

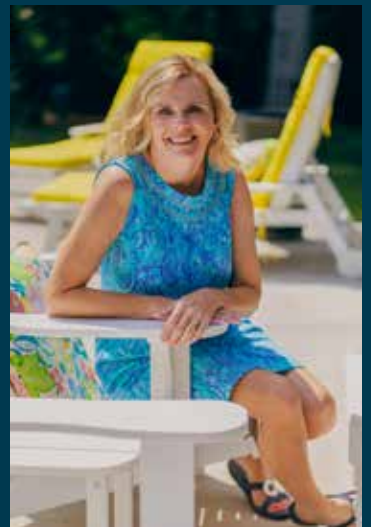
UPSTATE

JANUARY 2025

# REAL PRODUCERS<sup>®</sup>



A Look  
Back on  
2024!





# BUILDING TRUST, ONE POLICY AT A TIME



Kenneth Rhodes & Associates Insurance, a trusted local insurance agency in Williamston, South Carolina, expands their services to the community with its new office location, focusing on personalized service and building enduring relationships with clients.

We offer comprehensive car, home, life, health, and disability insurance quotes and Medicare. Partnering with top-rated national carriers, we assess your needs and secure competitive rates. Factors influencing car insurance quotes include vehicle model, age, driving record, and annual mileage. For home insurance, agents consider factors like location, value, property age, features, and claims history. We are committed to providing exceptional insurance solutions for South Carolina and Georgia, ensuring peace of mind for both clients.

Putting people first,  
**ALWAYS!**

We have experienced insurance agents, that are dedicated to making a difference and supporting organizations. Lauren Marvin, Angela Burdette, Nikki Smith, and Candace Bentley focus on Accident & Health, Casualty, Life, Property variable, Medicare, and Variable Annuity insurance, while Makenzie Blackwell handles social media and marketing.

[@laurenmarvinc](#)

[www.kra-ins.com/locations/williamston-sc/](http://www.kra-ins.com/locations/williamston-sc/)



## FESTIVE FRIENDSHIPS



DISCOVER GREENVILLE'S HIDDEN GEM

3598 HIGHWAY 11 | TRAVELERS REST, SC 29690 | 855-337-9139

[VILLAVERONADESIGN.COM](http://VILLAVERONADESIGN.COM)





Having Your House Cleaned Can Boost Your Curb Appeal by 11%

**A HOUSE SO CLEAN IT WILL MAKE THE NEIGHBORS JEALOUS.**

House Washing // Low-Pressure Roof Cleaning // Gutter Cleaning  
Concrete Cleaning // Red Mud Removal



Buckley Brothers provides exterior cleaning services that will revitalize your listing's appearance and bring it to life.

**Buckley Brothers, LLC**

*Cleaning & Sealing Services*

**Call to Inquire About Our Realtor Referral Program**

(864) 327-8333

[buckleybrotherscleaningservices.com](http://buckleybrotherscleaningservices.com)



No other cleaning company cleans quite like us. Don't believe us? Scan to see for yourself!

HAVEN VALLEY

# THE MODERN BUILDER WITH OLD SCHOOL VALUES

At Haven Valley, we understand the gravity of our job—to take your ideal home from dream to reality. That's why, with every job we take, you'll see our values in action: authentic experiences with a personal connection, a high quality of work that speaks for itself, and the integrity to do each and every job right, quickly and efficiently, so that you can truly come home.



**Jeff Scott**  
864.985.8967  
[havenvalley.com](http://havenvalley.com)



# A Mortgage Experience **CLIENTS WILL LOVE**

LET'S CREATE HAPPY CLOSINGS TOGETHER

Joel C  
Ridings

NMLS #1476316  
864.993.2705  
joelridings@atlanticbay.com  
atlanticbay.com/joelridings



*"I love to make people happy  
it's why I do what I do."*



✓ FULL-SERVICE PACKING

✓ FURNITURE &  
FIXTURE MOVERS

✓ ULTIMATE RESIDENTIAL  
MOVERS

✓ LONG DISTANCE  
MOVERS

✓ LICENSED AND  
INSURED

✓ #1 RECOMMENDED  
MOVING COMPANY

✓ YOUR NEXT  
MOVING COMPANY



# FAST, SAFE AND RELIABLE MOVERS

GET IN THE HABIT OF  
CALLING THE RABBITS!

FREE ESTIMATES

864-643-2213

WWW.SWAMP RABBITMOVING.COM

USDOT #3449704 MC #1163908 PSC# 9880



# The *Art* of Making a Home

FURNITURE | BEDDING | RUGS | DECOR | AND MORE!

**Home Decor Store | Full Service Interior Design**  
 864.719.2001 | macandmorgan.com | 1448 Blue Ridge Blvd, Seneca



**Here's the deal, home + auto = savings.**

**Ed Patterson, Agent**  
 3257 N. Pleasantburg Drive  
 Greenville, SC 29609  
 Bus: 864-322-0031  
 www.edpatterson.net  
 Se habla Español

Combine home and auto and save an average of \$1,127\*. I'm ready to help you get the right coverage at the right price. Call me for a quote.

Like a good neighbor,  
**State Farm is there.®**

\*Average annual per household savings based on a 2021 national survey by State Farm® of new policyholders who reported savings by switching to State Farm.

State Farm Mutual Automobile Insurance Company  
 State Farm Indemnity Company  
 State Farm Fire and Casualty Company  
 State Farm General Insurance Company  
 Bloomington, IL

State Farm County Mutual Insurance Company of Texas  
 State Farm Lloyds  
 Richardson, TX

State Farm Florida Insurance Company  
 Winter Haven, FL  
 2001299




**HAPPY NEW YEAR 2025**

The Advantage,  
**A D V A N T A G E . . .**

- 15 Home Inspectors
- SupraKey Access
- Infrared Cameras
- Drone Specialists
- Same Day Reports
- 24/7 Scheduling
- Locally Owned and Operated since 1991
- Over 2k 5 star google reviews

**OUR SERVICES**

WHOLE HOME INSPECTION  
 PRE-LISTING INSPECTION  
 NEW CONSTRUCTION INSPECTION  
 11TH MONTH INSPECTION  
 MOLD/AIR QUALITY TEST  
 RADON TESTING  
 CL100/TERMITE  
 LEVEL II CHIMNEY  
 FULL SEPTIC TANK INSPECTION  
 POOL & SPA INSPECTION  
 SEWER SCOPE INSPECTION  
 LEAD BASED PAINT TESTING  
 IRRIGATION SYSTEM TESTING  
 MORE

Scan the QR code to schedule your next Home Inspection



**CONTACT US:**  
 864-298-0405  
 AdvantageGreenville.com  
 gvlofc@advantageinspection.com





**Advantage Inspection**

# Get Your Clients to the END ZONE



With his hands-on approach, Stephan Schnaiter at Hanover Mortgage will become a true friend, here to support your clients from pre-qualification to closing and for years to come.

**HANOVER**  
 mortgage co.

**CONNECT TODAY TO HAVE THE RIGHT PARTNER WORKING FOR YOU!**

**Stephan Schnaiter, Loan Officer**  
 NMLS: #251871  
 O: 864.516.1388  
 C: 864.631.9140  
 sschnaiter@hanovermtg.com  
 hanovermortgageco.com  
 2502-A Wade Hampton Blvd  
 Greenville, SC 29615





# Contents

A Look Back at  
**26** our Amazing  
COVER STORY Agents in 2024

## IN THIS ISSUE

- 12 Preferred Partners
- 14 Publisher's Note: JANUARY 2025
- 18 Top Producers
- 22 Rising Stars
- 26 Cover Story: 2024 Featured Agents
- 32 Realtor on the Rise
- 34 Preferred Partner Spotlights
- 40 Celebrating Leaders
- 44 Agent Spotlights

If you are interested in contributing or nominating REALTORS® for certain stories, please email Shea at [Shea.Robinson@N2Co.com](mailto:Shea.Robinson@N2Co.com).



**WE KNOCK OUT PUNCH LISTS.**

We have over 10 years of experience working on Real Estate punch lists. We are licensed and skilled in a wide variety of trades. We take care of anything you need, from electrical and plumbing to HVAC, drywall, painting, etc. to large construction jobs!

**Closing Contractor**

864-326-2640

[ClosingContractor.com](http://ClosingContractor.com)



*Opulence and Trust,*  
**OCONEE'S PROMISE**

We are founded on values that focus on solutions, solving problems, promoting trust, professionalism, and acting with integrity with both owner and guest.

*Schedule a consultation to get started.*

864.903.1730

[OconeeHospitality.com](http://OconeeHospitality.com)



**\$3 MILLION**

**DONATED THIS YEAR TO HELP END MODERN-DAY SLAVERY.**

Thanks to the businesses who advertise within these pages, our local magazine publishers, and loyal readers like you, we're able to support trafficking survivors and break the chains of slavery - once and for all.

 **N2GIVES**

[n2gives.com](http://n2gives.com) ♥ [n2co.com](http://n2co.com)



# Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

## AUTOMOTIVE

**Carlton Motor Cars Inc**  
(864) 213-8000  
carltonmb.com

## FINANCIAL MANAGEMENT

**P Graydon CPA, LLC**  
(864) 232-1545  
pgraydoncpa.com

## Wagner Wealth Management

(864) 236-4706  
wagnerwealthmanagement.com

## FURNITURE SALES & INTERIOR DESIGN

**Mac and Morgan Home**  
(864) 719-2001  
1448 Blue Ridge Blvd.  
Seneca, SC 29672  
macandmorgan.com

**Villa Verona Design**  
(412) 418-3555  
villaveronadesign.com

## HOME BUILDER

**Haven Valley**  
(864) 985-8967  
havenvalley.com

## Rembrey Construction

(864) 444-3332  
rembrey.com

## HOME IMPROVEMENT

**Blue Ridge Cabinet & Design**  
(864) 671-6333  
blueridgecabinet.com

## Renovation Sells

(321) 363-6600

## HOME INSPECTION

**Advantage Inspection Upstate**  
(864) 298-0405  
advantagegreenville.com

## Alliance Pro Inspections

(864) 663-3320  
allianceproinspections.com

## Pro-Tech Inspections

(864) 386-3810  
pro-techinspections.com

## HOME RESTORATION & REPAIR

**Anderson Metal Roofing and Shingles**  
(864) 287-2378  
andersonmetalroofing.com

## Buckley Brothers Cleaning Services, LLC

(864) 327-8333  
buckleybrotherscleaning  
services.com

## Closing Contractor

(864) 326-2640  
closingcontractor.com

## Custom Castle Roofing & Construction, Inc.

(864) 414-1037  
customcastles.net

## Pierson Construction

(864) 723-1250  
Piersonhomesllc.com

## Robert Hall & Sons Plumbing

(864) 246-8629  
Hallplumbingservices.com

## Southern Made Remodeling

(864) 517-7048

## Steamatic Of Greater Greenville

(864) 962-5410  
steamaticsc.com

## Upstate Structural Repair

(864) 990-6398  
upstatestructuralrepair.com

## Wizard Washer, LLC

(864) 361-6932  
Thewizardwasher.com

## HOME WARRANTY

**Home Warranty Inc.**  
(260) 433-4027  
homewarrantyinc.com

## INSURANCE

**Clemson Insurance**  
(864) 639-2822  
clemsoninsurance.com

## Ed Patterson - State Farm Agent

(864) 322-0031  
www.edpatterson.net

## Kenneth Rhodes Insurance

(864) 847-7188  
kra-ins.com/locations/  
williamston

## LAWN CARE & LANDSCAPING

**Veterans Landscaping and Construction**  
(864) 590-8481  
veteranslandscapingsc.net

## MORTGAGE

**Annie Mac Home Mortgage**  
(864) 626-3743  
stacymizzell.annie-mac.com

## Atlantic Bay Mortgage-Heather Raney

(864) 275-0478  
heatherhelpsyoumove.com

## Jodi Poore- PrimeLending

(864) 225-9644  
jodipooremortgage.com

## Joel Ridings- Atlantic Bay Mortgage Group

(864) 993-2705  
joelridings.com

## Palmetto State Home Mortgage

(864) 775-5432  
palmettostate  
homemortgage.com

## Stephan Schnaiter-Hanover Mortgage

(864) 631-9140  
hanovermortgageco.com/  
employees/stephan-schnaiter

## MOVING SERVICES

**Swamp Rabbit Moving**  
(864) 643-2213  
www.swamprabbitmoving.com

## PHOTOGRAPHY

**Carolina House Shots**  
(864) 412-0902  
carolinahouseshots.com

## POOLS

**Aquarius Pools Of The Upstate**  
(864) 906-5330  
aquariuspools-of-the-upstate.com

## PROPERTY MANAGEMENT

**Applewood Estates Inc.**  
(864) 342-7606  
applewoodestatescc.com

## Oconee Hospitality

(864) 903-1730  
oconeehospitality.com

## REAL ESTATE ATTORNEY

**Breaux and Callahan Law Firm P.A.**  
(864) 520-1687  
breauxcallahan.com

## Guest & Brady Attorney at Law

(864) 233-7200  
guestbrady.com

## Newton Law Firm

(864) 654-6042  
Newtonlawclemson.com

## Toates Law Firm

(864) 549-3310  
toateslawfirm.com

## Wendell L. Hawkins, PA

(864) 848-9370  
wlhawkinslawfirm.com

## STAGING

**Staged Upstate**  
(864) 437-3547



**Delivering Thorough Unbiased Truth**

Buyer Protection and Realtor Relief Plan includes 90-day warranties free with a whole home inspection!



## OUR SERVICES:

Whole Home Inspection  
CL100 Termite Letters  
Radon Testing  
Sewer Scope Inspections  
Pool/Spa Inspections  
Indoor Air Quality  
Water Quality Sampling  
Well Inspections  
Asbestos Sampling  
Meth Residue  
Project Management  
FHA Foundation Certifications

We make the inspection appointments for you!



Real time online availability & scheduling.



Only providers of 360 photos in every report



Media rich same day reports

Licensed, Insured, Bonded, Verified Background Checks



**LICENSED AND INSURED**  
RESIDENTIAL AND COMMERCIAL  
NEW CONSTRUCTION AND  
REMODELING

**Southern Made REMODELING**

LUXURIOUS KITCHEN AND BATHROOM REMODELING  
KEVIN LAND • 864.844.5570

PLENTY OF EXPERIENCE WITH REPAIR REQUEST FOR REAL ESTATE AGENTS



# JANUARY 2025

HAPPY NEW YEAR!

Dear *Upstate Real Producers* Readers,

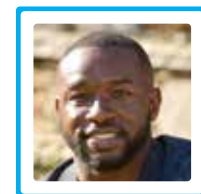
As we close out 2024, I can't help but reflect on a year that has been truly unforgettable, both personally and professionally. This year marked a beautiful milestone for me as I married my best friend, Sierra Smith, on June 23rd. Our journey from colleagues, to friends, to life partners has been an 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 *Upstate 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 *Upstate 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.

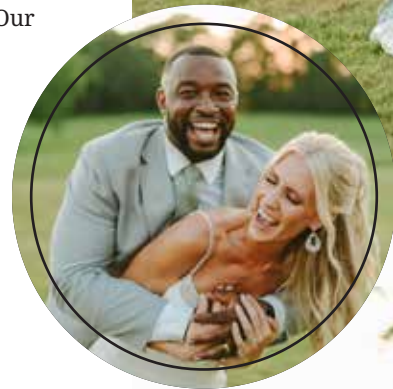
In addition, as we enter into 2025, you'll notice a refreshed look for *Upstate Real Producers*. After nearly a decade of the national Real Producers brand, it's time for an upgrade as part of our ongoing efforts to maintain and elevate the product. This new look represents our commitment to leveling 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/  
Advertising Sales  
**Sierra Smith**  
Co-Owner/ Publisher

Would you like to be featured in *Upstate Real Producers*? Please reach out to us at [Robert.Smith@n2pub.com](mailto:Robert.Smith@n2pub.com).



New Year, New Look!  
**BRCD IS HERE TO HELP**

Stock Kitchen Cabinetry • Custom Cabinetry  
Bathroom Vanities • Wet & Dry Bars  
Custom Closet Systems • Mudrooms • And More!



864-671-6333

[blueridgecabinet.com](http://blueridgecabinet.com)  
420 WILLIAMS AVE, EASLEY SC  
[SALES@BLUERIDGECABINET.COM](mailto:SALES@BLUERIDGECABINET.COM)



Scan for a Complimentary  
Design and Consultation for  
the Month of January.

# ALLIANCEPRO

## INSPECTIONS LLC

### BUILT FOR TOP-PERFORMING REALTORS

**Inspector Choice Matters:** Handpick your preferred inspector—no forced dispatch.

**Flexible Scheduling:** 24/7/365 online LIVE calendar access for seamless booking.

**Daily Availability:** Multiple inspectors ready to meet your needs.

**Transparent Pricing:** No hidden fees—our rates are on our website.

**Expert Support Team:** Full-time admin available at 864-663-3320.

Innovative Inspection Technology | Thermal Cameras | Drone Imaging | Supra eKey Access

We believe so profoundly in our People, Processes and final Product that we are offering an exclusive offer of a **\*FREE HOME INSPECTION** for your Clients for all of our First-Time Agents with our company. Come experience the difference at Alliance Pro Inspections, on us!  
Call us today to claim this offer - restrictions apply

### Get in Touch Noah Franks

Call or Text 864-663-3320  
[admin@allianceproinspections.com](mailto:admin@allianceproinspections.com)  
[allianceproinspections.com](http://allianceproinspections.com)

5,000+ Reviews | Locally Owned  
Proven. Trusted. Local.

SC Professional Inspector Lic. #48993  
Certified Master Inspector





KEEP YOUR CLIENTS' HOMES

FLOWING WITH HASSLE-FREE

**PLUMBING**



Family-Owned and Operated by  
Experienced, Licensed Plumbers

Honest and Reliable Service

**Partner with Robert Hall  
and Son Plumbing!**

864.246.8629

hallplumbingservices.com



OUR SERVICES:

- HDR Photography
- Aerial Photo & Video
- Twilight Photography
- Custom Floor Plans
- AirBnB Photography
- Virtual Staging
- Commercial Real Estate Photography

*house shots that*  
**ELEVATE YOUR LISTINGS**



Scan Here to  
Easily Book Your  
Appointment  
Online

**864-412-0902**

vicki@carolinahouseshots.com [carolinahouseshots.com](http://carolinahouseshots.com)

PROUD PHOTOGRAPHY PARTNER FOR  
UPSTATE REAL PRODUCERS



**I'LL DO THE HEAVY LIFTING TO  
SAVE YOU TIME AND MONEY**

LET US BE YOUR TAX EXPERT SO YOU CAN GET BACK  
TO SPENDING TIME WITH YOUR CLIENTS  
AND MAKE THE MOST OUT OF YOUR HARD EARNED DOLLARS

PHYLLIS P. GRAYDON, CPA

Scan to Schedule Your Consultation Today



P GRAYDON CPA, LLC

Proven Ability. Personal Commitment.



401 Parker Ivey Drive Greenville, SC 29607 • 864.232.1545 • info@pgraydoncpa.com

# REACH NEW HEIGHTS WITH CUSTOM CASTLES ROOFING

**Your Client's Fortress of Protection Against the Elements!**



- Boutique Construction Firm
- Comprehensive Roofing Services
- Storm Damage
- Fire & Water Restoration
- Complimentary Estimates for the  
Top 500 Agents
- 17 Year In-House Adjuster for  
Insurance Claim Advocacy

"Custom Castles has been my go-to roofing professional for many years now. Not only did they replace the roof on my own home, but they have worked with dozens of my neighbors in Stonebrook Farm, and so many of my buyer and seller clients. It's easy for me to recommend them because their work is always top-notch, and they never disappoint. Having that confidence in a service partner is priceless in this ever-changing and challenging industry."



Ronnetta Griffin, Broker/Owner  
Griffin Fine Real Estate

CUSTOM  
CASTLES



ROOFING &  
CONSTRUCTION

COMMERCIAL • INDUSTRIAL • RESIDENTIAL  
(864)414-1037 [www.CustomCastles.net](http://www.CustomCastles.net)

**Team Up With the Trusted Partner  
in Roofing and Contracting**



# 2024 TOP PRODUCERS

“DON’T OVERCOMPLICATE IT. IF I CAN DO IT, YOU CAN TOO.”



**Chloe Christopher**

**WILL SAWYER**

**February**

It has been Will Sawyer’s pleasure to provide excellent customer service and much-needed advice for those looking to find a new home in his favorite area. With a career volume of over \$62 million and only five years of experience in a competitive industry, what else would one expect from one of the Upstate’s top producers?

Will states, “I never thought I’d be where I am professionally, especially this soon. I’ve been fortunate enough to forge relationships with other agents, clients, and my coach who have largely catalyzed the growth of my business. Most importantly, I look back and think about how much I’ve grown personally over the last five years. I’m such a different person compared to five years ago. I have much more confidence, am happier, and love waking up and selling real estate to awesome people.”

Will defines success in a simple term: growth. No matter how big or small the lesson, he believes there is always an opportunity to learn something new. With his insight into an ever-changing industry, he hopes to encourage and educate up-and-coming agents on how to navigate its waters.

Will concludes, “If you’re still looking for the results you had hoped for, try your best to work harder. It takes a lot of calculated effort and relentless input. Success is relatively simple but not easy. Don’t overcomplicate it. If I can do it, you can too.”

**SUZETTE & CHLOE CHRISTOPHER**

**April**

In the bustling world of real estate, where deals are made and homes find their perfect owners, there’s a charming companion

stealing the spotlight at RE/MAX Executive – none other than Miss Chloe Christopher. The four-legged royalty of Suzette Christopher, a top producer at RE/MAX Executive, Miss Chloe is a three-year-old King Charles Cavalier who adds a touch of playfulness and warmth to the real estate hustle.

But what makes Miss Chloe truly special is her heartwarming interactions with the residents at Suzette’s mother’s assisted living facility. With a tail-wagging welcome and a little turnabout dance that accompanies her happiness, Miss Chloe brightens the days of those she meets, spreading joy and love wherever her paws take her.

**JENNY BURTON**

**May**

Never afraid of a challenge, Jenny Burton works hard to make the impossible possible for her growing list of clientele. No matter a customer’s circumstance, her passion is to help newcomers and the Upstate community find the perfect address to call home or lead them into a new chapter, moving forward in their life’s journey. Jenny’s business savvy and love for people make her the best REALTOR® for the job. Success for Jenny doesn’t stop at being a REALTOR®. For her, success is the ability to conduct business while being the best wife and mother she can be. Her family is a big reason for wanting to do more for her community. In caring and doing for others, she hopes to be a positive example for her children to live up to.

Jenny concludes, “To new agents out there, continue to develop your skills, always ask questions, and never forget to slow down to invest in other people’s success.”

**BRIAN O’NEILL**

**June**

In the bustling world of real estate, where success is often measured by dedication, persistence, and adaptability, Brian O’Neill stands out as a shining example of triumph against the odds. A retired firefighter from the City of Greenville FD, Brian’s journey into the realm of real estate was initially fueled by the need for a supplementary income. However, what began as a part-time endeavor soon transformed into a full-fledged career, prompting Brian to bid farewell to his firefighting days and embrace the challenges and opportunities of the real estate industry.

Proudly, Brian has also carved out a distinctive brand identity as “The Tattooed Agent®”. This trademark, a badge of honor representing his unique personality and professional approach, is a testament to Brian’s creativity and innovation in the real estate industry.

As he reflects on his journey, Brian’s definition of success transcends mere professional achievements. It encompasses the fulfillment of personal goals, the nurturing of meaningful relationships, and the pursuit of happiness in all aspects of life. He is guided by the philosophy of playing by the rules while embracing ferocity—a mantra that has propelled him to great heights in both his personal and professional endeavors.

In the words of his favorite quote by Phil Knight, “Play by the rules, but be ferocious.” Brian O’Neill exemplifies this ethos in every facet of his life, inspiring others to pursue their dreams with unwavering tenacity and unbridled passion.



**Brian O’Neill**



**Amy Ray Thomas**

**AMY RAY THOMAS**

**July**

An organized, multi-tasking, people-pleasing go-getter! These words could not be more fitting for Amy Ray Thomas. From her earliest memories, Amy has been driven by a relentless desire to achieve and excel in everything she does. A natural multitasker, she thrives on the excitement of tackling multiple projects simultaneously and finds fulfillment in the satisfaction of crossing items off her to-do list. This penchant for productivity only intensified with the arrival of her children and the exponential growth of her career. With a passion for homes that dates back to her earliest memories, Amy seamlessly transitioned from a successful career in distribution sales to become a leading figure in the Greenville real estate market.

One of Amy’s greatest strengths lies in her ability to forge genuine connections with her clients, guiding them through the complexities of the homebuying process with patience, empathy, and expertise. For Amy, real estate isn’t just about closing deals; it’s about building lasting

relationships based on trust, integrity, and mutual respect.

Looking to the future, Amy remains steadfast in her commitment to making a positive impact in the lives of her clients and her community alike. With a vision rooted in integrity, excellence, and compassion, she continues to set the standard for what it means to be a true leader in Greenville’s real estate industry.

In the words of Amy Ray Thomas, “finding yourself through self growth leads to happiness and then in turn, leads to success” And for Amy, happiness is found in the relentless pursuit of personal and professional growth, the unwavering support of her loved ones, and the satisfaction of knowing that she’s making a positive difference in the lives of others. In a dynamic and ever-evolving industry like real estate, the key to staying ahead lies in a commitment to continuous improvement. As Amy knows all too well, success isn’t just about reaching the top—it’s about the journey of growth and self-discovery along the way.



**Will Sawyer**



**Jenny Burton**



**TAMEKA THOMASON**

October

Tameka Thomason, a fearless and determined real estate professional, has made an indelible mark on the industry since receiving her license in 2013. With a passion for real estate ignited in childhood, Tameka's journey from a young girl captivated by open houses to a top-producing agent is a testament to her unwavering dedication and vision.

For Tameka, success is about creating a lasting positive impact on people and communities. It's about lifting others up, building trust, and leaving a legacy of integrity, collaboration, and excellence. She encourages up-and-coming top producers to prioritize integrity, foster teamwork, and view success as a shared journey rather than a competition.

Tameka's journey is deeply rooted in her spirituality, with faith guiding her decisions. She believes that anything is possible with a little faith and emphasizes the importance of moving forward with confidence, even if it means making big moves in silence. Tameka Latoya Thomason's story is one of resilience, vision, and a relentless pursuit of excellence—a true inspiration for anyone in the real estate industry.

**ANTHONY MICHAEL MORGAN**

December

Anthony Michael Morgan stands out as a leading figure in the real estate industry with Bluefield Realty Group, where his hard work, passion, and generous spirit have shaped his remarkable career. With a real estate license earned in 2017, Anthony has dedicated the past seven years to mastering his craft and serving the Greenville County community. His entry into the field was inspired by a personal experience—after selling their



**Tameka Thomason**

first home, Anthony realized the substantial value a skilled realtor brings, which ignited his passion for real estate. His wife Megan pushed him to go to school and get his real estate license.

His favorite quote, "Don't prioritize your schedule, schedule your priorities," by Ryan Serhant, resonates deeply with his approach to balancing professional and personal responsibilities. For Anthony, the true measure of success is not just professional accolades but the ability to make a meaningful impact on his clients and community.

In conclusion, Anthony Michael Morgan is not only a successful Realtor but also a pillar of his community, known for his dedication, generosity, and unwavering commitment to his clients. His story is one of perseverance, passion, and a deep desire to make a positive difference, both in real estate and beyond. Anthony's legacy is one of excellence in his field and a lasting impact on the lives of those he serves.



**Anthony Michael Morgan**

LICENSED . INSURED . LOCAL

# The Backyard

## Dream Team for Top Agents

**AQUARIUS**  
OF THE UPSTATE  
**Pools**

Kevin Ward 864.501.8008 | Kevin Jones 864.906.5330  
aquariuspools-of-the-upstate.com

POOL DESIGN | INSTALLATION | RENOVATIONS | VINYL LINERS

## MAKING HOUSES GREAT AGAIN

We Buy Properties to Rehab  
We Get Your Buyers to the Settlement Table

**Robert T. Pierson**  
CONSTRUCTION

864.723.1250  
robertpiersonconstruction.com

# SPELL BINDING

## Curb Appeal Awaits!

- Soft Washing
- Concrete Cleaning
- Window Cleaning
- Gutter Cleaning
- and More!

**WIZARD Washer, LLC**  
MAGICALLY CLEAN

**Nick Zukowski** | 864.361.6932



**ANDREW LAMKIN**

**February**

In the dynamic world of real estate, Andrew Lamkin stands out as a reliable force and community advocate. With a career volume exceeding \$20 million, Andrew's expertise places him among the top-tier agents in the business. Yet, beyond the numbers, Andrew takes genuine pleasure in assisting clients from diverse backgrounds, guiding them to discover the ideal place to call home.

Andrew's objective is clear: helping newcomers find a home in the Upstate or assisting current residents and investors in expanding their portfolios. His wealth of experience equips him to navigate obstacles and find solutions for his clients. Going the extra mile, Andrew ensures a seamless and positive experience for each customer and investor.

With three years in the industry, Andrew Lamkin has emerged as a rising star in the competitive world of real estate. Despite being in the early stages of his career, he imparts wisdom to new agents, urging them, "Never stop learning. Never stop growing. Find consistent mentors, coaches, and accountability partners as you learn to market yourself and serve your clients to the fullest." Andrew Lamkin is not just a real estate agent; he's a dedicated professional committed to making dreams come true for his clients while cherishing the moments with his loved ones.



**Andrew Lamkin**

**TALIA, SKY & RAY GILA**

**April**

In the fast-paced world of real estate, where deals are made and dreams come true, there's a rising star with a pair of four-legged companions stealing the spotlight. Talia Gila, a passionate real estate agent from Keller Williams Greenville Central, has two remarkable sidekicks that bring joy and companionship to her bustling life – Sky and Ray.

Sky, the charming gray Pomeranian, and Ray, the elegant white counterpart,



**Sky and Ray Gila**

are more than just pets to Talia – they're family. These two male pups, although not your average-sized Pomeranians, have an uncanny ability to melt hearts with their adorable antics.

What makes these canine companions truly special is their protective nature and the boundless

love they shower on Talia. Their affectionate cuddles and the reassuring feeling of being needed create a unique bond that goes beyond the ordinary. Whether it's at home or out meeting clients, Sky and Ray exude charm and leave a lasting impression on everyone they encounter.

**"AND LET US NOT BE WEARY  
IN WELL DOING: FOR IN  
DUE SEASON WE SHALL  
REAP, IF WE FAINT NOT."**

**PAM BORGHESANI**

**August**

Pam Borghesani, a dynamic realtor with Bluefield Realty Group, embodies a spirit of service, perseverance, and unwavering faith. Licensed in 2022, Pam's journey into real estate

was a natural transition shaped by a rich tapestry of life experiences and a strong desire to help others. Her career is a testament to the power of resilience and the importance of building genuine connections.

For Pam, success is defined by putting God first and treating others with kindness and compassion. She believes in the importance of discipline and hard work, guided by her favorite quote from Galatians 6:9: "And let us not be weary in well doing: for in due season we shall reap, if we faint not."

Pam wants to be remembered for her kindness and compassion, and her commitment to making a difference in the lives of others. She prides herself on being quick to respond and easy to work with, ensuring smooth transactions for all her clients.

In every aspect of her business, Pam trusts that God is in control. Her journey in real estate is a reflection of her faith, resilience, and unwavering dedication to serving others.



**Pam Borghesani**

**ADAM DEVOL**

**September**

Adam Devol, a dedicated full-time realtor with Casey Group Real Estate, has carved a niche for himself in the competitive world of real estate. An enthusiast of many interests, Adam describes himself as a dog daddy, fisherman, musician, and a wannabe golfer, balancing his professional and personal life with a rare blend of passion and commitment.

Looking ahead, Adam envisions a steady growth in his business, aiming to rely entirely on referrals and repeat clients. He is actively involved in his church and values spending quality time with his family. His hobbies include golf, fishing, mountain biking, rollerblading, dancing randomly, and playing the guitar.

For Adam, success is defined by financial security and the ability to focus solely on the client's needs. An interesting fact about him that many might not know is his deep love for his dog, Fender, stating he would ensure his dog's needs are met even before his own.



**Adam Devol**





**Barbara Van Matre**

**BARBARA VAN MATRE**

**October**

A beacon of resilience and determination, Barbara Van Matre stands at the helm of NewStyle Realty's operations in North and South Carolina, where she serves as the Broker in Charge. Originally from the vibrant streets of New Orleans, Barbara's journey to real estate mastery took root

in Charlotte, NC, before she made her indelible mark in Greenville, SC. Her transition into real estate in 2019 was not just a career pivot but a testament to her innate ability to forge lasting connections and guide clients through the intricate process of finding their perfect home.

Barbara Van Matre's story is one of grit, grace, and giving. From her early days navigating the challenges of a new career to her current status as a top-performing real estate professional, she has always prioritized the well-being of her clients and her community. As she takes a short sabbatical to recharge and plan her next move, Barbara remains confident that her journey in real estate will continue to bring her success and fulfillment, guided by the same principles that have driven her thus far: resilience, continuous learning, and a deep-seated commitment to helping others.

**Favorite Quote:** "Successful people are those who are willing or able to do what others can't or won't."

**JENNIE FOSTER**

**November**

Jennie Foster, a dedicated realtor with Bluefield Realty Group, has embraced the challenges and rewards of the real estate industry with a heart full of faith and determination. Jennie transitioned into real estate in 2021 after 28 years in nursing, driven by her conviction to stand firm in her beliefs during the COVID-19 pandemic. Her decision to step away from healthcare and into a new career was a leap of faith, and it has paid off in countless ways.

At the core of Jennie's success is her belief that challenges are simply opportunities in disguise. "There's nothing we can't get through in life," she says. "Where others see problems, I see

solutions, open doors, and future success stories. It's all about perspective." Jennie's unwavering faith, commitment to her clients, and passion for helping others make her a standout realtor and a truly inspiring person.

In Jennie's words, success is not defined by accolades or financial achievements. For her, it's the simple yet profound moments—seeing the joy on a client's face when they get the keys to their new home, watching her children and grandchildren grow, and trusting in the Lord's plan for her life. Jennie Foster's story is one of resilience, gratitude, and an unshakable belief in the power of faith and hard work.



**Jennie Foster**

**Your Pool & Hardscape Specialists**  
[www.veteranslandscaping.com](http://www.veteranslandscaping.com)

Elevate your home with our one-stop, customized landscaping and construction solutions. Enjoy a luxurious, worry-free outdoor space, backed by our commitment to quality and customer satisfaction.

Call for a free estimate!  
**864-590-8481**



ASK ABOUT OUR TWO CASH PROGRAMS DESIGNED TO HELP YOUR CLIENTS LAND THEIR DREAM HOME

**Make Cash Offers.  
 Earn Full Commission.**



**Stacy Mizzell**  
 NMLS ID#: 263750  
**864.414.8180**  
 smizzell@annie-mac.com  
 stacymizzell.com  
 3451 Pelham Rd, Greenville, SC

**SCAN TO CONNECT TODAY!**

AnnieMac Home Mortgage, 3451 Pelham Road, Greenville, SC 29615. American Neighborhood Mortgage Acceptance Company LLC (dba AnnieMac Home Mortgage, LoFiDirect) is licensed by the South Carolina Board of Financial Institutions, license MLS-338923. Georgia Residential Mortgage Licensee #41523. NMLS 338923, 700 East Gate Drive, Suite 400, Mount Laurel, NJ 08054.

**TOATES**  
 LAW FIRM

*Redefining Excellence with Personalized Care*

**Notably DIFFERENT**

*Efficient, Streamlined, Enjoyable Closings*

**Annah Toates, ATTORNEY/OWNER**  
 atoates@toateslawfirm.com  
**864.549.3310 | TOATESLAWFIRM.COM**  
 105 N. SPRING STREET, SUITE 109, GREENVILLE, SC 29601

Invested in the Welfare of our Community  
**homes of hope**



## 2024 FEATURED AGENTS



Wendy Turner

## WENDY TURNER

February

Introduction: Meet Wendy Turner, a remarkable woman whose journey from being an educator to a successful real estate agent is both inspiring and impactful. Wendy, the driving force behind Turnaround Homes, brokered by Real Broker LLC, exemplifies the ethos of “working to live, not living to work.” In this article, we delve into Wendy’s compelling story, exploring her transition from teaching to real estate, her commitment to continuous learning, the growth of Turnaround Homes, and her unwavering dedication to family and faith.

Wendy shows no signs of slowing down anytime soon, and in fact, plans to expand the team: “I am looking to grow my team so I can help even more agents grow a business that helps them fulfill their dreams. I plan to continue to be active in production for the next several years, then eventually turn my focus to coaching and training...I have loved helping the agents on my team reach their financial and professional goals. Seeing them help so many people achieve their real estate dreams, while helping them achieve their personal goals is my favorite part of real estate.

## JENNIFER HENDRIX

March

“I remember being 6 or 7 years old at one of my riding lessons. I fell off my horse, I was mad and partly scared,” says Jennifer Thompson Hendrix. “I told my mom, ‘I quit. I’m not getting back on.’ She said, ‘Jennifer, you go get back on right now.’ And I did.”

One fun fact about Jennifer is that she really enjoys the simple things in

life. She says, “I like the warmth of Jack’s head lying on my feet. The sound of rain on the roof. The crackling of a campfire. Gazing at the stars. Fireflies. The smell of freshly cut grass. A good book. The smell of a barn and horses. The softness of a horse’s nose and hot breath in her face.”

All of life’s little moments make her a lover of life, the passionate woman who she is, and give her the ability to relax and recharge from real estate.

Jennifer is living her best life in real estate, making her mark, finding her passion and living her dream. She concludes, “Success is when you’re living the life you’ve always imagined. When you have an incredible family, including your friends who are like family. When you have a partner/husband who’s your best friend, a family you love, a job you love, a home you love, and you can do all the things you want to do...that is success to me. It’s an inner peace.”

## TACO BURGER

April

In the bustling world of real estate, where deals are made, homes are sold, and dreams are realized, there’s often a steadfast companion accompanying the agents on their journey. For Stephanie Burger, a top producer at Coldwell Banker Caine, her faithful partner is none other than Taco Burger, the charismatic 50-pound “mini goldendoodle.”

Taco is not your average office dog; he’s a bundle of joy with a personality as expansive as the properties Stephanie sells. With his expressive eyes and a wagging tail that can brighten even the most challenging days, Taco has become a beloved figure around the Coldwell Banker Caine offices.



Jennifer Hendrix



Taco Burger



Patrick Toates



Sandy Clayton

## SANDY CLAYTON

May

“I’ve learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel.”

-Maya Angelou

Sandy Clayton holds Maya Angelou’s words near and dear to her heart. As a Top Producer with Keller Williams Greenville Upstate, she loves to help others, catering to her clients and their real estate needs since she started her career in 2006.

Sandy loves that there is always an opportunity for growth in real estate. Whether that growth happens through people, numbers, or even mentally. “I love that you can always push yourself in multiple ways to get better,” she says.

Sandy wants to live a life of impact for her family and her clients. She wants



Regina Bolt

25 years later, and while some things have changed (like the interest rates and home prices) others have not. You can still find Patrick riding along with Tim – albeit now in the front seat – and will likely find them at Taco Casa on any given day.

Real estate, Patrick discovered, is in his genes.

For Patrick, success isn’t defined by sales figures or accolades; it’s about the ability to manage his business while nurturing a happy and healthy family. His vision is to leave a legacy of integrity in the real estate industry but more importantly at home. Does Patrick love to hit his production goals? Sure! But the chief aim for him is to glorify God by doing his job the right way, putting his client’s needs above his own, and being the best dad and husband he can be.

## REGINA BOLT

July

Regina Bolt, a force in the real estate industry, brings a blend of dedication, compassion, and unwavering commitment to her role as a Realtor at Clardy Real Estate. Since obtaining her real estate license in 2006, Regina has navigated through various market dynamics, demonstrating resilience and adaptability throughout her career.

Looking ahead, Regina envisions a future centered on continuing to make dreams a reality for her clients. Beyond her professional endeavors, Regina is deeply involved in supporting charitable organizations like Vimm, Shade Tree Ministry, Oars, and Girls Wilderness Camp, reflecting her commitment to giving back to the community.

Aspiring real estate professionals can glean valuable lessons from Regina’s journey, emphasizing the importance of hard work, integrity, and prioritizing the needs of clients above all else. Ultimately, Regina desires to be remembered for her caring nature, generosity, and dedication to serving others.

In closing, Regina leaves a powerful message: with God and people at the forefront, coupled with strong work ethics, anything is possible.

to be remembered for being the best mother she could be to her children, being friendly, helpful, and an asset to her clients. With her work ethic, drive, and determination, she has achieved an incredible life in real estate and has a bright future ahead of her. Currently, she is hiring other team members in 2024, and is eager to learn more and grow continuously.

## PATRICK TOATES

June

The year is 1996, and 10-year-old Patrick is in the back of Dad’s green Suburban overhearing him on the Motorola bag phone counseling a client on how much to offer for a home. He tagged along with his dad – Tim Toates – to put out signs for his open house while secretly hoping the trip would include a stop at Taco Casa for his favorite lunch.



## JENNIFER ANN SIMMS

**August**

Jennifer Simms is a name synonymous with dedication and expertise in the real estate industry. As a seasoned realtor with BHHS C Dan Joyner, Jennifer brings a wealth of experience and a passion for helping clients find their dream homes. Combining her love for her family with her professional ambitions, Jennifer seamlessly balances being a devoted mom, wife, and realtor, embodying the perfect blend of personal and professional success.

For Jennifer, success is about constant learning and self-improvement. She is always competing against herself to do better each day. Known for her relentless pursuit of excellence, Jennifer never stops until the job is done, embodying a tireless dedication to her work and her clients. Her clients consistently give testimony to her unwavering work ethic.

Jennifer wants to be remembered for raising strong, healthy children who contribute to society in meaningful ways. She finds immense joy in her family's achievements and their commitment to making a positive impact in their respective fields. Jennifer's favorite quote by W.H. Auden encapsulates her philosophy on life and relationships: "Among those whom I like or admire, I can find no common denominator, but

among those whom I love, I can; all of them make me laugh." This quote reflects Jennifer's belief in the power of laughter and joy in fostering deep, meaningful connections with others. As she continues to excel in her real estate career, Jennifer remains dedicated to serving her clients with the highest level of care and professionalism, striving to exceed expectations and build lasting relationships. Her story is one of relentless dedication, a commitment to excellence, and an unwavering passion for making a difference in the lives of those she serves.

## LAURA G. SIMMONS

**September**

In September, as the leaves begin their colorful transformation, Laura G Simmons stands as a influencer of compassion and determination in the realm of real estate. As the Owner/Broker of Laura Simmons & Associates, Laura embodies a unique blend of professionalism and heartfelt dedication. With over three decades in the industry, Laura's journey began at a young age when a casual suggestion from a real estate agent during the purchase of her second home sparked a transformative career path. In 1992, armed with ambition and a newly minted real estate license, Laura embarked on her professional odyssey, quickly rising to become the top agent

in her office, a testament to her innate drive and ability to connect with clients.

Laura is passionate about making other people's dreams come true. "The relationships I get to build each and every day are the most rewarding part of my business," she says. "So many of my clients are now friends that feel like family." As she completes this article, Laura sits with a dear friend battling cancer, whom she helped find their dream lake house on Lake Keowee. "Relationships are KEY!" she emphasizes.

Looking to the future, Laura envisions continuing her journey without ever truly retiring. "I get to wake up every day and wonder, who will I get to help today? I truly feel like I've never not loved my job in real estate."

In the heart of September, as Adoption Month unfolds, Laura G Simmons stands as a testament to the transformative power of compassion and the enduring pursuit of dreams. Her story is not just about real estate; it's about the profound impact one individual can have when driven by love, purpose, and unwavering determination.

As the cover feature of this September issue, Laura's narrative resonates as a celebration of resilience, family, and the joy found in serving others—a reminder that true success is defined by the lives we touch and the hearts we inspire.



**Jim and Lisa Smith  
Beth Yancey**

## JIM AND LISA SMITH BETH YANCEY

**October**

Jim Smith, a seasoned real estate professional with Keller Williams Lake Region, embodies discipline, self-motivation and a Type A personality. Having earned his real estate license in 1985 in Ormond Beach, FL, Jim's journey into real estate was inspired by his mother, who encouraged him to join her in real estate classes. Initially taking a break from the family gas station business, Jim's first day on the job led to an immediate sale, marking the beginning of a long and successful career.

Lisa Smith, also with Keller Williams Lake Region, has been a dynamic force in real estate since obtaining her license in 1994 in Florida. Her career started with Starwood Hotels and Resorts, where she excelled in vacation ownership sales, eventually becoming a sales trainer and coach. Motivated, hardworking, and optimistic, Lisa transitioned into real estate to balance a flexible schedule with raising her five children and to explore investment opportunities.

Beth Yancey, a Buyer Specialist with Keller Williams Lake Region in Seneca, SC, embarked on her real estate career in 2011. She is another dynamic force to be reckoned with in the Keller Williams Lake Region agency. She is motivated, optimistic, resourceful, trustworthy, loyal and kind. These qualities are not



**Alex Crigler**



**LeAnne Carswell**

tirelessly for their needs, Alex Crigler is an exceptional choice. His approach, guided by the mantra "Live, Laugh, Love and Leave a Legacy," reflects his commitment to both personal and professional excellence.

In closing, Alex Crigler's story is one of dedication, legacy, and a relentless drive to make a difference in the world of real estate. His unwavering focus on his clients, family, and community is what sets him apart in the industry, making him a standout agent with a bright future ahead.

## LEANNE CARSWELL

**December**

LeAnne Carswell, Broker-In-Charge and owner of Expert Real Estate Team, has dedicated nearly three decades to changing the public perception of Realtors through her hard work and relentless drive. LeAnne, who received her real estate license in 1995 from Space Coast Real Estate School, began her journey into real estate in Melbourne, Florida, when she was just 21. Newly married and holding a paralegal degree, she took a job as a Realtor's assistant. It was during this time that her employer recognized LeAnne's potential and sent her to real estate school, setting her on the path to a long and successful career.

When asked what she wants to be remembered for, LeAnne's answer is simple yet profound: "She always answered her phone." It speaks to her dedication to clients and her belief that being available, hardworking, and reliable are the keys to making a lasting impact in the real estate industry.

LeAnne Carswell has built a legacy of perseverance, compassion, and excellence in real estate. As she looks to the future, she plans to continue working, driven by the dopamine highs of closing deals and the satisfaction of making a difference. Her favorite quote, "The harder you work, the luckier you get," perfectly encapsulates the mindset that has guided her throughout her remarkable career.



**Jennifer Ann Simms**



**Laura G. Simmons**



CHEERS TO THE NEW YEAR!

**PARTNER  
FOR  
SUCCESS  
IN 2025**



4124 Clemson Blvd., Ste 2B | Anderson, SC 29621

**Jodi Poore**  
Production Manager  
NMLS: 178629  
**(864)-844-1032**  
jpoore@primelending.com

All loans subject to credit approval. Rates and fees subject to change. ©2025 Primelending, a PlainsCapital Company (Primelending). (NMLS: 13649) Equal Housing Lender. Primelending is a wholly owned subsidiary of a state-chartered bank and is an exempt lender in SC. VD10918



**BUILD > GROW > PRESERVE**



*Thank You Upstate for  
Making Us a WINNER for  
Best Investment Firm!*

[wagnerwealthmanagement.com](http://wagnerwealthmanagement.com)

**GREENVILLE OFFICE** 3 Legacy Park Road, Suite A  
864.236.4706  
**ANDERSON OFFICE** 301 South McDuffie Street  
864.231.5494

Securities offered through Arkadios Capital. Member FINRA/SIPC. Advisory services through Wealth Management Advisors, LLC. Arkadios Capital and Wealth Management Advisors, LLC, are not affiliated through any ownership.



**REMBREY  
CUSTOM HOMES**



Scan to Find  
Out Why We  
are the Experts  
in Upstate  
Custom Homes

**LUXURY CUSTOM HOMES**

**We don't just offer dreams. We promise them.**

Rembrey works hand-in-hand with each owner to develop a comprehensive homebuilding plan, helping guide you each step of the way. Our expertise in the luxury custom home industry enables us to consider all possible solutions for your dream home.

**Featured Communities**

Private Estates • Cliffs Communities  
Cobblestone • Montebello

Connect With Us

864.444.3332 | [rick@rembrey.com](mailto:rick@rembrey.com)





# 2024 REALTOR ON THE RISE



**Jana Candler**

**JANA CANDLER**

May

Jana Candler took a leap of faith and dove headfirst into an unfamiliar career that she successfully made her own. With a career volume of almost \$95 million, there is no doubt that she has and continues to navigate the real estate waters quite well. A newcomer to the Upstate would have no problem finding a #HomeWithJana.

“I don’t measure success by how much inventory I sell, but more by whether I am enjoying what I’m doing and being able to support our family.”

Despite her many achievements after only seven years in the business, Jana remains humble and eager to help those new to the community or those ready for a change find what they are looking for. She also hopes to advise new agents on how to make a one-of-a-kind career their own.

Jana concludes, “Always think of your client’s best interest. Sales and commissions will come, only if you prioritize your customers interests over your own. And one more thing: there is no way to know everything about real estate. It’s imperative that you be open to learning something new every single day.”

**KIRSTEN DINKINS**

December

Kirsten Dinkins is a dedicated and hardworking real estate professional who has built an impressive career since receiving her real estate license in 2020. Working with eXp Realty and her investment company, Southern Legacy Investments, LLC, Kirsten brings a unique blend of creativity, problem-solving skills, and a strong work ethic to the luxury home and commercial real estate markets. As a fifth-generation



**Kirsten Dinkins**

real estate agent, her passion for the industry runs deep, and she thrives on finding innovative solutions for her clients. After a personal transformation following her divorce, Kirsten embraced the opportunity to support her family and turn her love for real estate into a fulfilling career.

In defining success, Kirsten emphasizes the importance of freedom and living life on one’s own terms. For her, success is not merely about achieving goals or accumulating wealth; it’s about the ability to provide experiences and opportunities for her family. With dreams of creating generational wealth for her children and upholding her grandfather’s legacy, Kirsten is determined to continue her journey in real estate, always pushing herself to think bigger and embrace every challenge that comes her way.

As she looks to the future, Kirsten’s advice to aspiring real estate professionals is to adopt a mindset of limitless possibilities. She believes that with dedication, creativity, and a focus on respectful communication, anyone can achieve remarkable success in this dynamic industry. Ultimately, she wants people to know her as a passionate and patient individual who values each moment of her day and approaches every challenge with a solutions-oriented mindset.

## FIRST IMPRESSIONS MATTER

EXPERIENCED SINCE 2017

REAL ESTATE BACKGROUND

PUNCTUAL & AFFORDABLE



Your Partner in  
Flawless Staging  
**Lara Fransen**  
864.437.3547



864-775-5432  
palmettostatehomemortgage.com

VA, USDA, FHA, Conventional  
Low Credit? No Problem  
Competitive Rates & Low Costs  
**Veteran-Owned**

**NO LOAN TOO TOUGH**  
Creative Financing for Every Dream Home

**2-WEEK  
CLOSE!**

**Partner with a  
Lender Who Says YES  
to More Mortgages!**



**Shawn Ezell - Owner/Loan Officer**  
NMLS #1134408  
864-270-2345  
SEzell@palmettostatehomemortgage.com



**Jessica Bagwell - Loan Officer**  
NMLS #1905949  
864-567-7163  
JBagwell@palmettostatehomemortgage.com





# 2024 PREFERRED PARTNER SPOTLIGHTS

## ANNAH TOATES

Toates Law Firm

February

When choices for a Closing Attorney abound – what does it mean to be “Notably Different?” Anna Toates and her team at Toates Law Firm have answered this question by delivering a consistently smooth closing experience. It’s one thing to claim being client-focused, but at Toates Law, going the extra mile is the norm. This team has earned a reputation for “getting it done,” and not afraid to roll up their sleeves and work quickly to create solutions and get clients to a seamless Closing. Their goal? Not just to make every interaction efficient, but rather enjoyable.

When the closings are funded and the money is disbursed, how does Anna Toates measure her success? Undoubtedly, the positive reviews, return clients, and referrals go a long way in tracking the marker of their achievement. The key for Toates Law Firm, however, is being able to use what they’ve been given to invest in the welfare of our community. The chief



**Anna Toates**  
Toates Law Firm

aim of Toates Law Firm is to glorify God by being a good steward of their time, energy, and resources. They seek to listen to the needs of the community and tangibly invest in worthy projects. Toates Law Firm contributes to numerous non-profit efforts in the Upstate, including a notable partnership with Homes of Hope, which focuses on affordable housing and men’s workforce development. For each purchase Toates Law Firm closes, they donate part of the Firm’s proceeds directly to Homes of Hope.

## DOUG WALKER

First Choice Insurance Agency, Inc

March

Doug Walker has been a successful insurance advisor in his community for the last 18 years. With excellent mentorship and plenty of field experience, Doug and his team at First Choice Insurance Agency, Inc. care for each client’s needs. Doug’s humbleness and dedication to his profession continue to depict him as a one-of-a-kind businessman.

“...walk worthy of the vocation wherewith ye are called.”  
- (Ephesians 4:1)

Doug kindly advises many new up-and-coming agents and companies on P&C insurance. He states, “It’s not as simple as someone putting a sign on their door and expecting someone to come in and draft an insurance policy for them. A lot more work gets done behind the scenes and outside of the office. It’s a noble and rewarding business, but it takes a lot of work to get where you want to be, and very little of that work is seen by others. It is

impossible to be everything to everyone. But, if you can establish your agency’s identity and not veer from it, you can learn to grow and adjust. Your business can still flourish without compromising the core identity of your agency.”

## HALEY MORGAN

Mac & Morgan Interiors

Heather MacCormick

April

Nestled in the heart of Seneca, SC, Mac & Morgan Interiors has been transforming homes and hearts since its inception in January 2018. Founded by the dynamic duo, Heather MacCormick and Haley Morgan, the business stands as a beacon of creativity, innovation, and heartfelt design. Celebrating their journey, Heather and Haley share the story of Mac & Morgan Interiors, a place where design dreams meet reality.

What sets Mac & Morgan Interiors apart is their unique style and the personal relationships they build with their clients. “Our style and aesthetic is unique to the area,” Heather notes, emphasizing their modern and transitional design approach that has filled a void in the region. The most rewarding part of their business is seeing the transformation of spaces and the positive impact it has on their clients’ lives.

As Mac & Morgan Interiors continues to grow, Heather and Haley’s vision for the future is clear: a business that runs itself, allowing them to focus on design, innovation, and family. Their journey is a testament to the power of hard work, partnership, and the belief that design can transform not just spaces, but lives.



**Heather MacCormick and Haley Morgan**  
Mac & Morgan Interiors



**Doug Walker**  
First Choice Insurance Agency, Inc



**Kimberly Newton**  
Newton Law Firm

## KIMBERLY NEWTON

Newton Law Firm

May

Established in 1977 by Randy Newton, the Newton Law Firm of Clemson, LLC has been a cornerstone of legal services in the Clemson, South Carolina area for nearly five decades. What began as a solo practice has evolved into a thriving family-owned and operated firm, embodying a commitment to legal excellence, community engagement, and enduring relationships.

For Newton Law Firm, success transcends mere legal victories; it is measured by the relationships cultivated, the lives touched, and the communities uplifted. The firm’s unwavering commitment to providing personalized, efficient legal solutions, coupled with a genuine passion for serving others, has solidified its reputation as a trusted ally and advocate for its clients and the community at large.

As Newton Law Firm of Clemson, LLC continues to uphold its legacy of legal excellence and community engagement, it remains a beacon of integrity, compassion, and professionalism in the legal profession. With a dynamic team of attorneys and staff dedicated to serving the needs of its clients and the community, the firm stands poised to embrace the opportunities and

challenges of the future, guided by its core values and a shared commitment to making a difference, one client, one case, and one community at a time.

## NICKOLAS ZUKOWSKI

Wizard Washer

June

Meet Nickolas Zukowski, the dynamic force behind Wizard Washer, an exterior cleaning business located in the heart of Greer, SC. With a penchant for adventure and a commitment to community, Nickolas brings a fresh perspective to the world of home maintenance.

What sets Wizard Washer apart is its unwavering focus on people. Nickolas believes in building genuine connections with his clients, going the extra mile to ensure their satisfaction. Whether it’s sharing a post-service chat or lending a sympathetic ear, Wizard Washer prioritizes the human touch in every interaction.

Nickolas attributes the success of Wizard Washer to his upbringing and values. Raised to be a relational person, he goes above and beyond to foster meaningful connections with his clients. In a world where transactions often lack personal touch, Nickolas stands out by carrying a lawn chair to jobs, ensuring he can sit and converse with clients after



**Nickolas Zukowski**  
Wizard Washer



**Fletcher Anderson**  
Clemson Insurance

the work is done. His aim is not merely to complete a job and collect payment but to leave a lasting impression and build relationships. Wizard Washer’s uniqueness lies not only in its whimsical name but also in its people-centric approach. Nickolas and his team believe that “People are precious,” a motto that permeates every aspect of their business. Whether staying late to discuss personal matters unrelated to the job or simply offering a listening ear, Wizard Washer prioritizes the human connection above all else.

In a world filled with impersonal transactions, Wizard Washer stands out as a beacon of integrity and compassion. With Nickolas Zukowski at the helm, Wizard Washer isn’t just a cleaning service; it’s a trusted partner dedicated to brightening lives, one wash at a time.

## FLETCHER ANDERSON

Clemson Insurance

July

At Clemson Insurance, it’s more than just business—it’s about family, community, and genuine care. Fletcher Anderson, the principal agent and proud Clemson alum, leads a team



dedicated to serving their clients with integrity and transparency. Let's dive into the story behind Clemson Insurance and what sets them apart in the insurance industry.

In an age of skepticism and misinformation, trust is more valuable than ever. That's why Clemson Insurance places such a high premium on transparency and honesty in all their interactions. From the initial consultation to the claims process and beyond, they believe in providing clear, straightforward information that empowers their clients to make informed decisions about their insurance coverage. By demystifying the complexities of insurance and openly discussing options and trade-offs, they foster a sense of trust and confidence that extends far beyond the transactional nature of their business.

As Clemson Insurance looks ahead to the future, their commitment to excellence and service remains unwavering. With a dynamic team of dedicated professionals and a steadfast focus on community engagement, they are well-positioned to continue making a positive impact in the lives of their clients and the broader Clemson community. By staying true to their core values of integrity, transparency, and empathy, they will continue to build on their legacy of excellence and forge meaningful connections that endure for generations to come.

**DAN WAGNER**  
Wagner Wealth Management

August  
Wagner Wealth Management, nestled in the heart of Greenville, SC, at 3 Legacy Park Road, Suite A, stands out as a premier boutique financial advisory firm. Founded in 2007 by Dan Wagner, a seasoned expert with over 25 years of experience, the firm is committed to addressing complex financial needs with a personalized and team-oriented approach.

Wagner Wealth Management prides itself on its unique team approach. Unlike many firms where advisors work independently, Wagner Wealth



Management's nine-member team collaborates to leverage their diverse expertise, ensuring a holistic and robust financial strategy for each client. Dan has assembled a team that can tackle any issue related to taxes, insurance, business structure, real estate, credit, and trusts. The firm is also adept at developing strategies for business succession, cementing its reputation for excellence, particularly among high-net-worth individuals and business owners who seek sophisticated financial planning and business succession strategies.

Dan attributes his success to his firm's ability to balance the complex demands of business and personal financial planning, a service especially valued by business owners and high-net-worth individuals. "We've really differentiated ourselves in the business owner market, and we help these clients balance both their business and personal goals. They need succession plans for their businesses, but they also need trust and estate planning for their families. Satisfying both business demands and personal demands is a big part of what we do at Wagner Wealth Management." This dedication to providing true wealth

management is reflected in their holistic services and the deep experience of their advisors, some of whom boast over 30 years in the industry.

**Shane Hipps**  
Closing Contractor



**SHANE HIPPS**  
Closing Contractor  
September  
Shane Hipps, a native of Simpsonville in Upstate South Carolina, is the proud owner of Closing Contractor, a business

renowned for addressing a critical gap in real estate transactions—ensuring home inspection items are completed before closing. With a deep-rooted passion for entrepreneurship and problem-solving, Shane has built a reputable company that stands as the go-to solution for real estate agents and homeowners alike.

Shane attributes his success to outstanding customer service, attention to detail, and his passion for building a legacy for his daughters. He chose Simpsonville as his base for its supportive local community and the fond childhood memories it holds. Closing Contractor actively gives back to the community by sponsoring local youth sports, providing care packages to the homeless, and supporting nonprofit organizations.

Shane's favorite part of the business is alleviating stress for his clients and seeing the satisfaction on their faces. His ideal customers include real estate agents, home buyers, home sellers, and homeowners, all of whom benefit from his team's expertise and commitment to excellence. For more information, visit [closingcontractor.com](http://closingcontractor.com) or find them on Facebook and Instagram under Closing Contractor.

**HEATHER RANEY**  
Atlantic Bay Mortgage Group  
October

Nestled in the heart of Greenville, South Carolina, Atlantic Bay Mortgage Group stands as a beacon of trust and reliability in the mortgage industry. At the helm of this esteemed institution is Heather Raney, a seasoned mortgage professional with a deep-rooted love for her community and a fervent commitment to helping others achieve their dream of homeownership.

Heather's philosophy in business and life is centered around making a positive impact on others. Her favorite quote by Will Smith, "If you're not making someone else's life better, then you're wasting your time," perfectly encapsulates her approach. She attributes her success to her genuine love for helping people and her ability to connect with clients on a personal level. For Heather, success is not measured in paychecks but in the smiles and satisfaction of her clients at the closing table.

For those seeking a mortgage professional who brings both expertise and heartfelt dedication to her work, Heather Raney at Atlantic Bay Mortgage Group is the ideal choice. With her, the journey to homeownership is not just a transaction but a shared dream and a path to a better future.

**BEN CREASMAN**  
Owners Choice Construction LLC  
November

For Ben Creasman and Owners Choice Construction, it all started with closing repairs. While these days you can find the Owners Choice team all over the Upstate doing everything from custom homes and remodels to a small list of home repairs, closing repairs remains central to everything they do and why they do it.

Ben continues, "we understand that every client - homeowner or realtor - who comes to us has a problem, and we get to solve it. When we solve a problem like saving a deal from falling through by knocking out a list of closing repairs at the last minute (which has happened

**Heather Raney**  
Atlantic Bay Mortgage Group



**Ben Creasman**  
Owners Choice Construction LLC

many times), that's about much more than making money doing quality repairs. That home represents a new stage of life for their clients, and we get to play a part in keeping that dream alive. That's our vision: transforming lives and spaces, one project at a time".

Ben is aware of the high-paced life that many of the realtors they work with lead, and the small part they play in closing repairs can significantly impact their lives. "I've actually had realtors tell me that working with OCC has changed their lives," Ben laughed. His response: "that's the vision, and we can't wait to partner with you on the next one."

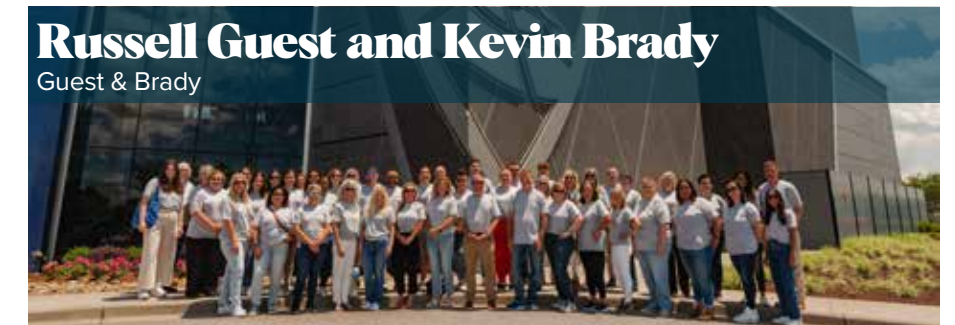
**KEVIN BRADY AND RUSSELL GUEST**  
Guest & Brady  
December

Over two decades ago, Kevin Brady and Russell Guest embarked on a journey that would redefine legal services in Greenville, South Carolina. Founded on a strong sense of faith and stewardship, Guest & Brady has consistently strived to protect what matters most to their clients. This guiding principle is evident in every aspect of their work, whether in personal injury cases, real estate transactions, or their newly developed

estate planning services. At Guest & Brady, client success is not just a goal—it's their mission.

What draws real estate agents to Guest & Brady is their innovative approach to closing needs. Their specialized mobile home department empowers agents to confidently expand their own services, simplifying what are typically complex transactions for their clients. With a bilingual staff ensuring seamless communication for the region's diverse clientele, and attorneys who remain directly accessible, the firm has created more than a closing service – they've built a resource that empowers agents to grow their business with confidence.

"What excites me most about the growth of our firm is seeing how it enhances our ability to serve while staying true to who we've been since day one. We've built something unique here – a place where agents have the backing of a proven, established firm but still feel like our only client. That personal connection, combined with our depth of experience, isn't just what sets us apart – it's what drives us forward." – Kevin Brady



**Russell Guest and Kevin Brady**  
Guest & Brady





Your Partner in  
*Legal Solutions*



Closing Services | Title Insurance  
Estate Planning | Probate  
Business Formation

306-A BYPASS 123 | SENECA, SC 29678 • 104 PINNACLE ST., CLEMSON, SC 29631  
newtonlawclemson.com | 864-654-6042 | closing@rnewton.com

RANDALL NEWTON | KIMBERLY NEWTON | NATHAN CLARK | ANN SULLIVAN



**EXPERT**  
COMMERCIAL AND RESIDENTIAL  
ROOFING CONTRACTORS



**Atlantic Bay**  
Mortgage Group

**2025**

Ready to "lend" you a hand in  
the new year!

**Heather Raney**  
Mortgage Banker | NMLS #1804376 Licensed in NC & SC  
C | 864.275.0478 • O | 864.642.0671  
heather@atlanticbay.com  
www.hisathertohelpyoumove.com




KEEP INBOX CLEAN  
RUN A 5K  
VOLUNTEER AT LOCAL FOOD BANK  
GET THE HOME PROTECTION PLAN!  
STICK TO BUDGET

**Resolve** to keep your clients covered!

- 14-Month\* Coverage
- Choose Your Contractor
- LIVE Call Answering
- Active Military and Veteran Discount

**Kendyl Urgo**  
Regional Sales Manager  
KendylU@homewarrantyinc.com  
(864) 640-5841

**And more!**

**COVERAGE BEGINS NOW!**  
homewarrantyinc.com/register

Home Warranty

-  Founded in 1999
-  40+ Years of Experience
-  Better Warranties
-  Family and Locally Owned
-  24-Hour Response Times
-  Up-to-Date Installation Methods

**CONNECT FOR A  
FREE INSPECTION TODAY**  
DANNY BEST, OWNER

andersonmetalroofing.com | 864.287.2378

**NOW  
OFFERING  
VIRTUAL  
CONSULTATIONS**



“WE GIVE DOGS TIME WE CAN SPARE, SPACE WE CAN SPARE, AND LOVE WE CAN SPARE. AND IN RETURN, DOGS GIVE US THEIR ALL. IT’S THE BEST DEAL MAN HAS EVER MADE.”



**Hercules, Bo, and Abby Julian**



**Claude Turpin**



**Jeremy Bouknight**

**JEREMY BOUKNIGHT**

**March**

Embark on a journey through the dynamic world of real estate with Jeremy Bouknight, a dedicated professional at Oaks Real Estate. Known for his refreshing blend of honesty, hard work, and a commitment to doing things the right way, Jeremy brings a wealth of experience and a genuine passion for helping others achieve their real estate dreams.

For Jeremy, success is not about rankings or charts but about taking care of family, clients, and coworkers. Being a light and breathing life into everyone he encounters defines success in his eyes.

Jeremy desires to be remembered for his passion for people, integrity, and dedication to his family. Professionally, he hopes to leave a legacy of treating people well and making a positive impact.

In closing, Jeremy invites industry professionals to embrace an abundance mentality and treat each other with respect, fostering a more enjoyable and collaborative real estate environment.

**Favorite Quote:**

“The pessimist sees difficulty in every opportunity. The optimist sees the opportunity in every difficulty.”

— Winston Churchill

**FRANK, HERCULES, BO AND ABBY JULIAN**

**April**

In the bustling world of real estate, where deals are made and homes find new owners, one Broker Associate

stands out not only for his professional achievements but also for the love he shares with his three furry friends.

Frank Julian, a Celebrated Leader in the real estate community, brings a unique warmth to the industry, thanks to his cherished German Shepherd, Hercules, and the delightful duo, Bo and Abby

“WE GIVE DOGS TIME WE CAN SPARE, SPACE WE CAN SPARE, AND LOVE WE CAN SPARE. AND IN RETURN, DOGS GIVE US THEIR ALL. IT’S THE BEST DEAL MAN HAS EVER MADE”

**CLAUDE TURPIN**

**June**

With the support of his family and community, Claude Turpin manages to make dreams come true in the Upstate. From helping his many clients enter new chapters to instilling strong values and work ethics into new agents, this BIC knows how to handle any real estate venture.

Claude’s business is to set others up for the best possible outcomes and opportunities. As a leader in this industry, he hopes to help others on the journey to becoming REALTORS.

Claude concludes, “Learning how to understand people is a true art in this business. Get from behind a screen and take the time to get to know them face-to-face. They will appreciate you, and you will come to appreciate it too.”

**LARISSA ALEXANDRA PINO**

**July**

Larissa Alexandra Pino, a name synonymous with excellence and integrity in the real estate industry, stands as a beacon of inspiration for aspiring professionals and seasoned veterans alike. As a Broker Associate at Lake Hartwell Properties, Larissa’s journey is not just about transactions; it’s about building relationships, sharing her love for the Upstate, and making a positive impact in every interaction.

At her core, Larissa epitomizes the values of honesty, kindness, and genuine care. Her infectious smile and unwavering commitment to her clients leave an indelible mark on all who have the privilege of working with her. As Mother Teresa once said, “Spread love everywhere you go. Let no one ever come to you without leaving happier.” a sentiment that Larissa embodies in every aspect of her life and business.

In Larissa Alexandra Pino, we find not just a real estate professional but a compassionate soul dedicated to making a difference—one smile, one transaction, and one act of kindness at a time.

**JEREMY RUSSELL**

**August**

Jeremy Russell embodies the values of hard work and determination, hallmarks that have driven his impressive career in real estate. Starting in the cellular industry, Russell quickly rose through the ranks to management. However, he saw greater personal fulfillment and potential in real estate, a field where effort directly correlates with success. This realization prompted his transition to real estate in 2007, first part-time and then full-time by 2009.

For Jeremy Russell, success is about the journey rather than an end result. His early career goal of earning \$100,000 in real estate has evolved into a mission to create a lasting legacy. He emphasizes the importance of continuous improvement and advises others to avoid complacency. In his role as a leader, Jeremy prides himself on guiding his agents with the same dedication and perseverance that has defined his own career.

Jeremy Russell’s legacy is one of patience, fairness, and passion. He



**Larissa Alexandra Pino**



**Jeremy Russell**



**Jennifer Marie Davis (JD)**

aspires to be remembered as a leader who prioritizes his agents’ success and development, always willing to go the extra mile. His advice to others in the field is simple: keep learning, stay adaptable, and never lose sight of the importance of relationships in building a sustainable business.

**JENNIFER MARIE DAVIS (JD)**

**September**

Jennifer Marie Davis better known as JD is an energetic and passionate real estate professional with C. Dan Joyner Realtors-Berkshire Hathaway Home Services.

Since obtaining her real estate license in 2015 and her broker’s license in 2020, JD has dedicated herself to providing top-tier service to her clients and nurturing new talent in the industry.

JD’s definition of success is beautifully encapsulated by Ralph Waldo Emerson: “To know one life has breathed easier because you have lived, this is to have succeeded.” This philosophy drives her every action, ensuring that she leaves a positive impact on everyone she encounters. Her logo, Love Live Greenville, reflects her heartfelt dedication to her clients and her



hometown, symbolizing her mission to serve with compassion and integrity.

JD advises up-and-coming realtors to find their “why”—the motivation that drives them. Real estate is a challenging field that requires dedication, hard work, and a genuine passion for helping people. Building relationships and continuously learning are crucial components of success in this industry. JD’s own journey underscores the importance of perseverance, mentorship, and a heartfelt commitment to serving others.

**SHEILA NEWTON**

**November**

In the dynamic world of real estate, few stories are as compelling and inspiring as that of Sheila Newton. With nearly 35 years of experience in the industry, Sheila’s journey is a testament to hard work, dedication, and an unwavering commitment to top notch customer

service. As a distinguished Realtor and team leader of Sheila Newton Team at Berkshire Hathaway HomeServices C Dan Joyner, REALTORS, Sheila has crafted a career that blends an entrepreneurial spirit with a deep passion for helping others achieve their dreams.

In reflecting on her career and success, Sheila emphasizes the importance of happiness and fulfillment. This involves finding a sense of purpose and satisfaction in various aspects of life, such as personal relationships, work, hobbies, and self-growth. Sheila feels you should always strive to feel positive about who you are and what you have accomplished, regardless of external measures or societal expectations. Success for her is about aligning your daily experiences with your values and passions, which lead to a genuine sense of well-being and happiness. Her favorite quotes by Albert Schweitzer and Winston Churchill

resonate deeply with her personal and professional philosophy: “Success is not the key to happiness. Happiness is the key to success. If you love what you are doing, you will be successful,” “Success is not final, failure is not fatal: It is the courage to continue that counts.”

As Sheila Newton continues to make a significant impact in the real estate industry, her legacy is defined by her love of family and her passion for helping her team and clients achieve their goals. Her unwavering commitment to excellence, is a powerful reminder of the satisfaction that comes from hard work, perseverance, and a genuine desire to make a difference in the lives of others.

**“SUCCESS IS NOT FINAL,  
FAILURE IS NOT FATAL:  
IT IS THE COURAGE TO  
CONTINUE THAT COUNTS.”**

*Let Applewood Estates Take Your Real Estate Business to the Next Level*

**Applewood Estates**

Connect Today to Learn About Our Realtor Referral Program  
**864.342.7606**

*Kathleen Wright*  
applewoodestates.com

**FREE UP YOUR TIME | HAPPY CLIENTS, LOYAL CLIENTS  
MAXIMIZE PROFITS, MINIMIZE HASSLE**

**Sheila Newton**

# ACCELERATE YOUR SUCCESS

**Wendell L. Hawkins, P.A.**  
Attorneys at Law

Personal Service and REALTOR® Resource for All Situations

Helping You be the Best REALTOR® or BIC Out There

- One Purpose
- One Attorney
- One Location
- One Staff

A World of Knowledge

Scan for our "Earnest" Electronic Earnest Money Deposit Portal

**Connect Today to Elevate Your Clients' Closing Experience**

9 Buena Vista Way, Suite B | Greenville, SC 29615  
864.848.9370  
wlhawkinslawfirm.com

**Adventure More This Year**

**Clemson Insurance**  
HOME | AUTO | BUSINESS  
EST 1958

Fletcher Anderson, CIC  
Principal Agent  
864-639-2822  
clemsoninsurance.com

FLETCHER WITH HIS FAMILY

Nationwide TRAVELERS Trusted Choice Auto-Owners INSURANCE PROGRESSIVE



# 2024 AGENT SPOTLIGHTS

## TINA BROWN

March

Tina Brown has been a mover and shaker in the real estate industry for only a short time, but she knows how to get results. With a career volume exceeding \$20 million and a heart of service and compassion for others, she is happy to help her many clients find the right place to call home.

Tina, Barney, and their team continue to blossom in this ever-changing industry and show no signs of stopping. She is proud of the work they've accomplished and the many relationships that they have established. She has proven herself to be a talented agent in a very lucrative yet competitive profession and is happy to share her wisdom with future agents.

Tina concludes, "Be persistent. Try different ways to generate leads and give those ideas time to develop. Don't feel pressured; move at a pace that is comfortable for you. Find your niche in this industry and take it from there."



**Tina Brown**

## CASSIE & HEFFNER SIMPSON

April

In the bustling world of real estate, where deals and negotiations reign supreme, Cassie Simpson of Keller Williams Western Upstate finds solace and companionship in the presence of her extraordinary feline friend – the one and only Heffner Simpson.

Heffner, a distinguished 9-year-old neutered Registered Bengal, is not your average pet. Born in the golden state of California, this bold and possessive feline skipped the show ring to become Cassie's steadfast companion. Their bond is nothing short of inseparable, with Heffner earning the title of Cassie's velcro and heart.

What makes Heffner truly special, however, goes beyond his stunning appearance and unique diet. Bengals, unlike their feline counterparts, are more reminiscent of canines. Heffner plays tough, scales doors, and seeks out the highest perches in Cassie's home. Desiring constant contact, he is often found on her lap, nestled on her chest, or snugly positioned between

her and the back of a chair, making capturing the perfect photo a delightful challenge.



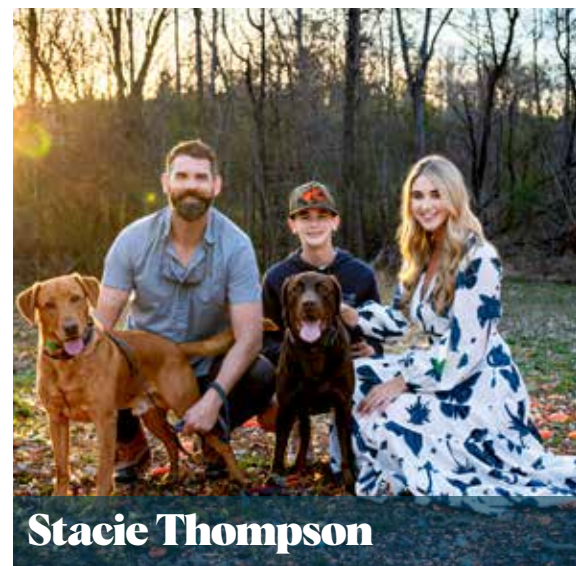
**Heffner Simpson**

## STACIE THOMPSON

May

Relentless, spontaneous, and dedicated to her craft, Stacie Thompson is the agent to meet when finding one's forever home. Following inspiring real estate influences in her family and with ten years of reputable experience, Stacie continues to show the Upstate that she is more than capable of taking care of her many client's needs.

Grateful for her many years of success as a REALTOR®, Stacie is even more thankful that her hard work has greatly supported her family and allowed her to spend quality time with them. In the end, the business, for Stacie, is all about helping families find the right place to call home so they, too, can build lasting memories. She hopes to teach up-and-coming agents that real estate is not just about the success of helping others but also



**Stacie Thompson**

about discovering who they are as REALTORS® and their niche.

Stacie concludes, "YOU are your brand. People hire YOU. Always be your authentic self. Don't be afraid to let your personality and your gifts shine through your career. Not everyone will want to work with you, and that's okay. We are not meant to be a part of everyone's real estate journey, but embrace the ones who embrace you, your knowledge, and your skills and give them your absolute best. If you do that, you can't lose."

## TYLER A.V. HUDZIK

August

Tyler A. V. Hudzik brings a rich family heritage and a dedication to exceptional service to the Greenville real estate market. As a third-generation REALTOR®, he carries a legacy of relationship-based business and community enrichment. Inspired by his grandfather's dual role as a small-town barber and real estate broker, Tyler inherited a passion for building connections and helping others find their ideal space. He is also grateful to have grown up with entrepreneurial parents, as it further instilled adaptability and a strong work ethic, which continue to shape his professional journey.



**Tyler A.V. Hudzik**

Tyler A.V. Hudzik's commitment to compassion, unwavering integrity, and continuous improvement are the hallmarks of his approach to Greenville real estate. His infectious enthusiasm, genuine care for his clients, and drive to push the industry forward make him a driving force in the community he serves. Tyler's story illustrates the transformative power of blending passion, perseverance, and purpose—a combination that fuels exceptional results.

## DEANNA TERESA ARCE

September

In the bustling world of real estate, Deanna Arce stands out not only for her professional prowess but also for her vibrant spirit and unwavering dedication. With a zest for life and a heart full of love, Deanna approaches each day with enthusiasm, embracing the opportunity for a fresh start and spreading positivity wherever she goes. A proud mother, connoisseur of all things vintage, and fervent advocate for giving back, Deanna's multifaceted persona shines through in every aspect of her career and personal life. Join us as we delve into the inspiring journey of this remarkable real estate agent, whose passion knows no bounds.

As Deanna looks toward the future, her vision for real estate is rooted in her unwavering passion for helping others and building meaningful connections. She envisions a career filled with continued growth, learning, and above all, a commitment to making a positive impact in the lives of those she serves.

Deanna Arce's story is not just about selling homes—it's about making a difference, one transaction at a time. Her legacy of excellence, compassion, and dedication will undoubtedly leave an indelible mark on the real estate industry and the lives of those she touches.



**Deanna Teresa Arce**



# CRACKED WALKWAYS, DRIVEWAYS, FLOORS?

WE FIX FOUNDATIONS FOR FLAWLESS SALES

Providing a free home inspection  
review for any foundation

All our repairs come with a no-nonsense warranty  
that transfers to whoever owns the house.

- Quick response to ensure inspections take place within due diligence time frames
- Able to appropriately represent buyers and sellers
- Escrowed repairs so that closings can take place on time
  - Home inspection reviews for free if needed
  - Pre-drywall inspections for homes being built

Structural Repair and Foundation Specialist  
We service Greenville and Spartanburg, SC and more.



Call For A Quick Response!  
(864) 214-0686  
upstatestructuralrepair.com  
Insured, licensed,  
and bonded

Rely on Upstate Structural  
Repair for Quality Repairs



## Delivering Solutions<sup>®</sup> Since 1968.

Call STEAMATIC For All  
Your Professional Needs

- FIRE DAMAGE RESTORATION
- CARPET CLEANING
- DRYER VENT CLEANING
- HARD SURFACE CLEANING
- MOLD REMEDIATION
- AIR DUCT CLEANING
- WATER DAMAGE RESTORATION



Scan to See Our  
Current Offers

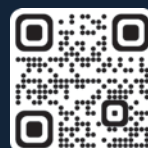


864.962.5410 | steamaticsc.com

UPSTATE REAL PRODUCERS

*Rest Easy...*

You've Partnered with Breaux & Callahan Real Estate Law



Scan to Reclaim  
Your Peace of Mind  
Throughout the  
Closing Process



RESIDENTIAL REAL ESTATE | COMMERCIAL REAL ESTATE



ADAM WALKER BREAUX  
DANIEL CALLAHAN  
100 Whitsett Street  
Greenville, SC 29601  
breauxcallahan.com  
864-520-1687  
closings@breauxcallahan.com



Advanced, adaptive, adventurous.

The 2025 EQE 350+ SUV

More than new, it can update its advancements down the road.  
More than thoughtful, it can anticipate needs and desires.  
Beyond futuristic, it can make better use of your time, and make  
your time using it better.

CARLTON MOTORCARS

www.CarltonMB.com  
(864) 213-8000  
2446 Laurens Road | Greenville, SC 29607





# 20 YEARS OF SEASONS

**20 YEARS OF SUCCESS**

## GOING FURTHER, TOGETHER

You know real estate has its seasons, and we've seen twenty years of them. Every market shift, every industry change – we've guided agents just like you to greater success.

As the legal leaders of the Upstate, we're here when you need us most. Whether you're new to the business or an industry veteran, let's use this winter season to plan for spring's momentum. Lean on us for your next transaction, and build a name that stands the test of time.

**Partner with Experience.  
Build Lasting Success.**

**SEND NEW CONTRACTS TO  
ORDERS@GUESTBRADY.COM**



GUEST & BRADY  
Attorneys at Law