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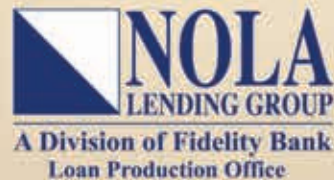


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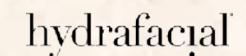
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Words Matter

Hello, January!

If you're new here, let me introduce myself. My name is Gina Miller, and I love a fresh new year! I say it every year, and I'll say it again: January 1st is my favorite day of the year.

A couple of years ago, my sister was rummaging through the family's glorified trunk of treasures at my parents' house and came across some meaningful documents. That's when I discovered that my adoption had been officially finalized around January 1st. Naturally, as someone who loves a good story and has a tendency to "Hallmark" life's moments, I couldn't resist making a connection between my love for the New Year and this special timing. *Let me have this.*

I know I've probably told you this before, but it's a story I can't stop sharing. It warms my heart, and yes, I'm going to keep telling it. *Let me have this.*

So, what does a New Year look like to someone who thrives on its potential? For me, it looks the same every year: books to read, health goals, and spiritual aspirations that provide mental and emotional growth. Last year, I also tried the *One Word Challenge* by Jon Gordon. His book encourages you to choose one word (or phrase) that serves as an overarching theme for all your efforts—a sort of bullseye for your actions and motives.

My word last year was *fahgettaboudit*. Yep. And it worked. I stopped ruminating over things I couldn't change and let go of what didn't serve me. It was freeing, and honestly, if you're looking for a word this year, feel free to borrow it. You're welcome.



Gina Miller
Publisher

I have some lofty goals for BRRP this year. May will mark 5 years of running Real Producers and I've learned some valuable lessons that I look forward to rolling into my business moving forward. I do this for you, and your positive feedback is my fuel. Thank you.

I asked our Real Producers community to describe Real Producers in One Word:

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- Lisa Scott Pizzalato **INSPIRING**
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Intricate Home Inspections

The Blueprint for Reliable, Personable Service

By Laken Foisie
Photos by Ace Sylvester



“

We're not just here to protect the client; we're here to protect you, too.

Nick Pearson, owner of Intricate Home Inspections, has spent the past five years helping homebuyers make one of life's most significant investments with confidence. His approach is not only about identifying potential red flags in a home but also about equipping buyers—new and experienced alike—with the knowledge to maintain their properties for the long term.

“Our service isn't just about pointing out problems,” Nick explains. “It's about educating homeown-

ers and helping them see their investment as something they can take care of and be proud of.”

Before launching his home inspection business, Nick spent 12 years managing stores for Rouses and Lowe's. While successful, he often found himself missing family milestones while clocking in consistent 60-hour workweeks, including nights, weekends, and holidays “I felt like I had no control over my life,” Nick recalls. “Any form of celebration requires goods, and I was

the guy who managed people having access to those goods.” When his daughter was on the way, Nick could not envision fatherhood being tied to a store. “I was burned out and needed change that would allow me to be present, so I took a leap of faith.”

That leap led him to pursue home inspection, an industry that had fascinated him during the purchase of his first home. Nick's skills and mindset made the transition seamless. By 2020, he was fully licensed and ready to serve his community.

BUILDING TRUST AND BREAKING NORMS

One of the biggest challenges Intricate Home Inspections faced in the industry was earning trust as a newcomer. “It's tough to start getting consistent calls,” Nick says. “People are set on their go-to inspectors, and I don't really fit the traditional image of one.” Over time he found that face-to-face time with agents and word-of-mouth recommendations were key. This combined with him having a real estate license has opened doors and grown his busi-

ness and reputation. "Being a Realtor bridges the gap and shows I understand both sides of the transaction."

Nick's personable demeanor and knack for communication further set him apart. He ensures every client interaction is approachable and informative, even during stressful moments. "All houses have issues," he explains. "But how you deliver that news matters. Not everything is a dealbreaker, and I want the client to see the bigger picture." In a business where timeframes are tight, he emphasizes communication as the cornerstone. "I handle every aspect of the inspection process from scheduling to follow-ups ensuring the client feels supported throughout." He added, "This is the largest investment many people will make and it's my job to be present, answer questions, and provide clarity, even after the report is in their hands."

When he's not inspecting homes, Nick can be found spending time with his wife, Jasmine, a 13-year educator; elementary teacher turned nursing student, and their three-year-old daughter, Layla. "I am so proud of my girls. Jasmine has been named Teacher of the Year twice, and Layla is a beautiful light of limitless potential!" He adds, "She is showing early signs of being a future soccer star!" Not wanting to miss a moment, this family-oriented inspector also enjoys basketball, mud-riding on his four-wheeler, and attending car shows. Nick stays motivated by keeping his faith at the forefront. "God gave me a purpose and passion to provide," he shares. "Life can be difficult, but I remind myself it could always be worse. If I'm able-bodied, I'm blessed to do work I enjoy."

EXPANDING OPERATIONS

The middle of last year, Lafayette native, Jason Sonnier teamed up with Nick expanding Intricate Home Inspections with the ability to reach a larger geographical area and provide drone footage. A Certified Part 107 Drone Pilot, Jason has the capabilities of full roof coverage inspections and elevated listing photos. A 2009 graduate of University of Louisiana with a bachelor's degree



in industrial technology, Jason's experience in manufacturing, robotics programming, and quality assurance offers him a keen eye for the details necessary for quality home inspections, offering peace of mind for the client during the buying process.

Jason is passionate about his faith, friends, photography, flying drones and most importantly, spending time with his family. He and his wife have been married for 12 years and have 2 beautiful daughters. The like-mindedness of Nick and Jason, both family men with mirrored priorities, is the bedrock of growth for the business.

Intricate Home Inspections has a simple yet vital message for real estate agents: "We're not just here to protect the client; we're here to protect you, too. No one wants that call from a buyer saying something went wrong after closing. A thorough inspection helps everyone sleep easier at night."



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RISING STAR

Katie Baron Miguez

By Breanna Pizzolato
Photos by Stevie LeJeune

One afternoon in 2020, after being furloughed due to the pandemic, Katie Baron Miguez settled into a beach chair alongside her friends with a cocktail in hand, letting the sound of the waves drown out the worries of the world. What she didn't know was that this drink would be her last. That evening, excruciating pain seized her body—a pain so intense she used every bit of her strength to pack her bags, then woke up her friend and whispered, “Will you bring me to the hospital? I think I'm dying.”

She wasn't wrong. What followed was a harrowing journey through fear, isolation and uncertainty that ultimately gave her a second chance at life—and a renewed sense of purpose.

Crisis to Clarity

By the time Katie arrived at Sacred Heart Hospital in Pensacola, Florida, the pandemic had the world—and the hospital—on edge. Her parents made the four hour drive in about two, she recalls. But visitor restrictions kept loved ones at arm's length, forcing them to wave from a parking lot or press their hands to the glass of a hospital window as they spoke on the phone.

After a lengthy wait for an MRI, doctors discovered the culprit behind Katie's pain. A ruptured tumor on her liver was silently bleeding and destroying the organ. An emergency surgery saved her life, but not without a toll. Surgeons removed a third of her liver, leaving her physically weakened and emotionally drained.

“It was so horrible,” Katie says, recalling the isolation. “I was in

the hospital all by myself, which I think was the worst part of the entire thing, worse than the pain, worse than the scaredness, worse than the ‘you might have cancer,’ worse than all of that was being in there completely by myself.”

Even after surgery, life didn’t exactly return to normal. Today, she lives with ten tumors in her liver. “Praise God,” she says, “during annual scans, they’re still benign and haven’t grown, even when I was pregnant with my daughter. That was our biggest fear since they’re hormonal tumors.” Rather than let her diagnosis define her, Katie saw it as a wake-up call—a divine nudge to realign her life.

“God took care of me,” she says. “He made it clear my story wasn’t done here on Earth. He had bigger plans for me.”

The months that followed weren’t easy, but they were transformative. Katie made bold lifestyle changes, including quitting alcohol. In a turn of events only God could orchestrate, she soon met her husband, Joey, and found her calling in real estate.

Making a Difference

With her health stabilized, Katie embraced the opportunity to build a life centered around family, purpose and giving back. Her career in real estate not only helps others find their dream homes but also allows her to connect with her community in meaningful ways. Inspired by her father’s gracious and generous spirit, Katie has long dedicated her time, talents, and energy to giving back through local charities, including her long-held leadership role with The Capital Gala, honoring Baton Rouge’s best dressed men and women. This prestigious annual charity event raises funds for the Our Lady of the Lake Foundation and its cancer health initiatives. She also volunteers with the Bella Bowman



Foundation, which supports families of children hospitalized with critical illnesses. Katie and her parents immediately got involved with the organization after her nephew was hospitalized for a non-life-threatening illness. During his stay, Santa arrived with the Battleship game he had asked for all season. “He just lit up,” she recalls. “And it was

that moment that we all smiled and saw that the Bella Bowman flyer was with the gift, and we’ve been involved ever since.”

Whether helping put together events, visiting children in the hospital, raising awareness or offering a listening ear, Katie continues to pour her heart into making a difference.

Life’s Greatest Joys

At home, her focus is on her family. Her husband and their vibrant two-year-old daughter, Ivy Frances, keep her days full of energy and joy. “She’s so fun and always on the move,” Katie laughs.

To keep her daughter engaged and active, they love spending time outdoors, whether visiting local parks, exploring nature, or simply enjoying sunshine-filled afternoons together.

“We’re not a stay-at-home-all-day kind of family. We love to get out and make memories.”

Their tight-knit family extends to both sets of grandparents, who live just a mile away in opposite directions. Weekend visits often mean shared meals, backyard playdates, and the kind of support system many dream of but few have.

The family is also planning an exciting trip to Disney World, a getaway that blends their love of travel and adventure with making magical memories for their little one. “We can’t wait to see her face light up when she meets her favorite characters,” Katie shares.

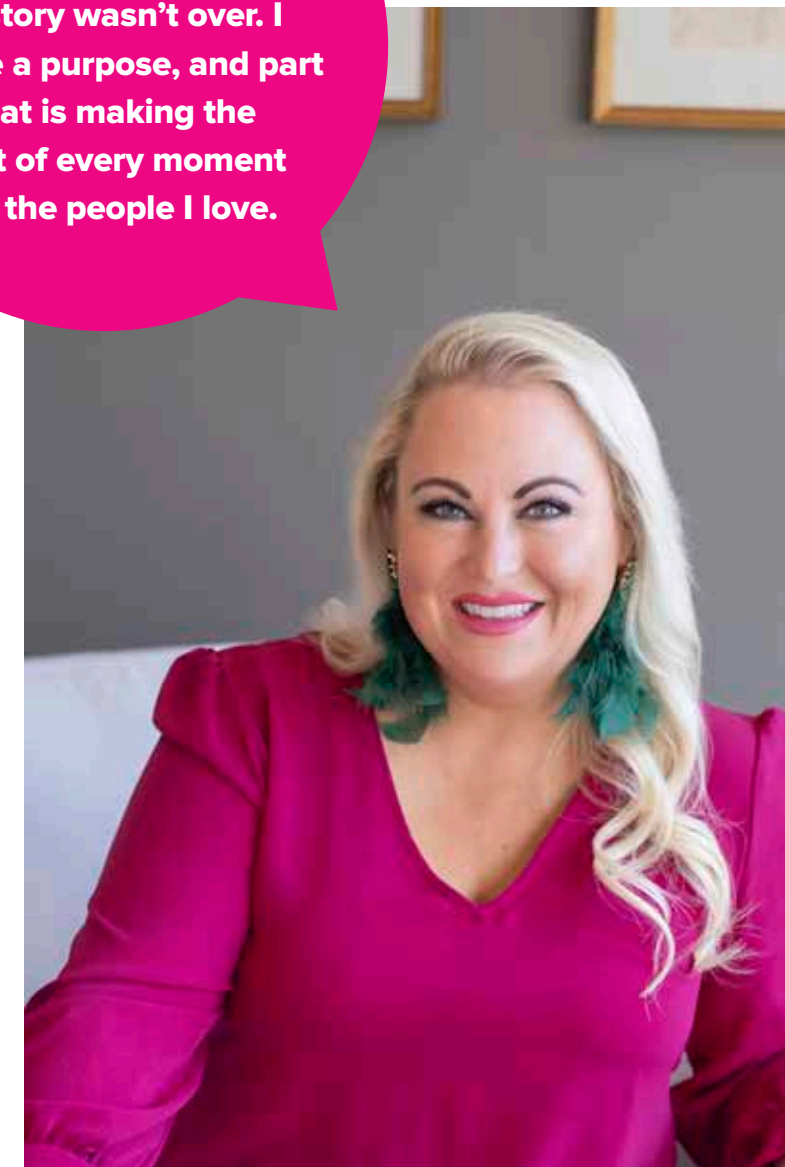
The challenges Katie faced in 2020 didn’t just reshape her relationship with her health—they transformed her perspective on life. Surviving a near-death experience gave her clarity about what truly matters: faith, family and serving others. Now, she channels the strength she found in that hospital room into every aspect of her life, from supporting her clients to creating lasting memories with her husband, daughter, parents and in-laws. And now, as a Realtor with Craft Realty, she is spearheading the brokerage’s philanthropic efforts.

“God showed me that my story wasn’t over,” she says. “I have a purpose, and part of that is making the most of every moment with the people I love.”

Whether she’s closing a deal, chasing her energetic toddler at the park, or savoring Sunday dinners with her parents and in-laws, Katie lives with gratitude for her second chance. For her, life is no longer about what could have been—it’s about what is and all the beauty that still lies ahead.

“

God showed me that my story wasn’t over. I have a purpose, and part of that is making the most of every moment with the people I love.





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MEET THE DEVELOPER

Mike Leggett

MID CITY TOWER

By Breanna Pizzolato | Photos by Stevie LeJeune

Built in 1968, Mid City Tower has long stood as a distinguished part of the Capital City's skyline. The iconic landmark has been fully reimagined into a sophisticated, modern workspace thanks to owner Mike Leggett, a local pharmacist and seasoned real estate investor. "The building is so tall that you can see it when you come over the bridge. And you can see it from Tiger Stadium if you're on the right side," Mike says as he waves past the gold antiqued elevator doors in the dark-walled and oh-so Art Deco lobby. The foyer is dotted with cognac brown leather chairs and punctuated by two paintings depicting alligators in tuxedos who watch over the entrance just as gargoyles protect castles.

Well Built

The renovation of Mid City Tower, overseen by Mike's wife, Amanda Leggett, and designer Krystal Dawn Matthews, owner of Krystal Dawn Design, has blended modern and Art

Deco elements to create a visually stunning and high-end aesthetic that showcases the building's history.

Soon after it was built, the architect won several awards for the unique construction of the building. The decor

pays homage to this work by showcasing the original building plans in large gold frames. "It's called floor-up construction, meaning they built the 14th floor on the bottom and jacked it up to the 14th floor, which stands right under 200 feet tall," Mike explains. "There's nothing like it in Baton Rouge."

The legendary 14th floor, with its panoramic views of the city, was once dubbed Top of the Tower, a storied spot in Baton Rouge's history where the who's who of the Capital City dined and partied. Today, it stands poised for a new chapter—perhaps as a refined restaurant



“

PEOPLE TELL ME IT'S CRAZY OR IT WON'T WORK ALL THE TIME, AND MAYBE IT IS UNTIL IT WORKS. THEN THEY CALL ME LUCKY. BUT LUCK HAS NOTHING TO DO WITH BEING HERE AT 5 A.M. AND WORKING EVERY DAY TO BRING THIS VISION TO LIFE.”

or buzzing event venue—while some of the remaining 13 floors offer premium and completely customizable office spaces awaiting their next tenants.

Contemporary art installations and custom light fixtures elevate the open floorspace just past the lobby, where Mike envisions a coffee shop, café or small retailer. And just as breathtaking as what is visible in the building is what you can't see - the guts, Mike calls it. “It's even more modern in the functional sense,” he says, noting that a majority of the renovation happened inside the walls of the building - think bringing 1970s bones into the 21st century with plumbing, high-speed wifi, fully automated security and lighting systems and more. “We spent a lot of money and a lot of time to make sure that the infrastructure of the building was very, very good,” Mike says.

With electricity and high-speed Wi-Fi seamlessly included in the lease, the vacant offices are move-in ready. Tenants can enter a fully functional workspace from day one, eliminating the hassle of setting up utilities or waiting for connections. This



downtown Baton Rouge.

With the purchase and multi-million-dollar renovation of Mid City Tower, Mike has made a bold investment in the future of Florida Boulevard. This transformation is a key piece of a broader initiative by the City of Baton Rouge through the MOVEBR Program to revitalize the

corridor and enhance mobility for this essential part of the city.

The surrounding project will make traveling on foot or by bike easier and safer, with better sidewalks, upgraded crosswalks and modernized traffic signals. These changes aim to make Florida Boulevard more accessible for drivers, cyclists and pedestrians.

This ties into a larger vision for the area—transforming it into a more connected, welcoming and vibrant space to connect, work and create a bold new future for the city.

“People tell me it's crazy or it won't work all the time,” Mike says, pausing. “And maybe it is until it works. Then they call me lucky. But luck has nothing to do with being here at 5 a.m. and working every day to bring this vision to life,” he laughs.

convenience, paired with the building's modern amenities and stylish design, ensures that new occupants can focus entirely on their business operations without missing a beat. These luxury office amenities and high design appeal to discerning commercial tenants who value security, efficiency and a premier work environment. It's no surprise that current tenants include the Baton Rouge Zydeco, the city's professional hockey team, who have chosen Mid City Tower as their home base.

Bet On It

Hailed as the seventh tallest building in Greater Baton Rouge, Mid City Tower is strategically located in its prominent position on the corner of Florida Boulevard, a major thoroughfare slated for significant investment and renovations that runs to the heart of



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Josh Rawson

EXP Realty

By Laken Foisie
Photos by Stevie LeJeune

Josh Rawson left an 11-year career in human resources and the truth is he was not looking for this career when he found it. He just wanted something that would afford him support for his family and still be there for all the moments that truly matter.

After a lot of research and prayer, Josh transitioned from talent acquisition to a top producing Realtor, proving that change with the right motive can be a good thing. With his honesty, reliability, and a commitment to knowledge, Josh quickly made a name for himself in the Baton Rouge area at EXP Realty, serving clients with integrity and passion through each transaction.

This change did not first come without some obstacles. Josh's professional background, including both undergraduate and master's degrees in HR, provided little direct preparation for real estate. And while he had lived in Baton Rouge for nearly a decade, he didn't have the built-in personal network that many locals rely on to kickstart their business. "The beginning was daunting," Josh admitted. "I had two small kids at home and not earning a living wasn't an option. I leaned on learning the business and consistent prospecting to stay afloat, as well as seeking out mentorship through two of my closest agent friends today, Debbie Pacas and Maria Thorn."

Giving credit to consistency, Josh says that is the key to winning the day. "The stress and challenges in the beginning were tough, but I learned to take small steps every day, seek out people who know more than I do, and always work to serve others better. That's how I built my business."

With his hard work paying off, Josh has established himself in the local market and gives respect in large part to the relationships he's built with his growing sphere of clients. "My sphere has let others know I'm someone they can trust, and I'm so grateful for that," Josh said. "There's a knowledge gap in this industry, and that's unfortunate," he said. "Clients deserve agents who are informed and prepared to represent them. That's something I work on every single day."





Josh also encourages collaboration within the industry. “We have one of the coolest jobs in the world,” he said. “Sharing stories and learning from each other only makes us better. If any readers want to connect and exchange ideas, I’d love to hear from them!”

One of Josh’s guiding principles is the Golden Rule: treating others as he would like to be treated. Whether it’s negotiating a deal or guiding a friend through a tough situation, he emphasizes respect and empathy. “You can disagree with someone and still find common ground,” he said. “That’s a lesson I carry into every transaction and conversation.”

Josh’s love for learning and sharing knowledge extends beyond his professional life. He’s currently reading *The Ruthless Elimination of Hurry*, a book that’s reminded him to slow down and focus on what truly matters. “It’s a great read,” he said, recommending it to anyone feeling the pressure of today’s fast-paced world.

Off the Clock

When he’s not working, you’re likely to find Josh with his family, whether it’s watching ball games, attending dance recitals, enjoying their favorite tacos at Jovi’s or eating at any of the other fantastic local restaurants. He also loves spending free time with friends and with



his church community at Istrouma Baptist Church. “I love connecting with people, whether it’s over lunch, coffee, or through the church,” he said. “Building relationships is at the heart of everything I do.” And while he might joke about spending too much time at different restaurants, there’s no question that his heart and focus remain firmly on helping his clients find their perfect home.

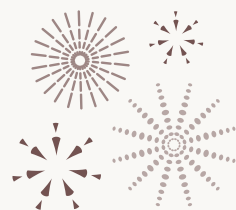
Looking ahead to 2025, Josh plans to expand his business further by embracing video marketing while prioritizing family time with his wife and children. “A couple of family trips are definitely on the calendar,” he added with a smile.



“

You can disagree with someone and still find common ground. That’s a lesson I carry into every transaction and conversation.

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JARROD BROWN

Berkshire Hathaway HomeServices

By Breanna Pizzolato
Photos by Ace Sylvester

Jarrold Brown grew up in the eight square miles that comprise West Monroe, and for nearly 20 years, he has called the Greater Baton Rouge area home. But it's a spot another two hours southeast on I-12 that is his happy place. Just minutes from the calm marshy waters of the bay and the open Gulf sits Jarrod's camp in Bay St. Louis, Mississippi. It's where the pace of life slows down, the wine tastes better and everything feels breezy.

All In, Always

In the soft morning light, and sometimes before the sun appears, Jarrod pulls into the otherwise empty parking lot of the Berkshire Hathaway HomeServices office. Those quiet hours he spends alone are more than a ritual—they're the foundation of his work and steady sense of calmness.

"That gives me about three hours before anyone else is here," he says. "I go through my systems, emails and checklists, and then I still have about 45 minutes to decompress, focus or listen to a podcast. Sometimes, I'll just talk on the phone and pace," he laughs. As the rest of the team arrives, he shifts into a different gear. "When everyone starts showing up, that's when the questions come. That's when my day shifts to helping with their needs," he says.

As an associate broker with a decade of experience, Jarrod is driven by his commitment to honesty, transparency and the value of knowledge. Licensed in Louisiana and Mississippi, he specializes in commercial and luxury real estate, with an affinity for helping clients find second homes in Bay St. Louis, Mississippi—where he has found his happy place.

For Jarrod, the role of mentor and helper extends far beyond his job title. Life is about helping those around him grow and succeed. He thrives on the challenge of helping people make the most informed decisions in an ever-evolving industry. And it's that approach that has made him a respected and sought-after resource. "I take an information-driven approach to everything," he says, "because that's how I can be as honest and transparent as possible with my clients."

Building meaningful relationships is at the heart of Jarrod's business, with honesty as his guiding principle. "You're not going to make everybody happy, but if you show up, be yourself, and do what you're supposed to do, how you're supposed to do it, you're going to find your tribe," he says. His tribe helped make his career shift into real estate possible after 18 years with a large company. With encouragement from his longtime friend Jonathan Starns, Jarrod soon found himself working alongside Starns and Chase Muller—and has ever since. "You know, honestly, I knew this was the career for me on day one," he says. "I know that may sound crazy, but I just knew because I could control everything I put into it and work the way I want to. And without

the friendship and collaboration with Jonathan and Chase, I wouldn't be where I am now."

In Good Taste

Early in his career, while walking a client through a house with another agent, Jarrod noticed his client had on "Ooh and Ahh" goggles, enchanted by the home's charm. Jarrod, however, took a scrutinizing approach, intent on seeing past the allure to uncover any underlying issues. As his client admired the bright spaces and pretty features, he checked the house's bones, noting potential problems and repairs. When they regrouped, Jarrod didn't hold back. He presented a balanced but unvarnished view of the property. And after hearing the reality of the investment, his client decided to pass on the house. As they left, the other agent shook their head and chuckled. "Man, Jarrod, you're a dream killer," he said. But Jarrod didn't see it that way. Without missing a beat, he replied, "No, I stopped her from having a nightmare. If she'd bought that house, it would have ended up costing her twice as much money." In that moment, Jarrod realized that his purpose is more than helping people buy houses—it is helping them make the right choice, no matter how tough the truth is.

Jarrod seeks the truth through his relentless pursuit of expertise and education. And his insatiable thirst for knowledge also lends itself to an appreciation for the finer things in life—namely, fine Italian wines. Unlike many who simply enjoy a glass of wine, Jarrod has immersed himself in viticulture, developing a discerning palate and an extensive collection that would make any oenophile envious.

"My wine collection is Italian with a little bit of Spanish. Well, it's 95% Italian," he explains, his eyes lighting up as he discusses his preferred varietals. Jarrod's deep-rooted fascination with wine has led him to cultivate relationships with distributors and host an annual wine tasting for his friends and clients.

This dedication to wine education reflects Jarrod's insatiable curiosity and desire to share his knowledge with others.

"I TAKE AN INFORMATION-DRIVEN APPROACH TO EVERYTHING," HE SAYS, "BECAUSE THAT'S HOW I CAN BE AS HONEST AND TRANSPARENT AS POSSIBLE WITH MY CLIENTS."



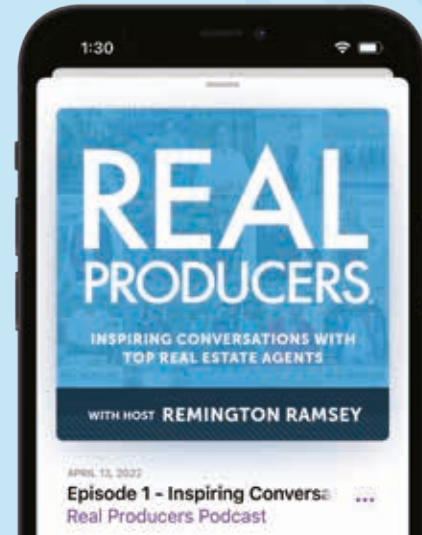
"If there were anything else I could do, I would love to be a sommelier," he muses. "The only thing is I'd have to go work at a restaurant. And I don't think I could work a restaurant," he laughs.

He maintains an impressive collection of over 300 bottles at home, carefully curated and stored in temperature-controlled wine coolers. And, of course, there is a cooler at his camp in Bay St. Louis that stays stocked.

In many ways, Jarrod's dedication to wine mirrors the qualities that have made him a successful Realtor. His attention to detail, thirst for knowledge and willingness to share his expertise all contribute to his ability to provide exceptional service to his clients. Just as he meticulously assesses a property, Jarrod approaches the world of wine with the same level of scrutiny, always seeking to uncover the nuances and complexities that elevate the experience.

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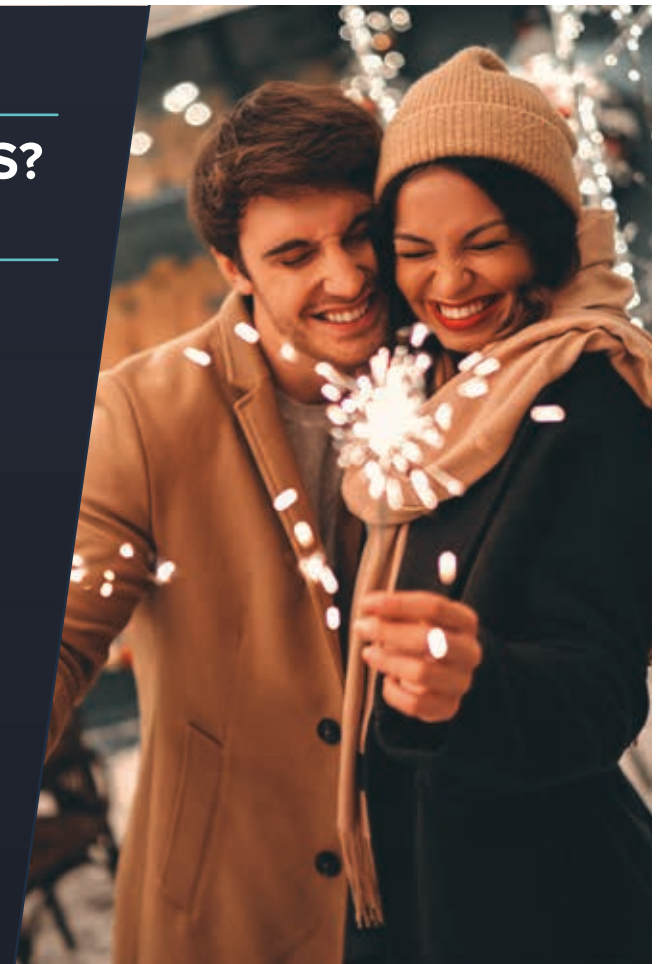
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