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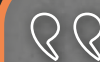
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# Contents

## PROFILES



**12** Arthur Edward Carr Jr.



**16** Suzanne Simons

## IN THIS ISSUE

- 4 Preferred Partners
- 8 Meet The Team
- 10 Publisher's Note
- 12 **Rising Star:** Arthur Edward Carr Jr.
- 16 **Agent Spotlight:** Suzanne Simons
- 20 **Cover Story:** Marianne Post
- 26 Celebrating 4 Years in Print!



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**20** Marianne  
COVER STORY Post

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# Hello April, the Season of Possibility!

As spring blooms around us, April brings a sense of energy and endless possibilities. It’s a time to celebrate the beauty of growth, explore new ideas, and continue the work that fuels our community’s success.

We’re also gearing up for an unforgettable evening at our **Denim & Diamonds Night** on **June 3rd!** This stylish and spirited event will bring together top industry professionals for a night of networking, celebration, and fun. Stay tuned for more details—we can’t wait to see you there!

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As we move through April, let’s reflect on this thought:  
*“The beautiful spring came; and when Nature resumes her loveliness, the human soul is apt to revive also.”*

Wishing you a season of renewal,  
inspiration, and new beginnings!



**Kristin Brindley**  
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# ARTHUR CARR JR.

THE POWER OF A  
PURPOSE-DRIVEN CAREER

BY GEORGE PAUL THOMAS  
PHOTOS BY CHRIS KELLYMAN

**Some people watch HGTV. Arthur Carr Jr. lives it. Whether he's negotiating a deal, helping a first-time buyer find the perfect home, or guiding a seller through a major life transition, real estate isn't just his job—it's his passion. As the founder of Premier Legacy Homes, LLC, and a licensed Realtor at Keller Williams Realty - Washington Township, Arthur has built his business on confidence, care, and an unwavering commitment to helping others succeed.**

"I'm passionate about everything I do, I care deeply about those I serve, and I'm confident in my ability to achieve success while helping others reach their goals," he says.

Arthur's journey to real estate wasn't exactly traditional, but neither is he. A serial entrepreneur, social worker, and natural leader, his background is as diverse as his skill set. And if his past has proven anything, it's that when Arthur sets his mind to something, he makes it happen.

## Path Fueled by Determination

Arthur was born in South Philadelphia and later moved with his family to South Jersey's Deptford Township when he was just three years old. He grew up in a close-knit community of Oak Valley, where neighbors looked out for one another, and strong

relationships were everything. That sense of connection and service has stayed with him ever since.

After graduating from Gloucester Catholic High School, Arthur earned a bachelor's degree in psychology from West Virginia University, specializing in child psychology. Instead of diving straight into business, he spent over twenty years working in social services, serving as an advisor for the New Jersey State Government's Department of Child Protection and Permanency.

But Arthur was never one to settle for just one path. "I've always been entrepreneurial," he explains. Over the years, he built multiple businesses—including an event planning and nightlife hospitality venture, a software company, and a global network marketing business.

At one point, his network marketing team expanded internationally across the U.S., Canada, Spain, and the UK.

Then, the pandemic changed everything. Almost overnight, his residual income disappeared, and he knew it was time for a pivot. A friend suggested real estate, and Arthur didn't hesitate. He enrolled at Elite Real Estate Academy, took his courses, passed his exam, and officially launched his real estate career in March 2021.

"It was the best decision I ever made," he says.

## Falling in Love with Real Estate

Arthur didn't just ease into real estate—he hit the ground running. His first client was his best friend, who purchased a \$700,000 home. That same month, Arthur also sold his friend's previous home for \$350,000.

"That early success fueled my drive," he says. "But what really hooked me was seeing how real estate could change lives."

One of his most memorable transactions was helping a young woman buy her first home. Years earlier, she had been in New Jersey's foster care system—where Arthur had worked with her as a child. Seventeen years later, when she needed a realtor she could trust, she called Arthur.

"It was a full-circle moment," he shares. "Handing her the keys to her first home at 28 years old—it reminded me why I do what I do."

So, what makes Arthur different? It's his ability to connect with people on a deeper level. With his background in social work, entrepreneurship, and leadership, he brings a unique blend of compassion, strategic thinking, and negotiation skills to every transaction.

"My background in social work taught me how to truly listen and understand people's needs," he says. "I can sit down with someone, hold





their hand, look them in the eye, and tell them I'm here to help them."

And when it comes to navigating the competitive world of real estate? Arthur doesn't back down.

"I can grow any business—I've always had the right systems, support, and mindset. That's confidence, not cockiness," he laughs.

Arthur is also a member of the Agent Leadership Council at Keller Williams, where he served as committee chairman for the past two years. His team has already hit \$12 million in total volume, with a goal to match or exceed that in 2025. He was also awarded the Circle of Excellence Gold Award in 2024, solidifying his reputation as a rising star in the industry.



Today, Arthur is the founder and team leader of Premier Legacy Homes at Keller Williams. He is passionate about helping everyone on his team succeed and drive their own business to the next level. His wife, Elena Ladaru, is not only his life partner but also his business partner and transaction coordinator, making real estate a true family affair.

"I couldn't imagine running this business without my wife and my team. She is my rock, and the team keeps us growing together. "

**Family, Fun, and the Bigger Picture**

While Arthur is driven by business, he's just as dedicated to his growing family. Arthur has two daughters,

*"Create a DMO (Daily Method of Operation), be consistent, and keep pushing forward. You'll take hits. You'll have setbacks, but don't let anything knock you down. Every loss is a blessing. Every win is a gift. And most importantly — put God first."*

Isabella (21) and Peyton (17), and in March of this year, he and his amazing wife, Elena, celebrated the arrival of their baby boy, Arthur Constantin.

"My father taught me work ethic, my mother taught me compassion, and my family is my 'why,'" he says.

When he's not working, you'll find Arthur enjoying time at church, traveling with his family, hitting the Jersey Shore, or visiting Elena's relatives in Italy and Romania. He also loves hiking, running, and—when time allows—attempting to improve his golf game.

And in case you were wondering—yes, he's a movie crier. "I can't help it," he admits. "A good movie gets me every time."

**Looking Ahead**

Arthur isn't just building a career—he's building a legacy. Over the next decade, he plans to take his business to new heights, setting his sights on netting \$1 million annually, expanding Premier Legacy Homes into a mega team, and investing in properties across the U.S. and Europe. He also dreams of retiring from his 9-to-5 career and fully dedicating himself to growing his real estate empire. But for Arthur, success isn't just about numbers—it's about impact.



At the core of his journey is his faith. Arthur's priorities in life are clear: God, Family, and Business. He believes that true success comes from aligning his work with his faith and serving others with integrity. One verse that guides him is Proverbs 13:11—"Wealth quickly gained is quickly wasted—easy come, easy go! But if you gradually gain wealth, you will watch it grow."

"My goal isn't just to grow my business—it's to help others grow theirs," he says. "I want to coach, mentor, and show people—especially dual-career realtors—that they can win in this industry." He firmly believes that anyone willing to stay consistent, push past challenges, and commit to learning can achieve extraordinary success.

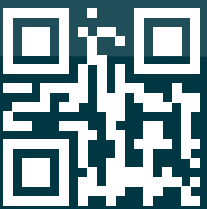
Arthur's advice to aspiring agents is simple but powerful: "Create a DMO (Daily Method of Operation), be consistent, and keep pushing forward. You'll take hits. You'll have setbacks, but don't let anything knock you down. Every loss is a blessing. Every win is a gift. And most importantly—put God first."

With his signature confidence, passion, and commitment to serving others, Arthur Carr Jr. isn't just rising in real estate—he's redefining what's possible.

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# SUZANNE SIMONS

**Confidence Combined With Passion**  
BY GEORGE PAUL THOMAS • PHOTOS BY CHRIS KELLYMAN



Ask Suzanne Simons what she loves most about real estate, and she won't hesitate—helping people. Whether she's guiding first-time buyers through the excitement of homeownership or supporting sellers through an emotional transition, Suzanne thrives on making every transaction as smooth and stress-free as possible.

Loud, fun, and full of energy, Suzanne brings a dynamic personality to the industry. Her ability to connect with clients on a personal level, paired with her deep knowledge of contracts and negotiation, makes her an invaluable resource. For her, real estate isn't just about buying and selling homes—it's about making a difference in people's lives.

## A Path Built on People Skills

Born and raised in Voorhees, New Jersey, Suzanne's professional background is a mix of high-energy service and legal expertise. She earned an associate degree in paralegal studies and worked as both a paralegal and a bartender before stepping into real estate.

Both careers shaped the professional she is today. "Bartending teaches you people skills and patience," Suzanne explains. "You deal with all types of personalities, and you learn how to read people fast. Being a paralegal, on the other hand, gave me a strong understanding of contracts and how to stay organized." These skills—sharp communication, adaptability, and attention to detail—became the foundation of her real estate success.

When she became a mother, Suzanne knew she needed a career that offered both flexibility and financial opportunity. "I knew I didn't want to bartend forever, and while I loved the legal field, I'm not one to sit at a desk all day," she says. "Real estate gave me the perfect balance—the ability to work hard while still being present for my family."

She earned her real estate license in December 2015 and went full-time in 2018. Since then, she has built a

thriving business focused on client care, problem-solving, and a no-nonsense approach to getting deals done.

That same passion for creating memorable experiences extends beyond real estate. Suzanne also owns Snap Happy Events, LLC, a photo booth company that blends her love for celebrations, people, and business. "I've always loved bringing joy to people—whether it's through finding them the perfect home or helping them capture special moments at events," she shares. Running both businesses fuels her creativity and keeps her deeply connected to her community.

## A Proven Success in Real Estate

For Suzanne, real estate is about more than transactions—it's about relationships. Every client's journey is unique, and that's what keeps her passion for the industry alive. "I still get a rush when I tell my buyers their offer was accepted," she says. "That moment never gets old."

For sellers, she understands that letting go of a home can be emotional, especially when it's tied to a life transition. "Whether they're downsizing, selling a loved one's home, or going through a divorce, I know these situations can be tough," she explains. "My job is to guide them through the process with as little stress as possible."

Her ability to stay calm under pressure sets her apart. "I handle tough situations like a pro," she says. "At the end of the day, the most important person in any real estate transaction is the client. It's not about me—it's about them." This unwavering commitment to client

care and professionalism has earned her a strong reputation in the industry.

As a solo agent, Suzanne personally manages every aspect of her transactions, ensuring her clients receive individualized attention and expert guidance. Even with a slower 2024 due to major surgery, she still closed 16 transactions totaling \$4.3 million. This year, she's aiming to get back to \$6 to \$7 million in sales volume.

Her dedication to excellence has been recognized time and time again. For the past seven years, she has earned the prestigious Circle of Excellence award, a testament to her resilience and consistent performance.

## Life Beyond Real Estate

Outside of real estate, Suzanne is all about family, fun, and making memories. She and her husband, Brian, have two young children—Savannah, 6, and Brandon, 5. "They keep us on





our toes, but I wouldn't trade it for anything," she says with a laugh.

She's also an avid animal lover, sharing her home with three dogs—Sadie, Lucy, and Rocky—and a cat named Ruby.

Spending time with family is always a priority, and Friday nights are dedicated to family, friends, and good food. During the summer, the family heads to the shore, making the most of warm days by the water.



When she has time for herself, Suzanne enjoys reading, dancing, and, of course, heading to the beach whenever possible.

But it's not just about personal enjoyment—Suzanne believes in giving back. Every year, she adopts a family at Christmas, donates to local charities, and participates in fundraisers. While her surgery kept her from doing as much last year, she's eager to reignite her community involvement in 2025.

**Looking to the Future**

Suzanne is always pushing herself to grow—both personally and professionally. "If it doesn't challenge you, it doesn't change you," she says, quoting one of her favorite mottos.

In the next five to ten years, she plans to significantly grow her business, setting a goal to increase her annual sales volume to \$10 million. She also

aims to build a portfolio of investment properties and expand Snap Happy Events by hiring multiple employees.

However, no matter how ambitious her goals are, family will always

**"I STILL GET A RUSH WHEN I TELL MY BUYERS THEIR OFFER WAS ACCEPTED. THAT MOMENT NEVER GETS OLD."**

come first. "One day, I'll do even more business," she says, "but I'm not willing to give up watching my kids grow because you can't get that time back."

With nearly a decade of experience, Suzanne knows real estate is not for the faint of heart. Her advice to new agents? "Real estate is not easy, but don't give up! Don't let others intimidate you. Be yourself—you are your brand, not your brokerage."

This confidence, combined with her passion for helping people and relentless drive to succeed, has made Suzanne Simons a true force in real estate—and she's just getting started.



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# Marianne POST

EXPERIENCE.

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RESULTS.

BY GEORGE PAUL THOMAS  
PHOTOS BY CHRIS KELLYMAN

For more than 30 years, Marianne Post has been a driving force in Medford real estate, bringing warmth, energy, and an unmatched level of dedication to every transaction. A self-proclaimed hands-on agent, she's built her reputation on professionalism, quick response times, and a deep commitment to her clients. But beyond the deals and accolades, Marianne is all about relationships—helping people find not just a house, but a home.

"I love what I do," she says simply. "And that is a key to success."

## A Career Rooted in Hard Work and Determination

Born and raised in New Jersey, Marianne grew up in Pennsauken before settling in Medford more than 40 years ago. Her path to real estate wasn't a straight shot—she first earned a Business Administration degree from Rowan University while working full-time, balancing both responsibilities with the discipline and focus that would later define her career.

Her first job was in the mortgage industry, followed by a position in human resources at a Fortune 500 company. But the real estate bug was always there. "I was always drawn to real estate," she admits. "But my parents told me it was better to work for a company that paid my benefits than go out on my own."

It wasn't until after the birth of her first child that she took the leap, starting part-time so she could spend more time at home. The plan was



simple—just dip her toes in. But real estate had other ideas. "I was quickly drawn in," she recalls. "And I watched my business grow over the years."

Now, decades later, she's one of Medford's most trusted names in real estate, helping families put down roots in the same community she's loved for so long.

**Building Relationships That Last**  
With over three decades in the business, Marianne has seen just

about everything—and met just about everyone. "Being in this business for so long, I've interacted with so many types of people—both clients and agents," she says. "As you mature, life takes on a different perspective. Life has taught me, if nothing else, to be humble, kind, and compassionate."

That people-first mentality is why so much of her business comes from referrals and repeat clients. "Sometimes success isn't all about your numbers, but about the quality of service you





Her extensive list of certifications and designations speaks to her expertise. She is a Broker/Sales Associate, an Accredited Buyer's Representative (ABR), and holds certifications such as Short Sale and Foreclosure Resource (SFR), Military Relocation Professional (MRP), and Accredited Staging Professional (SRP). She is also a Luxury Home Marketing Specialist, bringing a high level of service to her clients across all price points.

That staging certification is particularly valuable—Marianne offers staging services to her clients, ensuring their homes are presented in the best possible light.

And when it comes to results? They speak for themselves. Marianne has been a consistent multi-million dollar producer since 1998. In 2017, she was honored with



give each client," she says. "I listen closely to what my clients need, and I think that makes all the difference."

For Marianne, there are few things as rewarding as handing the keys to a first-time homebuyer. "There's a special spark when they walk into their brand-new home on closing day," she says. "That never gets old."

While some top agents build large teams, Marianne prefers to handle things herself. "I'm a little bit of a control freak," she admits with a laugh. "I like to be hands-on in every transaction." That hands-on approach, paired with her business and marketing background, translates into highly effective negotiation skills and a strategic marketing approach.

the BHHS Sales Associate of Excellence President's Visionary Award, and she continues to receive company-wide and industry accolades year after year.

#### Beyond Real Estate

For Marianne, success isn't just about real estate. It's about creating a life filled with joy, family, and the things that truly matter.



She and her husband, Rick, have lived in Medford since 1993, drawn to its natural beauty and tight-knit community. "We love being surrounded by nature," she says. "It's such a joy to take a morning walk and be greeted by turtles, deer, and wild turkeys along the way." Their home in a lake community provides the perfect backdrop for a peaceful lifestyle, and Marianne even serves on the Centennial Lake Social Committee.

Her biggest joy, though, is her family. "For me, it has always been 'family first,'" she says. "My kids and granddaughter are my world." Though her children, Candice and Doug, have grown and built lives of their own, they remain close, gathering for Sunday dinners—an Italian family tradition that Marianne proudly keeps alive.

And when she's not selling homes? You'll find her gardening. "For years, I started my own vegetable and flower plants from seed, fighting the deer all the way," she says. "After many years of trying, I finally found 'deer-proof' flowers—but I've given up on vegetables. I leave that to the kids."

If real estate wasn't her calling, she's pretty sure she'd be working in a garden center, surrounded by flowers all day long.

#### Giving Back to the Community

Marianne's commitment to her community extends far beyond real estate. For years, she has organized the annual Medford BHHS Fox & Roach Realtors community food drive, a tradition that has grown to become a major local event.

"People don't think of this area as a place where families are struggling," she says. "But that couldn't be further from the truth."

In 2024 alone, the food drive collected over 2,254 pounds of food, all donated to the Food Bank of South Jersey. It's a cause she's passionate about, and one that her neighbors look forward to supporting year after year.

#### Looking to the Future

After three decades in real estate, Marianne has no plans of slowing down. "My personal goal is to be happy and enjoy the people in my life," she says. "And professionally, I just want to keep doing what I love—helping people find the right home and making the process as seamless as possible."

Her advice to aspiring realtors? Be ready to work hard. "This business takes experience, knowledge,

dedication, and creativity," she says. "Make good connections and, most importantly, keep in touch with past clients. Relationships are everything."

With her signature motto—Experience. Excellence. Results.—Marianne Post continues to prove that real estate is more than just buying and selling houses. It's about service, passion, and the connections that last long after the deal is done.

**"MAKE GOOD CONNECTIONS AND, MOST IMPORTANTLY, KEEP IN TOUCH WITH PAST CLIENTS. RELATIONSHIPS ARE EVERYTHING."**







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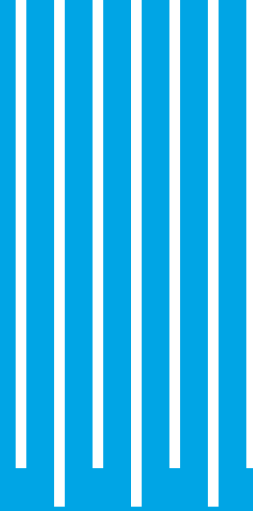
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# CITYWIDE *Spotlight*

## CHRIS WILHELM, SR.

### **HOMETOWN**

Margate, NJ

### **EXPERIENCE IN THE MORTGAGE INDUSTRY**

35 years

### **BEST ADVICE I'VE RECEIVED**

No one CARES how much you know, until they know how much you CARE.

### **MOST SATISFYING PART OF WORKING WITH CLIENTS**

Helping them to prepare for homeownership, not just what the mortgage payment is.

### **HOW I'M DIFFERENT FROM OTHER LOAN OFFICERS**

Listening, providing details on questions and being available. This business is not a 9-5 job.

### **LAST BOOK I READ**

*The Culture Code: The Secrets of Highly Successful Groups* by Daniel Coyle

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