

MOUNTAINS, LAKES & ATHENS

JULY 2025

# REAL PRODUCERS<sup>®</sup>



Rising Star:  
Terrill  
Carlson

Mike  
Moulder



Joe  
Vonderschmidt

"GO WITH JOE"

PHOTO BY NORTH GEORGIA PHOTOGRAPHY





REALTY DIVISION:



OUR TEAM PROVIDES  
QUALITY RESIDENTIAL  
AND COMMERCIAL  
ASSISTANCE ALWAYS  
AND FOREVER.

OUR EXCLUSIVE  
SERVICE INCLUDES:

- Video assessments.*
- Exterior inspections.*
- Onsite Maintenance repairs.*
- Excellent communication.*
- Full service Insurance claim handling.*
- Roofing, siding, gutter replacements and repairs.*



833-4EVER-00   

FOREVEREXT.COM



# Refer. Reward. Repeat.

Partner With North Georgia's Premier ADU Experts



North Georgia's First Certified ADU Specialists

At Great Home Endeavors, we create beautifully designed, custom-built ADUs —Accessory Dwelling Units—that enhance properties, increase value, and serve modern lifestyles. Your clients receive luxury-level care and expertise. We offer end-to-end services from design to completion, so your clients receive a seamless, high-touch experience. We specialize in unlocking the potential of property through premium ADU solutions. Whether your clients are buying, building, or investing, our team delivers exceptional service—and we reward the professionals who connect us. We welcome partnerships with real estate professionals across North Georgia.

#### What We Offer Your Clients or Customers:

- ✓ Custom ADU design tailored to their property and lifestyle
- ✓ High-quality construction with attention to detail
- ✓ Creative solutions for multigenerational living, guest space or investment

#### Why Real Estate Agents (or use Professionals ?) Partner With Us:

- ✓ Earn competitive referral compensation for every successful client connection
- ✓ Provide clients with access to a trusted ADU Specialist offering full-service support
- ✓ Expand your service offering by aligning with a brand that delivers both luxury and innovative home solutions



Ready to expand your home, increase property value, or create rental income? Trust the experts who pioneered ADU specialization in North Georgia.



**ELISSA BYRD ANDREW BYRD**  
Owner & Designer Co-owner

Call today and let's build something profitable—together!

470-YOUR ADU (968-7238) | GreatHomeEndeavors.com  
Elissa@GreatHomeEndeavors.com  
Andrew@GreatHomeEndeavors.com

With over 50 years' combined mortgage experience

## We're your Georgia lending experts

The dynamic duo

First home, vacation home or investment property, we'll give your clients a superior mortgage experience.



#### Contact us!

FINANCING THE WORLD,  
ONE LOAN AT A TIME



**MAXWELL & COFFEY**  
CROSSCOUNTRY MORTGAGE®

#### Liz Coffey

Branch Manager | NMLS1233526  
lizc@maxwellmortgageloans.com

**706.816.0613**  
ccm.com/liz-coffey

#### Lauren Maxwell

Executive Vice President | NMLS331415  
lauren@maxwellmortgageloans.com

**239.596.0500**  
MaxwellMortgageLoans.com

CROSSCOUNTRY MORTGAGE, LLC | 1301 Village Park Drive, Suite 202 | Greensboro, GA 30642 | NMLS2690863. Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. NMLS3029 (www.nmlsconsumeraccess.org). 25VIP\_86b4bz0fr. See <https://crosscountrymortgage.com/licensing-and-disclosures/state-disclosures/> for a complete list of state licenses.



# 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!

### CLEANING - RESIDENTIAL & COMMERCIAL

Home Clean Heroes  
(770) 554-2224

### CLOSING ATTORNEY

The Forsyth Law Firm  
(770) 781-2576

### CLOSING GIFTS

Gratitude Goodies  
(404) 667-7587

### CUSTOM HOME BUILDER/REMODEL

Exodus Design Build  
(470) 934-0058

### CUSTOM HOME BUILDERS

CottageSmith  
(770) 335-2655

Great Home Endeavors  
(770) 596-6872

KINGSWORTH CONSTRUCTION  
(678) 373-2608

### FEDERAL CREDIT UNION

LIBERTY FEDERAL CREDIT UNION  
(770) 539-1025

### FENCING & GATES

Stand Strong Fencing of Northeast Atlanta  
(404) 986-8895

### FLOORING

HOLBROOK FLOORING & DESIGN  
(404) 732-5850

### HARDWOOD FLOORING

FATHER & SON FLOORS LLC  
(470) 214-9300

### HOME INSPECTION

Blue Ridge Home Inspections  
(706) 633-3377

Broadview Home Inspections  
(470) 505-9089

Safe Home Inspections, LLC  
(404) 301-3826

### HOME PREPARATION SERVICES

HOME STRETCH NE ATLANTA  
(404) 683-6195

### INSURANCE: AUTO/HOME/LIFE

Clear View Insurance Agency  
(470) 423-8634

### INTERIOR DESIGN/ RENOVATIONS

Styl Home Enhancements  
(617) 633-5050

Styl Home Enhancements  
(617) 633-5050

### MORTGAGE BROKER

JOHNS CREEK MORTGAGE, LLC  
(678) 632-0080

Maxwell Mortgage Team

Lauren Maxwell  
(239) 596-0500

Pennix Mortgage  
(404) 451-1250

### MOVING / JUNK REMOVAL / DELIVERY

HaulEasy Moving Co, LLC  
(770) 851-7480

### OUTDOOR LIFESTYLES

COHUTTA FISHING COMPANY  
(770) 547-9612

### OUTDOOR LIGHTING

Lighting Pros  
(678) 884-9775

### OUTDOOR LIVING

Down South Construction LLC  
(678) 793-9788

### REAL ESTATE COACHING

Jessica Wade  
Real Estate Coaching  
(770) 540-3641

### REAL ESTATE MEDIA

Social4Business  
(706) 580-2349

### REAL ESTATE TRANSACTION COORDINATOR

Elite Closing Solutions  
(470) 299-3995

### RESIDENTIAL COMMUNITY HOME BUILDER

LENNAR  
(470) 217-1745

### RESTORATION SPECIALISTS

Northeastern Restoration  
(678) 654-1328

### RESTORATION/ RENOVATION

PuroClean of North Metro Atlanta  
MARCUS BROWN  
(470) 298-4645

### ROOFING, SIDING & GUTTERS

FOREVER Exteriors  
(833) 438-3700

### SEPTIC SERVICES

HoneyCo, LLC  
(762) 466-3926

### WINDOW/EXTERIOR

HOME CLEANING  
SHINE OF NORTH GEORGIA  
(678) 898-0802

Partner with Johns Creek Mortgage for:

*Tailored Solutions | Satisfied Clients*

*Seamless Transactions | Exceptional Service*

*Streamlined Process | Quick Approvals*

Your Trusted Team for Stress-Free Mortgages!



### CONTACT US



678-632-0080



JohnsCreekMortgage.com



Johns Creek Mortgage, LLC  
6455 E Johns Crossing, Suite 350  
Johns Creek, GA 30097

### LEARN MORE



  
**Johns Creek**  
MORTGAGE

Experience | Expertise  
Superior Quality

NMLS #2320634 | Se Habla Español



*"I love working with the team at Johns Creek Mortgage! Every lender is always willing to help in any way they can, making the process smooth and stress-free... If you're looking for a knowledgeable and supportive mortgage team, you can't go wrong with this group!"*

– Cha L.





# Contents

## PROFILES



**26** Rising Star  
Terrill Carlson



**30** Mike Moulder

## IN THIS ISSUE

- 6** Preferred Partners
- 10** Meet The Team
- 14** FAQ
- 18** Cover Story: Joe Vonderschmidt
- 26** Rising Star: Terrill Carlson
- 30** Mike Moulder



**18**  
COVER STORY  
Joe  
Vonderschmidt



# Georgia's Standout New Homes

Find Single-Family Homes in Watkinsville & Madison

If you are interested in nominating people for certain stories, please email us at: [Nick.Stevens@RealProducersMag.com](mailto:Nick.Stevens@RealProducersMag.com)

**THE FORSYTH**  
LAW FIRM

We are a boutique law firm that focuses on three areas:

**Real Estate Protection Trusts,  
Private LLC structures, Wills and Estates**

We combine these areas for our clients to **maximize** their asset protection now and in the future! If you own *any* real estate we are a one stop shop for your investing and asset protection needs!

[www.forsyth-law.com](http://www.forsyth-law.com) • 770.781.2576

**Maria Keller,**  
Founder

Delight in small-town charm while experiencing modern living with our two exceptional communities in Madison and Watkinsville. Featuring versatile single-family homes, each floorplan ensures your space is functional and stylish.

- From the \$500,000s
- Basements & 3-bay garages available
- Everything's Included\* features at no additional cost: quartz countertops and vinyl plank flooring

Both Madison and Watkinsville provide peaceful surroundings, friendly neighborhoods and easy access to all the amenities you need. Visit us today to explore the possibilities offered with a Lennar home!

404-973-2588 | 221 Willow Creek Dr, Watkinsville, GA 30677 | [Lennar.com/Atlanta](http://Lennar.com/Atlanta)

**LENNAR**

Features, amenities, floor plans, elevations, and designs vary and are subject to changes or substitution without notice. Items shown are artist's renderings and may contain options that are not standard on all models or not included in the purchase price. Availability may vary. Garage/bay size may vary from home to home and may not accommodate all vehicles. Plans to build out this neighborhood as proposed are subject to change without notice. Please see a New Home Consultant and home purchase agreement for actual features designated as an Everything's Included feature. Prices do not include closing costs and other fees to be paid by buyer (including a builder fee, if applicable, as described in the purchase agreement) and are subject to change without notice. This is not an offer in states where prior registration is required. Void where prohibited by law. Copyright © 2025 Lennar Corporation. Lennar, the Lennar logo and Everything's Included are U.S. registered service marks or service marks of Lennar Corporation and/or its subsidiaries. Date 04/25



# Meet The Team



**Nick Stevens**  
Owner/Publisher



**Jessica Wellar**  
Writer



**Elizabeth McCabe**  
Writer



**Rebecca Wilson**  
Writer



**Dan Allsup**  
Ad and Content Manager



**Steven Neville**  
Social Media



**Cam Jimenez**  
Videographer



DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.



## REALTOR Why is Stand Strong Fencing a great Realtor partner?

### What do we offer to you - the Realtor?

- A trusted vendor that delivers a hassle-free experience for your customer each step of the process; including consultation, financing, installation and warranty.
- A positive fencing experience increases your customers' overall satisfaction with the build process.

### What do we offer to your customer - the homeowner?

- Quality manufacturing vendors that offer a wide array of Products, Price Points, and Design Options!
- A dedicated contact that helps your customer make an educated purchase decision that they will Love!

### More reasons to choose Stand Strong Fencing!

- We use Physical Samples so customers can See It before they Buy It!
- Every job comes with Stand Strong Certified Installation, Lifetime Workmanship Warranty and a Manufacturer Backed Warranty!
- National Buying Power that leads to great value for your customers!



**Northeast Atlanta:** (404) 986-8895

**Braselton • Hoschton • Buford**  
**• Cumming • Lawrenceville**  
**• Dacula • Flowery Branch**



**Northeast Georgia:** (706) 553-1841

**Athens • Monroe • Watkinsville**  
**• Loganville • Jefferson • Winder**  
**• Commerce • Hartwell**

# Red, White, and Ready to Fund Your Next Deal!



HOW WE HELP  
YOU CLOSE  
MORE SIDES!



CALL OR TEXT 404.451.1250  
FOR A COMPLIMENTARY CONSULTATION



CONTACT ME  
FOR ANY SCENARIO

It's a tough market out there for buyers! We need every advantage we can get, Shelby and the RE Edge program is it. I was able to get my first-time homebuyers into a home of their dreams with Shelby and his program. A little prep work on the front end before you submit your offer gives your clients the ability to compete with Cash buyers.

**JILL BERNARD, REALTOR**  
Southern Porch Homes Atlanta Communities

We dedicate ourselves to providing the most competitive rates for the following loan options.

CONVENTIONAL | SELF-EMPLOYED | VA/FHA | SBA | COMMERCIAL LOANS



**PENNIX**  
MORTGAGE  
Experience. Dedication. Results.

## Shelby Pennix

Mortgage Banker  
Licensed in GA, FL, AL, SC, and TN

Georgia Residential Mortgage Licensee #26103  
FL #107362-FL and SC #169678  
MLO #169678 NMLSR #1844873

NMLS# 169678/NMLSR# 1844873 /Georgia Residential Mortgage  
License# 26103/FL#LO7362-FL/SC#169678/TN#169678/AL#90232

shelby@pennixmortgage.com  
404.451.1250 • www.pennixmortgage.com  
12600 Deerfield Parkway, Ste. 100, Alpharetta, GA 30004







### Help Your Clients Unlock the Potential in Their Backyard!

In today's market, Accessory Dwelling Units (ADUs) are a game-changer for homeowners. Whether they need extra space for family or a new income stream, CottageSmith delivers custom-built, high-quality ADUs that add value and flexibility to any property.

#### Why Your Clients Will Love an ADU:

- ☒ **Aging Parents Stay Close**  
Independence with convenience
- ☒ **Affordable Living for Adult Children**  
A smart housing solution
- ☒ **Expand Without Refinancing**  
More space, same mortgage
- ☒ **Rental Income Potential**  
Stylish, self-contained units



Tiny Homes - ADU's - Guest Houses - Backyard Cottages

**ASK ABOUT OUR REALTOR REFERRAL PROGRAM**

[www.MyCottageSmith.com](http://www.MyCottageSmith.com) | (770) 335-2655






## Unlock the Full Potential of Your Listings

### with Stunning Media!

- Professional Photography** - Capture every detail and make your properties shine.
- Cinematic Video Tours** - Bring homes to life with immersive walk-throughs.
- Aerial Drone Footage** - Showcase the property and surroundings from breathtaking angles.
- Virtual Staging & 3D Tours** - Create inviting, realistic spaces that sell.

**Stand Out. Sell Faster. Get Top Dollar.**  
Impress your clients and close deals with high-quality, attention-grabbing content.

**Ready to elevate your listings?**  
**Contact us today!**

**(706) 580-2349**  
[cjimenez@mysocial4business.com](mailto:cjimenez@mysocial4business.com)

Scan Here To Get Started! →



Use code "RPMLA" and get **\$100 OFF** on your first order.  
Only for new clients.



**SOCIAL4BUSINESS**  
VIDEO MARKETING AGENCY



### A FULL & COMPREHENSIVE APPROACH

We ask the questions and engage our clients to provide the most efficient reporting, Q&A follow-up & overall client experience possible.



Buyer's Inspection | Pre-Listing/Seller's Inspection  
Re-Inspections | 11-Month/Builder's Warranty  
New Construction Phase Inspections  
Home Maintenance Inspection | Radon Testing  
Loan Draw Inspection | Corporate Relocation  
Thermal Imaging Services

**SCOTT PRILLAMAN - OWNER**

**470-505-9089**  
[broadviewhomeinspections.com](http://broadviewhomeinspections.com)






"If you're in need of high quality restoration work with a company that actually cares and listens to your concerns, look no further than Northeastern Restoration!"

**5 STAR RATED**

**WATER**

**FIRE**

**MOLD**



**NORTHEASTERN RESTORATION**

Residential & Commercial  
Cleanup & Restoration

IICRC Certified

(678)-235-9436

North ATL & Athens, GA



### ENSURE YOUR CLIENTS' PEACE OF MIND WITH HONEYCO, LLC

YOUR TRUSTED PARTNER IN SEPTIC SERVICES.

- Septic System Inspections
- Routine Maintenance & Pumping
- System Repairs & Replacements
- New Installations • Emergency Services



**SEPTIC SERVICES**

**Contact Us Today!**  
**(762) 466-3926**  
Find us on  **HoneyCo, LLC**



# All About Mountains, Lakes & Athens Real Producers

Real Producers magazine started in Indianapolis in 2015 and is now in over 130 markets across the nation and continues to spread rapidly.



**Q: WHO RECEIVES Real Producers MAGAZINES?**  
A: The top 300+ real estate agents across north and northeast Georgia.

**Q: What Is The Goal Of This Magazine?**  
A: We believe that we are better together.

When we surround ourselves with other successful, like-minded people, we grow to new heights. Real Producers is a platform that brings together the most elite individuals in the North Georgia real estate industry.

We take the top 300 real estate agents and RP-vetted businesses in every market, and we build an exclusive community around that group. We share their stories, successes, market trends, and upcoming events — really, anything that will connect, inform and inspire, we put in our monthly publication.

**Q: DOES Real Producers HAVE EVENTS?**  
A: Yes! We will have specific networking events throughout the year.

**Q: What Is The Process For Being Featured In This Magazine?**  
A: It's really simple. You have to be on the top 300 list, and we take nominations seriously. You can nominate other real estate agents, businesses, brokers, owners or even yourself! Office leaders can also nominate real estate agents. We will consider anyone brought to our attention who is in the top 300 because we don't know everyone's story, so we need your help to learn about them. We cannot guarantee a feature, but we encourage you to meet with one of our team members, support Real Producers and attend our private events to increase your chances.

To submit a nomination, please email:  
Nick.Stevens@RealProducersMag.com



**Q: What Does It Cost A Real Estate Agent/Team To Be Featured?**  
A: Zero, zilch, zippo, nada, nil. It costs nothing to agents, so nominate away! We are not a pay-to-play model. We share REAL stories of Real Producers.

**Q: Who Are The Rp-Vetted Businesses?**  
A: They are one of the best businesses in north and northeast Georgia in their category, and you can find them listed in our index! We don't just find these businesses off the street, nor do we work with all businesses that approach us. Many of the top agents have recommended every single business you see in this publication. We will not even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our team will further vet every business to make sure they are a good fit and bring value to our community. Our goal is to create a powerhouse network, not only for the best real estate agents in the area but the best businesses so we can grow stronger together.

**Q: How Can I Recommend A Business?**  
A: If you want to recommend a business that works with top real estate agents, please email or message us!  
**Email: Nick.Stevens@realproducersmag.com**

MOUNTAINS, LAKES & ATHENS  
**REAL PRODUCERS**



## Transform Your Client's Space with Expert Home Organization

*Simplify life with personalized home organization and decluttering solutions*

- Home Organization
- Decluttering
- Senior Downsizing Support



(617) 633-5050 | [mystylhome.com](http://mystylhome.com)  
[limor@mystylhome.com](mailto:limor@mystylhome.com)

**Your Local Blue Ridge Fly Shop**

Outdoor Lifestyle Apparel • Fly Fishing & Fly Tying Classes  
Fly Fishing Schools • Worldwide Travel  
Guided Fishing Trips for Trout, Striped & Spotted Bass  
Fish on Our Private Trout Water

(706) 946-3044 • [cohuttafishingco.com](http://cohuttafishingco.com)  
490 East Main Street Blue Ridge, GA 30513

Drew Friedrich

# Holbrook Flooring & Design

*Specializing in custom new homes & remodeling since 2004*

Locally owned and operated by  
Brian & Trisha Holbrook  
404-732-5850  
[Holbrookflooring@gmail.com](mailto:Holbrookflooring@gmail.com)

Luxury Vinyl Plank | Carpet | Tile | Hardwoods & Refinishing



# Find Your AHA Moment With Jessica Wade — Top 1% Real Estate Agent Nationwide

Find Your AHA Moment With Jessica Wade — Top 1% Real Estate Agent Nationwide

Join Jessica Wade — one of the top 1% of agents in the country — for a monthly mastermind event that’s designed specifically for REALTORS® who want to grow their business and protect their peace.

Introducing the AHA Club – Northeast Georgia, an open, encouraging community of real estate agents just like you.

Each month, top-producing agents share real strategies on:

- Managing time and clients effectively
- Creating sustainable work-life balance
- Marketing, lead gen, systems, mindset, and more

Real conversations Mentorship & motivation Actionable insights to fuel your success

If you’re ready for growth with intention, support that matters, and a tribe of go-getters, this is your space.

Join us on the 3d Monday of the month in Gainesville 9:30-11:00

FREE Networking, FREE Breakfast, and FREE learning

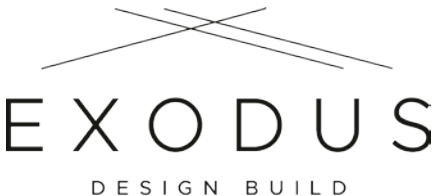
Call or Text Jessica for more information 770-540-3641

You’re one AHA away from your breakthrough.

Jessica Wade | REALTOR® | Northeast GeorgiaHelping agents thrive through encouragement, systems, and balance.



Scan the QR Code to join the mailing list



## Transform Your Home with Exodus Design Build

Luxury Meets Craftsmanship – High-quality construction and remodeling tailored to your vision.

Seamless Design-Build Process – From concept to completion, we handle every detail.

Expert Planning & Design – Our team holds multiple design degrees to create spaces you’ll love.

Trusted Since 2015 – Serving the Greater Atlanta area with responsive, reliable service.

Tailored Luxury – More than just construction, we craft experiences designed around you.



Call us today at (470) 934-0058  
Visit [exodusbuilt.com](https://exodusbuilt.com) to start your dream project!

HOME stretch

404-683-6195

## HOME PREPARATION SERVICES

Value-added services to prepare homes for sale.

- Reduce stress for your clients
- Quickly get homes market ready
- Financing options available
- Design & color suggestions



# MAKE THAT FIRST IMPRESSION Shine.

Clean windows, spotless driveways get them in the door

Shine is here to serve you and your client’s needs. We are a professional exterior detailer, specializing in:

- ✦ Window Cleaning
- ✦ Pressure Washing
- ✦ Gutter Cleaning
- ✦ House Washing
- ✦ Roof Washing



• ASK US ABOUT REALTOR REWARDS  
678-898-0805 | [Shineinfo.com](https://Shineinfo.com)  
Independently Owned & Operated Franchise

## Our Realtors Make More Money & Have More Time

Freedom from Paperwork Starts Here.

This July, celebrate your independence from contracts, compliance, and chaos — let our expert transaction coordinators handle the details, so you can focus on closing deals and enjoying summer.



*Melisa Vinke*  
Founder & CEO  
REAL ESTATE TRANSACTION COORDINATOR  
**CALL 470.299.3995**  
[eliteclosingsolutions.com](https://eliteclosingsolutions.com)

# FATHER AND SON HARDWOOD FLOORS

Specialists On Repairs, Installing, and On-Site Refinishing.

CESAR JARQUIN  
[fathersonhardwoodfloors.com](https://fathersonhardwoodfloors.com) • 470.214.9300  
[fathersonhardwoodfloors@gmail.com](mailto:fathersonhardwoodfloors@gmail.com)  
[www.fathersonhardwoods.com](https://www.fathersonhardwoods.com)





FROM THE MOUND TO THE MARKET

WRITTEN BY ELIZABETH MCCABE • PHOTOS BY NORTH GEORGIA PHOTOGRAPHY

# HOW JOE VONDERSCHMIDT BECAME A POWERHOUSE IN ATLANTA REAL ESTATE

There's a certain fire that sets Top Producers apart—an energy that can't be faked and a drive that never quits. They love the hustle, live for the win, and know how to make every listing shine. For Joe Vonderschmidt, that fire started on the pitcher's mound and found a new home in Metro Atlanta real estate.

Joe doesn't rely on caffeine to fuel his drive—just pure discipline, a rock-solid routine, and an unwavering passion for real estate. “I don't like the way caffeine makes me feel—I get too jittery,”

he says with a laugh. He runs on pure momentum instead.

And momentum is exactly what Joe has built in his career as a real estate agent in the Metro Atlanta area. Since getting licensed just one month after graduating college in 2017, he's carved out a thriving business and leads a dynamic team of 11 at Go With Joe & Co. under the Century 21 Results umbrella.

“I got into real estate right out of college,” Joe shares. “I was a pitcher for the University of West Georgia,

studying business and looking for an internship opportunity.” It was his mom—already in real estate—who connected him with Terry Swanson, owner of Century 21 Results.

“He worked with my baseball schedule and gave me a chance to see the business firsthand. That summer in the office changed everything.” He saw an opportunity to help others with the biggest financial investment of their lives. “I thought that was pretty cool. I knew real estate was what I wanted to get into.”





“

One of the most rewarding parts of this business is seeing my clients buy their first homes and now, a few years later, selling to move up.”

He built a disciplined daily routine rooted in consistency: waking up early to work out, hitting the office by 8:30 a.m., prospecting from 9 to 11, and filling afternoons with appointments. “Every day, I focus on finding new business and helping more people,” he points out. That’s the heartbeat of his day.

#### From Baseball Diamond to Real Estate Playbook

Joe’s background in baseball taught him lessons that translate directly into real estate success. “Baseball taught me discipline and how to stay consistent. There are a lot of highs and lows. In baseball, you have more failure than success and you’re still considered a good player.” Similarly, in real estate, you face a lot more ‘no’s’ than ‘yes’s.’ It’s about how you respond.

Growing up in the Metro Atlanta area, Joe attended Lambert High School—the same community he now serves as a local real estate expert. “I was part of the first class to go all four years at Lambert.” His roots are here, and he loves helping people in his own backyard.

A standout pitcher in high school, Joe was named County Pitcher of the Year in 2013. He still values the camaraderie and competitive edge that baseball brought into his life and business.

Now he’s passionate about people and property, creating wealth and opportunity for his clients. “One of the most rewarding parts of this business is seeing my clients buy their first homes and now, a few years later, selling to move up,” he says. Watching them build equity and grow financially through real estate is priceless.

As team lead of Go With Joe & Co., he’s also passionate about mentorship. “It’s







incredibly rewarding to see new agents on my team grow in confidence, build solid careers, and provide for their families. That's what drives me now."

#### Family, Faith, and Fire on the Grill

When he's not selling homes, you'll find Joe on the golf course, grilling out, or spending time with his wife Brittany and their two young children—Luke, almost four, and Eden, one and a half. "Brittany's a full-time home engineer—the hardest job there is," Joe says proudly. "We met in Forsyth County, where we both grew up."

Time with family and friends grounds Joe, keeping him balanced amidst the fast pace of real estate. Real Talk for Rising Agents

Joe's advice for aspiring top producers? "Build real relationships. If your main motivation is just a commission check, people will smell that a mile away. But if you genuinely care about helping others and always put their best interests first, success will come." The income is the byproduct of doing the right thing.

Joe Vonderschmidt may have hung up his cleats, but he hasn't stopped competing. He just redirected that drive into a business built on discipline, integrity, and heart. It doesn't get any more fulfilling than that!

**DOWN SOUTH CONSTRUCTION**  
- EST. 2019 -

*Transform*  
**YOUR OUTDOORS INTO A LUXURIOUS ESCAPE**

Down South Construction brings luxury outdoor living to life in the North Georgia Mountains. We're a family-owned company known for quality, craftsmanship, and custom design. Our team creates stunning patios, outdoor kitchens, fire pits, and lush landscapes. We also build breathtaking pools and water features for your personal backyard oasis.

<b>STUNNING POOLS</b> Dive into luxury.	<b>OUTDOOR KITCHENS</b> Perfect for culinary enthusiasts.	<b>CUSTOM PATIOS</b> Beautiful designs for leisure.	<b>TAILORED DECKS AND PERGOLAS</b> Stylish outdoor solutions.
<b>ELEGANT WATER FEATURES</b> Tranquil aesthetics.	<b>LUSH LANDSCAPING</b> Enhance beauty with greenery.	<b>COZY FIRE PITS</b> Ideal for evening gatherings.	

**CONTACT US** > [www.dsconstruction.cc](http://www.dsconstruction.cc) (678) 793-9788 [info@dsconstruction.cc](mailto:info@dsconstruction.cc)



#### Transform Your Client's Space with Expert Home Organization

*Simplify life with personalized home organization and decluttering solutions*

- Home Organization
- Decluttering
- Senior Downsizing Support



(617) 633-5050 | [mystylhome.com](http://mystylhome.com)  
[limor@mystylhome.com](mailto:limor@mystylhome.com)





# CUSTOM REALTOR CLOSING & CORPORATE GIFTS

Gratitude Goodies,  
WHERE BRANDING IS  
ALWAYS FREE!

We specialize  
in Realtor  
Closing Gifts



CONTACT US  
TODAY!

Gratitudegoodies@gmail.com  
404-667-7587



**Brighten Their Summer  
— One Basket at a Time!**

From sunshine-themed treats to refreshing goodies, our handcrafted gift baskets are the perfect way to add a splash of joy to any summer celebration.

Custom Branding is FREE With Any Purchase [gratitudegoodies.com](http://gratitudegoodies.com)



# MORTGAGE LENDING

Programs to meet any need!

Up to a **\$500** gift card<sup>1</sup> at closing + no intangible tax requirements



**ALPHARETTA OFFICE**  
3440 Preston Ridge Rd Ste 200  
(470) 235-3572

Loans are subject to credit review and approval. A sample principal and interest payment on a (30)-year \$200,000 fixed rate loan amount with a 7.125% interest rate (7.205% APR) is \$1,629 including taxes, insurance, and PMI. This sample is based on a credit score of 760 and a LTV of 95% (5% down payment) and includes our loan rate discount. Actual interest rate may vary based on credit history, loan purpose, loan to value, etc. Visit [www.libertyfcu.org/mortgagecalculator](http://www.libertyfcu.org/mortgagecalculator) to calculate payments with other terms, balances, or rate. (1) Gift card offer is available on financing of purchase or construction loans for primary residences only. Purchase or construction loan amounts up to \$49,999 will receive a \$250 gift card. Purchase or construction loan amounts of \$150,000 or greater will receive a \$500 gift card. Not valid in combination with any other offer. Liberty FCU mortgage lending product availability may vary based on property location. Federally insured by NCUA Equal Housing Lender NMLS# 518136.

## Brighten Every Home Sale with Perfect Lighting

At The Lighting Pros, we help homes shine their brightest to attract buyers and impress clients. From timeless fixtures to modern designs, we provide lighting solutions that elevate every space. Partner with us to illuminate your listings and make every showing glow.

### Our Services Include:

- Custom Indoor & Outdoor Lighting
- Fixture Selection & Installation
- Energy-Efficient LED Upgrades
- Landscape & Accent Lighting
- Lighting Design Consultations
- Gemstone Lights (Permanent, Customizable Led Lights Controlled From Your Phone)

Visit us at [thelightingpros.com](http://thelightingpros.com) or call today!

**678-884-9775**



## Safe Home Inspections

ensures your client can  
**BUY WITH CONFIDENCE!**

- We won't kill deals
- InterNACHI trained & certified
- Comprehensive report available the day of inspection

Get 15% off of a  
home inspection for your client.  
SCAN HERE



404-301-3826 [safehomeinspectionsga.com](http://safehomeinspectionsga.com) [safehomeinspectionsllc@yahoo.com](mailto:safehomeinspectionsllc@yahoo.com)





# TERRILL CARLSON

The Long-Game Rockstar

BY JESS WELLAR  
PHOTOS BY NORTH GEORGIA  
PHOTOGRAPHY

“A very wise man, Jaime Di Domenico, the president and owner of the former HVAC company that my wife and I worked for in Florida, taught me years ago about the importance of building lifelong relationships,” Terrill Carlson reflects.

“Everyone in Florida needs an air conditioner and they’ll buy one regardless. But Jaime taught me it’s not about the bottom line, so that when your client’s children and grandchildren need an AC, they naturally think of you, too.”

It’s a lesson Terrill carried with him all the way from Florida to the beauty of Ellijay, Georgia — where he now builds his real estate business one honest conversation at a time.

**Fresh Start In The Mountains**  
After 42 years in Sarasota, Florida, Terrill and his wife Michelle made a big leap.

“We left Florida at 2 o’clock in the afternoon on a Friday with our 26-foot-U-Haul, 10 dogs, and my 77-year-old mother in tow,” he chuckles.

What began as a working trip to Tennessee years earlier sparked their dream of relocating somewhere more intentional. North Georgia offered that slower pace of living coupled with small-town charm. “We just fell in love with the vibe,” Terrill adds.

Initially still employed by their HVAC company remotely, Terrill was ready for a professional shake-up as well once he and his wife were settled in their new digs.







“At 55 years old I needed a new career,” he explains. “My wife suggested real estate because the focus is on people; and as the wheels started to turn, I thought of my past experience with Realtors and then thought, ‘I could do that. And I can do it better.’”

Once Terrill made up his mind for his next move, he wasted no time.

“I got my license on June 6, 2023, picked it up the next day, and went directly to RE/MAX Town & Country for my orientation that very day,” he adds, “And I haven’t stopped since!”

**People Over Sales**

While real estate was new territory for Terrill, his approach has been firmly rooted in decades of human connection at his former employer. “I’m just building relationships,” he affirms. “I don’t even think about future commissions — I’m hyper-focused on my clients and their goals.”

That helpful mindset has paid off quickly. In 2024, Terrill closed 18 transactions and \$6 million in sales. He’s also ranked in the Top 100 RE/MAX agents in Georgia more than half a dozen times over the past two years.



“I DON’T EVEN THINK ABOUT FUTURE COMMISSIONS — I’M HYPER-FOCUSED ON MY CLIENTS AND THEIR GOALS.”

Still, recognition is not what drives him: “My goal is to facilitate happiness in all my encounters,” he says simply. That shows up in the way he hustles to build community in a town where, as he puts it, “everybody knows everybody — and nobody knows me.”

Terrill became an Ambassador with the Gilmer Chamber of Commerce and serves as Chair of Keep Gilmer Beautiful in an effort to connect with his neighbors.

“My community involvement is a huge plus, and I love to take care of people while giving back,” he elaborates.

**Real Talk, Real Life**

Terrill’s authenticity carries over into his creative pursuits like his podcast, The State I’m In Is Real with Terrill Carlson.

“My podcast is focused on the North Georgia mountains lifestyle with a mild focus on real estate,” he offers. “It’s not super polished and dialed in, but neither am I, so I’m not trying to filter it through ChatGPT — it’s a real DIY project and I learn when I stumble.”

He invites local agents, business owners, attorneys, and lenders on to the podcast to share their perspective on what makes the region special. It’s another way Terrill stays plugged into the people and place he has quickly grown to love.

He’s also the face (and creator) behind Carlson’s Bear Breath Salsa, a fresh, locally sourced product that came about several years ago after his mom grew a tomato surplus in her garden. “Friends and family all urged me to bottle it up,” he recounts with a grin. “My wife is a designer and created my label — it’s a side hustle, and it’s been fun to grow.”

**Outside The Office**

When he’s not working, podcasting, or chopping vegetables, Terrill stays grounded with wife Michelle and their pack of nine beloved dogs. The couple love to hike, go to concerts, work in the garden, and spend time together unplugged.

“We listen to a lot of music,” he offers. “I also meditate and I love spending time outside.” Upcoming shows include

The Black Angels, All Them Witches, and King Buffalo, bands that reflect Terrill’s eclectic musical taste and love of talented musicianship.

As for the future? Terill sees it as limitless.

“My five-year professional goal is to build my brand, ‘Get Closed with Carlson,’ and have the brand work for me while also growing a team,” he states. “My work ethic is solid and I want agents that have that same ethic.” A broker’s license is also possibly on his radar down the road.

There’s one more dream on the vision board, too: “My wife and I would love to build an A-frame resort of tiny homes in the area and make it a destination for glampers someday.”

Regardless of what lies ahead, Terrill’s focus will always be centered around people.

“Happiness is how I define success,” he concludes. “And the relationships I build will continue to keep me motivated.”



# Mike Moulder



with **GO M-PACT** Is  
Helping Agents Reach Their  
Highest Potential!

WRITTEN BY ELIZABETH MCCABE  
PHOTOS BY NORTH GEORGIA PHOTOGRAPHY



“You don’t get what you want in life — you get what you’re willing to work for.”

If you’re in real estate and feel like you’re spinning your wheels, you’re not alone. Many agents hustle hard but never quite break through to their full potential. That’s where Mike Moulder comes in — a powerhouse of positivity, grit, and experience who’s transforming careers through coaching that actually moves the needle.

After nearly two decades in real estate — including leading one of the top Keller Williams offices in the world — Mike realized something critical: success isn’t just about sales, it’s about support. “I hired thousands of agents and coached so many of them, but I saw a consistent

gap,” he explains. “Some agents had all the tools, but no one was truly drawing out their potential.”

So, in March 2024, Mike stepped into a bold new chapter — launching GO M-Pact, a full-time real estate and







# “YOU DON’T GET WHAT YOU WANT IN LIFE — YOU GET WHAT YOU’RE WILLING TO WORK FOR.”

business coaching company designed to unleash that hidden potential in a big way.

From Billion-Dollar Broker to Bold Business Builder Mike’s track record is unmatched. In his first year in real estate, he sold a mountain of homes. He then spent 17 years in management, building and leading high-performance teams — including a billion-dollar office. But deep down, he knew his impact could be greater if he broke free from the box.

“I didn’t want to be tied to just one brokerage or brand,” Mike says. “I wanted to reach everyone at all brokerages. I go into any office and help agents get out of their own way and into action.” And it’s working. His first month in business, he took on 17 clients. Within 45 days? 20. Today, he’s traveling, speaking, and coaching across

the country, pouring into agents and entrepreneurs alike.

GO M-Pact: What It Stands For

GO M-Pact isn’t just a clever name — it’s a philosophy.

GO: The number 8 turned sideways is infinity. Unlimited potential.

M – Mindset: “It all starts here. You’ve got to believe in what’s possible.”

P – Purpose: “I wake up with a purpose every day — to serve and elevate others.”

A – Action: “Take massive, focused action. That’s how change happens.”

C – Community: “This business is all about Return on Relationship (ROR).

People do business with those they know, like, and trust.”

T – Time: “Time is precious. I lost my dad and grandpa early. Life’s too short not to be doing what you love.”

## What Sets Mike Apart

Mike isn’t your average “rah-rah” coach. He brings strategic, measurable, and personalized coaching to every session — whether you’re an agent, lender, roofer, or small business owner.

“Some of my clients come in with limiting beliefs. I had one agent tell me, ‘Mike, I never believed in myself — until now.’ That’s the power of mindset.”

He’s a firm believer in Return on Relationships over ROI. “When you build genuine relationships, the business follows. People remember who helped them, not who sold to them.”

Clients can choose two 30-minute coaching sessions a month (\$399) or four (\$799). Every session is strategic. Together, Mike helps you break down your goals — whether it’s selling five houses a year or becoming a seven-figure earner.

“Want to make \$1 million a year? That’s \$83,333 a month. Want to make \$114/hour? You better find ways to make money while you sleep. I help you reverse engineer your income goals and build the systems to get there.”

## A Family Who Inspires

Behind the scenes, Mike’s why is crystal clear: his family. Married to his wife Marla for nearly 30 years, Mike calls her “his rock” — and she’s a real estate rockstar in her own right. They met when Mike was 21. Their son Michael Jr., 23, is following in the family footsteps, recently buying his first home and making waves as a rising star in real estate. Their daughter, Malerie, is a 27-year brain tumor survivor who continues to inspire Mike every single day. She is the namesake of their nonprofit, Malerie’s Hope, founded by Marla in 2018 to support families facing childhood cancer and special needs.



“My daughter taught me that ‘I can’t’ doesn’t exist. She lives with us, and every day I look at her and think: there’s nothing we can’t overcome.”

## Fueled by Passion

When he’s not coaching or speaking at offices across the country, you’ll find Mike golfing, enjoying lake life, and spending time with his family. He also draws inspiration from icons like Tony Robbins, Brian Buffini, and books like Rich Dad Poor Dad.

And don’t be surprised if you see Mike walking into a coaching session with poker chips in hand — he’s got his own swag. “It’s just a reminder — life is a game of calculated risks. Bet on yourself.”

Ready to Be Coached by Mike? His motto is simple: “I make people think differently.”

If you’re coachable, open-minded, and ready to put in the work — Mike wants to work with you. Because at the end of the day, it’s not about selling more homes. It’s about building a business and a life you love. So, are you ready to GO M-Pact your world? Join his weekly coaching calls — because your potential is waiting.





Fully Licensed, Certified & Insured

### The Paramedics of Property Damage®

WATER • FIRE • MOLD • BIOHAZARD

Trauma/Sewage Cleanups

Reconstruction

Pack outs & content cleaning (We restore back to pre-loss condition)

Residential & Commercial Properties (No territory!)

*We cover from metro to mountains!*

25 Years In Business

24/7 emergency services Call (470) 298-4645 | [www.PuroClean.com/NMA](http://www.PuroClean.com/NMA)





Blue Ridge  
Home Inspections, LLC

# YOUR GO-TO HOME INSPECTORS

*in North Georgia*

**WHAT WE OFFER**

- HOME INSPECTIONS
- COMMERCIAL INSPECTIONS
- NRPP RADON TESTING
- MULTIPLE ADD-ONS
- FOLLOWUP PHONE CALL

**CONTACT US**

(706)633-3377

SCHEDULE@BRDDLCC.COM



## Moving Made Easy with *HaulEasy!*



**Special Offer for Realtors:**  
Mention this ad for a  
10% discount on your  
first referral booking!

**REALTORS:  
SIMPLIFY YOUR  
CLIENTS' EXPERIENCE!**

We specialize in stress-free  
moving and junk removal services  
to help your clients transition smoothly.

**Why Realtors Love HaulEasy:**

- **Fast & Reliable Service:** Quick to respond, typically just need a 3-days' notice, scheduled options available.
- **Professional Team:** Friendly, careful, and efficient.
- **Versatile Solutions:** From full moves to junk removal for staging or post-sale cleanup.

**HaulEasy**  
Junk Removal & Moving

Call/Text (770)851-7480  
info@haul-easy.com  
haul-easy.com




## Every Home Needs a Hero!

We offer regular and one-time cleaning services, including  
move-in, move-out cleans, and post construction clean up!

**770-554-2224**  
atlnorth@homecleanheroes.com





# HOT MARKET. COOL COVERAGE.

July is heating up—make sure  
your deals don't melt down.  
Partner with an insurance  
agent who understands real  
estate and keeps your  
closings on track.





## NICK THE INSURANCE GUY

AUTO • HOME • LIFE

We find the Right Coverage for the Right Price!

- ✓ Home or Condo Insurance
- ✓ Landlord Insurance
- ✓ Commercial



**SCAN TO  
LEARN MORE**




**470-423-8634**  
Nick@ClearViewIns.com  
12600 Deerfield Pkwy, Ste 100, Alpharetta, GA

*We are continually adapting with the market &  
adding carrier solutions to assist each client.*



# Built for Your Clients, ***Designed for Their Dreams***

*Partner with Kingsworth Construction—where dreams become homes.*

- 
- Custom Home Design & Build: Tailored to your client's needs and style.
  - Luxury Renovations: Elevating existing spaces with precision and care.
  - Site Evaluation & Preparation: Ensuring the perfect foundation for every home.
  - Project Management: On-time, on-budget delivery with open communication.
  - Additions & Expansions: Expanding possibilities while maintaining harmony.



*At Kingsworth Construction, we specialize in crafting custom homes that match your clients' unique visions. With a focus on quality, innovation, and seamless collaboration, we make the home-building process an exceptional experience—for you and your clients.*

Visit **kingsworthconstruction.com** to explore our work and start the conversation. **678-821-2070**