oklahoma City to finish her last year with the students. She

had a group of excellent soccer players she just couldn't leave.

"I found a house for us in Houston, but as soon as Hurricane Harvey hit, I left that job and got into real estate," Cory explained. "The following year, Lorie followed me into real estate and has beaten me ever since!"

Cory served 24 years as a United States Marine before becoming a REALTOR®, and it was his time as a career recruiter that taught him how to treat people exceptionally well.

"Cory's recruiting business taught us how to love on people," Lorie shared. "You learned how to take care of one another. Family is not just blood, and it's the same with real estate."

In fact, Cory is still friends with every single client he served. "I averaged 2.3 closings a month since I

started, and I keep in contact with all of them," Cory said.

Getting started wasn't easy. He and Lorie knew almost no one in Houston, but that didn't stop them from making friends and clients every step of the way. "I bought Zillow leads in the beginning for about \$1200," Cory remembered. "I did almost \$10 million that year by myself."

Fast forward to today, Cory and Lorie are proud agents for Century 21 Lucky Money Real Estate. Lorie focuses on listings while Cory helps the buyers, but both share a common mission and vision.

"We are transparent; you get what you see," Lorie explained. "There is no smoke and mirrors—just genuine love for our clients."

"I love exceeding their expectations," Cory added. "A young couple just bought a house, and their well started leaking. I went to



“*We are transparent;* you get what you see. There is no smoke and mirrors—just genuine love for our clients.”

look at it and fixed it on the spot, so they didn’t have to call anybody.”

That’s just one of the many stories of the Witherspoons going the extra mile for their clients. Cory recently met electricians at the home of a woman moving from Chicago to Houston because she couldn’t be there for the repair.

“The new coffee table is being delivered soon,” Cory said, “So, I’m going to pick up the delivery and put it in for her.”

While Cory and Lorie don’t go above and beyond expecting anything in return, the friendships they’ve gained are more than worth it. “I’ve been working with a family for about a month, and they invited us to their two-year-old’s birthday party at the beach,” Cory shared. “I love it.”

It’s clear that Cory and Lorie know how to take care of families, and it turns out that real estate runs in theirs. Katie, their eldest, lives in Vancouver and holds a degree in graphic design. “She designed all of our logos at our previous brokerages,” Cory explained.

Savannah is their transaction coordinator; she

has two children: Blakely and Waylon. “If we knew they were going to be \so much fun, we would have had grandkids first,” Cory laughed.

Their son, Dalton, was the starting kicker for the University of Houston. “They paid for him all the way through his master’s degree,” Cory said. “He does real estate in downtown Houston.”

As proud parents, REALTORS®, and Texas natives, Cory and Lorie enjoy everything their community has to offer. They spend time running, hiking, hanging out with friends and being outdoors.

“People just want someone genuine who can help them,” Lorie shared. “Cory is a truly humble, honest guy who is ready to help. We just love people.”

Cory and Lorie have been exceeding expectations for years and there’s no sign of them stopping. With love for each other, their family, their clients, and their community, the Witherspoons are that rare combination of genuine souls who make everyone better just by knowing them.





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