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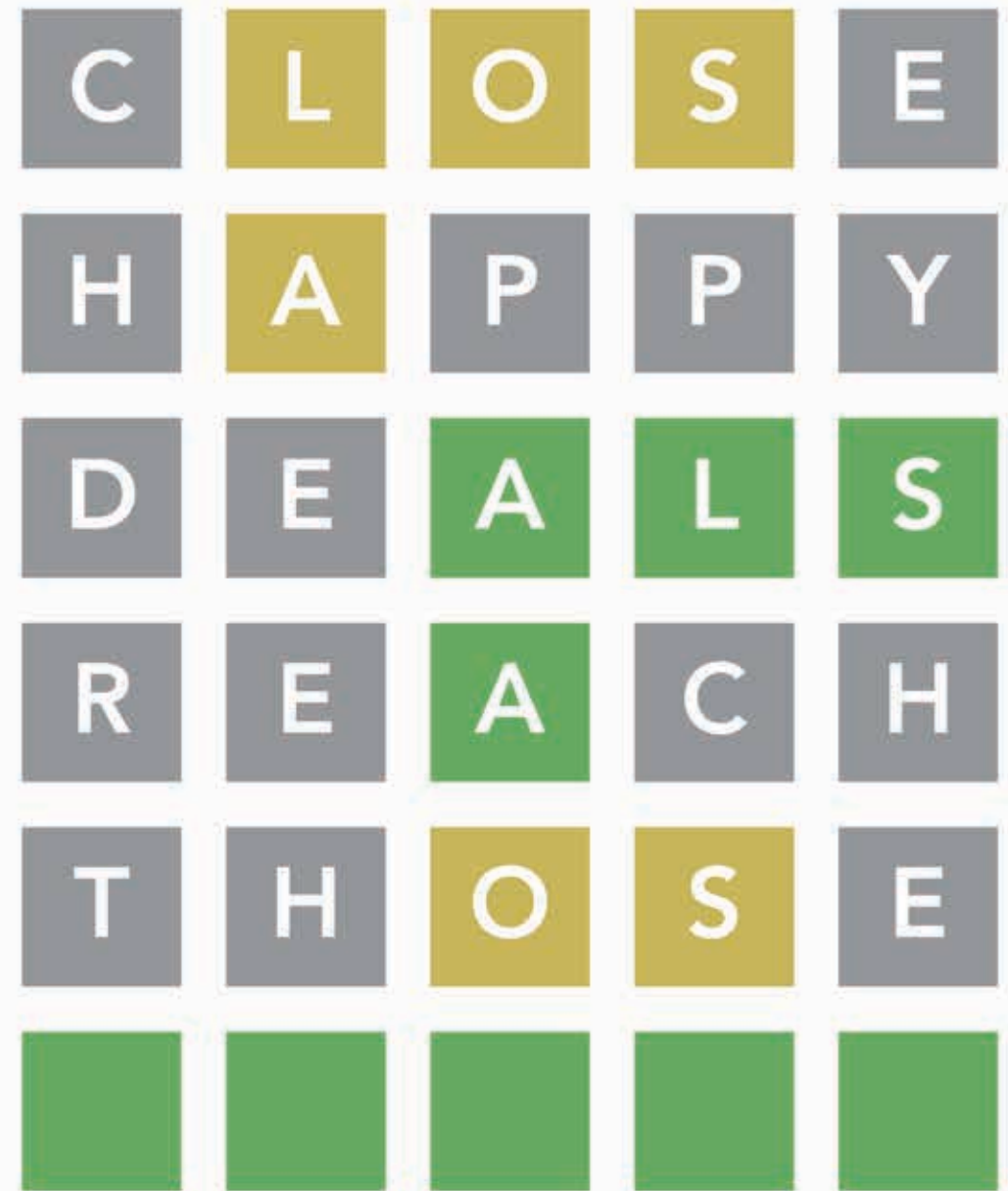


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Lisa LUCKY MONEY BENOIT

GROWING Entrepreneurs
and **CARING** for Everyone

PHOTOS BY JAY MARROQUIN • WRITTEN BY MEGAN TAYLOR-DICENZO

Lisa Benoit's father taught her to speak her mind. Her grandfather taught her to control her words. Life taught her that it will be hard and beautiful at the same time. She's gone through two hurricanes, homelessness, ups and downs, but through it all, Lisa remained a steadfast believer in sharing her story to help others.

In 2005, Lisa became a Hurricane Katrina evacuee, relocating from New Orleans to Orlando. Though it was a traumatic experience, she rebuilt her life in Florida, had a baby, and got engaged. Unfortunately, Lisa's engagement ended, and she went into a depression.

"I moved to Texas in the Fall of 2008 with the clothes on my back, my 2-year-old son, a car, and very little money to my name," she remembered. "I ended up in Mississippi for a few months doing nails; we went through some dark times."

Through ups and downs, Lisa was offered a few different employment opportunities. She helped open a restaurant in Texas and eventually purchased it in 2009, becoming one of the most recognized chefs in the state.

Lisa became one of the Top 100 Businesswomen in the US, known for her po' boys and crawfish. She was often recognized on the news as the "Hottest Chef in Houston." Still, those first years were hard. "In the front, I was smiling, and in the back, I was crying," Lisa shared. "Running a restaurant took a toll on me. Restaurant owners typically work 70-80 hours a week, and I had my son to raise."

From 2009 to 2017, Lisa ran a few restaurants and was recognized as one of the Top 100 Businesswomen in the Hospitality Industry in the Houston Area. "The community supported me,





Photo by Amanda Virgadamo

and I ended up thriving after about the third year,” she recalled. “I was also doing real estate transactions after getting my license in 2013. Real estate was my part-time fun.”

When Hurricane Harvey hit Texas in 2017, Lisa was one of the first restauranteurs to help. “I knew what it was like to lose everything,” she shared. “We needed to get people off the streets and give them food.”

That year, Lisa married and became pregnant with her second son. She had a tough choice to make between running her restaurants, continuing real estate, and growing her family. “I didn’t want to miss out on time with my sons,”

Lisa explained, “and I realized I would miss my baby’s life if I went back to the restaurant business.”

With that, Lisa let go of her restaurants, and they sold quickly. She transitioned full-time into real estate, choosing to coach and mentor new agents, which was the best fit for her growing family. Lisa created a mentorship program at two different brokerages. “I recruited over 600 agents in 6-7 years,” Lisa said, “and became one of the biggest recruiters in Texas real estate.”

When Lisa decided to open her own brokerage, 100 agents joined her within the first month. “I had surgery on

November 30, 2021, and on December 7, 2021, while I was in bed, I turned on my license,” Lisa remembered. “By December 30, I had 99 agents signed on with me. I remember because I made a bet with my husband, Steven, that I wouldn’t make it to 100, even though he thought I would. On January 1, 2022, I won the bet.”

Lucky Money real estate was born. Geared toward training, building relationships, and having a positive attitude, it’s a brokerage that values collaboration. Lisa spends her days teaching agents how to grow their business. “We teach them how to be entrepreneurs—not just real estate agents,” she explained. “They’re not just writing contracts. They’re learning how to manage their time, manage their families, and market their business.”

On Mondays, Lisa teaches agents what’s happening in the market. On Tuesdays, she teaches them how to make money. “I tune into their personalities,” Lisa shared. “I train to the agents, which also makes them feel like valued individuals. I hold my mentors, coaches, and myself accountable for them and their growth.”

Lisa holds fast to an ethical foundation: “I don’t recruit from other brokers,” she said. “I only recruit new agents, since that’s my niche. I have an app in place, the training in place, and the mentors in place to help them every step of the way.”

Lucky Money Real Estate also believes in gamifying learning. Agents are divided into four accountability teams: spades, diamonds, hearts, and clubs. “We have a lot of fun,” Lisa explained. “We play games to win points every quarter. During the month, I post challenges on Facebook that help agents grow while simultaneously earning points.” Two years ago, Lisa also implemented field trips for her agents. Once a month, she takes them to new builds. “It’s hands-on training,” she said. Lisa recently affiliated with Century 21 to provide more value and training as well as support and technology to get ahead in the changing market. They’re looking to grow and

“

We teach them how to be entrepreneurs—not just real estate agents.”





“

I knew what it was like to lose everything. We needed to get people off the streets and give them food.”

spread brand awareness as well as culture for the brokerage.

Out of the 5200 brokerages in Houston, Lucky Money Real Estate is in the Top 2.8%. 95% of Lucky Money's agents are women, and about 90% of them have been in the business for two years or less. It's a brokerage that gets recognized. It's a brokerage people talk about—including the name.

Lisa went through about 1,000 possibilities in naming her brokerage, but in the end, it came down to a tradition. Over her decade-long experience as a restaurateur, Lisa was recognized for handing out red, "lucky money" envelopes with \$2 bills inside to customers and employees alike. Other names were suggested, but Lucky Money was selected.

What's more, Lisa realized the name translates to the name of her two boys. "My two youngest children, Beau and Luke, carry the Vietnamese names that translate into Lucky and Money," Lisa explained. "Both boys were named by my Grandpa who passed away just before the brokerage's grand opening celebration. With that, this name has so much meaning to me and the legacy that my Grandpa has left behind for my business."

With her grandfather looking down on her, Lisa's business will continue to be Lucky Money indeed.



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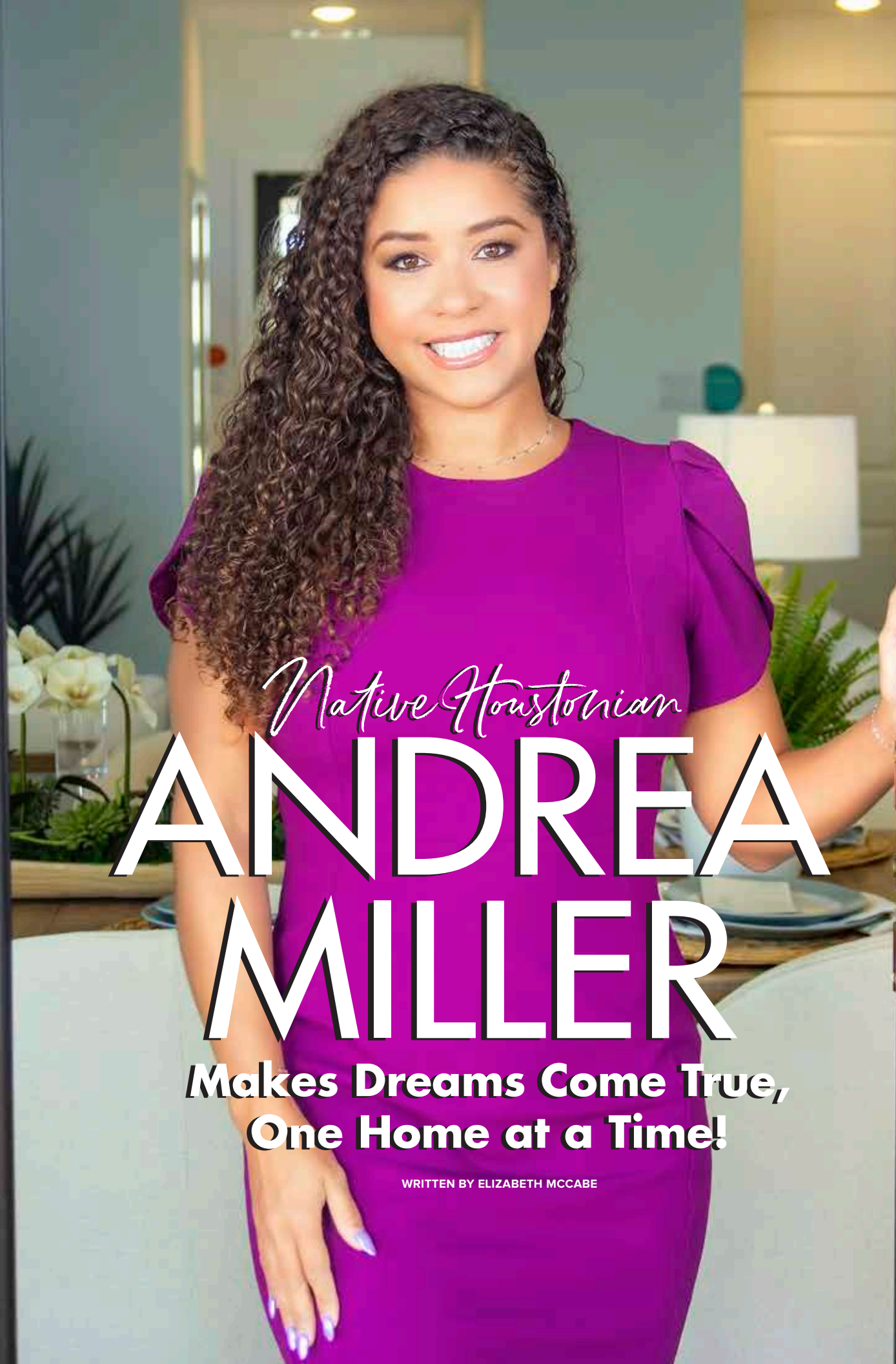
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WRITTEN BY ELIZABETH MCCABE

“It’s not about the money, though that’s nice to have. At the end of the day, it’s really about matching the right buyer to the right seller. We’re matchmakers—real estate matchmakers.” —Valerie Fitzgerald

“I try to provide an experience for my clients,” says REALTOR® Andrea Miller with C.R. Realty. “Buying a house is the biggest purchase they are going to make. I want them to remember it and have a good time.”

She goes the extra mile, each and every time for her clients. “I do a housewarming party for clients if they want after they close,” she points out. In fact, if she wasn’t a REALTOR®, she would be an event planner. “You make some great connections that way,” she smiles.

Andrea doesn’t just guide her clients through the real estate process; she goes the extra mile to make it unforgettable. From personalized service to thoughtful

celebrations, Andrea turns transactions into cherished memories.

Creating Lasting Connections
 Andrea’s approach to real estate is deeply personal. She views her clients as more than transactions—they become friends. She even hosted a pool party at her home for clients and their families, turning business connections into lifelong friendships. “You want to celebrate after all the hard work,” Andrea says with a smile.



“Becoming a homeowner was a huge milestone for me—the first in my family to do so. Now, I want to help others achieve that same dream.”

From Property Management to Real Estate Passion

A proud native Houstonian, Andrea has lived in the city her entire life. She spent 20 years in property management before stepping away to raise her two sons, Austin (12, soon to be 13) and Tyler (10). When she returned to the workforce, she chose real estate, a field she had always been passionate about.

Her motivation to become a REALTOR® stems from her own journey. “Growing up, my mom was a single parent, and we never owned a home. We moved from rental to rental,” Andrea shares. “Becoming a homeowner was a huge milestone for me—the first in my family to do so. Now, I want to help others achieve that same dream.”

Andrea’s heartfelt mission is to show everyone, especially first-time buyers and single parents, that homeownership is possible.

Family, Texas Pride, and Finding Balance

Andrea’s love for Texas runs deep—so much so that her sons’ names, Austin and Tyler, pay homage to Texas cities. “I love Austin, the city, so I named my firstborn after it. And we had to stick

with Texas names, so Tyler was next,” she says with a laugh.

When she’s not busy helping clients, Andrea loves practicing yoga to decompress or spending time with her husband, Ryan, and their boys in the family’s backyard pool.

Giving Back to the Community

Andrea is also dedicated to giving back. She’s an active volunteer with Hell on Heels, a women’s empowerment group, and has participated in initiatives with the Houston Food Bank and Johnson Development.

Her passion for appreciation extends beyond her clients to teachers and nurses—those she calls “the people who take care of us all.” As a former Teacher Appreciation Coordinator at her sons’ private school, Andrea spearheaded projects like creating a

coffee bar and organizing thoughtful gifts for educators.

Looking Ahead

Andrea’s vision for the future is clear: “I want to keep growing my business, stay connected with my clients, and continue to serve those who have been told they can’t purchase homes.”

She’s particularly passionate about working with first-time homebuyers, single parents, and nurses, providing them with the guidance and encouragement they need to achieve their dreams.

For Andrea, success isn’t measured by numbers but by the lives she touches. “If I help 20 people this year and 40 next year, that’s what matters,” she says.

With her unwavering dedication to creating

memorable experiences and her heartfelt mission to empower others, Andrea Miller is not just a Top Producer—she’s a source of inspiration in the Houston real estate market. This matchmaker is making dreams come true, one home at a time!



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If I help 20 people this year and 40 next year, that’s what matters.”



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Ron Young

GETTING IT DONE

WRITTEN BY MEGAN TAYLOR-DICENZO
PHOTOS BY MICHELLE BUTLER WITH
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Born in Galveston and raised in Houston, Ron Young has been in the entertainment industry since he was 16. He still manages and critiques several artists but is focused more exclusively on a new passion—real estate.

In fact, real estate is something of a family business. Ron and his daughter went into real estate at the same time. They joined Century 21's Lucky Money as members of Bizzy Real Estate Group. His wife has been in new home sales for 17 years. "She's been a great help with marketing," Ron shared.

Most of Ron's transactions have also been new home sales. "I like the representatives," he said. "I like to see people's faces when they get excited about a new house, and I like learning about new home designs. Every builder does something a little bit different; I enjoy learning about builders' specialties."

Of course, Ron is also excited to find great deals for his clients. "Everybody likes deals!" he laughed. "But honestly, I believe in taking care of my clients. Buying a home is an important part of life."

While he knows that real estate can be stressful, for Ron, it's a lot of fun. "I love to see people's excitement, and I love to show homes," he explained. "It's just a great time."

He also loves dogs, working out, traveling, good food, and of course, his family. "I'm married with four blessings that keep me in tune with all," he shared. When Ron's not showing homes, he also enjoys traveling, especially to St. Thomas' beaches in the Caribbean. "I'd like to go to Hawaii someday, too," he said.

Both entertainment and real estate have offered Ron the opportunity to meet and help new people. They both require him to be an expert with contracts, problem-solving, and communication. However, real estate is providing him with the freedom to grow, and he is doing just that with professionalism, knowledge, and a great sense of humor. That's why his motto is: "Get it done with Ron".



“ I like to see people's faces when they get excited about a new house, and I like learning about new home designs. Every builder does something a little bit different; I enjoy learning about builders' specialties.”

“

Everybody likes deals! But honestly, I believe in taking care of my clients. Buying a home is an important part of life.”



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