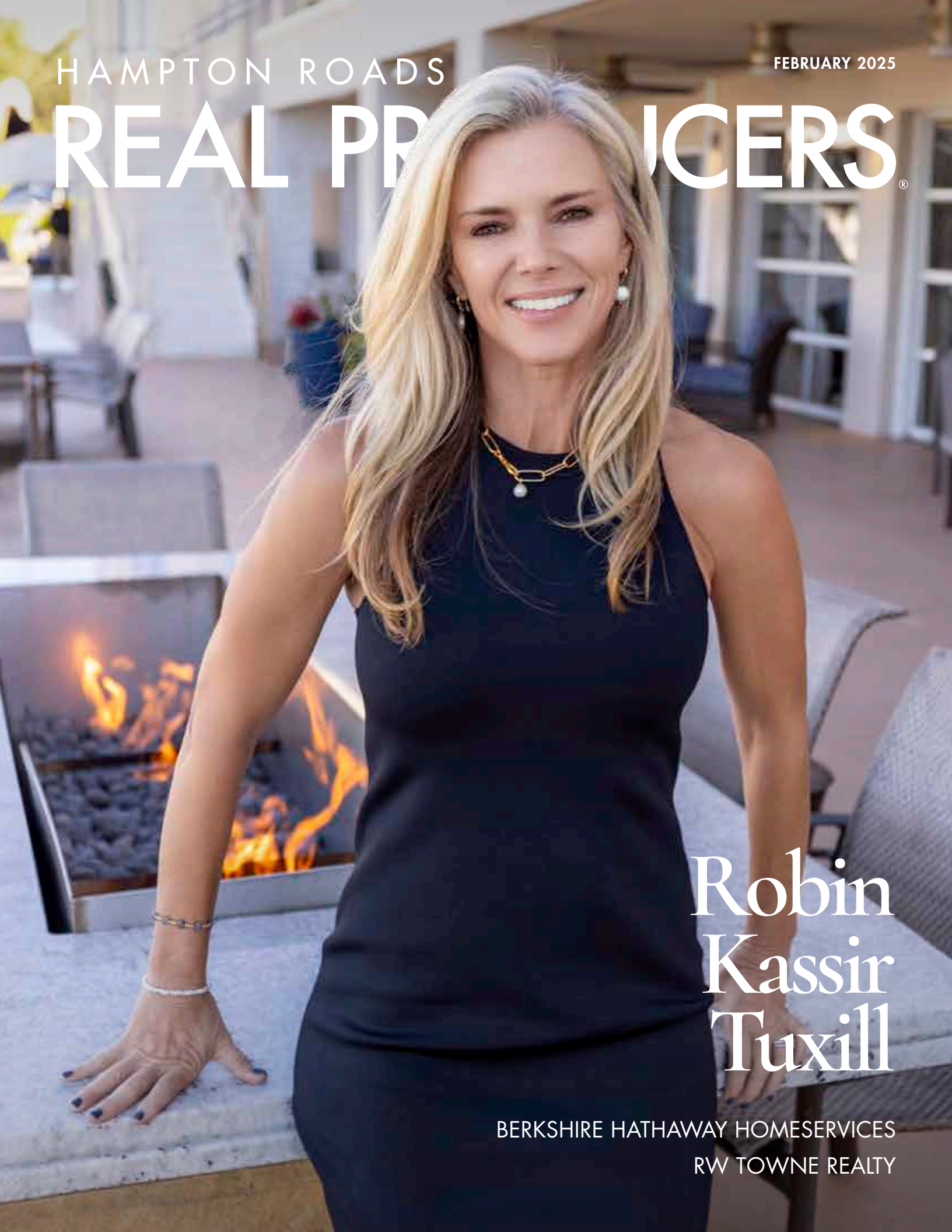


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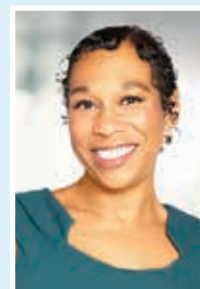
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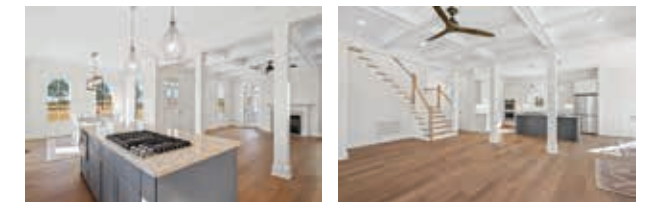
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Robin Kassir Tuxill

Berkshire Hathaway HomeServices RW Towne Realty

STORY BY DAN CLARK
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Robin Kassir Tuxill embodies the spirit of dedication and community. With four children, two Goldendoodles, and a husband currently in the Navy with 30 years of active duty, Robin juggles multiple roles with grace and enthusiasm. Her passion for helping others seamlessly extends into her real estate career and encompasses her love for fitness and philanthropy.

Robin's journey into real estate five years ago may seem surprising for someone with a stockbroking and fitness training background. After spending 10 years as a stay-at-home mom, she owned and operated 79PT, a successful CrossFit and personal training business, for a decade. However, with her children growing older and a desire for a new challenge, Robin decided to explore real estate.

Not necessarily intending for real estate to be a lucrative career change, she set modest goals. "If I can sell one house a year, that'll just pay for my fees, and I'll just be even," she recalls thinking. However, Robin quickly discovered a passion for helping clients navigate the complexities of each transaction. Her dedication and hard work paid off and developed into a thriving career.

Robin's "all-in" approach is evident in her impressive achievements. Despite being relatively new to the industry, she consistently ranks among the top performers in her brokerage. Earning numerous accolades, including the prestigious Chairman's Circle of Excellence Diamond Award, she is consistently recognized for her exceptional sales volume and client dedication.



“I WANT EACH TRANSACTION TO END UP AT THE CLOSING TABLE,” SHE EXPLAINS. “IF I CAN MAKE THE PROCESS AS SEAMLESS AS POSSIBLE FOR CLIENTS, THEN I’VE DONE MY JOB.”

What sets Robin apart? Going above and beyond for her clients, many of whom become friends. “I want each transaction to end up at the closing table,” she explains. “If I can make the process as seamless as possible for clients, then I’ve done my job.” This commitment to client satisfaction is evident in her meticulous attention to detail and willingness to go the extra mile, especially with the most difficult deals.

Robin’s life extends beyond real estate. A dedicated mother of four, including a set of twins, she cherishes her family and prioritizes their well-being. Her children, ranging in age from 19 to 24, keep her busy, but she wouldn’t have it any other way. “They are my world,” she says.

Fitness still plays a significant role in Robin’s life. An avid runner, she regularly participates in races and recently ran a relay from Virginia Beach to New York City. This race holds special meaning for Robin, as it’s a fundraiser for the Lift Fitness Foundation, an organization that helps homeless individuals,



including veterans, get back on their feet. Robin’s commitment to this cause stems from her connection to the military and her belief that everyone deserves a helping hand.

When asked about her unique qualities, Robin highlights her ability to connect with people personally. She strives to build lasting relationships with her clients. This genuine approach, combined with her strong work ethic and dedication to excellence, sets her apart in a competitive market.

Would she change anything if she had to start over? Robin seems quite content with the path that brought her to where she is. “I wouldn’t do anything differently,” she states. She recognizes that her experiences, both personal and professional, have shaped her into the successful REALTOR® she is today.

Robin’s story is a testament to the success derived from the tenacity required of a busy working mom. She demonstrates that achieving success in multiple facets of life while staying true to your values and passions is possible. Her dedication to family, fitness, and community, combined with her exceptional real estate skills and genuine desire to help others, make her a true standout in the Hampton Roads community.

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FAQs



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Here, we answer the most popular questions regarding our program. My door is always open to discuss anything related to this community—this publication is 100% designed to be your voice.

Q: Who receives this magazine?

A: *South Hampton Roads Real Producers*: This magazine reaches the top 500 agents in South Hampton Roads, covering areas from Smithfield to Sandbridge and into the North Carolina border. We pulled the REIN-MLS numbers (by volume) from January 1 through December 31 of the previous year. We cut the list off at #500, and the distribution was born. The list resets at the end of each year.

A: *Peninsula Real Producers*: This follows the same criteria but focuses on the Peninsula/Williamsburg agents, cutting the list off at the top 300.

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- Your broker address is Southside, but you prefer to be part of the *Peninsula Real Producers* magazine.

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 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 need your help to learn more. A link to our nomination form is on our Facebook page (facebook.com/peninsularealproducers).

Q: What is the cost to feature a REALTOR®, agent, or team?

A: Zero, zilch, zipo, 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 based on achievement and nominations.

Q: Who are the Preferred Partner?

A: Anyone listed as a preferred partner in the front of the magazine is part of this community and will have an ad in every magazine issue, attend our 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. In a sense, we won't even meet with a business you have not vetted and stamped for approval. We aim to create a powerhouse network for the REALTORS® and agents in the area, as well as the best affiliates, so we can grow stronger together.

Q: How can I recommend a Preferred Partner?

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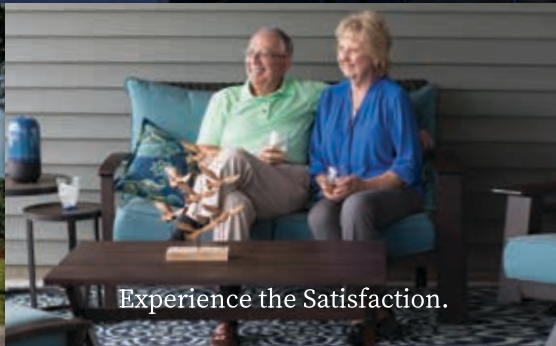
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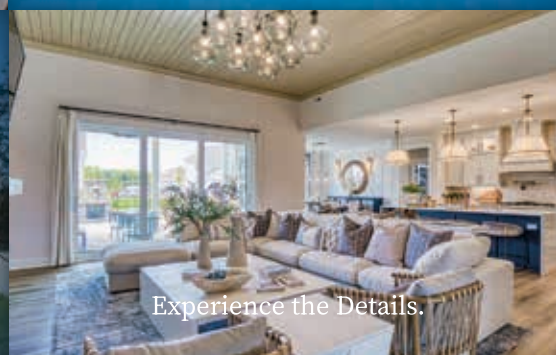
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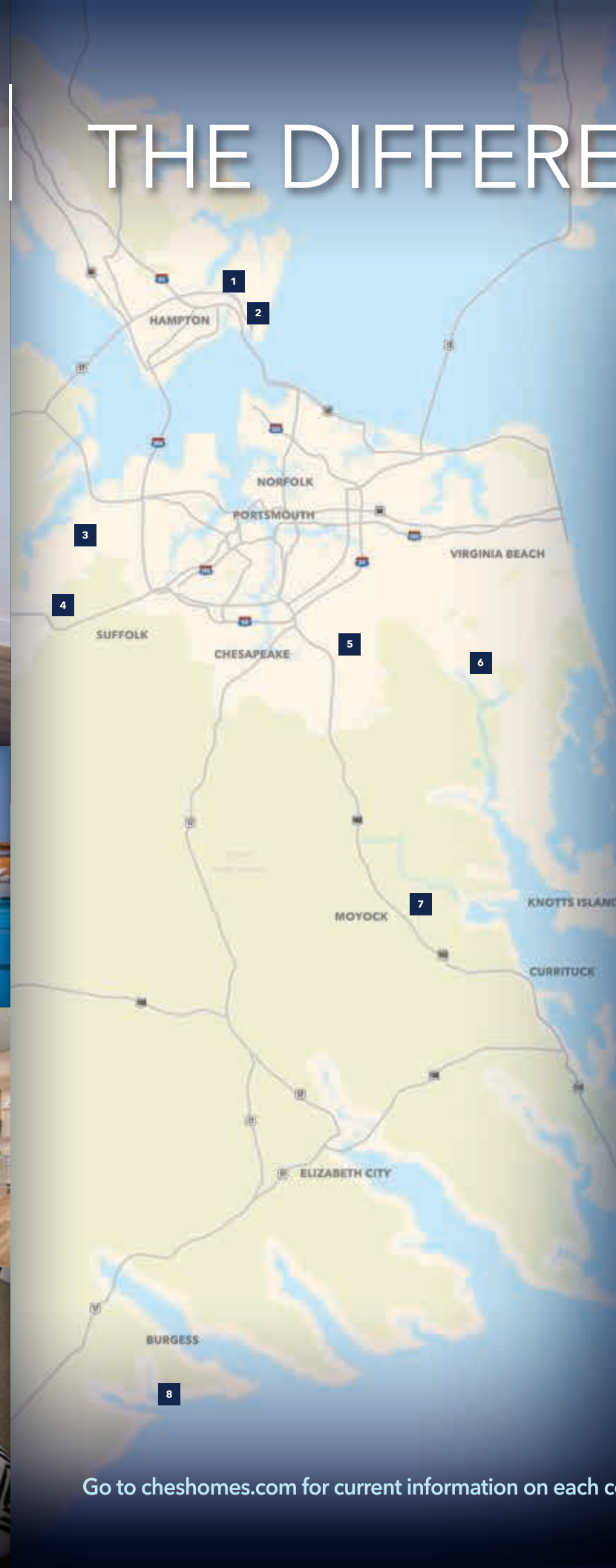


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“When I was 15 years old, I learned I had kidney disease,” says Teena Coronado of Long & Foster Oceanfront. “It stayed dormant for a long time, but in 2018, I found out I was going to be placed on the transplant list preemptively, as it wasn’t a question of if they would fail, but when.” Teena has adult polycystic kidney disease, and being placed on the transplant list was a sobering moment that cemented her determination to fight for her life. With steadfast support from her family and community, Teena embarked on a journey that would test her spirit and resolve.

“I was placed on the list for the Mayo Clinic Jacksonville, as we lived in Florida at the time,” Teena recalls. “Then, we got orders to transfer back to Hampton Roads, and I was also placed on the list for Sentara.” She explains that her bloodwork showed high potassium—a life-threatening condition—so in January of 2021, she ended up on the list for Walter Reed, as well. “You can be on multiple lists at a time or transfer your time,” she says. “I transferred my two years on the Mayo list to Sentara and remained on the Walter Reed list, which is only for veterans and their families.” Teena’s family and friends kicked

into high gear and launched a living donor campaign, complete with a website, Facebook page, and bumper stickers. She recalls, “We even ended on the news because the shirts we made for a fundraiser were stolen from my mother’s porch when they were delivered.”

Teena still marvels at how the Long & Foster community rallied to guide and support her. “My broker, Tina Holt, knew of someone at Long & Foster who had a transplant in Fredericksburg,” she says. “Tina connected me with his wife, Nancy Steienke, who showed me how to create the Facebook page and shared resources, as she had just been through the experience with her husband.” Teena also connected with Donor Outreach for Veterans (DOVE), whose mission is to find, educate, support, and match living kidney donors to veterans in need.

On July 1, 2021, Teena’s doctor told her dialysis was imminent. “I had the whole mental breakdown and came to terms with it,” she recalls. “If I wanted to live, I had to do it.” She was scheduled to start dialysis on July 7 and was adamant that people not view her as a victim. She says, “I didn’t want anyone to feel sorry for me or think I was throwing a pity party, so I was very hesitant to share my medical issues.”

On July 2, Teena got the call she’d been praying for—a match was found. “We got in the car that night and drove to Maryland,” she recalls. “I got my transplant on July 4, so Independence Day holds a special meaning in our hearts.” What few people know is that three weeks prior, she had received a call that she was one of three matches for a kidney, and while she was grateful that someone’s prayers were answered, she was not the best match for that organ. “Just when I’d given up hope for a transplant and accepted the idea of a lifetime of dialysis, a miracle occurred,” she says quietly. “And as odd as it may sound, real estate played a big part in that.”

Teena marvels at the outpouring of love and support she received from her Long & Foster community, as well as her community at large, saying, “It was amazing to see the support, and so many people shared with me that someone in their lives was also in need of a transplant.”

Teena is still an integral part of the Long & Foster family, and she offers an extraordinary empathy for military families and others who have faced incredible life challenges. “The most rewarding part is being there when someone finds a house they love,” she shares. “It’s an incredible moment to witness, especially for families who’ve sacrificed so much.” As



someone who has overcome immense personal hardship, Teena's advice for aspiring real estate professionals is grounded in hard-earned wisdom.

"There's a misconception that real estate offers endless freedom, but it's not that simple," Teena cautions. "Success requires discipline, effective systems, and the ability to adapt to chaos. Your clients' needs always come first, so organization is key." Teena emphasizes the importance of tools like databases and CRMs, which help even the most organized agents stay on track. "Systems are your best friend," she advises.

"I had the privilege of watching Teena start her real estate career right here in my oceanfront office, and it's been incredible to witness her growth and success. She's a trusted advisor who brings integrity, knowledge, and dedication to every transaction. Seeing her thrive in this industry has been an honor, and I have no doubt she'll continue to achieve great things."

— Tina Holt, Sr. Vice President/Regional Manager

Teena's journey has taught her the value of community and the power of giving back. She is particularly passionate about advocating for kidney donation, inspired by her own experience and the support she received during her transplant process. "If you know someone who is facing the daunting prospect of needing an organ transplant, put them in touch with me," she offers. "The



guidance and advice of those who have been through it helped me navigate the process."

Through every challenge, Teena credits her family as her rock. "I couldn't do any of this without their support," she says. "I am a mom and wife, and none of this would be possible without my family." Balancing life as a mom, wife, and agent is no small feat, but Teena's story proves that resilience and passion can overcome even the greatest obstacles. Teena's story is more than just a testament to her success in real estate—it's a celebration of hope, community, and the unyielding belief that miracles happen when you face life's challenges head-on.



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A Night to Remember

2024 Real Producers
VIP Magazine
Celebration Wrap-Up

PHOTOS BY JULIAN RIVERA
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TIFFANIE BURKE (BEACON HOME
INSPECTIONS), AND BRITTANY
PERRY (CMP APPRAISALS)

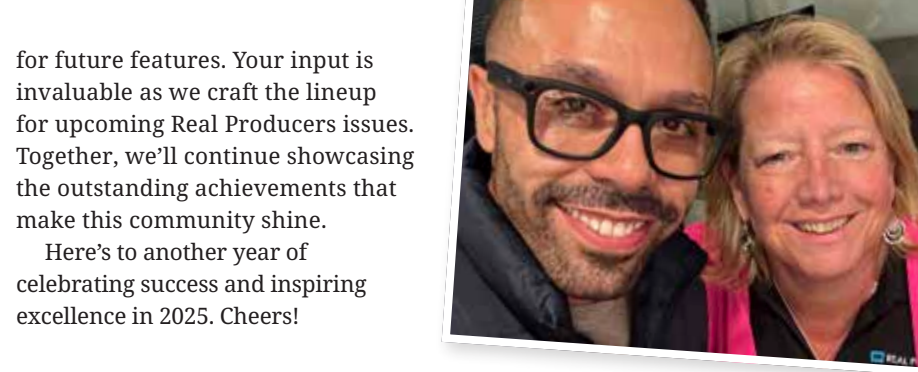
As the year drew to a close, we hosted our final VIP Magazine Celebration event of 2024 on December 4, and it was nothing short of spectacular. True to Real Producers style, the venue buzzed with energy as a vibrant mix of top-tier real estate agents, brokers, and industry professionals gathered to toast another remarkable year.

Chesapeake Homes graciously hosted the event, setting the tone with an irresistible spread of culinary delights. Our preferred partners added to the festive atmosphere, ensuring glasses were filled with exquisite libations that complemented the lively conversations and celebratory toasts echoing throughout the room.

This year, we introduced a new tradition: spotlighting individuals recently featured in our magazine through dedicated celebration events. This incredible addition to our lineup has received an overwhelmingly enthusiastic response. This initiative will continue in 2025, offering even more opportunities to celebrate the best in the business. Let us know if you'd like to celebrate with someone we've featured in our magazine—we'd love to include you in their VIP party.

Looking ahead, we're gearing up to celebrate the illustrious Top 500 real estate agents and professionals throughout the coming year. These events not only honor excellence, but also reinforce the connections and camaraderie that define our industry.

Finally, heartfelt thanks to everyone who has submitted nominations



for future features. Your input is invaluable as we craft the lineup for upcoming Real Producers issues. Together, we'll continue showcasing the outstanding achievements that make this community shine.

Here's to another year of celebrating success and inspiring excellence in 2025. Cheers!





Curt & Cindy Lind

LIND'S PROPERTY INSPECTIONS

In 2018, with a legacy of leadership from serving 24 years in the United States Navy, Curt Lind stepped onto the Hampton Roads property inspection scene with a mission: to serve, educate, and protect. He quickly established a purpose that went beyond simply inspecting homes. Curt set forth to inform clients about everything they need to know to make one of the most significant decisions of their lives.



From the beginning, Lind's Property Inspections stood apart. Curt's Navy career instilled in him a deep commitment to precision and professionalism, now the backbone of his business. Transitioning from a military role to CEO of Lind's Property Inspections, Curt set a new standard for quality and client care.

While some companies focus solely on delivering reports, Curt and his team build relationships. Whether working with first-time homebuyers worried about unseen issues, commercial investors assessing potential risks, or agents relying on timely, accurate results, Lind's Property Inspections differentiates itself in six key areas: customer service, channels of communication, relationships, reputation, expertise, and price. Specifically, Curt and his team offer the following value to their clients:

- Comprehensive inspections with a meticulous eye for residential and commercial properties and new construction. Services include air quality, lead, mold, asbestos, radon, sewer scopes, and termite and moisture inspections conducted by a third-party partner, Diamond Inspections. Services also include re-inspections on PICRA items and 4-point and drone inspections.
- Discounts for military members, first responders, teachers, and medical professionals, reflecting Curt's gratitude for those who serve.
- A client-first approach to ensure every individual feels empowered and informed during the process.
- Clear communication between inspectors, clients, and agents.

"Lind's Property Inspections is in business to provide the best property inspections in the Hampton Roads area," Curt emphasizes. "Our dedication to clients and ensuring they have all the information about the home they are purchasing is our goal."

Curt also prioritizes his agent partnerships and strives to keep real estate professionals prepared with practical advice, such as the following:

STORY BY JACKI DONALDSON
PHOTOS BY RACHEL SADDLEMIRE,
RACHEL SADDLEMIRE PHOTOGRAPHY

- **Be Prepared:** Ensure all utilities (water, electricity, and gas) are functional before an inspection to avoid delays.
- **Create Access:** Clear paths to critical areas like attics, breaker panels, water heaters, and HVAC systems to allow a thorough evaluation.
- **Build Knowledge:** Familiarize yourself with the inspection process to guide your clients effectively. Curt welcomes questions and conversations to familiarize agents with the ins and outs of inspections.

“Our dedication to clients and ensuring they have all the information about the home they are purchasing is our goal.”



A foundation of family and service shapes everything Curt does as he works alongside his wife, Cindy. Curt hails from Iola, a small town in Kansas, while Cindy is from Youngstown, OH. The two met in 1999 while serving in the Navy and have lived in Hampton Roads since 1996. Together, they have six adult children. When they are not busy running the business, Curt and Cindy enjoy quiet weekends at their Lake Gaston home, fishing, boating, and reflecting on how far they’ve come and the rewards of owning a trusted business.

Curt finds numerous rewarding elements in his work. “The most fulfilling aspect is directly helping and educating clients to make informed decisions by providing detailed information about a property’s condition, giving them peace of mind about their new home and protecting them from potential costly surprises down the line,” he states. “It’s also fulfilling to know that Lind’s Property Inspections is contributing to the community, promoting sustainability, and making a positive social difference.” Receiving positive feedback from clients serves as a gratifying affirmation of the team’s efforts.

Curt’s goal remains simple yet profound: to consistently exceed expectations. Whether through fostering a positive work environment for inspectors, empowering agents, or helping homebuyers understand their new homes, Lind’s Property Inspections is shaping the standard for the industry.

Success for Curt is continuing to pursue goals with passion, even in the face of setbacks. It’s about leaving a legacy of integrity, excellence, and care. Lind’s Property Inspections isn’t just a business; it’s a promise—to clients, agents, and the Hampton Roads community—that they’ll always receive the very best. And that’s a promise Curt intends to keep.

CONTACT US!

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The REALTOR® Advantage: Perspectives from HRRRA's 2025 President-Elect



PHIL KAZMIERCZAK
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Beyond transactions, REALTORS® are deeply woven into the fabric of the communities we serve. We live, work, and raise our families here, which is why we take an active role in giving back. Whether it’s through volunteering at local charities, organizing fundraising events, supporting housing initiatives, or advocating for community development, REALTORS® play a pivotal role in making our neighborhoods stronger and more vibrant. Our commitment extends beyond real estate; it is about contributing to the quality of life and ensuring our communities thrive.

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JESSICA HAYNES



Atlantic Sotheby's International Realty

STORY BY DAN STEELE
PHOTOS BY MASON MURAWSKI,
MURAWSKI PHOTOGRAPHY

Jessica Haynes is not your average real estate agent. Her story is one of resilience, determination, and a deep-rooted passion for helping others find their place to call home. She has dedicated herself to creating meaningful relationships with every client she serves, ensuring their real estate journey is as rewarding as the destination.

Jessica's passion for real estate stems from a lifetime of experiences that have shaped her unique industry approach. Growing up in a military family, her father—a retired Lt. Commander—was her greatest role model. “My dad had full custody of me and my younger twin sisters while balancing a demanding military career,” Jessica reflects. “He showed me that no obstacle is insurmountable with determination and a positive mindset.” This unwavering work ethic and drive for solutions became the cornerstone of Jessica's career and personal life.

Her early years were marked by academic achievement and technical

expertise. After graduating high school with a tech-prep seal in electrical and mechanical engineering and advanced studies, Jessica secured an AutoCAD drafting job at the Ford plant. There, she worked on architectural and process advancements during shutdown periods, igniting her passion for design and problem-solving. When the plant closed, Jessica transitioned to a civil service career with the Navy and Special Forces, where she spent nearly a decade assisting military families with relocations, retirements, and human resources needs. These experiences instilled in her a profound understanding of the challenges



military families face, laying a solid foundation for her current role as a military relocation specialist.

In 2020, Jessica's life changed forever when she became a mother to her son, Gavin. "The moment he looked into my eyes, I knew I had a purpose," she shares. "I wanted to show him how amazing life can be and how rewarding it is to help other families create memories in their homes." Her son became her greatest inspiration, motivating her to pursue real estate full-time and build a career that supported her family and enriched her clients' lives.

Jessica's path hasn't been without challenges. Amid her blossoming real estate career, she faced a deeply personal loss—her stepmother, a retired Lt. Commander and devoted advocate for children through the Centre for Health Innovation and Policy (CHIP) Foundation, lost her battle with leukemia. "She was one of the strongest women I've ever known," Jessica recalls. "Her determination and love for helping others continue to inspire me every day." Balancing the demands of being a single mother, grieving the loss of a loved one, and overcoming professional setbacks tested Jessica's resilience. But rather than succumb to adversity, she used it as fuel to propel her career to new heights.

In recent years, Jessica's real estate business has flourished. With the support of Sotheby's International Realty, she has developed a tailored business plan that aligns with her core values: authenticity, integrity, and an unwavering commitment to her clients. "My clients are not just transactions to me—they're people with dreams and stories, and I'm here to help make those dreams a reality," Jessica emphasizes. Going above and beyond has earned her a reputation as a trusted advisor and advocate in the industry.

Jessica's focus on building lasting relationships has been pivotal to her success. "I put myself in my clients' shoes and approach every transaction with empathy and creativity," she explains. "If something

“
I put myself in my clients' shoes and approach every transaction with empathy and creativity. If something doesn't work out, I don't see it as failure — I see it as an opportunity to create a new plan and try again.”
”



doesn't work out, I don't see it as failure—I see it as an opportunity to create a new plan and try again.”

Her hard work has paid off. Jessica's business has grown by over 400% in recent years, and she is now recognized as a top-producing agent in Virginia. She is also pursuing her dream of becoming the go-to luxury expert in the Bayfront area, specializing in Chesapeake Bay properties. "The goal is to be the name people trust for anything luxury on the bay," she says.

When Jessica isn't helping her clients find their dream homes, she

cherishes time with Gavin, whom she calls "the light of my entire world." She also enjoys paddleboarding on the bay, golfing with her father, and volunteering with local charities.

Jessica's story is a testament to the power of hard work, authentic connections, and the belief that with the right mindset, anything is possible. Whether helping families create memories in their new homes or mentoring the next generation of real estate professionals, Jessica Haynes is a shining example of what it means to truly love what you do.

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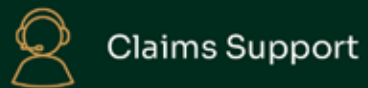
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MAKING CHRISTMAS BRIGHT FOR CHKD KIDS

STORY BY JACKI DONALDSON

Trudy Hoff & Traci Lewis VanCamp Spread Cheer With Annual Donation Drive

Twenty-one years ago, Trudy Hoff and Traci Lewis VanCamp drove a carload of gifts to Children's Hospital of The King's Daughters (CHKD) just before Christmas and surprised pediatric patients and their families with gifts from Santa. Their venture went so well that they made it an annual tradition, conducting month-long toy drives, collecting donations, power shopping, organizing, wrapping, and delivering. They no longer transport their treasures in the back of a station wagon. Instead, they pack a moving truck and arrive at CHKD with a bounty of delights.

On December 12, Trudy, co-owner of RE/MAX Alliance, and Traci, RE/MAX Alliance associate, dressed in their finest festive attire and embarked on another jolly donation day in partnership with CHKD's Child Life and Integrative Care team. RE/MAX Alliance's Greg and Donna Duvall accompanied them, serving as Santa and Mrs. Claus, as did several agents and assistants. For the first year, they also had a Spanish translator.

Nurses are instrumental in orchestrating the yearly mission, sending wish lists ahead of the event, guiding Santa from room to room, and inviting children to open their presents and pose for photos. Meanwhile, behind-the-scenes helpers sort toys and load them in wagons to keep Santa on track. "We couldn't believe how many toys we had," Trudy and Traci share. "It was our biggest year ever—we saw about 100 patients." Parents also received merriment through coffee, gift cards, and self-care indulgences, and siblings were thrilled to unwrap their packages. The experience was magical. "It is one



of the most emotional things you can experience," Trudy asserts. "And the cheerfulness of the staff is so incredible." Traci, a longtime champion of Children's Miracle Network (CMN), and Trudy, who established an endowment at CHKD to support the Child Life program in memory of her late husband, Captain Mick Hoff (the original Santa), are known for their giving hearts and are proud to be part of RE/MAX Alliance, which is recognized as a CMN Miracle Office. Traci, wife to Dennis and mom to 13-year-old Eva, reports that she shops year-round for the CHKD children. "I love a good



of Christmas,” Trudy comments. “We get so occupied with doing things that don’t have heart in it. This is the heart of Christmas.” Traci adds, “We get to bring joy to these families who are in a situation that no one wants to be in.”

Please email TLewis@remax.net or Trudy@trudyhoff.com if you would like to help spread joy to the children at CHKD.

sale and store everything in plastic tubs around my house,” she explains. They also purchase for the hospital playrooms, recently gifting a Barbie Dreamhouse and a garage that holds 75 Matchbox cars, and accept requests from the Child Life team for financially strapped parents who need larger items to take home, like cribs or Strollers.

Trudy, mom to accomplished daughter Kathleen (a firefighter, EMT, paramedic, hazmat specialist, and yoga instructor), reflects on two decades of Christmas missions and recalls a young girl receiving ballet slippers and a tutu from Santa after returning from a chemo infusion. “I knew you’d come, Santa,” she declared. “Daddy said you would.” Traci remembers a little boy pushing tubes out of his way, hopping on a ride-on fire truck, and rolling himself up and down the hallway while laughing hysterically. “Every year, something touches our hearts,” she reveals, recounting another story about a mom who peeked her head out of the room to bless them for their kindness. “It is the real meaning



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Just the Facts

THAT'S WHO WE 

BY DR. DAWN M. KENNEDY, PHD, RCE, C2EX, CAE, GREEN

It is dues billing season for local associations, including the Hampton Roads REALTORS® Association (HRRRA). When REALTORS® pays their dues to HRRRA, they are actually paying for membership in three organizations—HRRRA, the Virginia Association of REALTORS® (VAR), and the National Association of REALTORS® (NAR). As part of the local association's charter, granted by NAR, the locals must invoice and collect dues for the state and national organizations. Organized real estate is unique in that

of closings. NAR lobbyists and members launched into action. This issue went right to hours before the deadline for the program to expire. There's much work to do as an association, as the extension is only valid until March 14, 2025. A primary reason for the healthy real estate market that all agents and brokers enjoy (regardless of REALTOR® membership) is the work of HRRRA, VAR, and NAR. Some non-members are brazen enough to say they are successful without being a REALTOR®, but the fact is they are only successful

“Every man owes part of his time and money to the business or industry to which he is engaged. No man has a moral right to withhold his support from an organization that is striving to improve conditions within his sphere.”
— President Theodore Roosevelt

its three-way agreement serves as a binding agent for strength. Think of it as rebar, that steel rod within concrete that significantly increases its strength.

Members may not always realize the powerful impact that collective action can have on shaping local, state, and national policies and laws. This December, the inability to pass a continuing resolution to fund the government and federal programs, like the National Flood Insurance Program (NFIP), could have upended tens of thousands

because there are REALTORS® willing to pay dues and volunteer their time. If you have any questions, visit narfocus.com/billdatabase/clientfiles/172/29/4841.pdf. Here, you will learn about 60 years of NAR's winning legislative action.

Conversely, if the association weakens, all agents and brokers lose. President Theodore Roosevelt understood the absolute necessity of trade or business leagues in keeping a market vibrant and healthy, with opportunities for a broad



swathe of the populace, not just large corporate interests. Roosevelt stated, “Every man owes part of his time and money to the business or industry to which he is engaged. No man has a moral right to withhold his support from an organization that is striving to improve conditions within his sphere.” On a national level, NAR is what stands between the working agent and outside interests.

Finally, we must put to rest this myth that NAR failed to defend its members in the Sitzer-Burnett case. The settlement is the defense. It protects against future similar litigation. If one does not understand the cloak of protection afforded by REALTOR® membership, visit FACTS.REALTOR. While MLS corporate entities may be covered under the settlement, individual MLS subscribers who are not REALTORS® are not covered, regardless of whether the corporation opted in. These legal skirmishes are far from over, and it is naïve to think that only REALTORS® will be targeted. Non-members are at significant risk. Learn the facts.

THE FACTS FOR REALTORS®



A central resource for updates and materials about NAR's steadfast commitment to strengthen the association, defend REALTORS® and their immense value, and look to the future.

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- **Par-Tee on the Green Putt-Putt Tournament—February 20 at Apex Entertainment.** Networking, sponsorships, and sportsmanship will be the focus of this fun new event that will support CVBIA's Professional Women in Building Council.

BUILDING RELATIONSHIPS & BUSINESS: WHY CVBIA EVENTS MATTER IN 2025

BY COLBY RAYMOND, 2025 CVBIA PRESIDENT

Greetings, fellow real estate leaders! As we head into the new year, we have a prime opportunity to reflect on how to elevate our businesses and cultivate lasting connections within the Coastal Virginia market. In this ever-evolving industry, the Coastal Virginia Building Industry Association (CVBIA) remains a powerhouse resource for top real estate agents like yourselves.

This month, we emphasize the importance of attending CVBIA events and how they can significantly contribute to your professional growth and success. While phone interactions and digital communication have become commonplace, face-to-face interactions hold unparalleled value. Building genuine rapport with industry peers, builders, developers, and potential clients at CVBIA events fosters trust and collaboration—key ingredients for taking your business to the next level.

The Power of In-Person Connections

Here's why prioritizing CVBIA events should be a top priority in 2025:

- **Strengthen Existing Relationships:** Networking events provide the perfect platform to reconnect with past clients, colleagues, and industry professionals. These interactions can reignite past connections, leading to future referrals and collaborations.
- **Forge New Partnerships:** CVBIA events attract a diverse range of industry players. From builders and developers to lenders and legal professionals, these events present a unique opportunity to expand your network and discover potential partners who can complement your services.
- **Gain Valuable Insights:** CVBIA events often feature informative presentations and discussions led by industry experts. Attending

these sessions allows you to stay abreast of the latest market trends, legislative updates, and best practices, equipping you to offer the most informed guidance to your clients.

- **Build Trust and Credibility:** Actively participating in CVBIA events demonstrates your commitment to the industry and your dedication to continuous learning, strengthening your professional image and positioning you as a reliable and knowledgeable resource in the eyes of potential clients.

Mark Your Calendars for Upcoming Events

Get ready to dive into a dynamic calendar of events hosted by CVBIA in February and March 2025. To view the complete schedule and register online, visit the official website at www.cvbia.com. Here's a sneak peek at what's coming up:



- **Residential Building Industry Forecast—March 20 at DoubleTree Norfolk Conference Center.** Join NAHB's Chief Economist for an outlook of what 2025 will hold for the building industry. A reception to make lasting connections will follow the informational program.

By actively participating in CVBIA events, you're investing in the future of your business. The connections you forge, the knowledge you gain, and the trust you build will all contribute to your sustained success in the ever-growing coastal Virginia real estate market. We encourage you to join us at upcoming events and experience the power of building relationships in person.

Together, let's make 2025 a year of thriving partnerships and exceptional growth!



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