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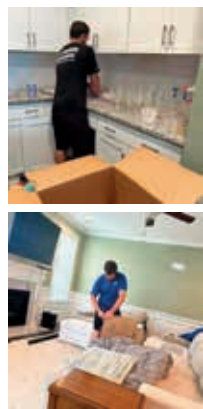
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Lindsay Jones

LEADING WITH **HEART, HUSTLE,
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WRITTEN BY ANITA JONES • PHOTOGRAPHY BY JEREMY KIEREZ - HIGH TIDE CONTENT



Lindsay Jones is the kind of REALTOR® whose impact reaches far beyond the closing table. With over \$85 million in career volume and a standout \$31.5 million in 2024 alone, Lindsay has proven herself as one of the most respected, accomplished, and genuine professionals on the Grand Strand. Numbers only tell part of her story. Her heart for people, her unwavering work ethic, and her quiet resilience are what truly set her apart.

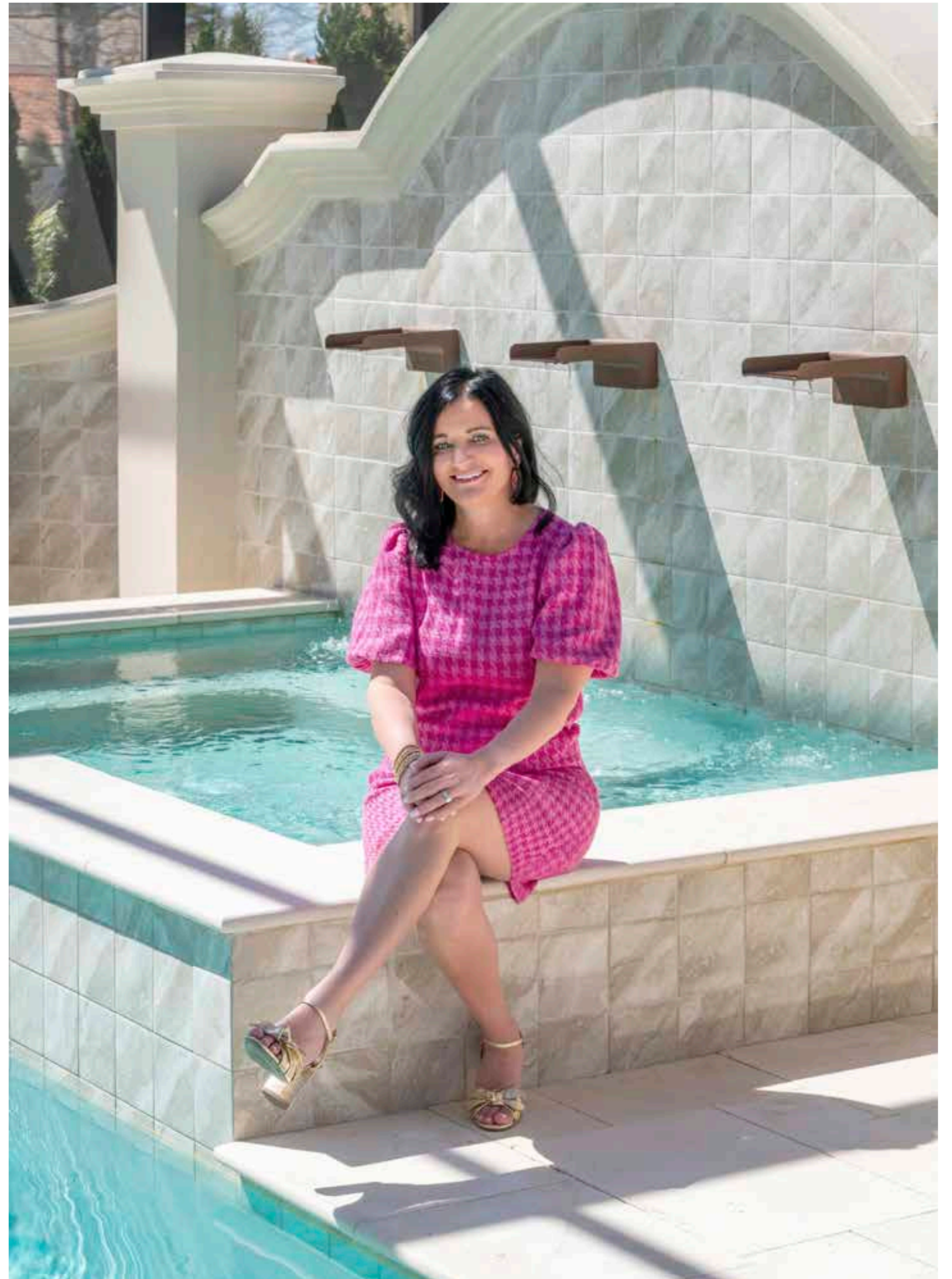
From Farm Roots to Fierce Resilience

Originally from Texas and Oklahoma, Lindsay grew up on a farm—a childhood that instilled a lifelong work ethic and appreciation for grit and perseverance. After graduating from McAlester High School in Oklahoma, she pursued a degree in Microbiology at the University of Oklahoma and later earned her certification to teach high school sciences. From the classroom to business ownership, Lindsay has always embraced challenge and growth. She spent eight fulfilling years running a women's boutique in Nixa, Missouri—an experience that highlighted her entrepreneurial spirit and love for connecting with others.

A Real Estate Rise Fueled by Purpose

In 2018, when her two children left for college out of state, Lindsay and her husband, Marty, an ER physician with Conway Medical Group, made the move to Myrtle Beach. “After relocating, I realized how much I missed working,” Lindsay reflects. “My husband encouraged me to get my real estate license, and the rest is history.”

And what a history she has built. In just under five years, Lindsay has become a top-producing single agent at Grande Dunes Properties in both 2023 and 2024 and holds the Certified Luxury Home Marketing Specialist (CLHMS) designation. But among all her accolades, there is one award that holds special meaning- it is the brokerage's “Spotlight Award” which is given to the agent with the Most Positive and Helpful attitude. She has received it three years in a row. “That award is my favorite,”



Lindsay shares. “It reflects who I strive to be every day.”

Her passion for people and positivity is deeply rooted in her personal life. Married to her high school sweetheart for 30 years, Lindsay is a proud mom to Kaitlyn, a pilot and aerospace engineer, and Todd, a Citadel graduate and Air Force officer. Kaitlyn’s husband is a research professor at Penn State. “My family is my WHY,” she says with pride. “Everything I do is with them in mind.” When they are together, the Jones family loves hiking, playing board games, listening to music, and dominating trivia nights.

Lindsay brings that same team spirit and drive to real estate. “I am passionate about growing—not just my own business, but also building a team culture where everyone can succeed,” she says. “I love the challenge of improving my skills and helping others do the same.” Her client-first philosophy is grounded in authenticity and daily intentionality. “I set small goals every day,” she explains. “It’s amazing how consistent action leads to big results.”

Even in the face of challenges, Lindsay remains steadfast. Whether transitioning between careers or navigating the demands of motherhood and business ownership, she has learned how to adapt without losing sight of what matters most. “I’ve always been very goal-oriented,” she says. “And I’ve learned that the ability to pivot is just as important as staying focused.”

Outside of real estate, Lindsay enjoys running with her pup, Piper, traveling with her husband, and discovering local boutiques. And while many may not know this, she once played a dueling piano with Luke Bryan at a piano bar—a moment her family loves to remind her of. “I do love country music,” she laughs.

A Legacy of Impact, Integrity, and Intention

Looking ahead, Lindsay sees real estate not just as a career, but as a vehicle for personal growth, financial freedom, and meaningful impact. “This business is built on relationships,” she says. “So, show up, follow through, and treat

every connection like it matters—because it does.”

Her advice to fellow agents? “Stay consistent, stay genuine, and never stop learning. And never be afraid to ask questions. That is how we grow.”

Lindsay Jones wants to be remembered as someone others could count on—whether it is a client buying their dream home or a fellow agent needing a helping hand. “I care,” she says simply. “I care about my clients, my team, and my community.”



In a world that often measures success by numbers alone, Lindsay reminds us that true success is about happiness, human connection, and setting goals that reflect your values. “Your personal success isn’t contingent on the failures of others,” she says. “Focus on your own journey.”

In both business and life, Lindsay Jones is doing just that—and helping others do the same every step of the way.

“My family is my WHY.
Everything I do is with them in mind.”



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Charting His Own Course to Success in Real Estate

WRITTEN BY ANITA JONES
PHOTOGRAPHY BY JEREMY KIEREZ - HIGH TIDE CONTENT

The road to success is rarely a straight path. For Nick Paolozzi, a top-producing realtor with RE/MAX Southern Shores, the journey has been one of discovery, perseverance, and an unwavering commitment to growth. As he approaches his seventh year in the real estate industry, Nick's story is one of passion, resilience, and a relentless drive to create a life and business on his own terms.

From Finance to Fitness to Real Estate

Originally from LaGrangeville, New York, Nick's early interests revolved around art, design, and architecture. However, his path took a turn when he chose to pursue business and economics at SUNY New Paltz, leading him to a career in financial services. Yet, something was missing. "I quickly realized I did not love that life," Nick admits. "I wanted something different, something where I could build my own future."

In search of a fresh start, Nick moved to Myrtle Beach in 2016, drawn by family ties and the opportunity to reinvent himself. He explored the fitness industry and later transitioned into HOA management, but the itch to carve out his own path never faded. It was during this time that he discovered real estate—a career that would allow him to combine his love for business, design, and investment with the independence he had always craved.

Building a Business from the Ground Up

The early years in real estate were not easy. Moving to a new city without an established network

“Success, to me, is about being truly happy in my everyday life—spending my time doing what I love with the people I enjoy being around.”



posed significant challenges, and as a naturally reserved person, stepping into the highly social world of real estate was daunting. “I doubted myself a lot,” Nick recalls. “I struggled to make connections, and I even considered quitting multiple times.”

But rather than give in to self-doubt, Nick found an innovative way to connect with potential clients: YouTube. He recognized that creating videos about Myrtle Beach real estate would allow him to showcase his knowledge and personality while easing the pressure of in-person networking. “It was a dream come true because I believed people would be ‘sold’ on me before even meeting me,” he explains. While the first year of content creation yielded little success, he persisted—and today, his video presence is a key driver of his thriving business.

A Competitive Spirit and a Relentless Work Ethic

Nick’s background as a competitive runner instilled in him a strong work ethic that has been instrumental in his real estate success. “In running, my success was determined by how hard I worked, not by luck or talent alone,” he says. He applies the same mindset to real estate, pushing himself to improve daily and using competition as fuel for growth. “There are people who are smarter, more connected, and more outgoing than me, but that will not stop me from striving to be the best.”

The Evolution of Success

While Nick once measured success in terms of financial milestones and accolades, his perspective has evolved over time. “The older I get, the less that matters,” he reflects. “Success, to me, is about being truly happy in my everyday life—spending my time doing what I love with the people I enjoy being around.”

His wife, Malinda, whom he met in 2019 and married in 2023, is a cornerstone of his happiness. Family is at the heart

of his life, with many of his relatives having relocated to Murrells Inlet. From backyard barbecues to rounds of golf with his dad and father-in-law, Nick cherishes the simple moments that bring true fulfillment.

A Passion for Innovation and Helping Others

Nick is deeply invested in making real estate a more seamless experience for his clients. He is actively exploring AI and new tools—not to replace the human element but to enhance efficiency so he can spend more time building relationships. “I want to grow in a way that allows me to help more people achieve their goals,” he says.

Beyond real estate, Nick’s passions extend to golf, fitness, hiking, and snowboarding—activities that reconnect him to his roots and balance his fast-paced career. He also prioritizes giving back, donating a portion of every closing to the Children’s Miracle Network.

Words of Wisdom for Aspiring Realtors

For those starting in real estate, Nick’s advice is simple yet powerful: “Do not give up.” Acknowledging that success in this industry often comes after years of struggle, he encourages others to find role models, stay persistent, and embrace their own journey.

“Most people doing well today had a tough beginning. It is easy to assume it was easy for them, but that is rarely the case.”

Above all, Nick wants to be remembered as someone who always did his best and inspired others to do the same. “I love sharing my story because if someone is struggling, I want them to know that hard work does eventually pay off.”

With his relentless dedication, innovative mindset, and commitment to helping others, Nick Paolozzi is not just a top-producing realtor—he is a true Real Producer, shaping the future of Myrtle Beach real estate one client at a time.





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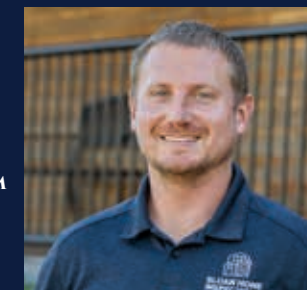


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THE HERMANNS TEAM

Angie and Todd Hermanns



Blazing their Way from
Automobiles to Real Estate

WRITTEN BY ANITA JONES
PHOTOGRAPHY BY TYLER GRAHAM -
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For Angie and Todd Hermanns, the Hermanns Team, real estate is more than a career—it is a calling. Their journey to success has been anything but conventional, yet it is precisely their diverse backgrounds, resilience, and shared commitment to helping others that have made them rising stars in the Myrtle Beach real estate market.

From California to the Carolina Coast

Before real estate, Angie and Todd built impressive careers in the automotive industry. Angie spent 25 years in the business, working her way up to General Sales Manager for a Ford/Lincoln dealership in Los Angeles. Todd, on the other hand, worked as the Western Regional Manager for Kelley Blue Book before transitioning into high-rise property management. Their paths crossed through work, and together, they built a life in sunny California, never imagining they would leave.

Then, life threw them a curveball. COVID-19 reshaped everything. Todd was laid off when leasing clients began working remotely, and at the same time, Angie's father, who lived in Myrtle Beach, needed help. The pandemic forced them to reevaluate their future, and by the fall of 2020, they made a life-changing decision—to move across the country and start over in real estate.

A New Beginning in Real Estate

By March 2021, the Hermanns had officially traded the West Coast for the Grand Strand, embracing a new way of life. With Angie's father's health in mind, they sought careers that offered flexibility without compromising their work ethic or passion for service.

"For years, I thought I would always be in the auto industry," Angie shares. "But I prayed about it and felt drawn to real estate. The transition made sense—whether you are selling cars or homes,



it all comes down to understanding people and helping them make informed decisions."

Todd agreed. Their ability to work seamlessly as a team, offering two perspectives and a shared dedication to their clients, gave them an edge. And so, in February 2022, they officially launched their real estate careers with Century 21 Broadhurst.

Overcoming Challenges and Finding Purpose

Starting over is never easy, let alone in a brand-new industry and town. But Angie and Todd leaned into their strong work ethic, positive mindset, and faith, knowing they were meant to be here.

Now, they channel their experiences into their work, specializing in helping seniors and their families navigate the emotional process of downsizing.

After going through it personally—first with Angie's father and later with her mother—they understand the stress and uncertainty that can accompany such transitions.

"That experience changed everything for us," Angie explains. "When my dad's health declined, we had to move him out of his condo and into our home. A year later, we helped my mom leave her house of 62 years. We have been on both sides of this process, and now, we are passionate about helping other families through it with knowledge, compassion, and guidance."

Defining Success

For Angie and Todd, success is not just measured in sales—it is about impact. "To us, success means ensuring our clients make informed decisions with confidence, knowing we have their backs every step of the way," Angie says.



Their dedication to their clients extends beyond just buying or selling a home. Whether they are guiding a first-time buyer or assisting a senior in transitioning to a new chapter, they take pride in making the process as seamless and stress-free as possible.

A Life Built on Family and Community

Angie and Todd's passion for real estate is matched by their love for family. Though most of Angie's siblings remain in Michigan, they stay closely connected, regularly traveling back and forth. Their 28-year-old son, Grant, is pursuing his dreams as an entertainment journalist, and they could not be prouder.

Outside of work, the couple enjoys cooking, golfing, beach walks with their dog Wrigley, and dining out. They also dedicate time to supporting senior communities, finding great fulfillment in helping older adults and their families adjust to lifestyle changes.

Words of Wisdom

Their advice to up-and-coming real estate professionals? "Do not look at each sale as just a transaction—remember that you are helping change someone's life."

And if there is one message they want to leave behind, it is this: "For us, success in real estate is not just about closing deals—it is about the people we serve. Every client has a story, a dream, and a unique journey, and we are honored to be a part of that. At the end of the day, it is not about the money—it is about making a difference."

A Lasting Legacy

The Hermanns' journey is a testament to perseverance, adaptability, and the power of genuine service. Through their work, they are not just selling homes—they are changing lives, one client at a time.

As Henry Ford famously said, *"Whether you think you can, or you think you can't—you're right."* Angie and Todd Hermanns have chosen to believe they can—and they are proving it every single day.

“DO NOT LOOK AT EACH SALE AS JUST A TRANSACTION—REMEMBER THAT YOU ARE HELPING CHANGE SOMEONE’S LIFE.”



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CONSERVA IRRIGATION

The Smart Choice for Water-Savvy Solutions

WRITTEN BY ANITA JONES • PHOTOGRAPHY BY JEREMY KIEREZ • HIGH TIDE CONTENT

In a world where efficiency and sustainability are everything, Conserva Irrigation of Myrtle Beach is redefining what it means to have a well-maintained, high-performing irrigation system.

Owned and operated by Dawn and Bill Hester, along with Jay and Pam Griffith, this team is more than just experts in irrigation—they are pioneers in smart water management, ensuring homeowners and businesses get the most out of every drop.

Conserva Irrigation was founded upon irrigating with water conservation being its core goal.

How we do that is through the products we use.....smart technology, designing each system we install and having knowledgeable certified technicians.

More Than Just Irrigation—A Commitment to Conservation

At its core, Conserva Irrigation is built on the principle of water conservation without sacrificing performance. Whether it is repairs, full system maintenance and monitoring, new system installations, or drainage solutions, the team provides top-tier service to both residential and commercial properties—including expertise in 2-wire systems.

What sets them apart? It is all in their cutting-edge technology and certified expertise.

Conserva integrates smart irrigation controllers, flow meters, and internet-connected systems that can adapt to weather conditions, detect leaks, and optimize water usage—ultimately saving customers money and resources.

A Vision Born from Industry Experience

For Bill Hester, a registered Landscape Architect, the need for high-quality irrigation repair became apparent through years of experience in the field. Realizing there was a gap in the market, Bill and Dawn researched solutions and discovered Conserva Irrigation, a brand that aligned perfectly with their vision. After extensive research and a visit to Conserva’s headquarters, they launched their business—quickly bringing on Jay and Pam Griffith as partners.

Their partner group is called the 4 Pack Group LLC. Dawn shares, “Since we are all avid NC State Wolfpack fans, it was a fitting name.” Dawn and Pam are sisters. Being in business with family can be tough but we all love business and what we each do for the business. Jay and Pam have two daughters, Jessica and Jaclyn and two grandsons while Bill and Dawn have one son, Matthew who is 23. Matthew also works for the company and is responsible for Conserva analytics.

Dawn continues, “We are lifetime seat holders for NC State football so that keeps both of our families busy in the Fall with most weekends in Raleigh or on the road watching college football. We all enjoy traveling and will do several trips together a year.”

“We started a business with some in the area saying the higher service, quality products model would not work here at the beach. We proved that most here are just the opposite and want those things. And providing that, we became the highest grossing startup year for Conserva nationally, then broke the record for the highest sales volume in our first full year. We are driven people, and when we set our minds to something we don’t look back!”

“WE ARE DRIVEN
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DON’T LOOK
BACK!”

But success was not handed to them—it was earned. Launching in February 2020, just weeks before the world shut down, they faced uncertainty head-on. Rather than faltering, they thrived, quickly becoming a record-breaking franchise within Conserva Irrigation’s national network.

What Sets Conserva Irrigation Apart?

If there is one thing this team stands by, it is their unwavering commitment to excellence.

Certified Experts – Every technician is a nationally certified Irrigation Technician and SCDENR certified for backflow testing.

Reliability You Can Trust

- They answer the phone, show up on time, and deliver on every promise.



- Fully Stocked Vans – No delays, no waiting—just efficient service with the right tools on hand.
- Customer-First Service – With over 560 five-star Google reviews, the feedback speaks for itself.

“We hear it all the time— ‘No one else could figure out the problem, but your team did.’ That is what makes this so fulfilling,” they say.

A Game-Changer for REALTORS® and Property Managers

For top-producing realtors, Conserva Irrigation is more than a service—it is a strategic advantage. With thousands of satisfied homeowners and hundreds of commercial property managers relying on their expertise, they understand the importance of keeping landscapes lush, green, and hassle-free.

For realtors looking to offer clients a concierge-level irrigation service, Conserva Irrigation is the only call you need to make.

Defining Success—And Breaking Records

From the beginning, skeptics doubted their high-service, quality-driven model would work in Myrtle Beach. They proved everyone wrong.

- Highest-Grossing Startup Year in Conserva History
- First Franchise to Hit \$1M in Annual Sales (Year 3!)
- First to Hit \$1M in Commercial Sales Alone
- Named 2024 Franchisee of the Year

Their formula? Driven minds, unwavering commitment, and a refusal to settle.

A Legacy of Excellence

More than just a business, Conserva Irrigation has raised the industry standard in the Grand Strand. Other professionals have taken notice, and the company actively shares business advice and mentorship with fellow franchisees. Their employees are more than staff—they are family. And above all, they want their customers to say: “That is a group of hardworking, honest people”.

Need a Solution? Call Conserva Today!

If your irrigation system is a “Pain in the Grass”, it is time to call Conserva Irrigation of Myrtle Beach.

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