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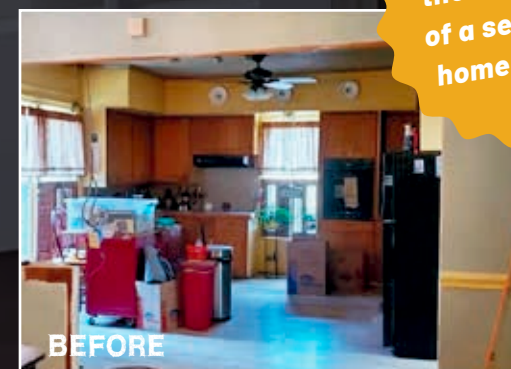


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COVER STORY

A Look Back at our Amazing Agents in 2024

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to Us for a Winning Mortgage Drive



"Travis and his Palmetto Mortgage team are my go to lender. They are friendly and easy to work with as a buyer and as an agent. They are great at keeping everyone informed as to the status of the loan and getting the loans closed on time. I highly recommend them."

Lauri McLeeland



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Meet The Team



Robert Smith
Co-Owner & Publisher
Advertising Sales
robert.smith@
realproducersmag.com
843-560-6278



Sierra Smith
Co-Owner & Publisher
sierra.smith@n2co.com
402-560-4555



Amy Porter
Director of
Content/Relations
amy.porter@n2co.com



Andrea Hoffman
Director of Client
Experiences,
sc.ads@n2co.com



Sheena Summers
Account Executive
sheena.summers@n2co.com
843-560-2681



Chelsea Marne
Photographer
Chelsea Marne Photography
chelseamarnephotography@
gmail.com
724-289-6179



Shayla Tabor
Photographer
hello@staborstudios.com
713-402-8989



Tres Dabney
Photographer
tres.dabney@truenorthprod.com
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HAPPY NEW YEAR!

JANUARY 2025

BY ROBERT SMITH, AREA DIRECTOR/PUBLISHER

Dear *Columbia Real Producers* Readers,

As we close out 2024, I can't help but reflect on a year that has been truly unforgettable, both personally and professionally. This year marked a beautiful milestone for me as I married my best friend, Sierra Smith, on June 23rd. Our journey from colleagues, to friends, to life partners has been an incredible blessing, and we are filled with gratitude for the Lord's unending favor on our marriage.

The spirit of the holiday season—gratitude, togetherness, and celebration—feels especially meaningful to us as newlyweds. Sierra and I are deeply thankful for the love, support, and sincere congratulations we've received from our closest friends, family members and work community. Our shared passion for marking an impact and bringing people together through *Columbia Real Producers* continues to inspire us, and we are excited for what's to come as we continue this professional and personal adventure as husband and wife.

January's issue of *Columbia Real Producers* embodies the same spirit of connection and celebration. In the "Year in Review" issue, we are proud to highlight all agent features from this past year and the positive impact they've had on the community. Whether it's a story of a local leader, a rising star, or a valued partner, we aim to showcase the people and stories who make this community special.

In addition, as we enter into 2025, you'll notice a refreshed look for *Columbia Real Producers*. After nearly a decade of the national Real Producers brand, it's time for an upgrade as part of our ongoing efforts to maintain and elevate the product. This new look represents our commitment to leveling up while staying true to the mission of celebrating the top professionals in real estate. We're excited to continue growing alongside our community, and we hope you enjoy the updated look!

As we look ahead to the new year, Sierra and I are filled with gratitude for all we've accomplished together—both in life and in business. We hope this holiday season brings you joy, peace, and cherished memories with loved ones. Merry Christmas and Happy New Year!



With heartfelt thanks,
Robert Smith
Co-Owner/
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Sierra Smith
Co-Owner/ Publisher

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Travis Blayton
The Palmetto Mortgage Group



Jamil Clark
Integrity Property Inspections LLC

TRAVIS BLAYTON
The Palmetto Mortgage Group (January) Seamlessly and successfully acquiring a significant purchase for families in his community is Travis Blayton's ultimate goal. With almost 15 years of dedication, industry knowledge, and a team of incredible individuals, he is committed to helping make new purchasers' dreams come true.

Travis states, "I don't wake up to go to work. I wake up every day to do what I was born to do: serving a community that has provided me with so much. I treat each day as an opportunity to learn as much as I can, seize every possible opportunity, and encounter amazing people who live and work in our community."

It is important to Travis that his clients feel heard, understood, and respected when exiting his doors with the keys to their new home. He and this team are lifetime financial partners with every client and referral partner. His ultimate goal is to ensure that they achieve their homeownership and financial dreams in the biggest decision of their lives.

JAMIL CLARK
Integrity Property Inspections LLC (February) In the heart of Columbia, SC, Jamil Clark spearheads Integrity Property Inspections LLC, a beacon of transparency and excellence in the realm of property inspection. Discover the story behind this business and the man who stands for integrity in every inspection.

Jamil finds fulfillment in empowering individuals to make informed and confident home-buying decisions. Equally, he values the opportunity to

educate homeowners on safeguarding their significant investments.

Integrity Property Inspections LLC extends an invitation to potential customers to consider them a trusted resource before, during, and after inspections. With a commitment to prioritizing their needs, the business proudly declares: "Inspect With Integrity!"

MARK SMITH
Atlantic Bay Mortgage Group (March) With 27 years of experience as a mortgage banker, Mark Smith has developed a fantastic rapport with his staff and clients in his community. His willingness to support and educate his many customers on the mortgage lending process makes him and his team the best. In the end, his goal is to make his customer's dreams a reality.

Mark and his team go above and beyond to make every customer a priority. With today's speedy technology, they are just a phone or video call away for a client needing assistance.

"This industry is a people business, and I pride myself in my ability to talk to anyone and everyone regardless of their circumstances. My job is to ensure I do what is best for my clients. I learned a long time ago that if you invest in the people you are trying to help, you will build a

lifetime customer and, my ultimate goal, lifelong friendships."

"Success for me has come from being available when needed, answering the phone when it rings, giving honest feedback to clients, and showing up for my clients. In the end, just having a customer and referral partner smile and say thank you at closing makes it all worthwhile."

JEREMY POWERS
Powers Insurance Experts (April) Jeremy Powers, along with his wife Emily and their three children, Olivia, Chloe, and Judah, leads a fulfilling life in Columbia SC. As a dedicated family man and community member, Jeremy balances his time between his thriving business, Powers Insurance Experts (PIE), and his various hobbies, including



Mark Smith
Atlantic Bay Mortgage Group



Jeremy Powers
Powers Insurance Experts



Shayna Levine
Levine Contract to Close

serving at his local church, playing board games, and hosting the Purpose Over Profits Podcast.

What truly sets Powers Insurance Experts apart is their commitment to providing personalized and engaging insurance solutions. The team's unique approach involves creating personalized video explanations for each client, simplifying complex coverages and ensuring informed decision-making. With a seamless process that takes less than a minute to share information, Powers Insurance Experts makes insurance easy and enjoyable for their clients.

At Powers Insurance Experts, Jeremy Powers and his team are more than just insurance agents; they're trusted advisors dedicated to protecting their clients' best interests. With a focus on purpose over profits and a commitment to building meaningful connections, Powers Insurance



Trey Harrell
Harrell, Martin & Peace PA

Experts is redefining the insurance experience one client at a time.

SHAYNA LEVINE
Levine Contract to Close (May) In the bustling world of real estate, where transactions can often seem daunting and complex, Shayna Levine stands out as a beacon of reliability and support. As the founder of Levine Contract To Close, Shayna brings a unique blend of passion, professionalism, and attention to detail to every real estate transaction she handles.

As Shayna looks to the future, her vision for Levine Contract To Close is clear - to continue making a positive difference in the lives of her clients and the community. With a focus on integrity, partnership, and excellence, Shayna aims to expand her reach and impact in the real estate industry while staying true to her core values.

In a world where attention to detail and personalized service are paramount, Levine Contract To Close shines as a testament to Shayna Levine's unwavering commitment to excellence. With a passion for empowering clients and a vision for the future, Shayna continues to make her mark in the real estate industry, one successful transaction at a time.

"The world will ask you who you are, and if you don't know, the world will tell you". -Carl Jung

TREY HARRELL
Harrell, Martin & Peace PA (June) In the heart of Chapin, South Carolina, stands a pillar of legal expertise and community engagement - Harrell, Martin and Peace, P.A. Founded in May 1995 by Trey Harrell, this law firm has been serving the community for nearly three decades with a commitment to excellence and personalized service.

Whether you're a real estate investor, buyer, seller, or a family in need of wills and estate planning services, Harrell,

Martin and Peace, P.A. is your trusted legal partner in Chapin, SC. With their dedication to personalized service, deep community roots, and unwavering commitment to excellence, you can rest assured that your legal matters are in capable hands.

To learn more about Harrell, Martin and Peace, P.A. and the services they offer, visit their website at harrellmartinpeace.com or connect with them on Facebook at Harrell, Martin & Peace, P.A..

For Trey Harrell and his team, serving the community isn't just a duty - it's a privilege, and they look forward to continuing their legacy of legal excellence for years to come.



Tameika Isaac Devine
Jabber & Isaac Law Firm

TAMEIKA ISAAC DEVINE
Jabber & Isaac Law Firm (July) Established in November 2001, Jabber & Isaac, PA is a reputable law firm based in Columbia, South Carolina. Founded by Gail Jabber and Tameika Isaac Devine, the firm offers a comprehensive range of legal services, including real estate, probate and estate planning, family law, and personal injury. With over 20 years of experience, the dedicated team at Jabber & Isaac prides itself on providing personalized and flexible legal solutions while fostering a strong sense of community involvement. This article delves into the unique aspects that set Jabber & Isaac apart, their commitment to client satisfaction, and their contributions to the local community.

What truly sets Jabber & Isaac apart is their unwavering dedication to their

clients. Recognizing the busy schedules and commitments that individuals and families face, the firm offers flexible meeting times, including after-hours and weekends, to accommodate clients' needs. This commitment to accessibility ensures that clients receive the attention and support they deserve throughout their legal journey. At Jabber & Isaac, clients are not just another case; they are treated like family, receiving personalized guidance and support every step of the way.

Jabber & Isaac's success can be attributed to their unwavering commitment to client satisfaction and their unique ability to forge personal connections. For the firm, success is measured by clients leaving their office feeling confident and satisfied with the experience they received. By consistently providing exceptional legal services while treating clients like family, Jabber & Isaac has earned a stellar reputation within the community and continues to grow their clientele.

PETER LOWN

Washed (August)

Peter Lown is not just a successful small business owner, he's a devoted single dad and wilderness enthusiast. With two daughters at home, Peter balances a bustling business with an active, family-oriented lifestyle. His commitment to both his family and his work is evident in every aspect of his life.

Peter attributes his success to his meticulous attention to detail, honed from years as an x-ray technician. He believes in over-communicating and ensuring that every customer is fully satisfied. This commitment to quality and customer care has earned Washed a loyal clientele who appreciate the reliability, thoroughness, and personal touch Peter brings to each job.

Peter Lown and his team at Washed are dedicated to delivering top-notch exterior cleaning services while maintaining a personal touch that ensures customer satisfaction. Whether it's a home, business, or community



Peter Lown
Washed



Steven Palmer
Sign Perks

project, Washed is the go-to choice for thorough and reliable cleaning in Columbia, SC. Contact Washed today to experience their exceptional service and see the transformation for yourself!

STEVEN PALMER

Sign Perks (September)

Nestled in the heart of Lexington, SC, Sign Perks has quickly become a staple in the local real estate community since its inception in September 2023. Founded by Steven Palmer, a Lexington native with nearly a decade of experience in real estate and a passion for entrepreneurship, Sign Perks offers a refreshing approach to real estate sign installations and marketing services.

Sign Perks is renowned for its fast, reliable sign installations using high-quality 6ft white woodgrain PVC sign posts, guaranteed to remain upright in even the toughest weather and soil conditions. The company also offers

an array of upgrades, such as brochure boxes, sign riders, and complimentary solar lighting with every installation. Their comprehensive open house packages include directional signs and feather flags to maximize property exposure, with various upgrade options like bottled water, snack packs and printed marketing materials, just to name a few.

Sign Perks caters to real estate agents, brokerages, and vendors who seek the best quality and maximum exposure for their clients. With an easy-to-use dashboard for placing orders and transparent pricing, Sign Perks offers an unparalleled service experience. Since its formation, Sign Perks now is composed of even more products and services that agents have grown to enjoy, such as: Printing Perks, Photo Perks, Social Post, and The Pop By Club. The entire Sign Perks family is dedicated to fueling agents' success, and creating a one-stop-shop for real estate professionals. For more information or to experience the perks firsthand, visit their website at www.signperks.com, or follow them on social media at Facebook, Instagram, and Twitter.

BARRETT HURD

Goosehead Insurance

Hurd Johnson Agency (October) Goosehead Insurance - Hurd Johnson Agency is more than just an insurance brokerage—it's a powerhouse of dedication, expertise, and community involvement. Co-led by Barrett Hurd and Dr. Jermaine Johnson, the agency offers an extensive range of services



Barrett Hurd
Goosehead Insurance

including home, auto, rental dwellings, liability, life insurance, and more. Since its establishment in January 2020, the agency has quickly become a trusted name in the region, known for its customer-centric approach and commitment to excellence.

The agency's affiliation with Goosehead Insurance, the largest brokerage in the country, gives them a distinct advantage. They offer clients access to an unparalleled range of carrier options, ensuring that each policy is tailored to the specific needs of the client. Whether it's providing a new insurance binder for a mortgage closing in minutes or guiding clients through catastrophic events, Barrett and Jermaine's team is dedicated to delivering prompt, reliable service.

Barrett takes pride in the positive feedback from clients, particularly in challenging times when their insurance policies prove invaluable. The relief and gratitude they express, knowing they were well-covered, reaffirms his dedication to this profession. As Barrett puts it, "We're here to be partners in protecting your income and assets, with the biggest portfolio of carriers to ensure we never leave you hanging." Jermaine, with his background in leadership and public service, adds another layer of trust and integrity to the agency's operations.

MILLER ROBINSON

Premiere Roofing (November)

Established in 2008, Premiere Roofing has been a trusted name in residential and commercial roofing services in the Midlands of South Carolina. Led by Miller Robinson and his wife Leslie, this family-oriented business is based in Irmo and prides itself on exceeding customer expectations one job at a time. Miller, originally from Columbia, SC, developed his passion for roofing after years of solving homeowner issues with roofs, gutters, siding, and windows. With a strong foundation in corporate America and a drive to make a difference in his community, Miller and his team have built a business



Miller Robinson
Premiere Roofing

known for constant communication and responsiveness throughout each project.

Premiere Roofing's commitment to the community goes beyond just business. Each year, the company partners with Homeworks to provide a roof for a homeowner in need, exemplifying their belief in giving back. One of the most touching stories from the business is when the team repaired the roof of a man whose wife was battling cancer, free of charge. The man, who was blind, was overwhelmed with gratitude, and it's moments like these that showcase the heart behind Premiere Roofing.

To Miller, success is defined by creating opportunities rather than waiting for them, and Premiere Roofing embodies this through its dedication to delivering top-tier services. With a team that values respect, trust, and care, they continue to serve customers across the Columbia and Charleston areas with integrity and excellence.

BRANDON BRITT AND PARKER SNELL

ProHelp Moving & Storage (December)

ProHelp Moving & Storage is more than just a moving company; it is a testament to the power of friendship and family bonds that have spanned generations. Founded by Brandon Britt and Parker Snell, ProHelp Moving & Storage has its roots deeply embedded in the long-lasting relationship between their families.

ProHelp Moving & Storage offers a wide range of services, including local and long-distance moving for both

residential and commercial clients, packing services, climate-controlled storage, shipping, receiving, and freight inspection. Their unique "White Glove" delivery service caters to over 100 interior decorators who rely on ProHelp for storing, inspecting, and delivering new furniture. The business also supports various sectors, including schools, offices, and government projects, and is involved in special projects like solar panel installations and restoration services.

If you're looking for a trustworthy and professional moving service that treats you like family, look no further than ProHelp Moving & Storage. With free estimates and a team ready to assist with every aspect of your move, they are here to make your moving experience smooth and stress-free.

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Brandon Britt & Parker Snell
ProHelp Moving & Storage

2024 OVERCOMER

Angela Peterson March

Angela Peterson has proven to dominate any obstacle that comes her way. Her tenacity and faith have made her the resilient REALTOR® she is today. With a career volume of over \$65 million, it is safe to conclude that this businesswoman knows how to get the job done.

Angela states, "I chose to remain silent about my illness during that first year. But the moment I posted myself on social media, ringing the treatment bell and the outpouring of love from clients and colleagues—everyone was incredible! While I wouldn't want to do it again, that two-year season taught me just how strong of a woman I was."

Angela felt even stronger taking on a new career so late in life. While she feels like she's playing a game of catch-up with saving and investing, she is determined to meet her goal: to secure a solid and enjoyable future.



With her reputation continuing to blossom as an agent, Angela has excitedly taken on new projects to boost her portfolio. In January 2022, she purchased her first rental property and closed 18 investor transactions before the end of the year. In 2023, she bought a fixer-upper in Cayce and

looks forward to embarking on this new challenge and opportunity.

Angela concludes, "There are multiple ways to succeed in real estate. Lean into your own strengths and always treat others how you want to be treated. And then treat yourself well, too!"

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Braden Greer
eXp Realty

BRADEN GREER
eXp Realty (January)

For Braden, success is partly about achieving personal and professional goals, but ultimately it is about loving and valuing others. He hopes to have these words inscribed on his tombstone: "He loved others well." He finds inspiration in the power of a well-run profitable business whose goals are greater than simply profit:

"Imagine a business that is born out of a dream, about how the world could be, and should be... the founders are on fire to create something... that delivers real value of multiple kinds to everyone it touches... that aspires to so much more than making money... a force for good that enhances the health and well-being of society." -**John E. Mackey, Conscious Capitalism, With a New Preface by the Authors: Liberating the Heroic Spirit of Business**

Braden Greer's story is one of determination, resilience, and a commitment to building both a thriving business and a stronger community. He is a real estate agent who believes in going the extra mile, not just for his clients but for everyone he touches along the way.

PATTI SMITH
RE/MAX Home Team Realty LLC (February)

For Patti, real estate is an extension of her former occupation. Meeting people from all walks of life and having the privilege of helping them to navigate



Patti Smith
RE/Max Home Team Realty LLC

the opportunity to partner with her. She was convinced that her real estate wisdom and his fresh perspective on business would enable them to provide high-quality service to their clients, and it did. Their partnership is truly a match made in heaven.

Ultimately, Patti would like to be remembered for being professional, acting with integrity and compassion, and having a humble servant's heart. She wants those she serves to be confident that she treated them as she would family in helping them reach their financial and personal goals.

With undeniable expertise in real estate, she hopes to leave some pearls of wisdom for new agents preparing to take on the industry.

Patti concludes, "Be honest and never demonize the other party to a transaction. Be an agent that other agents like to work with and that clients can rely on. Do the right thing by others, and you will be rewarded tenfold."

DOUG GIESLER
Lake Home Realty (March)

In the bustling world of real estate, where transactions are marked by financial complexities and emotional landscapes, Doug Giesler stands out as

and succeed during an often stressful experience was the familiar sentiment she felt when she became a REALTOR®. However, the art of this industry keeps her on her toes. Patti is committed to being an excellent REALTOR® and a mentor. While she has mentored other agents over the years, she offered her son

a beacon of positivity and unwavering dedication. Doug, a Lake Homes Realty agent has not only made a mark in the industry but has also carved a niche for himself as a compassionate guide for those navigating the challenging waters of real estate transactions. In this article, we delve into Doug's journey, motivations, and his unique approach to real estate.

Doug advises aspiring real estate professionals to focus on being their best selves in every moment. Success, for him, is measured by the depth of smiles around him and the positive impact he has on others.

Doug Giesler's journey in real estate is not just a tale of transactions and deals; it's a narrative of resilience, compassion, and a commitment to making a difference. As he continues to create smiles and navigate the waters of real estate, Doug's story serves as an inspiration for both industry professionals and those seeking guidance in their real estate endeavors.

HEIDI BROWN

EXIT Real Estate Consultants (April)
Heidi Brown, an esteemed real estate agent at EXIT Real Estate Consultants, epitomizes dedication and passion in her craft. With over two decades of experience in the industry, Heidi's journey is a testament to her unwavering commitment to excellence and client satisfaction.

Heidi Brown is more than just a real estate agent; she is a beacon



Doug Giesler
Lake Home Realty



Heidi Brown
Exit Real Estate Consultants



Jeanene Campbell
Campbell & Company Keller Williams Luxury



Treye Bird
Lake Life Realty & Development LLC



Michael Murphy
Lake Home Realty LLC

of excellence and integrity in her field. Her dedication to her clients, her commitment to continuous improvement, and her unwavering passion for her work set her apart as a true industry leader.

As Michael Jordan once said, "Some people want it to happen, some wish it would happen, others make it happen." Heidi Brown is undoubtedly one who makes it happen, turning dreams into reality one client at a time.

In the annals of real estate history, Heidi Brown will be remembered not only for her impressive sales achievements but for the lasting impact she has had on the lives of those she serves. With Heidi Brown by their side, clients can rest assured that they have a trusted partner who will always go above and beyond to make their dreams come true.

JEANENE CAMPBELL
Campbell & Company Keller Williams Luxury (May)

"Serving our community is our collective passion. Helping others achieve their goals and dreams by finding the perfect place to call home or expanding their real estate portfolio makes this career worthwhile. Some of us are even planning to take their business to North Carolina. We want to serve as many clients as possible, as best as possible.

Jeanene and her fantastic team of five provide their clients with the best services and are committed to making a difference in their community. Every Thanksgiving, they give 20 full meals to 20 families in need. This year, the ladies will sponsor events that include Night To Shine (Tim Tebow's special needs prom), a free medical clinic, a Horse and Hound Expo, the Fine Arts Center, and Historic Preservation.

"I define success as helping to achieve my client's goals. What they want matters to me. My team and I listen to our customers and do our best to meet their wants and needs. Their time is just as precious and must be spent well, so we do our best to take as much off their plate as possible."

TREYE BIRD

Lake Life Realty & Development LLC (June)

Treye Bird's career path is a testament to resilience, adaptability, and a commitment to service. After retiring as an Army Colonel, Ranger, and Helicopter pilot in 2007, Treye embarked on a new adventure in the real estate industry. His initial foray into the commercial building market paved the way for his transition to becoming a licensed real estate agent in 2016. Despite his successful military career, Treye found himself drawn to the interpersonal aspect of real estate, realizing that his affinity for people surpassed his love for building houses.

Looking ahead, Treye remains steadfast in his pursuit of long-term goals, propelled by a deep-seated desire to leave a lasting legacy as a devoted husband, father, and real estate professional. Rooted in his military background, Treye places service to others at the forefront, viewing leadership and teamwork as the gold standards for success. As both a Veteran and Realtor, he endeavors to approach each day with this mindset, embodying the principles of integrity, collaboration, and community involvement. Treye's unwavering commitment serves as a beacon of inspiration for aspiring real estate professionals everywhere, demonstrating that success is not just measured by individual achievements but by the positive impact one makes on others and the community at large.

MICHAEL MURPHY

Lake Home Realty LLC (July)

Meet Michael Douglas Murphy, an avid outdoors enthusiast turned top real estate professional, carving his path of success in the dynamic world of real estate. As an Associate Broker at Lake Homes Realty, Michael's journey is an inspiring tale of resilience, passion, and unwavering commitment to excellence. His transition into real estate wasn't conventional; with a background as a fishing guide on Lake Murray and a stint in professional fishing circuits, he transitioned into sales within the



Rachel Cooper
Next Home Specialists



Shannon McNulty
Coldwell Banker Realty

experience, Rachel’s journey in real estate is marked by a profound commitment to serving her clients, fostering meaningful relationships, and making a positive impact in her community. Let’s delve into the remarkable story of Rachel Cooper and uncover the driving forces behind her success.

import/export industry. Life threw him curveballs in the form of health challenges and economic shifts, but undeterred, Michael redirected his career towards sales, briefly selling boats before finding his true calling in real estate.

Michael’s journey is not just about sales figures; it’s about service and integrity. He defines success as a journey, embodying a relentless commitment to problem-solving and adaptability. His approach is rooted in prioritizing the needs of his clients, offering them support and guidance through every step of their real estate journey.

Looking ahead, Michael envisions a future where real estate seamlessly integrates into his lifestyle, providing him with the flexibility to pursue his passions while continuing to serve his clients with utmost dedication. He aspires to be remembered for his integrity and genuine approach, leaving a lasting impact on everyone he encounters. In closing, Michael Douglas Murphy’s journey exemplifies the essence of perseverance, integrity, and service. As a top real estate professional, coach, and friend, he embodies the values of authenticity and excellence, leaving an indelible mark on the industry and the lives he touches.

RACHEL COOPER

Next Home Specialists (August)
Rachel Cooper, a dedicated real estate professional at NextHome Specialists, exemplifies the essence of passion, resilience, and compassion in her career. With over a decade of

As Rachel envisions the future of real estate, she sees it as a catalyst for positive change and community development. Her aspiration is to continue making meaningful connections, fostering vibrant neighborhoods, and creating lasting legacies built on trust and integrity. Rachel’s legacy will be defined by her unwavering commitment to uplifting others and leaving a lasting impact on the world around her.

Rachel Cooper’s journey epitomizes the power of passion, perseverance, and purpose in real estate. From humble beginnings to becoming a top-producing agent, Rachel’s story serves as an inspiration to aspiring real estate professionals worldwide. Her unwavering dedication to her clients, her community, and her family exemplifies the true essence of success—a legacy of kindness, compassion, and service to others.

SHANNON MCNULTY

Coldwell Banker Realty (September)
Shannon McNulty is a name synonymous with dedication, resilience, and exceptional service in the real estate industry. As a veteran who served in the Navy for seven years, a devoted wife of nearly three

decades, and a loving mother of four, Shannon brings a wealth of experience and a unique perspective to her role as a Realtor at Coldwell Banker Realty in Columbia, SC.

Currently, Shannon is passionate about growing her team and mentoring her agents to deliver exceptional service. The most rewarding aspect of her job is helping clients achieve their real estate dreams, especially when overcoming challenging deals. Looking to the future, Shannon envisions continuing to grow The McNulty Team and possibly establishing her own brokerage. She dreams of seeing her son, Seth, who is part of her team, carry on her legacy.

Shannon emphasizes the importance of communication in real estate. She advises up-and-coming Realtors to prioritize clear and proactive communication with clients and colleagues, which builds trust and fosters strong professional relationships. Her success story is a powerful testament to the impact of integrity, dedication, and faith in achieving one’s goals.

In summary, Shannon Frances McNulty’s journey from Navy veteran to leading Realtor is marked by her commitment to service, her passion for helping others, and her unwavering faith. Her story is an inspiration to anyone looking to make a meaningful impact in their profession and community.

MICHAEL DEVITA

The Art of Real Estate (October)
Michael DeVita has established himself as a prominent figure in the real estate industry, serving with distinction at the ART of Real Estate for over 8 years. Renowned as one of the top producers in his company, his journey into real estate began in 2016, following a career pivot from teaching and marketing. “I was a high



Michael Devita
The Art of Real Estate

school teacher and coach, but I realized that my efforts were not matched with appropriate compensation,” Michael explains. Seeking a change, he transitioned into marketing before a pivotal meeting with Brad Allen and Mary Lane Sloan, co-founders of ART of Real Estate. “Their vision and company culture resonated deeply with me,” he reflects. Inspired by their professional yet relational approach to real estate, Michael obtained his license and joined their team, quickly finding that the role aligned perfectly with his personality and aspirations.

Michael aspires to be remembered for the positive impact he has on those around him. “I want to be remembered as someone who had an impact on everyone around him. Someone who inspired people to be better, to push harder, to love more, to follow God, and to never give up.” This aspiration underlines Michael’s commitment to making a meaningful difference in both his personal and professional life, leaving a legacy of inspiration and dedication.

Looking ahead, Michael sees real estate not just as a career but as a means to build lasting relationships and contribute positively to his community. “Success, for me, is about progress,” he reflects. “It’s about continually improving as a professional, husband, father, and community member.” Whether coaching his boys in sports, hosting bourbon tastings, or pursuing physical challenges, Michael DeVita epitomizes success as a journey of growth, impact, and unwavering dedication to his values.

HOPE DERRICK

Keller Williams Realty (November)
Hope Derrick, a seasoned Realtor with Keller Williams Realty, has established herself as a dedicated real estate professional in several Midland Counties in SC. Born and raised in Gilbert, South Carolina, Hope’s deep roots in the community have shaped her passion for helping others achieve their dream of homeownership. Married to Mike Derrick, with two

grown daughters and a one-year-old grandson, Hope’s journey into real estate is one defined by family values and a desire to leave a lasting legacy.

For Hope, success is about more than just financial gain—it’s about leaving a legacy for her grandchildren and making a lasting impact on the lives of others. “I want to do big things in my community,” she says. “Real estate funds that ability and the WHY that I have for my family.” She is particularly passionate about helping young people achieve their dreams and build wealth, believing that everyone deserves a place to call home.

Hope Derrick’s advice to aspiring realtors is simple: “Consistency. Follow the systems and models, do the work, and the business will come. Success is simple, not easy.” For her, success is being able to enjoy life’s big and small moments without worrying about how to make them happen—and that’s what she strives to bring to every client she serves.

RENEE FRIAR

Home Advantage Realty LLC (December)
Renee Staley Friar, a dynamic and gregarious real estate professional at Home Advantage Realty LLC, brings a unique blend of passion, drive, and spontaneity to her work. After receiving her real estate license in 2020, Renee made an exciting transition into the world of real estate, motivated by a desire to help service members and veterans find their dream homes. Her move to Columbia, SC, where she focuses on military relocation, has been one of the most rewarding decisions of her career.

Looking ahead, real estate will always play a central role in Renee’s



Hope Derrick
Keller Williams Realty



Renee Friar
Home Advantage Realty

life. As a member of the Urban Land Institute (ULI) and the National Gold Housing Committee with (ULI), she aspires to give back to the community and promote homeownership for future generations in Columbia. She also supports causes close to her heart, such as Leeza’s Connection, which supports Alzheimer’s patients and families, and the Humane Society, inspired by her love for her five dogs.

As Renee looks to the future, she remains focused on her mission of helping others find their perfect homes while living out her own dream. Her advice for aspiring Realtors is simple yet profound: “Just take it day by day, and love what you do. If you love helping people live the dream of real estate, it comes naturally every day.”

Renee’s journey has been defined by her loyalty, humor, and unwavering positivity. She hopes to be remembered for these qualities and her dedication to making a difference in the lives of her clients. Reflecting on her success, she leaves us with a favorite quote by Steve Jobs: “Your work is going to fill a large part of your life, and the only way to be truly satisfied is to do what you believe is great work. And the only way to do great work is to love what you do.”

Would you like to be featured in *Upstate Real Producers*? Please reach out to us at Robert.Smith@n2pub.com.



Bryan and Lynn Martin
The Midlands Team, Keller Williams Realty

Keith and Ashlyn Ancone
Ancone Real Estate, Keller Williams Palmetto

BRYAN AND LYNN MARTIN

February

In the world of real estate, few stories are as inspiring as that of Bryan and Lynn Martin, The Midlands Team of Keller Williams Realty. They are a remarkable couple with a shared passion for helping clients achieve their real estate dreams. With decades of combined experience and a track record of excellence, they have become a dynamic duo in the Columbia, SC real estate scene.

Looking ahead, Bryan and Lynn see a bright future in real estate. They plan to continue serving the Greater Columbia area while leveraging technology and expanding their team. They are also excited about different investing opportunities to include rental properties, multi-family syndication, and business acquisitions. Their desire to educate clients on wealth-building through real estate reflects their commitment to their clients' long-term success.

In their eyes, success is a culmination of persistent effort and the ability to overcome failures. They emphasize that the key to their achievements lies in their unwavering commitment and determination to continue pushing forward, no matter the challenges they face.

For Bryan and Lynn, success is not just about numbers or accolades; it's about making a positive impact on the lives

of their clients and their community. They want to be remembered for their dedication to God, family, and country, and for their genuine care and gratitude for their clients.

Bryan and Lynn are a true inspiration in the world of real estate, reminding us that success is not only about financial gains but also about the positive impact you leave on the lives of those you serve.

They leave us with a powerful quote: "Fear or Faith...You Choose!"

KEITH AND ASHLYN ANCONE

June

In the bustling world of real estate, success often hinges on a blend of experience, passion, and adaptability. Keith and Ashlyn Ancone, the driving force behind the Ancone Real Estate Pros at Keller Williams Palmetto, epitomize these qualities. Their journey from diverse backgrounds—Keith from the automotive industry and Ashlyn from education—to becoming a powerhouse couple in the real estate arena showcases resilience, innovation, and a commitment to excellence.

For Keith and Ashlyn, success extends beyond financial gains. Their focus on family, hobbies, and creating memorable experiences underscores their holistic approach to life. As they continue to build their legacy, they aspire to be remembered as trustworthy advisors who never compromise on integrity.

Beyond their professional endeavors, Keith and Ashlyn find immense joy in their family life. Proud parents to two sons, Griffin and Coleman, they cherish the opportunity to instill values of integrity, perseverance, and compassion in their children. While their sons harbor their own aspirations—Griffin's passion for Musical Theater and Coleman's dreams of playing for MLS—they support their endeavors wholeheartedly, nurturing their individual talents and interests. Whether it's spending quality time together on Lake Murray, exploring new destinations through travel, or engaging in outdoor activities, the Ancones prioritize family bonds and creating lasting memories. Their family-centered approach extends beyond their household, resonating in their interactions with clients and team members alike, fostering a culture of warmth, support, and unity.

In the dynamic world of real estate, Keith and Ashlyn Ancone stand out as a testament to resilience, innovation, and unwavering dedication. Their journey—from diverse career backgrounds to becoming top producers—serves as an inspiration for aspiring real estate professionals. As they continue to redefine success, their commitment to excellence and community impact remains unwavering, making them true icons in the industry.

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2024 CELEBRATING LEADERS



Candice McCuien

CANDICE MCCUIEN April

Meet Candice McCuien, a seasoned real estate professional dedicated to serving her clients and community with integrity and compassion. As a REALTOR® with over a decade of experience, Candice has successfully navigated the dynamic real estate landscape, leaving an indelible mark on the industry.

Real estate, for Candice, is a means of creating a lasting legacy for her family and future generations. She envisions continuing to educate people about financial literacy through real estate, recognizing its role in generating wealth and sustaining a desirable lifestyle.

Candice McCuien, a true servant leader, leaves an inspiring legacy in the real estate industry. Her dedication to excellence, compassionate leadership, and commitment to serving others have defined her career. As she continues to impact lives and shape the future of real estate, Candice remains a beacon of inspiration for colleagues and aspiring professionals alike.

Favorite Quote:

Candice draws strength from the words of Jeremiah 29:11, “For I know the plans I have for you, declares the Lord, plans to prosper you and not to harm you, plans to give you hope and a future.”

JASON KING September

Jason King stands as a seasoned negotiator and respected real estate broker, dedicated to providing honest agents and genuine service through his own brokerage, J. King Real Estate. With over 20 years in the industry, Jason’s journey into real estate began in 2004 driven by his innate love for social interaction and a desire to transition from a career in bartending. When a couple of Jason’s regular customers convinced him to help them with real estate investing, he was intrigued. Today Jason is a licensed Broker through the state of South Carolina, distinguishing himself with a deep commitment to professionalism and ethical practice.

Jason defines success not merely by financial accomplishments, but by the respect and trust he garners from peers and clients alike. He views success as embodying honesty, knowledge, and a deep commitment to his family and community. His advice to emerging real estate professionals emphasizes integrity over expedience, advocating for long-term relationships, and collaboration in the industry.

In essence, Jason King epitomizes the qualities of a leader in real estate – dedicated, compassionate, and unwavering in his pursuit of excellence. His legacy will be one of honesty, care, and a profound impact on those he serves and the community he cherishes.

Favorite Quote:

“Be quick to make decisions, but slow to change.” – Napoleon Hill



Desmond Meade



Jason King

DESMOND MEADE November

Desmond Meade, a seasoned real estate professional with nearly two decades of experience, currently works with Keller Williams Preferred. Described as an easy-going, laid-back individual, Desmond is passionate about helping people achieve their real estate dreams while also prioritizing family. His journey into real estate began after his retirement from the Army in 2005, where he found a fulfilling second career that provided an opportunity like no other.

For Desmond, success is defined by maximizing his potential in all that he does, ensuring that he gives his best effort every day. A unique fact about Desmond that many may not know is his fear of birds, a detail that adds to his easy-going and relatable personality.

To aspiring top producers, Desmond offers a simple piece of advice: be consistent. He believes that putting people first is the key to running a successful business, and above all, he hopes to be remembered for always seeing the good in others.

Desmond’s favorite quote, “Clarity is Power,” encapsulates his approach to both life and business. It’s a guiding principle that has fueled his impressive career and continues to inspire him as he helps others on their own journeys to success.

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2024 AGENT ON THE RISE

NIMA SHERPA July

In the dynamic world of real estate, success is often measured not just by numbers but by the lasting impact an agent leaves on their clients and community. Nima Sherpa, Team Leader for The Sherpa Group at Real Broker, exemplifies this ethos. With a career spanning since 2017, Nima's journey is a testament to the power of genuine relationships, continuous learning, and unwavering dedication to client satisfaction.

At the heart of Nima Sherpa's success lies a philosophy centered on genuine connections and empathetic service. For Nima and her team, real estate transcends mere transactions; it's about building lasting relationships and earning the trust of their clients. Their full-service approach goes beyond the typical real estate experience, offering comprehensive guidance and education throughout the process. Nima's unwavering dedication to serving clients, colleagues, and the community underscores her belief in creating meaningful impact and fostering a culture of trust and excellence.

Looking ahead, Nima sees real estate not just as a career but as a lifelong passion and calling. Her vision extends beyond individual transactions;




Nima Sherpa The Sherpa Group at Real Broker

it's about leaving a lasting legacy of positivity, inspiration, and genuine care. Whether it's helping families find their dream homes or empowering others to succeed, Nima is driven by a deep sense of purpose and a desire to make a meaningful difference in the lives of those she serves. With an unwavering commitment to excellence and a dedication to genuine connections, Nima Sherpa continues to inspire and


elevate the real estate industry, leaving an indelible mark on all who have the privilege of crossing her path.

As Nima often says, "Never give up on a dream just because of the time it will take to accomplish it. The time will pass anyway." With this guiding philosophy, she continues to inspire and uplift those around her, leaving an indelible mark on the industry and beyond.




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DEMETRIA REED January

A Realtor's Inspiring Path to Success and Empowering Women in Real Estate

In the world of real estate, there are individuals who not only find success but also empower others along the way. Demetria Reed Smalls, a seasoned real estate agent at Excel Real Estate, embodies this spirit of empowerment. Demetria has a remarkable career, a thriving family life, and a strong commitment to uplifting women in the realm of homeownership.

Demetria's passion lies in her commitment to coaching women who aspire to own homes. Her coaching program, Manifest HomeownHERship, focuses on providing the tools and encouragement needed to navigate the path to homeownership successfully. She has created resources, including a Facebook group, devotional journal, and Manifest HomeownHERship kits, to share information and inspire women to believe in their dreams.

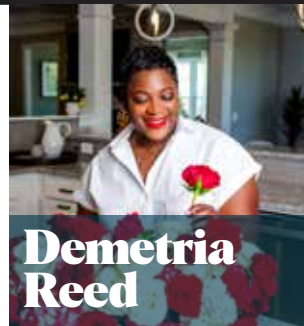
Demetria's vision for the future includes further expanding her coaching program for homebuyers and creating additional resources to facilitate homeownership nationwide. On a personal note, she and her husband have plans to purchase investment properties for each of their children to secure their futures.

Demetria Reed Smalls' story is a remarkable one of personal growth, empowerment, and commitment to helping women achieve their dreams of homeownership. Her journey serves as an inspiration for both aspiring and experienced real estate agents, highlighting the importance of authenticity, mentorship, and empowerment.

With her coaching program and unwavering passion, Demetria is not only selling houses but also transforming lives, one door at a time.

KIMBERLY MCCOY March

Kimberly McCoy is determined to make a difference as an agent in the beautiful area of Columbia and Lexington. With eight years of experience under her belt, she is known for kicking down



Demetria Reed



Kimberly McCoy



Morris Lyles

doors for her clients and making their dreams come true. When needing a knowledgeable and persistent REALTOR® to find the home of one's dreams or navigate the home selling process, Kimberly is the one to call.

Kimberly states, "For me, it is important to end each day in peace, knowing that I strived with purpose in heart, mind, & action."

In an ever-changing business, Kimberly is constantly studying and learning to master her craft. Despite her many years as an agent, it is essential for her to stay a step ahead to succeed for her clients and herself in an active industry. Though she doesn't mind learning all she can, she is happy to advise other up-and-coming agents on success in the housing market.

Kimberly concludes, "It's not about you; it's about your client. Treat them as people, not checks. Be giving, reliable, hardworking, and always show up. They are depending on you to do something big in their lives. Handle them with care."

MORRIS LYLES April

Morris Lyles is considered a successful real estate veteran, having 27+ years under his belt. With almost \$10 million in total sales just last year, his experience speaks for itself, along with his excellent leadership skills and commitment to serving his community with his best efforts. Morris couldn't be more thrilled to help educate and assist his fellow neighbors and newcomers to the Columbia area to find their dream homes.

Though the art of real estate is not always smooth sailing, Morris has found the resilience to take on a dynamic industry.

"Ever-changing markets and limited inventory can make being a REALTOR® difficult, but I am always up for a challenge. This business is constantly wavering, and it's vital that I stay positive and motivated to help my clients and agents find what they are looking for. In order to help them through a stressful process, I have to be on top of my game."

With his experience and expertise, he hopes to extend some words of wisdom to encourage new agents or those interested in real estate.

Morris concludes, "If there are educational opportunities that would help take your career to the next level, pursue them. Gaining knowledge and confidence in a competitive and vigorous field will help you excel and grow in your business."

BRANDI CLARKSON May

One would think Brandi Clarkson has enough on her plate with her husband, two children, and a house with fourteen different pets. However, with a career volume of over \$30 million and only six years of experience, it is evident that she is one of Columbia's best Top Producers who can handle anything in the real estate business.

With a heart to serve those current or new to the community and give aid to animals in need, Brandi makes it her



Brandi Clarkson

business to help everyone find their HomeAgain. While her achievements and knowledge are solid, she focuses on how she can help others find what they truly need, not just her clients but also new agents in the industry. It is essential that she teaches up-and-coming REALTORS® how to use what they already know, regardless of how little or big it may seem, and make it work for them.

Brandi concludes, "Spend your time and money on potential and current clients you already know. Don't hesitate to step out of your comfort zone and meet new people as you grow. Talk to everyone everywhere you go. Love the people who know and trust in you, and they will love you back."

TONY TIMMERMAN June

George (Tony) Anthony Timmerman, a dedicated real estate professional, embodies integrity, compassion, and a commitment to excellence in his career. With a background in manufacturing management and a journey filled with personal challenges, Tony's transition into real estate was not just a career move but a calling. Let's delve into the life and career of Tony Timmerman, his motivations, challenges, and aspirations.

Tony's legacy is defined by his unwavering dedication to honesty, integrity, and genuine care for his clients. He believes success lies not only in achieving clients' real estate goals but also in building lasting relationships based on trust and respect. His advice to aspiring real estate professionals emphasizes the importance of ethical conduct and collaboration.

In George (Tony) Anthony Timmerman, we find not just a successful real estate agent but a compassionate individual dedicated to serving his clients and community with integrity and heart. His story serves as an inspiration, reminding us that true success is measured not only by professional achievements but also by the positive impact we make on others' lives.

MARY MORGAN KERLAGON August

In the realm of real estate, few names resonate as profoundly as Mary Morgan Kerlagon. A seasoned professional with a career spanning over two decades, Mary's journey from the glitz of Hollywood to the heart of the real estate market is as captivating as her dedication to her craft. Armed with a vibrant personality and a wealth of experience, Mary is an invaluable asset to JPAR Magnolia Group REALTORS, where she has cemented her reputation as an energetic, thoughtful, and detail-oriented agent.

What truly fuels her passion for real estate is the rich tapestry of human connections it weaves. She loves the diversity it offers her, both in terms of the properties she encounters and the people she has the privilege to assist. Her husband humorously accuses her of "collecting people," as many of their closest friends are individuals she has



Tony Timmerman



Mary Morgan Kerlagon



Corie Minico

had the pleasure of working with in real estate. It's a testament to the sense of community they've found here, one that's rare and invaluable.

In essence, Mary Morgan Kerlagon is more than just a real estate agent—she's a beacon of kindness, professionalism, and resilience in an often tumultuous industry. Her legacy, defined by her unwavering dedication to her clients and her community, serves as a testament to the transformative power of passion and perseverance. As Mary herself once said, "It's never too late to become who you always wanted to be." And in Mary's case, that person is a shining example of what it means to be a truly exceptional realtor.

CORIE MINICO September

In the heart of South Carolina's real estate landscape, Corie Minico is a beacon of passion, dedication, and community spirit. Her journey into the industry transcends the mere pursuit of a career; it's a deeply personal odyssey fueled by her own experiences of loss and a profound desire to uplift others. Corie's path to becoming a real estate professional was anything but conventional. Having spent years in the medical field, she initially believed that her calling lay solely in healing and caregiving. However, it was the encouragement of her real estate agent, Belle Piccolo, and her then-husband that ignited the spark of possibility within her.

Beyond her professional endeavors, Corie is deeply committed to giving back to her community and making a positive impact on the lives of others. She lends her support to charities such as Children's Miracle Network and Chapin We Care Center, embodying the spirit of compassion and generosity that defines her character. When asked about her passions and vision for the future, Corie's answer is simple yet profound: "Building Relationships! What is the second decade of my career going to look like? Who can I help in their real estate journeys!"

In Corie's world, success isn't just about the bottom line; it's about the

lives she touches, the relationships she cultivates, and the legacy she leaves behind. As she looks ahead to the future, her vision is clear: to continue building dreams, one home at a time, and to inspire others to do the same. Corie Minico isn't just a real estate professional; she's a testament to the power of perseverance, passion, and unwavering integrity. In a world that often prioritizes profits over people, Corie reminds us all of the true essence of success: making a difference in the lives of others.

BRANDON HOFFMAN October

Brandon Michael Hoffman was born and raised in Swansea, SC, and graduated from Clemson University. After spending a few years on the coast, he moved back to Columbia, SC, to start his career in real estate. Married to Sarah, who owns the local Jackson Hewitt Tax Service franchise, Brandon is also a proud father of two amazing kids, Reid and Holly. Describing himself as "kind but not nice," Brandon prioritizes facts over feelings and advocates for working smarter, not harder. He is an anti-drama individual who enjoys golfing and sports, and values the importance of showing up early, getting work done efficiently, and spending quality time with his family.

Brandon is passionate about investing in real estate and creating passive income streams to enjoy life. He also finds great satisfaction in helping agents succeed and watching them grow their own businesses. The most rewarding part of his career is attending his kids' events and coaching their sports teams. Looking to the future, Brandon aims to step back further, giving his agents more opportunities while continuing to enjoy his current work.

For Brandon, success is about having the life you want and being happy with it. He believes that true success is not measured by the amount of money earned or homes sold but by the quality of life and happiness. A quirky detail about Brandon is his aversion to wooden popsicle sticks, tongue depressors, and cardboard straws. He



Brandon Hoffman



Zeke Riddle

states that they make his skin crawl just thinking about them.

ZEKE RIDDLE November

With over 32 years of combined experience in real estate and mortgages, Zeke T. Riddle has established himself as a respected and dedicated Broker Associate at Coldwell Banker Realty's Lake Murray Irmo Office. His journey in the real estate industry began in 2007 after a pivotal shift from his role as a Regional Vice President at Wells Fargo, a transition driven by the closure of his lending division. Embracing the change, Zeke obtained his real estate license and has been passionately serving the Columbia market ever since.

In closing, Zeke T. Riddle exemplifies the essence of dedication, compassion, and professionalism in real estate. His passion for helping others, whether in real estate or through community service, underscores his belief in genuine care and authenticity. As he looks to the future, Zeke remains committed to his clients and community, embodying the values of service and integrity that define his career.

Favorite Quote: *Philippians 4:6-7*

Do not be anxious about anything, but in everything by prayer and petition, with thanksgiving, present your requests to God. And the peace of God which transcends all understanding, will guard your hearts and your minds in Christ Jesus.

GLEN LEVINE

December

Glen T. Levine has always held a passion for helping others, a drive that began long before his real estate career. As a dedicated Christian, humble, and selfless individual, Glen has carried these values into his work as a real estate agent at Keller Williams Realty, Columbia. After retiring from a distinguished 25-year career with the South Carolina Highway Patrol, he found his calling in real estate, a profession that allows him to assist others on an even larger scale—by guiding them through one of the biggest investments of their lives: homeownership.

Loyalty is a core component of Glen's character, as reflected in his commitment to Keller Williams Realty. After doing thorough research before joining a brokerage, he chose Keller Williams because of its alignment with his Christian values and emphasis on family and client-focused service. Although he began his real estate career on a team, Glen quickly realized that he could deliver even greater value as an independent agent, and since then, he has thrived in that role.

Looking ahead, Glen aims to expand his reach by building affordable homes for families in need. This goal aligns perfectly with his ongoing mission to help others achieve financial stability and homeownership. Beyond real estate, Glen supports various charities and nonprofit organizations, contributing approximately \$20,000 to causes close to his heart over the last few years. He is currently a member of the Gospel Mission and The Advocate of the United Methodist Church of South Carolina Boards and has previously served on the YMCA board, among others.

Would you like to be featured in *Columbia Real Producers*? Please reach out to us at Robert.Smith@n2co.com



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Steve Kozlowski



Inga Black Coldwell Banker Realty-Irmo/Lake Murray



Dana C. Vann

STEVE KOZLOWSKI January
Meet Steve Kozlowski, a real estate agent based in Columbia, SC. His journey from an engineering job to a successful career in real estate is nothing short of inspiring. Steve's story is a testament to his determination, innovation, and unwavering passion for the industry. Looking ahead, real estate is not just a career for Steve; it's a foundation for future investments and successful business endeavors. To Steve, Tony Robbins defines success perfectly - "success is about having the freedom to do what you want, when you want, where you want, with whom you want, and as much as you want." It's a philosophy he strives for.

In closing, Steve Kozlowski's journey in real estate is a testament to the transformative power of passion and determination. He's not just a real estate agent; he's a trailblazer who thrives on innovation, values authenticity, and is committed to continual self-improvement. Steve's dedication to his clients and the industry, coupled with his unwavering pursuit of excellence, set him apart as a true leader. As he continues to expand his horizons in real estate, we can expect even more remarkable achievements from Steve. We can't wait to see what is next.

DANA C. VANN May
With a career volume of over \$24 million, Dana C. Vann has been a heavy hitter in the real estate industry since 2016 and shows no signs of slowing down. Grateful for a career where she can help others achieve their goals makes her one of the best REALTORS® to have in one's corner. "There is something to be said about where you start in life and the amount of time, work, and effort expended to reach the same goals as others. I will never take away from someone else's success, but knowing the effort I made to work to get to this place in my life makes every goal achieved much more meaningful. I am proud of myself and thankful for a team that has helped me along the way."

With years of experience and much success, Dana's clients know they are in the best hands. "Of course, being financially compensated is how I make a living, but that is not why I wake up most mornings to go to bat for my customers. I want the best for them and work hard to guide them in making the soundest decisions they can make, especially with such a significant purchase. It's not about cutting corners but listening to their needs and ensuring they are treated fairly through a challenging process." And just as she has educated and guided many clients, new and current, Dana hopes to raise up-and-coming agents to a similar standard. Dana concludes, "Never stop learning and always show up. Markets change, rates change, and clients change, but when you show up for yourself and your clients, you can engage and be open-minded, and, most importantly, you help your customer win."

INGA BLACK July
Inga Black, a dedicated real estate professional at Coldwell Banker Realty-Irmo/Lake Murray, embodies a profound commitment to integrity in every aspect of her business. Her journey into real estate began in 2018 when she embarked on a career path driven by a genuine passion for helping others achieve their dreams of homeownership. Since then, she

has consistently demonstrated her unwavering dedication to providing exceptional service and building lasting relationships with her clients. She firmly believes that understanding each other's interests and passions can strengthen professional relationships and foster a more supportive work environment. She looks forward to exchanging stories and experiences with colleagues, recognizing the value of connection and camaraderie in both personal and professional spheres. As Inga continues to navigate her journey through real estate, she remains grounded in her commitment to family, authenticity, and personal growth, finding fulfillment in both her professional accomplishments and her rich tapestry of personal experiences.

As Inga looks toward the future, she is committed to furthering her skills and knowledge in the real estate field, with a focus on providing exceptional service to her clients and contributing positively to the industry. Her ultimate goal is to create generational wealth and make a lasting impact in the lives of her clients and the community. In closing, Inga Black's journey as a passionate realtor exemplifies the power of integrity, perseverance, and dedication in achieving success. Her unwavering commitment to excellence serves as an inspiration to fellow real estate professionals, reminding us of the importance of integrity in every aspect of our business. Inga's favorite quote, "Move with whom moves u,"



Michelle Frazier Fathom Realty

encapsulates her belief in surrounding oneself with people who align with one's goals, ambitions, and values, ultimately contributing to success and fulfillment in endeavors. As she continues to move forward on her journey, surrounded by those who motivate and support her, Inga remains dedicated to making a difference and leaving a positive legacy in the real estate industry.

MICHELLE FRAZIER August
Michelle Frazier, a name synonymous with determination and success in the real estate industry, embodies the essence of resilience and achievement. As a Realtor affiliated with Fathom Realty, Michelle's journey is a testament to her unwavering commitment to excellence, even in the face of adversity. At the core of Michelle's success lies her unwavering dedication to her clients' needs. Her ability to navigate complex challenges and find creative solutions sets her apart in an industry driven by results. Whether it's salvaging a deal on the brink of collapse or guiding clients through the intricacies of real estate transactions, Michelle's commitment to excellence shines through in every endeavor. Looking ahead, Michelle envisions expanding her impact by growing a team under the Fathom Realty umbrella and sharing her wealth of knowledge through a comprehensive digital course for aspiring agents. Her ultimate goal is to build a successful real estate portfolio while remaining true to her principles of

integrity, compassion, and unwavering dedication to client satisfaction. **JENNA LAWSON October**
Jenna Renee' Lawson, a dynamic and dedicated real estate professional, is an esteemed agent at Chucktown Homes Powered by KW Palmetto. Energetic, personable, and trustworthy, Jenna embodies the spirit of a committed mom, wife, and daughter, bringing her vibrant personality into every client interaction. Currently, Jenna is passionate about expanding her network and growing her sphere of influence. She finds immense satisfaction in the meaningful connections she makes with clients, other agents, lenders, and professionals. Real estate is not just a career for her; it is a way to achieve her dreams and provide her family with the freedom and opportunities they cherish. For Jenna, success is about achieving goals in a way that brings happiness and reduces stress. It is not about money or status but about personal fulfillment and meaningful accomplishments. One thing she wants the world to know about her is her genuine care and compassion for each client. Jenna aims to shift the perception of real estate from purely transactional to deeply personal and impactful.



Jenna Lawson Keller Williams Palmetto

HEATHER TIEDMAN December
 Heather Elaine Tiedman, a dedicated Realtor with Century 21 803 Realty, began her career in real estate after earning her license in 2020. The transition into this industry was sparked by her personal experience as a homebuyer. After realizing the challenges and lack of resources many buyers face, she developed a passion for real estate, driven by a desire to help others navigate the process more easily. Heather has now worked as a Realtor for nearly four years, specializing in the Lexington County, SC area. Her career journey is deeply rooted in her determination to empower clients with the knowledge they need to make informed decisions.

Throughout her career, Heather has developed key strategies that guide her clients through the home-buying process. She places a strong emphasis on understanding her clients' needs,

networking within the community, and staying informed about local developments. Social media plays a significant role in her business, allowing her to connect with people and learn about new opportunities for her clients.

For Heather, success is about balancing her career aspirations with family life. She believes in creating meaningful connections with clients and fostering an environment where her family can thrive. Her advice to aspiring realtors is to stay consistent, avoid getting distracted by new trends, and trust that hard work will pay off. Above all, Heather's mission is to see the people she works



Heather Tiedman
 Century 21 803 Realty

with thrive and achieve their dreams, just as she has in her own journey.

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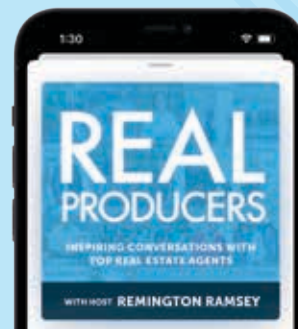
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