

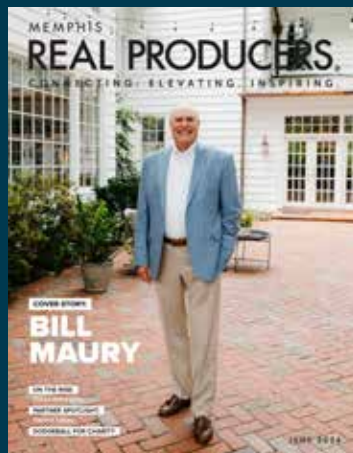
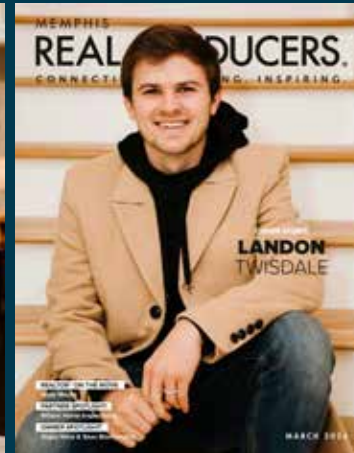
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REAL PRODUCERS[®]

2024 Year in Review

Glancing Back & Looking Forward



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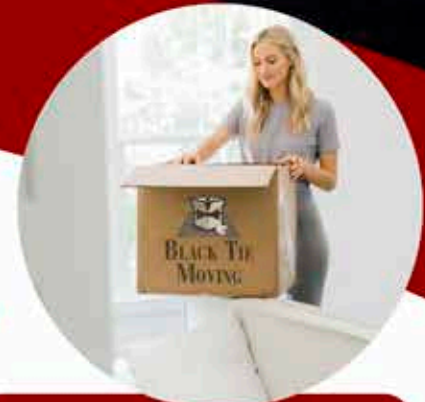
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Glancing Back... Looking Forward

As we step into 2025, we're thrilled to celebrate a milestone—five incredible years of *Memphis 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 Memphis 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 Memphis 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 Memphis 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 *Memphis 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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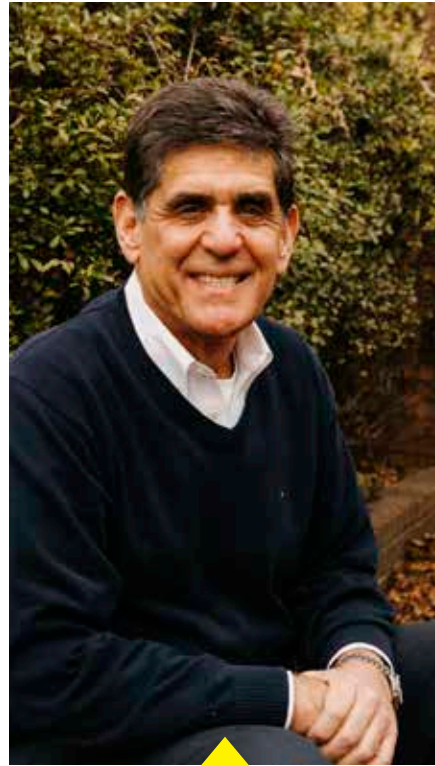
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Cover Stories *in* 2024

PHOTOS BY ELIZABETH LOONEY PHOTOGRAPHY



Marc Scheinberg

January

After all of these years, it still fills Marc with excitement each time he helps his new and returning clients achieve their goal of home ownership. And, if you ask his clients, they'll tell you "Marc treats me like family" every step of the way. It's with great pleasure and gratitude that he is able to not only advise clients with the sale or purchase of their home but always make sure they have a complete understanding of the entire process.



The Rosattis

February

Team Rosatti intends to take full service to a whole new level. Most sellers expect a Realtor® to list their home, negotiate offers and oversee inspections. Team Rosatti will also coordinate movers, packers, stagers, painters, window cleaners, landscapers, electricians, and plumbers! As Stacia says, "I may show up in heels on the first meeting, but we'll all show up in tennis shoes to help stage and send folks to clean & pack if that's what's necessary!"



Landon Twisdale

March

According to Landon, "Every Realtor® has things to overcome, but what defines a good Realtor® is not whether they can survive the storm, but by what they can accomplish in the rain. Every transaction has some kind of obstacle, life is full of obstacles. Whether it's paying my house off, trying to get my license, leaving everything I've ever known in my dad's company to start a whole new career. That was terrifying."



Leah Mooney

April

When asked for advice for up-and-coming Realtors®, Leah says, "Not every year is going to be stellar in production. This career has ups and downs just like the market, so focus and work on yourself daily and do not compare yourself to others. Never be the smartest person in the room, and if you are – get a new room. Kindness goes far and so does your reputation, so be the agent who is kind and respected, but who also stands their ground."



Pam & Brad Beall

May

Success, to the Beall's, "transcends mere financial achievements or material possessions. It's embodied by the discipline and determination to show up day in and day out, even when faced with challenges or the temptation to take the easy route. It's about embracing the grind, putting in the effort consistently, and persevering through adversity. That steadfast commitment to doing what needs to be done, regardless of circumstances or feelings, is the essence of true success in our eyes."



Bill Maury

June

Bill's passion for real estate burns brighter than ever. "Every day, I wake up excited about what I get to do," he shares with genuine enthusiasm. His approach is not just about transactions; it's about building meaningful relationships and ensuring the success of his clients, whether they are buying or selling. "My job is to help them have a successful transaction," Bill emphasizes. "That has always been my goal."



Donnie R. Chambliss III

July

Donnie is enthusiastic about exceeding the goals of his clients. He is committed to growing personally, and professionally, “By listening, learning and loving my clients... by working hard and trusting God to provide.



Jennifer “Bird” Williams

August

“The most rewarding part of the business is all the people. My career gives me a reason to talk to everyone I meet, everywhere I go! “I want every one of the people that I have mentioned, and many, many who were not mentioned, to know how important they are to me,” says Jennifer.



Suzanne Culpepper

September

Suzanne’s tip for new real estate agents: Take notes and learn from those who have been in the business longer, but also be kind and gracious to those who are just getting started. If you think about it, there is usually an emotional motivation behind a move. New jobs, growing families or sometimes challenging obstacles. Be mindful that it is a privilege to be part of these chapters.



Regina Hubbard

October

As Regina continues to lead the Tennessee Realtors® Association, her focus remains clear: advocating for Realtors® and homeowners, fostering diversity and inclusion, and ensuring that the organization continues to thrive in a rapidly changing industry. She knows that the challenges facing the real estate market are significant, but with a collaborative, forward-thinking approach, she believes the association will emerge stronger than ever.



Neil Hubbard

November

Beyond his personal success, Neil is passionate about mentoring and training the next generation of Realtors®. He believes that sharing his knowledge and enthusiasm is one of the best ways to give back to an industry that has given him so much. “Real estate is constantly changing,” Neil explains. “It’s so important to stay ahead of the curve, and that means always learning and improving.”



Meredith Vezina

December

“At the end of the day, I want people to feel seen and heard,” Meredith says. “If I can make my clients’ lives a little easier, then I’ve done my job right.”

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More Great Features *in* 2024



1. Ashleigh Bettis
January | Realtor on Fire
Photo by Mike Berry

Ashleigh also cherishes the fact that not everyone's career is identical to hers. "I think it's cool to see the different people who are on the covers of the Real Producers magazines, or just real estate agents who are doing well in general. There's a lot of room for different personalities, looks, and styles. You can attract the people who like the way you do business. We can all be successful just by being ourselves. It's beautiful!"



2. Ashley Tinker
January | Rising Star
Photo by Elizabeth Looney Photography

Currently, Ashley is enthusiastic about growth both personally and professionally. She says, "I am extremely passionate about growing my client base and so excited to see what the next year holds! As a newer agent on this side of the industry, I am enthusiastic about building my brand and giving my clients an exceptional experience. Buying/selling a home can be a stressful process without the right team and it is my joy to take the heavy lifting off for my clients."



3. The Elliott Team
February | Featured Team
Photo by Mike Berry

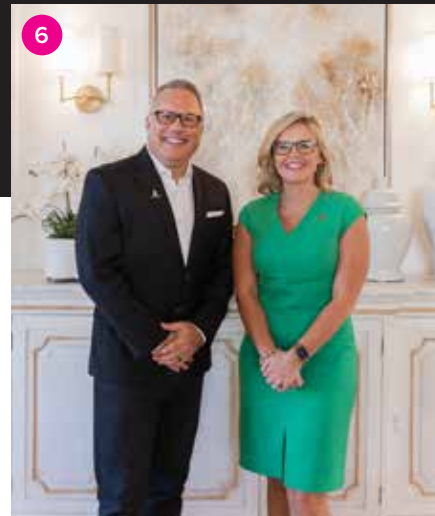
The couple has many shared passions both within and outside of business. Their faith and family will always be their number one priority, but they have also found the time to support other projects. For example, they recently affiliated with the Homes for Heroes program, which aims to find savings during real estate transactions for five types of community heroes: police, firefighters, military, healthcare workers, and teachers. They also



support other local organizations, such as their church, Cana Underground, several missionaries, Collierville Education Foundation, Forever Young Veterans, and Allies at St. Jude. Cindy and Anthony want to be remembered for putting others before themselves.

4. Nick & Sarah Aylward
February | Power Couple
Photo by Elizabeth Looney Photography

Together Sarah and Nick are enthusiastic about helping families. Moving is difficult at any stage, especially for families with young



5. Holly Mount
March | Realtor on the Move
Photo by Elizabeth Looney Photography

Just as she had thrived in her earlier jobs, Holly hit the ground running in her real estate business. She earned MMDC her first full year. She credits her friends and the networking system she had built up in her previous business.

6. Angie Ware & Sean Blankenship
March | Owner Spotlight
Photo by Caleb Nelson

Their leadership style is characterized by a commitment to servant leadership, collaboration, and innovation. They

prioritize creating an environment where agents feel supported, valued, and inspired to reach their full potential. Whether through their non-competing brokers, training initiatives, or community outreach efforts, Angie and Sean are dedicated to fostering a culture of excellence and empowerment within their brokerage.

7. Ethan Whitley
April | On the Rise
Photo by Mike Berry

"Being a Realtor® is about helping others accomplish a dream. Someone's dream could be buying their first house, selling a house, expanding their investment portfolio, investing in land, bringing an old home back to life ...People find this business exciting because it helps them achieve something important to them. Being somebody that plays a role in helping them accomplish that is a very satisfying part of being a Realtor®," says Ethan.

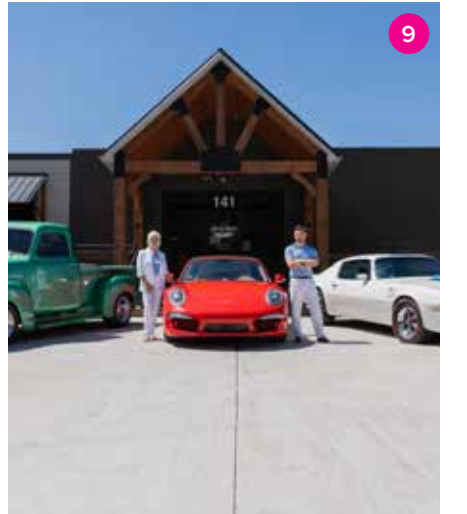
8. Hart Burke Kelman
April | Rising Star
Photo by Elizabeth Looney Photography

To Hart, the most rewarding part of the business is working through the challenging situations that occasionally pop up during a transaction and leave her clients feeling happy. First time homebuyers have a special place in her heart because she loves the sense of pride she sees on their faces on signing day for their first home.

9. Joyce & Chase Chasteen
May | Dynamic Duo
Photo by Caleb Nelson

For Joyce and Chase Chasteen, the greatest reward is making their clients happy and seeing each other and their fellow agents excel. They give each deal 100% of their effort and make every experience enjoyable for the people they work for. Their success comes from their sustainability, their positive reputation, and their family values. To the Chasteen Team, even a simple smile goes a long way!

10. Tamara Manuel
May | On the Rise
Photo by Mike Berry



To Tamara, the most rewarding part of being a real estate professional is serving the people who never dreamed that home ownership was possible for them. Every morning when she wakes up, she asks herself, "How can I best serve those that seek homeownership? What are their problems that I know I can provide solutions for?"



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11. Vivian Denoegan
June | On the Rise
Photo by Caleb Nelson

"I am absolutely in love with my life right now," says Vivian. "I love to see those close to me succeed – it just makes my day! I have a passion for mentoring, helping people, and I love meeting strangers! The adage is true that "strangers are friends you just haven't met yet!"



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12. Juan Torres
July | Rising Star
Photo by Elizabeth Looney Photography

Juan's passion for real estate lies in helping clients achieve their dreams of homeownership, especially those new to the process and the country. "A lot of my clients are new to not only the home buying process, but they're also new to this country," Juan shares. "Being able to help homeowners manage their biggest asset is a blessing that feeds my passion for this business."



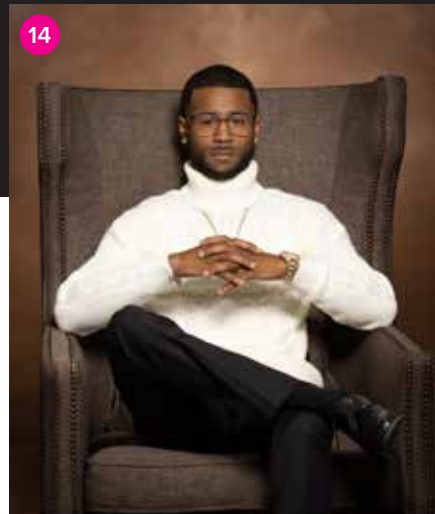
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13. Kelly & Mike Jankovsky
July | Dynamic Duo
Photo by Caleb Nelson

"Most often, our clients are stressed, nervous, anxious, and sometimes very emotional when buying and/or selling," Kelly explains. "Mike and I don't want to SELL a property. We want to be trusted advisors to walk alongside our clients, educate them, and assist them in making the best decisions for themselves while reducing their anxiety and stress during the process."

14. Shimar X Willis
August | On the Rise
Photo by Susan Heard Photography

"My real estate career and relationships are at the core of my life's purpose, and I approach both with utmost seriousness and dedication. In real estate, I am committed to



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excellence, continuously expanding my knowledge and skills to provide clients with informed guidance and exceptional service. Every transaction is a testament to my professionalism, integrity, and unwavering commitment to achieving optimal results for my clients," says Shimar.

15. Tracy Jefferson
August | Realtor on the Move
Photo by Caleb Nelson

Beyond transactions, Tracy views homeownership as a vital wealth-building opportunity. Her mission extends beyond sales—it's about educating, equipping, and encouraging others to realize their visions. Operating in a "No Judgement Zone," Tracy fosters transparency and trust, earning respect



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from peers and clients alike.

16. Jan Jones
September | Agent on Fire
Photo by Caleb Nelson

Jan says: "As Realtors, we meet so many people and we have to steward those relationships; listen to people, stay in touch, give advice, share wisdom, use our resources & our connections...not just to find a house for our clients-but help them find community and by finding community they can find their people, their place, and purpose."

17. Jeri Isham
September | On the Rise
Photo by Elizabeth Looney Photography

When asked to define success, Jeri says, "Success to me is going after something

your feel led to do or you have the desire to do, no matter the outcome if you put your heart and soul into it, and you feel like you did everything you could, no matter the outcome! You have a sense of pride, knowing you went after something and did the very best that you could. Success isn't always about winning or achieving – it's about learning and accomplishing."

18. Alli Echlin
October | On the Rise
Photo by Elizabeth Looney Photography

Alli's deep-rooted passion for people is a driving force in her real estate career. "I love helping people understand what they're doing and why, whether they're buying or selling. "My goal is to empower my clients with the knowledge they need to make the best decisions for themselves, based on what's right for them, not because of what I think they should do."

19. Nick & Amanda Lee
October | Power Couple
Photo by Elizabeth Looney Photography

Their shared commitment to excellence is evident in everything they do, from how they handle transactions to how they interact with clients. "Our past clients know, and future clients should know, that we pour everything we have into our clients," Amanda emphasizes. "We hope that our hard work continues to lead to new opportunities."

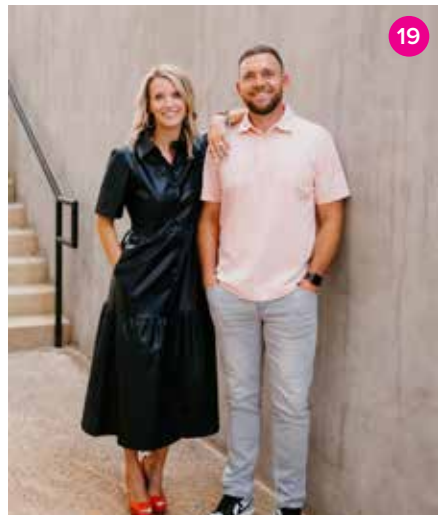
20. Cali Smith
November | Realtor Spotlight
Photo by Caleb Nelson

But Cali's success isn't just about hard work and connections. It's rooted in something deeper: her faith. Through the ups and downs of the real estate market—rising interest rates, changing buyer demands, and economic uncertainty—Cali has leaned on her belief in God to guide her.

21. Mark Nichols
November | Rising Star
Photo by Elizabeth Looney Photography



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As for the future, Mark's goal is to continue growing his real estate business and become a successful real estate investor. He's already on that path, and he stays focused on learning and improving at every step. "Resilience is everything in this business," he says. "You've got to be willing to take risks, fail, and keep moving forward no matter what."

22. Elizabeth Bran
December | Rising Star
Photo by Elizabeth Looney Photography

Elizabeth says she may still be in the honeymoon phase, but she loves everything about being a real estate agent. "I love helping a seller prep their house for market, studying the trends in their area, preparing them mentally and emotionally for the journey, navigating and negotiating offers, and celebrating with them when they close. Working with buyers is a combination of solving a logic problem and facilitating a home version of The Bachelor(ette). My clients

are the Bachelor(ette), and the homes line up to win their favor.

23. Lewis Marshall
December | Celebrating Leaders
Photo by Caleb Nelson

Lewis Marshall is a beloved Memphis real estate icon whose entire career has been dedicated to giving back. Someone we can all count on and look up to for his integrity and stewardship of the real estate industry.

24. Patrice Williams-Wooten
November | Celebrating Leaders
Photo by Caleb Nelson

For Patrice, real estate is more than a career—it's a calling. Her journey, from facing financial setbacks to becoming a top agent and community leader, is proof that with the right mindset, any obstacle can be turned into an opportunity. She's built her life and career on resilience, service, and the belief that success is only meaningful when you're using it to uplift others.



Wishing all of our agent partners a fantastic start to the *New Year!*



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Partner Spotlights *in* 2024



Steve Reed with Big League Movers

January
Photo by Caleb Nelson

For Steve, success in the moving and real estate industry is synonymous with meticulous planning and unwavering hard work. This commitment to continuous improvement and real-world learning has become the cornerstone of Big League Movers. Steve and the employees at Big League live by the motto, “Be the hardest worker in the room”.



Bonafide Flooring Solutions

February
Photo by Caleb Nelson

For Daniel, working with Realtors and clients isn’t just a business transaction; it’s a personal connection. His highest hope for the year, both personally and professionally, is to continue growing and maturing in a humble and smart manner.

He emphasizes the importance of learning from the past to live fully in the present for the hopes of a brighter future.



Colin Wilson with Wilson Home Inspections

March
Photo by Caleb Nelson

“You hear horror stories about people moving into their new home only to find out there are all kinds of things wrong with it. That hurts my heart.

I want people to enjoy the home buying experience, and I believe a thorough home inspection is a key piece of the puzzle,” says Colin.



Springer Sisters

April
Photo by Caleb Nelson

The Springer Sisters and their team have a high success rate, excellent reviews, and are always looking for people to partner and build relationships with. These women pride themselves on showing their clients that they truly care about them. This is what sets their business apart, making them an excellent partner to have!



Keenan “KG” Greer with Pic This House

May
Photo by Elizabeth Looney Photography

“Success for us means constantly crafting top-notch content that wows clients and helps properties stand out. It’s about keeping people satisfied, boosting visibility, and sealing deals left and right, says Keenan. “It’s also about staying on your toes, playing fair, and nurturing professional relationships, while also staying competitive and finding joy in our work.”



Tamera Lakes with Interiors by TL

June
Photo by Elizabeth Looney Photography

Tamera elaborates, “What I am passionate about right now in my business continuous growth, exploring new creative ideas, industry trends, and endless opportunities. To understand the most fulfilling aspect of my work is having the opportunity to express my creativity and make a positive impact on the spaces I have designed for my clients.



Jeremiah McGuire with Harkavy Shainberg Kaplan PLC

July | Photo by Caleb Nelson

Jeremiah loves working with all people, but especially first-time homebuyers. “As we all know, homeownership is often the first step toward building wealth for themselves and their families.” Jeremiah takes great pleasure in devoting time to sit down at the closing table to go through the documents with clients in such a way that ensures that when they walk out of the closing, they understand completely what they have signed and agreed to.



Frase Protection

August
Photo by Caleb Nelson

Torres envisions a bright future for Frase Protection, characterized by growth, innovation, and a deepening commitment to community well-being. His leadership aims to take the company to new heights, blending business success with a heart for service. As Frase Protection continues to expand its reach and impact, it remains steadfast in its mission to make Memphis a safer and better place for everyone.



Caleb Nelson with Coco Productions

September
Photo by Elizabeth Looney Photography

“The best feeling is when clients are excited to post the final product,” Caleb says. “Bringing their ideas to life and seeing their reaction when they see the final results is what makes it all worth it.”

901Up.com

December
Photo by Camille Leigh

901UP.com’s commitment to Memphis goes beyond client projects. Gage values his partnerships with local Realtors, understanding that they share a mission of boosting property values and enhancing Memphis’ overall aesthetic. “I appreciate the level of service Realtors bring to our area,” he says. “When paired together, the community benefits through higher property values and clients seeing their hard work reflected in the property they own.”



Michelle Wilson with State Farm Insurance

October
Photo by Caleb Nelson

With a team of experienced professionals, including her husband John, Kelly Ritter, Hayden Perry, and Emily Tabb, Michelle ensures that her agency meets the needs of every customer, whether they’re first-time homebuyers or experienced investors. The agency also works closely with Realtors, offering expertise and support during the home-buying process.

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MEMPHIS REAL PRODUCERS 2025 EVENT SCHEDULE

Subject to Change*

The 2025 *Memphis 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 Memphis 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 Memphis 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!

January: Glancing Back/ Looking Forward

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.

March: A Toast to the Top

In March, we'll host "Toast to the Top", a celebration of the top 500 real estate professionals in Memphis. 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 Memphis real estate.

May: Mimosas in May Mastermind

This spring, let's raise a glass to growth and connection at "Mimosas in May"—an exclusive *Memphis Real Producers* Mastermind event!

Join us for an elegant morning of mimosas, mingling, and meaningful conversations with top real estate professionals as well as a panel discussion exploring what it means to take your business to the next level.

Don't miss this chance to connect, collaborate, and celebrate the season with the best in Memphis real estate.

Summer: 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.

September: The First Memphis Real Producers CATALYST Awards

This September, we're combining two monumental milestones into one spectacular evening: the First Annual Awards ceremony and our 5-Year Celebration.

The CATALYST Awards Gala 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 Memphis real estate industry. This is not about transactions; it's about

celebrating the values and relationships that make Memphis real estate truly exceptional.

Following the awards, we'll continue the celebration of Memphis Real Producers' five incredible years. 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!

December: 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!

Follow us!

Be sure to follow us on Facebook and Instagram so you can find out who is being featured, check out upcoming events and much more!

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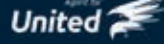

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NOMINATE YOUR FAVORITE AGENT:

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 *Memphis Real Producers* magazine! Categories

may include Top Producer, Rising Star, Team Leader, Broker, Giving Back to the Community, 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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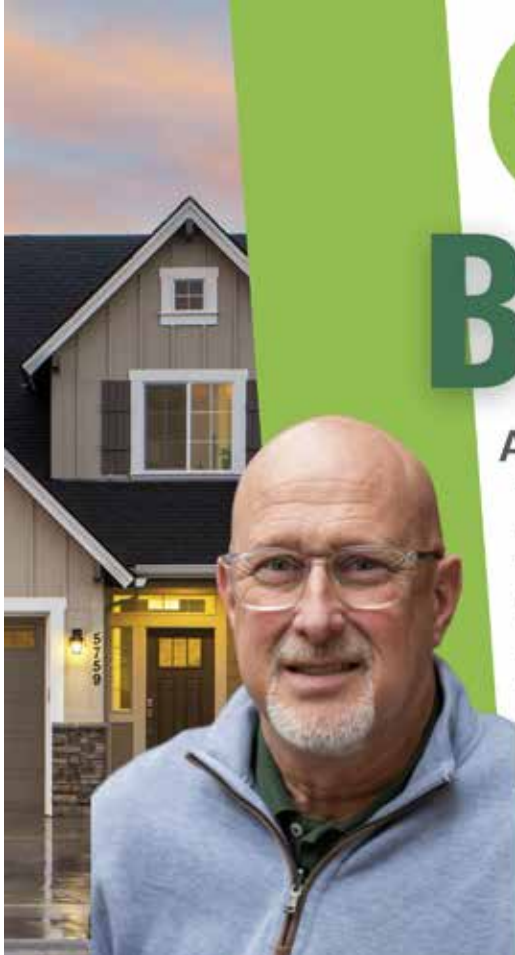
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