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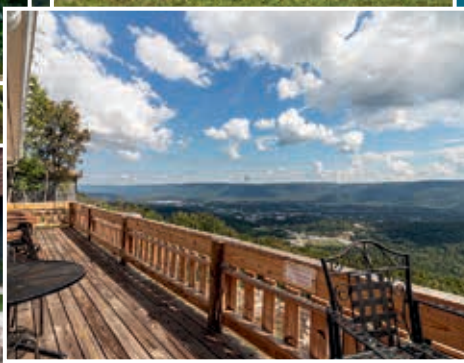
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Contents

Top Producers **14**
in 2024 YEAR IN REVIEW

PROFILES

24 Other Great Features

34 Partner Spotlights



10 Publisher's Note: Jeff White



40 Chattanooga Real Producers
2025 Event Schedule



IN THIS ISSUE

- 6** Preferred Partners
- 8** Meet The Team
- 10** Publisher's Note
- 12** How to Thank our Preferred Partners
- 14** 2024 Recap: Top Producers in 2024
- 20** FAQs: How does *Chattanooga Real Producers* work?
- 24** 2024 Recap: Other Great Features in 2024
- 30** Nominations and Recommendations: Who would you like to see featured?
- 34** 2024 Recap: Partner Spotlights in 2024
- 38** Follow us!

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Glancing Back... Looking Forward

As we step into 2025, we're thrilled to celebrate a milestone—five incredible years of **Chattanooga Real Producers**! These past five years have been nothing short of amazing, filled with stories of grit, triumph, and collaboration. Through featuring some of the most talented and dynamic real estate professionals in the Chattanooga market, we've been reminded time and again of the heart and hustle that make our community so unique.

Our mission has always been simple but powerful: to elevate the culture of real estate in Chattanooga by fostering stronger connections. We believe that when we truly know one another, we become not just competitors or colleagues but allies and friends. This deeper understanding makes transactions smoother, our work more fulfilling, and our community stronger. It transforms each deal from a simple exchange into an opportunity to serve and collaborate with honor and respect.

Looking ahead, we are more excited than ever to continue this mission. In 2025, we'll be shining a spotlight on even more dynamic agents and teams—those who push boundaries,

innovate, and inspire. Beyond the magazine, we're committed to bringing you exclusive events that aren't just gatherings but experiences designed to deepen relationships, spark ideas, and celebrate the incredible people that make Chattanooga real estate exceptional.

As we glance back on this five-year journey, it's clear we wouldn't be here without you—our readers, our featured agents, and our amazing preferred partners. Your trust, energy, and support have made **Chattanooga Real Producers** what it is today. And while we're proud of what we've accomplished together, we're even more excited about what's ahead.

Let's continue to build a real estate community where kindness is the norm, collaboration is second nature, and every deal feels like a privilege. Here's to the next five years of inspiration, connection, and success.



Together, we build.
Jeff White, Owner/Publisher

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4. Invite them to coffee or dinner and invite some other REALTORS® to join you! Relationships are the root of good business!
5. Share their information with newer agents and give them an opportunity to help them succeed in this industry.



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Cover Stories in 2024



Guy Fain

January
Photo by Creative Revolver

Guy delights in learning, challenges himself to be a little better each day and looks for opportunities to forge a new path. He's grateful for his unconventional path to success. He challenges the norms and redefines traditions. His authenticity draws people to him, and he genuinely cares about the success of others as much as his own.



Ashley Missel & Jennie Brockman

February
Photo by Jose Loza Photography

Jennie and Ashley radiate positivity, confidence, and sheer determination.

They know the value they bring their clients and never back down in their efforts to provide exceptional service. They are both highly competitive and love the thrill of the business. Understanding the power of the right mindset and focusing on showing up as their best selves every day propels their success.



Wade Trammell

March
Photo by Creative Revolver

Wade remains grounded in his values and priorities. He emphasizes the importance of authenticity and relatability in his interactions, fostering a comfortable environment for clients, teammates, and peers. "I've always been a very laid-back person, and I used that characteristic to build my brand. I want people to feel comfortable when they meet me and I want to be viewed as someone that they can relate to," offers Wade.



Darlene Brown & Ryan May

May
Photo by Casey Yoshida

Darlene and Ryan have an unwavering commitment to their business, their agents, their family, and the Chattanooga community. Their work has inspired countless other real estate professionals to give their best. They've worked tirelessly for their clients and agents while consistently giving back to the community.



The Edrington Team of Berkshire Hathaway HomeServices J Douglas Properties

June
Photo by Creative Revolver

Excellent training, world class leadership and the feeling of belonging sets the team apart. The Edrington Team's commitment to their agents makes them feel valued and allows them to reach their own individual potential.



The Wendy Dixon Team

April
Photo by Creative Revolver

Wendy and Stephanie are well aligned on their commitment to serving their clients at the highest levels while never losing sight of their ultimate goal of being present, supportive moms. Their friendship and long work history together is a testament to each of their characters and their mutual respect.



Frank Trimble

August
Photo by Creative Revolver

The Trimble Homes Team is consistently one of the top producing teams in the Greater Chattanooga area. Frank never lets success inflate his ego. He's committed to providing exceptional service to his clients. In an industry where relationships matter above all else, Frank excels at building quality, long term relationships with his clients, his team and his peers.



Autumn Burke

July
Photo by Creative Revolver

Autumn's success in real estate can easily be attributed to her unbending will to make every situation a win for all parties. "I am someone who will not take "no" for an answer," Autumn shares confidently. There is always a path forward; we just have to be intentional about serving our client's needs and finding a way to help all parties reach their goals."



The Lawrence Team

September
Photo by Creative Revolver

The Lawrence Team is more than just a group of Realtors—they're a family rooted in love, passion, and a deep commitment to helping others. Doug, Sherry, Ashlee and Michael and Marie Lawrence have built their lives around the values of family, faith, and giving back to their community. As they look to the future, they are excited to continue building on their legacy, one relationship at a time, and one real estate agent at a time.



Cheryl Fuqua

October
Photo by Creative Revolver

Real estate, like life, is full of changes. From shifts in the housing market to evolving client expectations, Cheryl has always been ready to adapt. "The market has been a rollercoaster," she explains, "but that's just part of the job." Whether it's navigating rising interest rates or helping clients adjust to new ways of buying and selling, Cheryl believes that growth comes from embracing change, not resisting it.



Jordan Cook

November
Photo by Creative Revolver

As a residential agent, Jordan has thrived. He's consistently a top producing agent, but the accolades and success don't mean as much to Jordan as the satisfaction he gets from helping a family find the perfect place to call home. "I think of my job, not as a salesperson, but as an advisor," shares Jordan. "I ask myself how I'd want to be represented and that's how I show up for my clients."



Kadi Brown

December
Photo by Creative Revolver

Relationships – family, friends, clients, colleagues – drive Kadi. "One thing I have learned throughout my tenure as a Realtor®, which has also become my outlook in life, is that we all just want to be heard," Kadi says. "Our clients just want to be heard. If we take the time to listen to them and listen to our colleagues when working a challenging transaction many of challenging deals can be salvaged and, if not, at least the relationship is still intact."

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For those who may be new to Real Producers, or if you are just curious, here are some quick facts about Chattanooga Real Producers:

The Heartbeat: We seek to elevate the culture of our local real estate community by **INSPIRING** us to **KNOW ONE ANOTHER BETTER**, creating stronger **CONNECTIONS**, more trusted relationships, and more repeat business for everyone involved.

Distribution: This magazine is sent free of charge to the top 300 agents in the greater Chattanooga area based on MLS productivity. Within this area, there are over 3,000 active agents, but everyone who receives this publication is part of an elite group. You are remarkable. Just to be in this group is truly a badge of honor!

Content: This is all about you, the Chattanooga real estate community. We do personal and unique stories on members of this community, giving you a platform to inspire others. Our goal is to go beyond the numbers and take a deep dive into the personal side of the industry, to inspire us to know one another better. It costs absolutely nothing for a real estate agent to be featured in the publication.

But to be featured, an agent must be nominated by a peer or leader in the Chattanooga real estate community. We are always taking nominations and encourage you to nominate individuals who are making a huge impact on our local real estate market.

Our Partners: Anyone listed as a “preferred partner” in the front of the publication is a part of this community. They will have an ad in every issue, attend our 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 single preferred partner you see in this publication. We do not meet with businesses until they are vetted by one of the agents in our community and receive a “stamp of approval.” If you are looking to add to your arsenal of incredible vendors, look no further.

Connections: We love connecting REALTORS® and BUSINESSES in a variety of creative ways. If you ever would like a personal introduction, we would love to arrange it.



Networking Events: Along with the monthly publication, we host various social networking events where top agents, along with our top preferred partners, get together at reputable local venues to rub elbows, mastermind, have a good time and strengthen our greater Chattanooga community. We communicate information about the events through the publication, texts, emails and social media.

Contribution: If you are interested in contributing, nominating REALTORS® for certain features, know of top-notch affiliate partners who should be a part of our community or would simply like to network, please email me at any time. I look forward to hearing from all of you!



Jeff White
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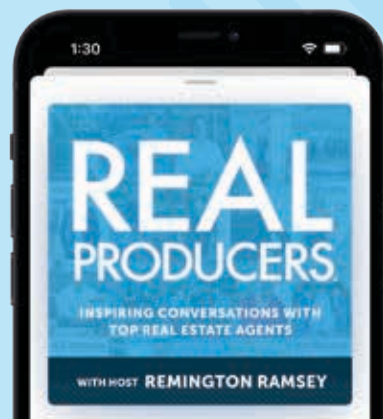
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More Great Features *in* 2024



1. Tamekia Brewer
January | Rising Star
Photo by Hayley Ownbey

Real estate offers Tamekia the opportunity to help people who think they are beyond help. “I think a lot of people are not homeowners because of the lack of education,” she states. She makes it her mission to educate clients on the multiple opportunities to find financing, adjust down payments, and come up with creative solutions.

2. Brian Erwin
February | On the Rise
Photo by Hayley Ownbey

With a strong eight years of real estate under his belt, Brian is always looking for new ways to impact others and improve himself. He recently got his broker’s license and is looking forward to learning more about the role.



3. Chris Scott
February | Rising Star
Photo by Hayley Ownbey

Some of the keys to his success lie in doing the simple things. A significant tenet in any business is accountability and follow-through. For Chris, “doing what you say you’re going to do when you say you’re going to do it” is one of the best ways to earn trust. On top of that, just being available when things don’t go according to plan is a significant advantage of working with Chris.



4. Jeff Homan
March | Rising Star
Photo by William Griggs

One of the biggest driving factors of Jeff’s success is his ability to adapt and problem solve. While this has served him well throughout life, it is especially beneficial in the complexities of real estate. Jeff claims, “Sometimes the best way to learn is to be thrown in the fire headfirst.” His success is highlighted by



5. Rebecca Cole
March | Broker Spotlight
Photo by Steadfast Images

As a broker, Rebecca also places an emphasis on training and teaching at all stages of an agent’s career. “I love teaching, I love encouraging, and I love seeing people being successful,” she states passionately. She loves watching her team grow and overcome obstacles, helping them develop positive mindsets to maximize their potential.

opportunities to develop plans on the fly and adapt to what is successful.



6. Gregory DePasquale
April | Young Investor
Photo by William Griggs

By working as hard on his relationships as his business, he has earned the respect and trust of his growing clientele. For Gregory, building trust and relationships through his actions and

not just his words have garnered him confidence from his clients to make it happen, no matter what.

7. ChattaLiving
April | Featured Team
Photo by Hayley Ownbey

Connected by a strong vision for the future and a desire to serve at a higher level, ChattaLiving looks forward to all that they can provide for their families and the community. Their innovative and relational focus on attracting clients is setting them apart and will continue to do so. “Times are changing, and we want to make something that is evolving with the times”, they claim.

8. Kaila Weiss
May | Rising Star
Photo by William Griggs

Kaila’s transparency and integrity guide her process ensuring her clients know she is on their team. “People want to know you care about them and they’re not just a transaction,” she strains, “they want to know that you have their back.”

9. Tiffany Crawford
May | Realtor® on Fire
Photo by Hayley Ownbey

Each transaction is guided by her heart and tempered by expertise. “Connecting families with a home that makes them smile” is Tiffany’s primary goal, and she takes it seriously. Patience, humility, and encouragement provide a positive experience for each client.

10. Mac Hibbett
June | Agent on Fire
Photo by William Griggs

“There’s a huge work-life balance that I’ve had to learn,” Mac admits. As someone who is always growth-oriented, he is continuously pushing his own limits, stating, “If you don’t have stress in your life, you’re not growing.” His is eternally grateful for the clients that enable him to provide for his family. Each day brings a new challenge, a new experience, and a new chance to create memories with the ones he cares about the most.



11. Sklyer Vaughn
June | Celebrating Leaders
Photo by Hayley Ownbey

Now with several team members, Sklyer has put a big emphasis on teaching and training them to reach their own goals. He helps them plan their business from their yearly goals down to the week. Coaching and holding them accountable helps them reach their goals, and he is constantly training and educating them on all that he has learned thus far.



12

12. Rebekah Hughes
July | On the Rise
Photo by William Griggs

Rebekah is entirely committed to doing her best to serve each client in each transaction. This starts with her own expertise, ensuring she is knowledgeable and capable. “When you feel secure and comfortable in the work that you can do, I feel like you do a better job serving others.”



13

13. Sei-Ondra Williams
July | Realtor® on Fire
Photo by Harlan Breaux

One of Sei-Ondra’s biggest motivators is helping those who don’t know if they can be helped. “I want to help mold and change the lives of people that feel like it can’t happen for them,” she states. She loves teaching and motivating buyers to really invest in real estate, saying, “We’re not thinking about you just buying the house, were thinking about you owning the house”.



14

14. Angela Tumlin
August | On the Rise
Photo by Hayley Ownbey

Combined with her long career in development, Angela is determined to stay on top of her game as a Realtor®. She is committed to learning and expanding her skillset every day. “You need to link arms with someone who has a passion to serve but also to educate,” she claims. “I’m excited to learn more about different ways I can help clients.”

15. Denise Murphy
August | Realtor® on Fire
Photo by Hayley Ownbey

Denise works hard to build trust with each agent she works with and has a strong focus on ethics guiding her process. “I try to be the co-op agent that people want to work with even though they know I strive hard to represent my client well,” she states. “It’s important as Realtors® that we don’t make the



15



16

transaction about ourselves. She never lets competition blind her from the important aspects of her business: taking care of clients and fostering mutual respect.

16. Emma Uhler
September | On the Rise
Photo by William Griggs

Emma is a great example of having all the right skills and finding the right environment to express them in. She was never one to throw in the towel without a fight, which has made her a great advocate for her clients and colleagues. But above all, her tenacity is her true superpower. Believing in herself only made her partnership with Choice Homes stronger, allowing her to double down on what she excels at already.



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17. Wendi Stott
September | Industry Icon
Photo by Hayley Ownbey

Wendi is committed to the idea of doing all that she can for others. Always delivering more than expected is one of her primary motivations throughout each transaction. She is tuned in to her clients while working with them,

ensuring she doesn’t miss anything that might be of benefit.

18. Gloria Page
October | On the Rise
Photo by William Griggs

As her client list and blessings grow in life, Gloria never forgets where her priorities lie. God is first and family is second. Clients know that they will be taken care of and will get her very best in each transaction. But she makes sure they know that her family is her focus, and she will never neglect them for her business. Striving to leave every transaction with a happy client who has left smarter, she was always guaranteed to build a fan base of loyal clientele.

19. Sabrina Hagood
November | Celebrating Veterans
Photo by William Griggs

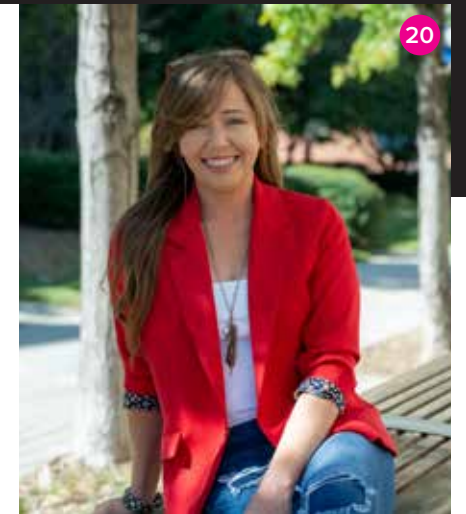
“Homeownership is bigger than just home ownership. It affects the whole community,” Sabrina says. Her heart for helping extends into her involvement in several nonprofits she supports and volunteers with when she has time. She loves to change lives and has seen the impact real estate has had on her own life.

20. Sandie Courtney
November | Overcome
Photo by William Griggs

It’s been said, “Changed people change people.” For Sandie, real estate isn’t just a business—it’s a way to help others. She approaches every transaction with integrity, honesty, and a deep sense of responsibility. Her belief in second chances isn’t limited to her own life; she sees her role as a Realtor® as an opportunity to help others start fresh.

21. Janet Goins
December | On the Rise
Photo by William Griggs

It’s obvious that Janet has a passion for serving people. The same heart that allowed her to thrive in her ministry in the local church also causes her to excel in real estate. Janet views the opportunity to serve clients who are making one of the biggest decisions they’ll ever make — the decision to sell or buy a home — as a vital ministry.



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22. Paige Batten
December | Agent on Fire
Photo by William Griggs

Steadfast dedication to her craft and her clients has earned her the respect of many in the industry. Paige admits, “I love all aspects of it, even the hard parts.” This mentality is what sets the average apart from the great. “As long as I’m physically capable, I don’t think I’ll ever quit,” she continues.

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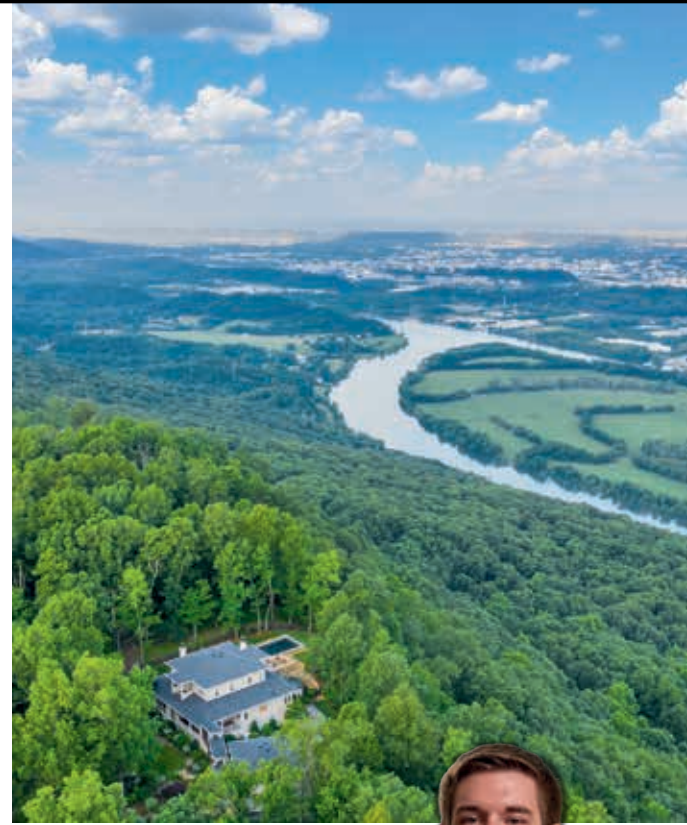
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Who would you like to see featured?

Nominate your favorite agent:

We are always accepting nominations for feature stories! If you know a colleague who is absolutely on fire and deserving of celebration, we would love to feature them in an upcoming edition of *Chattanooga Real Producers* magazine! Categories may include Top Producer, Rising Star, Team Leader, Broker, Making a Difference, REALTOR® on Fire, etc. To nominate a fellow REALTOR®, simply scan this QR code and follow the prompts. We look forward to receiving your nominations!



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Partner Spotlights *in* 2024



Melissa Guinn with Lookout Bookkeeping

January
Photo by Hayley Ownbey

Melissa has years of experience in manipulating information to organize data into accurate reporting. “What may take me an hour will probably take you ten,” Melissa says. As a business owner, you have to learn to leverage experts to truly grow and succeed. If there is a task you don’t know how to do, hire an expert to do it, as it will save you both time and money. By partnering with Melissa, you can free up hours of time each week and save yourself a lot of headaches.



Burns, Henry & Kirksey, P.C.

February
Photo by William Griggs

“At BHK, we define success, when at the end of the day, we have done everything in our power to make the Realtor® successful.” attorney Bryce Kirksey says. “One way we do this is through our commitment to offering educational resources and tools to Realtors® to make them better at what they do, which just leads to more referrals and listings for the Realtor®.”



Phillip Graham with Farm Bureau Insurance

March
Photo by Hayley Ownbey

At Farm Bureau in Ooltewah, the goal is to make customers feel at home. As Phillip says, “No one is really excited to walk into an insurance office”. However, he strives to make them feel at home. “I want a laid-back home kind of feel,” he says, “I want to make them feel at home, like their dealing with family and friends”. From helping a young family insure their most valuable assets to helping long-time clients with a claim, they lead with compassion and humility.



Lindsey Wood with Mortgage Investors Group

April
Photo by Hayley Ownbey

Their commitment to treating people like family and building a strong community is second to none. “Part of what made MIG and us so great is you can come in and see us”, Lindsey says. Because their doors are open and clients are always welcome, they truly make each person feel like they are part of the family.



Creative Revolver

May
Photo by Hayley Ownbey

Looking ahead, Creative Revolver is well-positioned to continue serving its growing client base and adapting to the evolving real estate landscape. By leveraging its deep expertise and creative team, the company will continue helping its clients elevate their marketing efforts to differentiate themselves from the competition.



Donna Johnson with The Johnson Grisham Agency of Allstate Insurance

June
Photo by Hayley Ownbey

The success of the agency is based on putting people first. Just as Realtors® do, Donna and her team make sure to be attentive and responsive to their customers. “The mission of helping people” is number one. Finding the right coverage to cover their needs and making sure they are educated and confident in what they are receiving is important. “



Nate Byram with Rate Mortgage

August
Photo by William Griggs

His focus on the people he serves sets him apart from many other lenders. Lending can easily be an impersonal and detached industry. But Nate wants each client to feel appreciated, understood, and confident in their homebuying process. “One of my big things is birthdays and wedding anniversaries,” he states. He will even send appreciation gifts on clients’ important days.



La La Designs by Autumn Edwards

September
Photo by Hayley Ownbey

Autumn’s personal skill and work ethic have helped her create a winning company. She has a natural gift that she has worked hard to develop, hone, and expand over the last two decades. “I can’t really explain how I do it. Its just one of the things that’s been natural for me,” she admits. While she may not be able to explain how she does it, she excels at working with clients and explaining what decisions will help them achieve their goal.



Caroline Cross with First American Home Warranty

October

“It’s not like I sell a warranty and move on. I live here,” Caroline said. “I can help agents when questions come up. They know I’m here to help well after the sale.” She stresses that having a home warranty can also reduce post-sale liability for agents: “Adding a warranty to their transaction checklist can protect agents. There is no downside.”



Kent DeReus with A. Perry Homes

November
Photo by William Griggs

Each and every client gets a tailored experience with their design and build. No two clients are the same, and for the custom approach A. Perry Homes strives to provide, their experience must be unique by necessity. Everything from their personalities, their knowledge and preparation level, and their specific desires for their ideal home are taken into account. “It’s about the client’s experience and what they want for their house,” Kent shares.



Anders Clarke with Cutco Closing Gifts

December
Photo by William Griggs

For Anders, success isn’t measured in sales or accolades. It’s about leaving a positive impact on everyone he encounters. “Every interaction is a chance to make someone’s day a little better,” he shares. Whether it’s a handwritten thank-you note, a short birthday video for a client, or simply a smile, he believes these small gestures make a big difference.

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Chattanooga Real Producers 2025 Event Schedule

*Subject to Change**



The 2025 *Chattanooga Real Producers* event lineup is packed with excitement and purpose, designed to uplift and energize our incredible real estate community. At the core of our mission is a commitment to elevate the culture of Chattanooga real estate by inspiring agents and vendors to know one another better. Why? Because stronger relationships lead to greater kindness during transactions, fostering trust and collaboration across the board. This isn't just about agent-to-agent connections—it's also about building bridges between agents and our trusted, vetted affiliate businesses. By bringing together the very best in Chattanooga real estate, we create opportunities to network, collaborate, and inspire one another to new heights. Get ready for a year filled with dynamic events that will leave you motivated, connected, and ready to take your business to the next level!

Glancing Back/Looking Forward Brunch

We're kicking off the year with "Glancing Back/Looking Forward", a heartfelt gathering of everyone featured in 2024. This event is about celebrating the stories, milestones, and accomplishments of the past year while offering an exclusive look at what's to come in 2025. It's a time to reflect, reconnect, and set the tone for an extraordinary year ahead.

A Toast to the Top

In early March, we'll host "A Toast to the Top", a celebration of the top 300 real estate professionals in Chattanooga. This event honors not only those who have consistently excelled but also welcomes the new class of top performers for 2025. It's a chance to recognize exceptional achievements, applaud unwavering determination, and celebrate the collaborative spirit that drives success in our industry. Together, we'll raise a glass to the incredible talent and dedication shaping Chattanooga real estate.

The First Chattanooga Real Producers CATALYST Awards

The CATALYST Awards is a groundbreaking event that shifts the focus away from numbers and highlights what truly matters—culture. We'll honor individuals and teams who have made a lasting impact by fostering collaboration, professionalism, and community within the Chattanooga real estate industry. This is not about transactions; it's about celebrating the values and relationships that make Chattanooga real estate truly exceptional.

Charity Dodgeball Tournament

Prepare to channel your competitive spirit this summer as we bring back the "Second Annual Charity Dodgeball

Tournament". This high-energy event invites participants to dodge, duck, dip, dive, and dodge their way to victory—all while supporting a worthy cause. Whether you're playing on a team or cheering from the sidelines, this tournament promises fun and camaraderie for everyone involved.

Chattanooga Real Producers Five Year Anniversary Celebration

This milestone is a testament to the relationships we've built, the growth we've achieved, and the vibrant community we've created together. Expect an unforgettable evening filled with gratitude, inspiration, and dreams for the future. You won't want to miss this historic event that marks the beginning of a new tradition and celebrates all that we've accomplished together!

Holiday Mixer

As the year comes to a close, our "Holiday Mixer" will provide the perfect setting to celebrate the season with friends and colleagues. This festive gathering is all about enjoying the warmth of community and reflecting on the incredible achievements of the past year. Join us for a joyful end to 2025!

Additional Highlights*

Monthly Magazine Release Parties

Throughout the year, we'll continue hosting our popular magazine release parties. These gatherings are designed to connect top agents and affiliate vendors while fostering inspiration and collaboration within our community.

Masterminds

Keep an eye out for invitations to several masterminds during the year. These sessions will focus on providing high-quality content, opportunities for collaboration, and plenty of engaging discussions to keep you at the top of your game.

2025 is shaping up to be an unforgettable year filled with opportunities to celebrate, connect, and grow. We can't wait to see you at these incredible events!



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