

ACADIANA

MARCH 2025

# REAL PRODUCERS<sup>®</sup>

Lee Ave  
200



**Get to Know the Publisher**

Drake Abshire

**Partner Spotlight**

F45 Training

**Rising Star**

Daphne Gaspard

**Ask the Expert**

Standard Mortgage

**SPECIAL  
ANNIVERSARY  
EDITION!**

Tips from the Top

CONNECTING. ELEVATING. INSPIRING.

# YOUR MORTGAGE EXPERT!



MAKING THE WORLD A BETTER PLACE, ONE MORTGAGE AT A TIME

I offer multiple loan options in addition to residential and commercial options: DPA, One-Time Single Close Construction, Jumbo loans, Land Loans, Investor/ Non-QM, and even hard money when needed.



## Anna Uriegas

Residential Mortgage Loan Officer • NEXA Mortgage, LLC  
511 Shore Drive Ste. 4 • Youngsville, La. 70592  
(337) 230-5431 • [annaUriegas.com](http://annaUriegas.com)



NMLS #121404

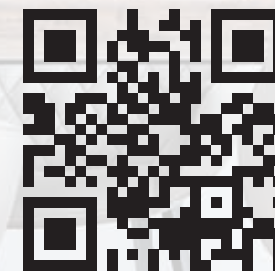


# Let me help get you pre-approved

- Purchases & Refinances
- Primary homes, second homes and investment properties
- Licensed in Louisiana, Texas, Florida, and Alabama
- Excellent service and knowledge!

## Apply Now

[christopherbienvenu.floify.com](http://christopherbienvenu.floify.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!

## BUILDER

**Manuel Builders**  
(337) 981-5315  
www.manuelbuilders.com

## CUSTOM BUILDER

**Krewe Construction**  
(337) 806-9589  
www.kreweconstruction.com

## CUSTOM HOME BUILDERS

**BECC Homes, LLC**  
(337) 322-8800  
www.becchomes.com

## Hart Homes, LLC

(337) 252-5707  
www.harthomesofacadiana.com

## DESIGN & HOME STAGING

**JM Designs Staging & Decor**  
(337) 316-0478

## FITNESS - GROUP CLASSES

**F45 Lafayette**  
(337) 252-0016  
f45training.com/studio/lafayettela

## FLOORING

**Floor & Decor**  
(404) 471-1634  
www.flooranddecor.com

## HOME INSPECTION

**Acadiana Home Inspectors**  
(337) 326-5772  
www.acadianahomeinspect.com

## INSURANCE

**Core Insurance Solutions**  
(337) 267-7963  
coreinsurancela.com

## INSURANCE SERVICES

**Shield 365 Insurance**  
(337) 573-0675  
www.shield365insurance.com

## MORTGAGE / LENDER

**American South Mortgage**  
(985) 447-9890  
www.MyAmSouth.com

## Edge Mortgage

(337) 230-1538  
www.edgemortgage.com

## GMFS Mortgage

(337) 456-3580  
www.gmfsmortgage.com/Mimi

## NEXA Mortgage, LLC

(337) 230-5431  
www.annauriegas.com

## Terry McBride of Reliant Mortgage

(337) 294-0252  
www.reliantacadiana.com

## MORTGAGE LENDER

**Standard Mortgage**  
(337) 362-0102  
www.stanmor.com

## PHOTOGRAPHER | REAL ESTATE MEDIA

**Cajun Virtual Tours**  
(337) 654-0904  
www.cajunvirtualtours.com

## TITLE COMPANY

**AMO Title**  
(337) 706-9266  
www.amotitle.com

## Lalande Title

(337) 446-0790  
www.lalandetitle.com

## Prime Title

(337) 235-0047  
www.primetitle.net

## Southern Compass Title

(337) 333-7626  
www.SoCoTitle.com

## Standard Title

(337) 232-8777  
www.standardtitle.com

## Sure Title

(337) 451-5959  
www.thesurechoice.com

## Torian Law

(337) 534-8300  
www.torian-law.com





Real Estate Closings



Benjamin G. Torian  
Torian-Law.com  
337-534-8300







We set the standard, higher.

RJ Fonseca  
& Sadie Shamsie  
Co Founders

337.232.8777



Proudly serving our community for 23 years

1819 W. Pinhook Rd., Ste. 100  
Lafayette, LA 70508  
337.235.0047  
PrimeTitle.net

Anne Elise Doise





OLSON & O'NEILL | Attorneys at Law

Paul Gardner

# Meet The Team



**Drake Abshire**  
Publisher



**Elizabeth Trahan**  
Videographer



**Ace Sylvester**  
Photographer



**Holly Hebert**  
Advertising Manager



**Jess Wellar**  
Staff Journalist

**RP** 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 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.



# JMDesigns

## Staging & Decor

**Judy Abshire**

337.316.0478

JMDesignStaging@gmail.com

Photo Day Staging

Furniture & Decor

Paint Selections

# Our Mission

THE MISSION OF MADDIE'S FOOTPRINTS IS TO PROVIDE FINANCIAL AND EMOTIONAL SUPPORT TO FAMILIES COPING WITH MISCARRIAGES, STILLBIRTHS OR THE LOSS OF AN INFANT.

FOR MORE INFORMATION PLEASE VISIT: [WWW.MADDIESFOOTPRINTS.ORG](http://WWW.MADDIESFOOTPRINTS.ORG)



## CAJUN VIRTUAL TOURS

Acadiana's Premier Real Estate Photography and Videography

MAKE YOUR FIRST IMPRESSION COUNT!

SPECIALIZING IN REAL ESTATE PHOTOGRAPHY, 3D VIRTUAL TOURS & AERIAL PHOTOGRAPHY/VIDEOGRAPHY IN THE ACADIANA AREA!



@CAJUNVIRTUALTOURS

337.654.0904

ONLINE BOOKING AT [CAJUNVIRTUALTOURS.COM](http://CAJUNVIRTUALTOURS.COM)

## LET'S CLOSE MORE DEALS

- WE OFFER CAVA AND LHC GRANT PROGRAMS.
- YOUR CLIENTS GET \$2,000 LENDER CREDITS ON ALL NEW CONSTRUCTION PURCHASES

**CALL NOW**

(337) 858-8755

RELIANTACADIANA.COM



**RELIANT**  
MORTGAGE  
Acadiana  
[www.reliantacadiana.com](http://www.reliantacadiana.com)  
Terry McBride • 337-858-8755

# A Note From the Publisher

Providing a platform to celebrate and unite the top real estate professionals across Acadiana!

BY DRAKE ABSHIRE

Hello Acadiana Realtors!

Wow, what a winter wonderland we had here in Acadiana! I hope you all enjoyed the rare gift of snow, maybe even crafting the most fabulous snowman on your block! While it was magical, I'm sure we can all agree it feels great to thaw out and enjoy these milder temperatures.

I'm thrilled to introduce three incredible new Preferred Partners who have joined our *Acadiana Real Producers* family. Each brings unique expertise and passion to the table, and I'm confident they'll be fantastic resources for your real estate business:

- **Anna Uriegas with Nexa Mortgage:** Anna specializes in making the mortgage process faster, easier, and more affordable. Whether your clients are buying their first home or their dream home, Anna is here to help them every step of the way.
- **Brett Breaux with BECC Homes:** Brett lives by the motto "Building Higher Standards," delivering custom homes that embody quality craftsmanship and innovation right here in Acadiana.
- **Dan Hart with Hart Homes:** Dan's work reflects his dedication to quality, detail, and passion. He's committed to ensuring each new home is an absolute masterpiece.

If you're new to *Acadiana Real Producers*—welcome! You're now part of the Top 300 for 2025, and we can't wait to get to know you. Don't forget to mark your calendars for our upcoming quarterly events, where you'll find unparalleled networking opportunities with the best in the business.

Here's to a fantastic year ahead filled with connections, growth, and success. Thank you for being an essential part of this amazing community. Let's make 2025 a year to remember!

With heartfelt thanks,



**DRAKE ABSHIRE**  
Owner/Publisher  
*Acadiana Real Producers*  
Drake.Abshire@RealProducersMag.com  
(337) 316-0479



**F45 TRAINING**

## GET STARTED TODAY

with a 3 Day VIP Pass!

45 min, Interval style-Team Training with Balanced focus on Strength & Cardio- Open 7days per week

Scan QR or call **337.252.0016**

# YOUR CLOSING. YOUR CHOICE.

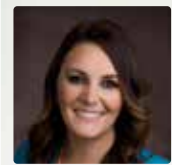
"WE CLOSE WHEN YOU ARE AVAILABLE. NOT THE OTHER WAY AROUND"

**AMO TITLE SERVICES**

*Matthew D. Drey*

AMOTITLE.COM (337) 706-9AMO

# Standard Mortgage



Jessica Tate LeBlanc



Phyllis Miller

## 10 Ways to Expedite the Mortgage Closing Process

Buying a home is exciting, and while the mortgage process can feel overwhelming, it's an important step toward homeownership. Here are strategies to help expedite the process and get your client into their new home faster.

### 1. Understand the 373 Rule

The "373 Rule" governs the regulatory timing for the delivery of the Initial Loan Estimate, Closing Disclosure (CD), and earliest closing date. It ensures borrowers have enough time to review the loan terms. The "373" stands for:

- 3 – Borrowers must receive the Initial Loan Estimate within 3 business days of the loan application.
- 7 – A mandatory waiting period of 7 business days must pass before the loan can close and after the initial loan estimate is provided. The review period is measured in business days, excluding weekends and holidays.
- 3 – The final closing disclosure must be given to the borrower at least 3 business days before the loan closes. If the loan changes after the CD is delivered and the APR changes more than .125%, a new CD is required, and another three-day waiting period must apply.

This rule ensures borrowers are fully informed before finalizing the mortgage.

### 2. Help Clients Understand the Importance of Timely Paperwork

When you're working with clients, emphasize the importance of submitting complete paperwork promptly. Delays in paperwork can hold up the entire process. Educate clients about the role their documentation plays in keeping things on track.

### 3. Follow the 222 Rule for Documentation

The "222 Rule" refers to providing two years of W-2 forms, two months of bank statements, and two pay stubs. Lenders need these documents to verify the borrower's financial stability. Preparing and submitting them early will help avoid delays in the loan approval process.

### 4. Remind Clients to Stay Financially Steady

Lenders will advise borrowers to avoid major financial changes, such as making large purchases, maxing out credit cards, opening new accounts, or missing payments. It's helpful for you to reinforce this message as well. While issues can arise, avoiding these financial missteps will help protect the borrower's financial standing.

### 5. Send the Contract Promptly

As soon as the offer is accepted and the purchase contract is signed, send the signed contract and earnest deposit receipt to the borrower's lender without delay. The sooner they receive these documents; the sooner they can begin processing the loan and request any missing paperwork. Delaying this step can cause unnecessary delays in the process.

### 6. Respond Promptly to Lender Requests

When a lender requests additional documents or clarification, respond as quickly as possible. Even small issues, like a missing signature or unclear

transaction, can cause delays. The sooner you provide the requested information, the smoother the process will be.

### 7. Choose a Lender with Strong Communication

Select a lender who provides clear, timely updates throughout the process. Consistent communication helps prevent surprises and allows you to address potential issues early, ensuring you're always informed about the loan's status.

### 8. Partner with a Local Lender

Local lenders often have strong connections with local title companies and professionals, which can speed up the closing process. Their familiarity with the market and relationships in the area help avoid delays that may occur with out-of-town lenders.

### 9. Shop for Insurance Early

Lenders require proof of homeowners insurance (including flood insurance if in a flood zone) before closing. Shopping for insurance quotes early prevents last-minute surprises. Have your client submit quotes to the lender for review before finalizing the policy.

### 10. Work with a Lender Who Handles Everything In-House

Choosing a lender who manages processing, underwriting, and closing internally can significantly speed up the process. A single team handling all steps reduces the risk of miscommunication and delays, helping you close faster.

With the right strategies and a strong team, the mortgage closing process can be quick and smooth. Clear communication, prompt action, and choosing a reliable lender will help your client secure their new home faster.



**CONTACT US!**

Call Us for Information or to Start an Application Today!  
(337) 362-0102

# All About Acadiana 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 Acadiana.

**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 Acadiana's 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 send us an email!

**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 Acadiana 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: Drake.Abshire@realproducersmag.com**

**MANUEL BUILDERS**

We're thankful for our realtor partners! When you help sell or build a Manuel Builders home, YOU get rewarded.

**REALTOR REWARDS**

- 1st Manuel Builders Home: 2.5% COMMISSION**
- 2nd Manuel Builders Home: 2.5% COMMISSION + \$1,000**
- 3rd Manuel Builders Home: 3.5% COMMISSION**

Give us a call to learn more or schedule a showing today!  
**337-243-0327**

[www.manuelbuilders.com](http://www.manuelbuilders.com)

**VIBRANT GREEN SPACES INCREASE PROPERTY VALUES**

*Volunteer or Donate at [ParishProud.org](http://ParishProud.org)*

**Parish PROUD**

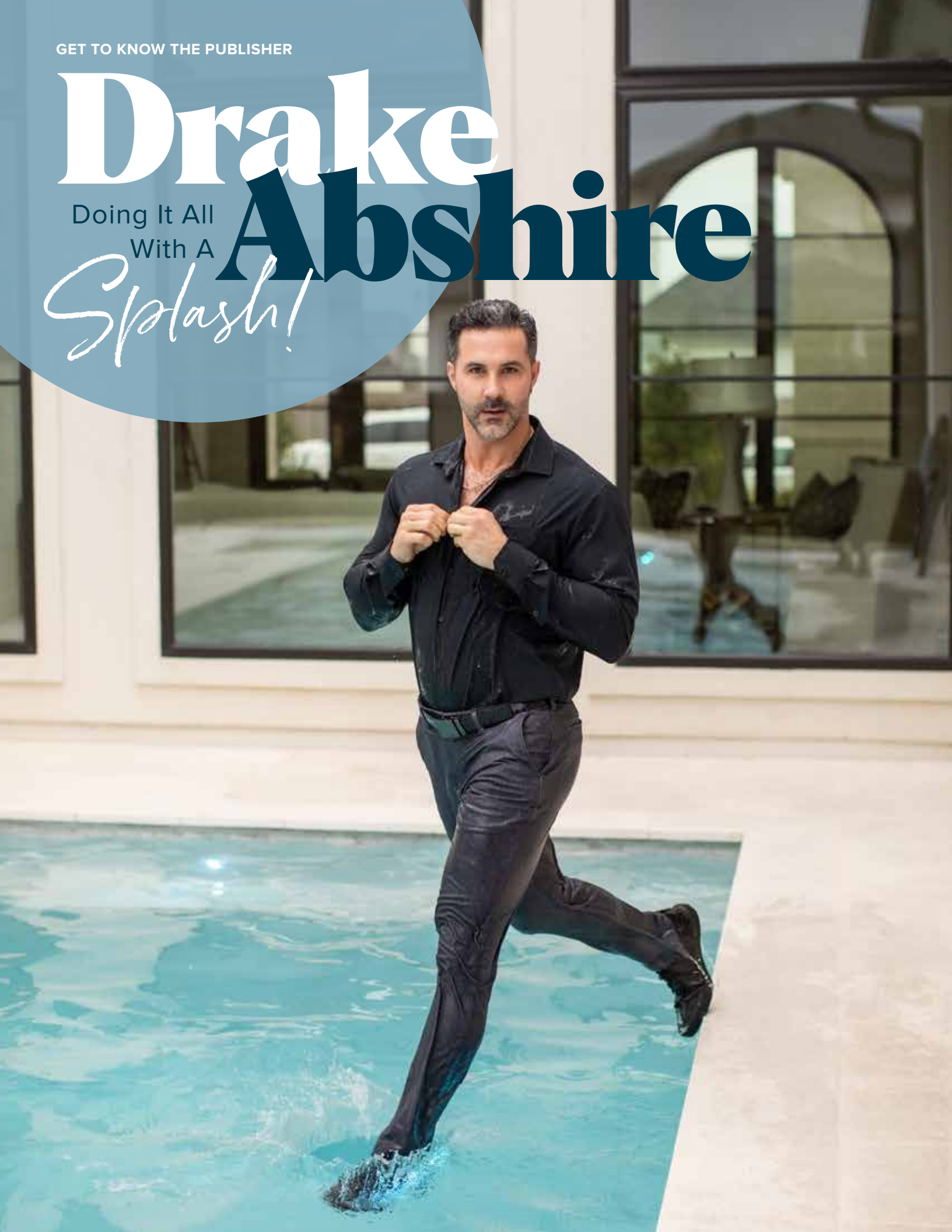
GET TO KNOW THE PUBLISHER

# Drake

Doing It All  
With A

# Abshire

*Splash!*



After gaining fame across social media as the crazy Realtor who jumps fully clothed into pools while filming property tours, Drake is now the proud owner and publisher of *Acadiana Real Producers*. His magazine celebrates its one-year anniversary this month, a fledgling enterprise built on community and Drake's relentless passion to bring people together.

## From Hollywood Glitz to Home

Drake grew up in Abbeville, Louisiana, deeply connected to his Cajun roots. After dabbling in college, Drake went to work for his cousin in construction, beginning a variety of colorful jobs that have spanned from trim carpentry, retail and restaurants, to personal training in Houston, Texas, and modeling and acting in Los Angeles, California.

Personal training in particular left a big impression, allowing Drake to work with fascinating clients, including A-list celebrities during his five years in Los Angeles. But the glitz and glamour of Hollywood couldn't compete with the pull of home.

"In my heart, I knew it wasn't the career I wanted. My family and my roots are in Louisiana, so I moved back and made a hard career reset," he shares.

That reset came in the form of real estate, which Drake entered in 2019. Today, as the team lead of Solux Group at Epique Realty, Drake has become a respected Realtor in Lafayette.

"I've always loved people and architecture, so real estate was a natural mix of those interests," he explains.

## Launching Acadiana RP

Drake's interest in Real Producers began when Gina Miller, the Baton Rouge publisher, initially interviewed him for the magazine. The two became fast friends, and Gina eventually suggested Drake take over the Acadiana project.

WRITTEN BY JESS WELLAR • PHOTOGRAPHY BY ACE SYLVESTER

*"If you hang with turkeys, you'll never soar like an eagle," Drake Abshire quips, a nod to one of his favorite sayings. "I also believe it's true that 'Your vibe attracts your tribe,' which perfectly describes my life."*



“

*Getting together to celebrate each other's accomplishments makes us all better.”*



“Gina saw something in me and believed I'd be a great fit. That meant the world to me,” he notes.

In March 2024, Acadiana Real Producers released its first issue under Drake's leadership. Reflecting on that milestone, Drake admits, “I had moments of doubt — wondering if it would work, or if people would take it seriously. I thought, ‘Print is dead,’ but boy, was I wrong. The feedback has been incredible! People love getting the magazine each month, and hearing that keeps me going.”

Drake emphasizes that the magazine is about more than just turning glossy pages.

“Community is everything,” he affirms. “I've heard so many incredible stories from other agents and businesses in the area, things they have overcome and how they grew to where they are now. It is just so inspiring to see.”

**Building Community, Online and Offline**

For Drake, the idea of community isn't limited to the pages of Acadiana RP. His

passion for social media has turned him into a local influencer, with nearly 40,000 TikTok followers and a strong presence across Instagram and YouTube. A creative type, social media provides him with the perfect outlet to showcase his humor and easy-going, honest personality.

Drake's knack for leveraging social media has not only fueled his real estate career but also garnered him recognition. He was named one of the Top 50 Louisiana Real Estate Agents on Social Media by Property Spark last



year and was recognized as one of the Top 23 Realtors to Follow on TikTok by Inman Magazine.

“Social media is my superpower,” Drake offers. “It's where most of my business comes from and where I've built a brand and a community.”

But Drake's commitment to connection extends beyond his digital audience. He's an active volunteer with Parish Proud, participating in cleanup and beautification projects across Acadiana.

“I love getting out there and making a difference, whether it's planting trees or picking up trash. It's about making the community a better place,” he elaborates.

Drake's faith is another driving force in his life. A devout Jehovah's Witness, he



**Fun Fact:**

*As a huge animal lover, one of Drake's many colorful roles included time spent as a police dog trainer.*

enjoys sharing his ministry door to door and studying the Bible with others at every opportunity.

"I've been deeply spiritual my whole life and I attribute my values to my faith. At the core of my soul, I love all people and see beauty in our differences," he adds.

**Opportunity On The Horizon**

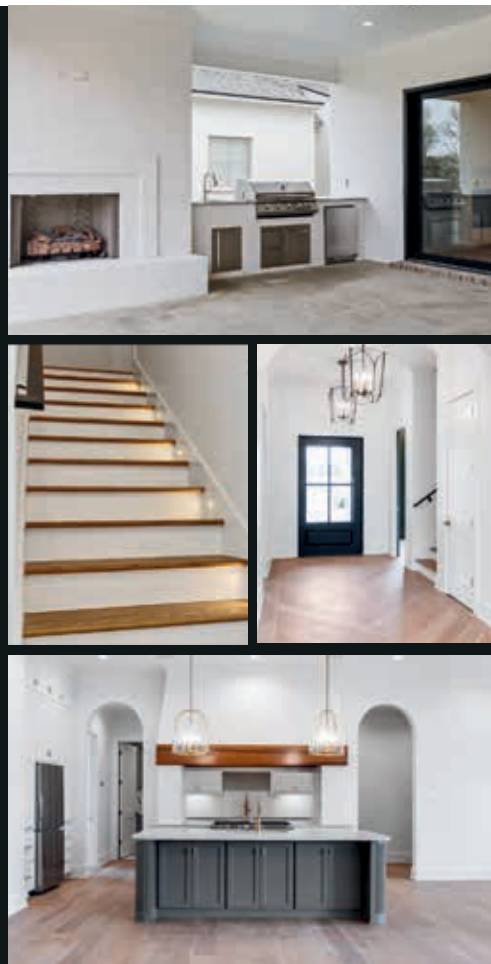
Looking ahead, Drake is as ambitious as ever. As someone who has a tendency to grow bored easily, he loves the various facets to the real estate industry and the many avenues it affords him. When he's not living and breathing real estate, Drake enjoys playing pickleball, creating content, and spending time with his rescue dog, Luke Skywalker-Texas Ranger.

As Acadiana Real Producers enters its second year, Drake's enthusiasm is contagious as he muses on the growth to come and the connections fostered thus far. He notes his assistant, Holly Hebert, has been a tremendous asset to the magazine and he looks forward to meeting more top producers at various upcoming events.

"At the heart of it, I genuinely love people and surrounding myself with cool minds," Drake concludes. "Getting together to celebrate each other's accomplishments makes us all better. There's enough business for everyone, and I love fostering an environment where collaboration is the norm."



“  
*At the heart of it,  
I genuinely love people  
and surrounding myself  
with cool minds.”*



JOIN THE KREWE

337.806.9589

information@kreweconstruction.com

www.kreweconstruction.com



**Travis McGrew**

114 Curran Lane

Lafayette, LA 70503

Direct: (337) 573-0675

Cell: (337) 258-7952

tmcgrew@shield365insurance.com

www.shield365insurance.com

WHY WE ARE DIFFERENT:



1. FREE 90 DAY HOME WARRANTY
2. FREE TERMITE INSPECTION
3. FREE REKEY OF LOCKS ON HOME

www.acadianahomeinspect.com

Online scheduling 24/7

(337) 326-5772

# Acadiana's CONSTRUCTION LENDER

*Amia "Mimi" Doucet*

SENIOR LOAN OFFICER

BRANCH MANAGER

NMLS #128546



*We specialize in*

ONE TIME CLOSE  
CONSTRUCTION

HOMESTYLE RENOVATION

INTERIM CONSTRUCTION

**337.456.3580**

gmfsmortgage.com/mimi



## GMFS MORTGAGE

CHANGING LIVES

GMFS LLC is an Equal Housing Lender. All mortgages are originated by GMFS LLC at 7389 Florida Blvd, Suite 200A Baton Rouge, LA 70806. NMLS #64997. Branch is located at 300 Rue Beaugard Blvd H | Lafayette, LA 70508. Branch NMLS #1183361. Products may not be available in all states. This advertisement is not a commitment to lend. All loans subject to credit approval.



# Daphne Gaspard



PHOTOGRAPHY BY ACE SYLVESTER

**When did you start your career in real estate?**

I began my real estate journey in 2013, working in title services, where I gained invaluable knowledge about the industry. Over time, I moved into the marketing side of real estate and even served as Director of Operations for a prominent Baton Rouge team. Realizing my passion for helping others navigate the buying and selling process, I pursued my real estate license and have since built four years of experience as a licensed realtor. With three years of experience on the other side of transactions and now, my hands-on experience as a realtor, I'm excited to continue growing and serving my clients with a comprehensive understanding of the industry.

**What awards have you achieved as a realtor?**

Keller Williams Gulf Coast Top Team - Lana Soileau & Assoc - 2019, 2020 Keller Williams Realty Acadiana Top Producing Team - Lana Soileau & Assoc - 2019, 2020 Keller Williams Red Stick Partners Platinum Level - The Houk Group, 2022 America's Top 100 Real Estate Agents (Top 1%) - Lana Soileau & Assoc - 2023, 2024

**What did you do before you became a realtor?**

What didn't I do?! I've had a diverse career path that has shaped my passion for helping others. I earned a degree in Elementary Education and spent several years as a teacher. Later, I transitioned to working in media production, music, and event coordination for non-profits. Eventually, I discovered real estate when I began working as a pre closer, funder, and post-closer in title services. This experience sparked my love for the industry and inspired me to become a realtor, allowing me to make a meaningful impact by helping others navigate one of life's biggest decisions.

**What are you passionate about right now in your business?**

I'm passionate about guiding first-time homebuyers toward achieving their dream of homeownership. More importantly, I strive to spread

the message that homeownership is attainable for everyone, while educating my clients on the steps needed to make that dream a reality.

**What has been the most rewarding part of your business?**

The most rewarding part of my work is the relationships and friendships that blossom throughout the home-buying or selling journey. I genuinely miss the frequent conversations once the process is over, so I make it a priority to stay in touch and continue being a resource for my clients. When my clients feel like family, I know I've truly succeeded.

**What was your biggest challenge as a realtor?**

My biggest challenge as a realtor has been keeping my emotions in check during transactions. I invest my whole heart into every deal, regardless of its size, and I give 100% to ensure the best outcomes for my clients. When things don't go as planned, it's disappointing—not just for me, but also for my clients. However, I've learned to refocus, pick myself up, and channel

that energy into finding even better opportunities for them.

**How does real estate fit into your dreams and goals?**

My focus isn't just on helping others achieve their dreams and goals—I'm also committed to building my own goals by investing in real estate. Owning property is a powerful way to create long-term wealth, not just for myself but for my child's future as well. I'm also passionate about traveling, and real estate provides the flexibility and opportunities to make that dream a reality. Investing plays a key role in turning these aspirations into possibilities.

**What's your favorite part of being a realtor?**

What I love most about being a realtor is the relationships I build along the way. I have the privilege of meeting people from all walks of life, each with unique dreams and goals. I cherish these connections and the sense of community they bring. As a realtor, it's essential to embrace your city, stay



connected, and be an advocate for its growth and prosperity.

**Define success.**

The word “success” is deeply subjective; it means something different to everyone. For me, it’s not about money or recognition. Success is about contentment—knowing I’ve done my best with what I’ve been given. It’s about asking myself: Did I love people well? Was I kind and unselfish? Did I treat others with respect and care? Did I do my best? I strive to live an others-oriented lifestyle, knowing that all I give will eventually come back to me. Ultimately, success isn’t about my personal achievements, but about how I made others feel and the role I played in their success.

**Tell us about your family.**

My husband, Richard, and I recently celebrated 30 years of marriage. Together, we have two children: Kylie and Katie. Kylie, our oldest, is a talented musician who teaches at a local music school and her band recently signed a record deal. Our youngest, Katie, passed away in 2017 from complications following a bone marrow transplant she received for leukemia. Losing Katie has been an incredibly challenging journey, but we strive to honor her memory by sharing her story and the strength and faith she showed throughout her battle. To keep her legacy alive, we wrote a book about our journey, *Still Rising*, and established a foundation in her honor. These efforts help us celebrate her life and continue her impact on the world. Now, Richard and I are empty-nesters, sharing our home with our two beloved French bulldogs, Lucie and Ethelle.

**Favorite books? Podcasts?**

**Motivational Quotes?**

It’s tough to choose a favorite book, but I mostly gravitate toward non-fiction and self-help titles that help me grow mentally, physically, and spiritually. I’m not really into podcasts or motivational quotes, which I know sets me apart from many in the real estate world. However, I believe true motivation comes from within. It’s not about the hype—it’s about the

“SUCCESS IS ABOUT  
CONTENTMENT—KNOWING  
I’VE DONE MY BEST WITH  
WHAT I’VE BEEN GIVEN.”



Above all, I cherish quality time with family and friends. Whether it’s relaxing at home, date nights, girls’ nights, weekend getaways, or longer vacations, I prioritize making memories with the people I love.

**Given your status and expertise, what is some advice you would give the up and-coming top producer?**

The best advice I can give to a new realtor is to be patient—building your business takes time. Don’t get discouraged by the hard days because the great days will far outnumber them. Stay focused on working hard for your clients, and your dedication will shine through. Over time, your efforts will be recognized, leading not only to repeat business, but also to referrals from satisfied clients who trust the value you bring.

**In closing, is there anything else you would like to communicate using this Acadiana Real Producer platform?**

Acadiana is home to so many incredible realtors, and I’m proud to be part of this vibrant community as I continue to grow in the industry. I’m especially grateful for the amazing support of my team leader, Lana Soileau, and our incredible team. Having a strong team behind you not only boosts your business, but also keeps your mindset positive and focused. Thank you, Real Producers Magazine, for always highlighting the many great things about real estate and giving props to so many hard-working real estate professionals in Acadiana.

substance behind it and your personal drive to succeed.

**Are there any charities or organizations you support?**

My husband and I created the Still Rising Foundation, which helps pediatric bone marrow transplant families, and provides scholarships for young women. We also actively support other organizations that assist families navigating their child’s illness. One such organization is His Grace Foundation, which was a lifeline for us during our time at Texas Children’s Hospital. They provide incredible support to families facing extended hospital stays due to cancer and transplants. We’re also passionate about spreading awareness for the National Marrow Donor Program (NMDP), the bone marrow registry that connects donors with patients in need. A simple mouth swab is all it takes to join the registry and potentially save

a life. To support this cause, we hosted donor drives and recently co-organized the first Brunch ‘n Bowl with a fellow realtor & advocate. This event raises funds for NMDP, helping them find donors, cover expenses, and support groundbreaking research into bone marrow transplants.

**What are your hobbies and interests outside of the business?**

My husband and I are both local musicians. I sing with a local duo and with a large party band, performing at restaurants, parties, weddings, and Mardi Gras balls. He performs with a variety of artists and we also have a music channel on YouTube. I love exploring new restaurants, especially those with dog-friendly patios where I can bring my pups. Brunching outdoors with them and taking them on walks is always a treat, and they soak up all the attention from everyone around.





# Make The **SURE** Choice

Your Acadiana Title & Closing Attorney, Maria L. Pitre

"We want our community to benefit from the great care we take in handling their real estate transactions."

"No matter the monetary value of the property, it is our mission to provide the best customer service and thorough job performance, for each client's dream is priceless."  
- Sure Title & Abstract, Inc.

It is YOUR choice when choosing your closing and title attorney, so make THE SURE CHOICE....

Choose SURE Title & Abstract, Inc.



337-451-5959 | www.thesurechoice.com  
3118 W. Pinhook Rd, Suite 200A  
Lafayette, LA 70508



ALTA BEST PRACTICES CERTIFIED

Experience the **HART** Difference



**HART HOMES LLC**  
 dan@danhartconstruction.net  
 Harthomesofacadiana.com  
 337-257-8450  
 @harthomesofacadiana

- HANDS ON
- ATTENTION TO DETAIL
- REPUTABLE
- TRUSTWORTHY



# AMERICAN SOUTH MORTGAGE LENDING

"Brokers do it better. American South Mortgage Lending does it best"  
Lending Solutions that take you HOME!



*Lafayette*  
Find us: 1021 Camellia Blvd.  
Reach us: 337-516-1160  
www.myamsouth.com



# Daniel & Kate BLANKENSHIP

with F45 Training

BUILDING STRENGTH WITH COMMUNITY

WRITTEN BY JESS WELLAR • PHOTOGRAPHY BY ACE SYLVESTER

*“It’s incredible to witness someone who has always ‘hated working out’ suddenly thrive in our studio,” says Kate Blankenship, co-owner of F45 Training Lafayette alongside her husband, Daniel. “Our fitness model helps everyone, regardless of age, skill level, or injury history. No mirrors — just lots of encouragement!”*

Kate notes they were attracted to F45’s training format which eliminates the distractions of mirrors and the stereotypical judgment often associated with traditional fitness environments.

With this welcoming mindset at its core, F45 Training Lafayette has quickly gained a reputation as the go-to fitness studio for individuals of every fitness level. From seasoned athletes seeking variety to beginners stepping into a workout environment for the first time, Kate and Daniel’s studio inspires members to step inside, do the work, and become transformed.

“It’s also a place where everyone can work out together, following the same program but tailoring movements to their unique level,” she elaborates.

For those members who are traveling or unable to make it to the studio, F45 also offers an app that replicates the studio’s format, but Kate emphasizes that nothing beats the in-person experience.

Located at The Forum on Johnston Street, F45’s Lafayette studio offers seven to eight classes on weekdays and several classes on weekends to fit even the most hectic schedule.

“There’s something unique about being in the studio, surrounded by certified coaches, interactive technology, and an encouraging community. The energy is contagious,” Kate offers.

#### Personalized Fitness

F45 Training Lafayette is part of the global F45 franchise, which originated in Australia in 2013 and has since gained popularity worldwide for its functional group training model.

Averaging 15 to 20 people, classes can accommodate up to 36 participants, led by two certified trainers who ensure every client feels supported and empowered.

The Blankenships are especially proud of the supportive environment they’ve cultivated at F45.

“We provide personal training in a group setting,” Kate explains. “Our 45-minute workouts are carefully designed to balance strength, resistance, cardio, and agility work while catering to all fitness levels.

“We have six certified trainers in Lafayette and a total of 35 across all our locations,” Kate adds.

The Blankenships certainly didn’t set out to build just another gym either — they wanted to create an inclusive space with no intimidation.

“We’ve seen fitness push toward convenience — like at-home workouts or online formats — but those lack the community that’s truly needed,” Kate points out. “We offer the balance of convenience and community, where you can get a great workout in 45 minutes while

building relationships with like-minded people walking the path to become better.”

#### From Inspiration To Total Transformation

Kate’s own fitness career began over two decades ago when she first earned her certification in 2001. Daniel, who has always been active in sports and fitness with a background in sales, joined her in the industry in 2020 when they opened their first F45 studio in Maryland. The couple later expanded their operations, bringing F45’s innovative model to Lafayette.

“The idea to open an F45 studio came to us after seeing Mark Wahlberg talk about it on Ellen’s show,” Kate recalls with a chuckle. “We started researching the program and fell in love with its inclusivity and effectiveness.”

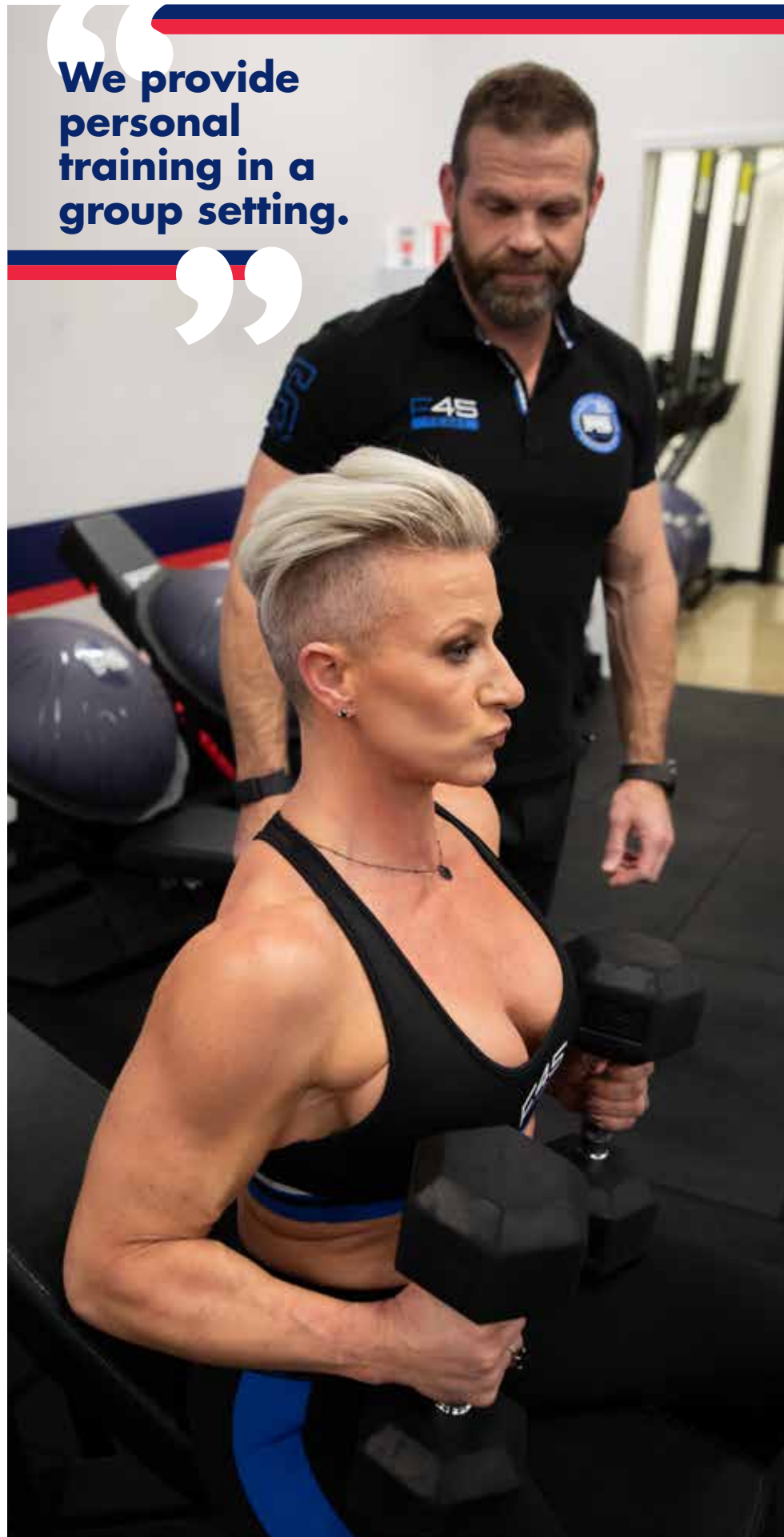
Since then, the couple has worked tirelessly to grow their franchise, ensuring their studio stands out by blending cutting-edge technology with personal connection.

“We make it our mission to guide every client outside their comfort zone,” Kate shares. “Whether you’re recovering from an injury, new to fitness, or a seasoned pro looking to dial things up, we’re here to help.”

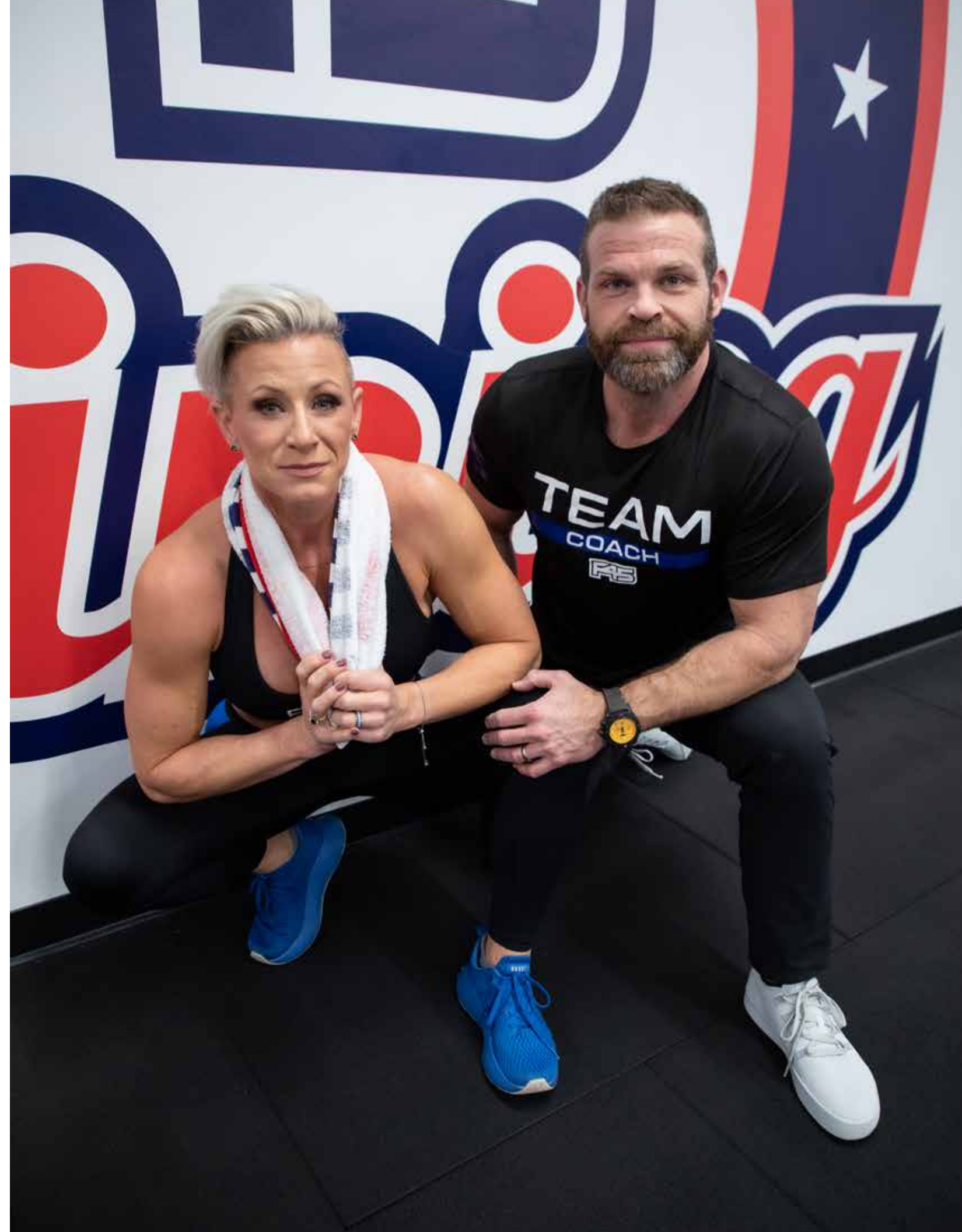
The Blankenships also emphasize the importance of a holistic approach to wellness. “It’s not just about working out,” Kate notes. “Hydration, rest, and nutrition all play a role. When members commit to these elements along with their workouts, the results are significant.”

#### Beyond The Business

Outside of the studio, Kate and Daniel enjoy spending quality time with their two teenage



“We provide personal training in a group setting.”







daughters, Addison and Avery, and their many pets, including three dogs and two cats.

“Family time is important to us, whether it’s sitting down for dinner together or watching something lighthearted like “Hot Ones interviews while eating our Greek yogurt bedtime snack together,” Kate shares. The couple also enjoys going for walks and watching movies as a family.

As active members of the Lafayette community, the Blankenships are dedicated to giving back through various charitable initiatives as well. “We always look for opportunities to be of service,” Kate offers. Their popular annual “Burpees for Vets” event raises money for Veterans, while other efforts include supporting local animal rescues, participating in breast cancer walks and Pride activities, organizing food and toy drives, and hosting fitness classes for children.

“The kids’ version of the endorphin dump is the coolest thing to watch, especially when children who don’t consider themselves athletic see what they can accomplish,” Kate smiles.

Looking to the future, Kate and Daniel remain committed to growing their business and fostering their fun fitness community to transform lives. “We’d love to outgrow our space and expand if and when the time is right,” Kate concludes. “But for now, we’re focused on helping our members succeed and being the best they can be.”

**CONTACT US!**

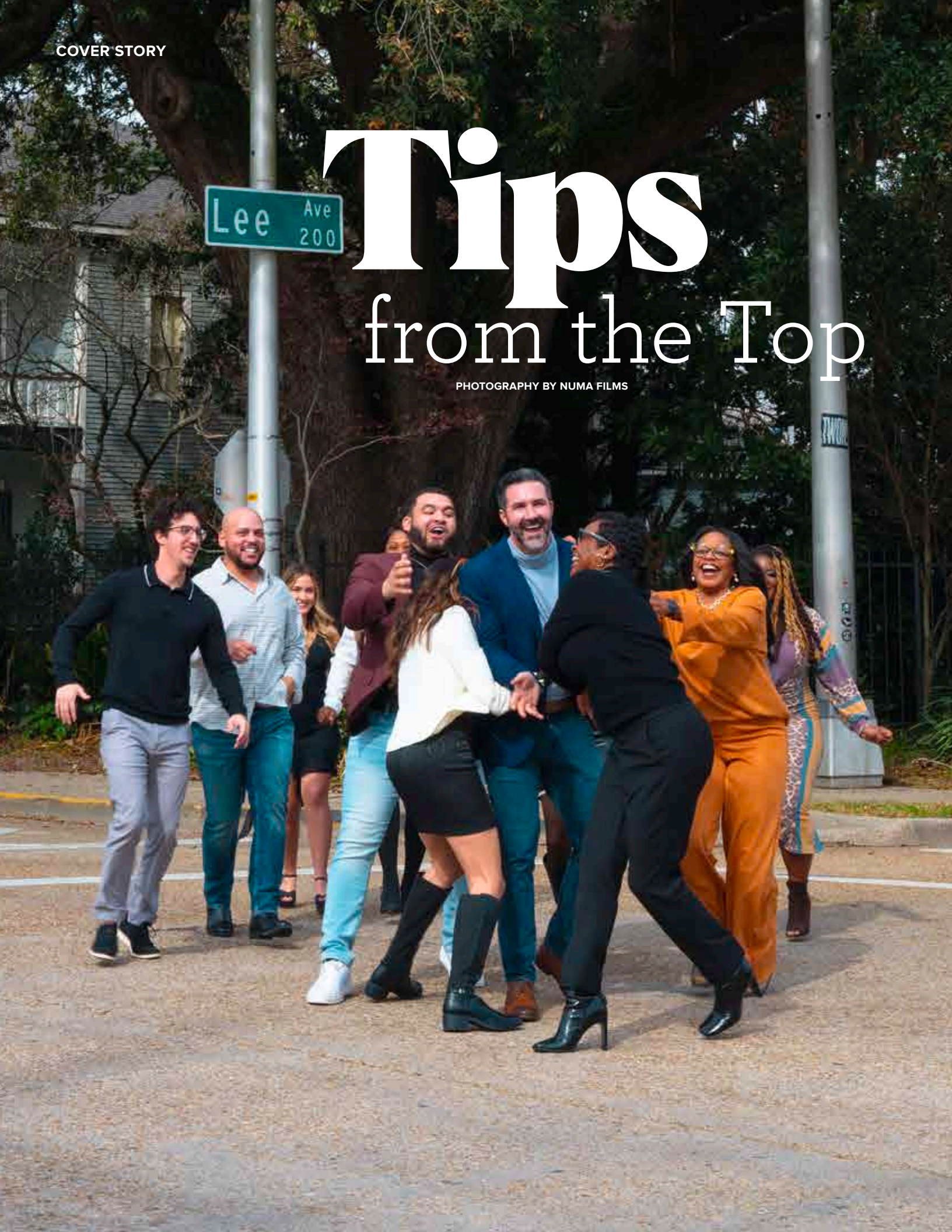
Ready to start your fitness journey with the F45 community? Call (337) 252-0016 or visit [f45training.com/lafayettela](https://f45training.com/lafayettela) to sign up for your trial today!



**“We make it our mission to guide every client outside their comfort zone.”**

# Tips from the Top

PHOTOGRAPHY BY NUMA FILMS



At Acadiana Real Producers, we are honored to share the stories of the incredible agents who shape our industry. Every success, challenge, and lesson learned contributes to the thriving real estate community we celebrate. As we step into 2025, we reached out to some of the top agents in the business to gather their best advice for the year ahead. From market insights to mindset shifts, here's what they had to say about making 2025 your best year yet!

“Keep going and always hustle! There is ALWAYS business out there to be done; you just have to be determined and driven to make it happen!” - **Lindsey Reed**

“If you want to be different, you have to do something different. Change is a part of growing. So if you're not who you want to be, you have to change everything until you become that person. Those changes must include friends, habits, mindset, location, and environment. Be unapologetically ruthless in what you let go of, to become the person you want to hold on to.” - **Sean Hettich**

“Take a chance even if we don't think we will win. Take no as an opportunity to get creative. Just showing up is the beginning of massive success.” - **Nah Senpeng & Charles Ilonya**

“Find pockets of silence in your day, in your week, and in your month. Solutions emerge, problems dissolve and peace builds up when you are able to take a step back. You are able to tackle situations totally differently after you eliminate the noise. Want to level up?? Take a trip WITHOUT your phone.” - **Kimberly Lafleur**

“Be professional and communicate. Respond within a reasonable time to EVERYone – clients, agents, and team members. Even if you're letting them know you are out of pocket – anything is better than crickets!” - **Arla Slaughter**

“Referrals are the bread and butter of real estate if you want your business to grow. Be honest, trusting, knowledgeable and approachable. When you take care of your clients they take care of you.” - **Charlie Baudoin**

“Hospitality is everything in our industry. Stay focused on being honest and genuine while leading with an attitude of

service, and it will attract others to your business.” - **Chris Soileau**

“My top 3 favorite tips are: 1) Each and every day, someone somewhere in my city needs my services. My job is to find that person. 2) There's more money in my trashcan than my bank account because of lack of follow up. 3) Consistency compounds. So does inconsistency.” - **John Ray Perkins**

“As an agent, finding the right mentor can make a significant difference in your success. Your mentor should be someone you want to look up to in your business and emulate as far as technique, principals, and business model. Also, joining a team can be crucial if you're not making substantial income. Teams help you sell more homes, reduce expenses, and offer support, allowing you to focus on selling property. This gives you more freedom and the ability to do more business than you might have imagined.” - **Lana Soileau**

“Approach every day, person and situation with positivity even when it seems impossible. By doing this you will have the power to achieve amazing things.” - **Carrie Theard**

“Cheers to a successful 2025! It's time to leverage AI to work smarter (not harder), and building real, human connections in a digital world. Stay open to change, automate what you can, and double down on what makes you valuable!” - **Nikki Wilson**

“I am encouraged for the 2025 market. The phone is ringing! If we work with urgency and take care of our clients needs- we will flourish. There is enough business for us all.” - **Victoria Hargroder Emrick**

“Your biggest competition is who you were yesterday. Focus on getting 1% better every day, staying consistent, and putting in the work even when no one is watching. The results will come when you commit to the process.” - **Edward Campbell**

“Set authority on social media by posting listings, behind the scenes, market updates, making a Google Business account, getting reviews, and posting properties YOU think are a good deal for your sphere of influence.” - **Madelyn Lamartiniere**

“Being successful in real estate is about building relationships. Stay consistent and show up for your clients every step of the way. Opportunities don’t wait—take the leap!” - **Luke Scott**

“Maximize your time. Develop a daily schedule with time blocking. Show up to EVERYTHING. Be open & driven DAILY! REPEAT!” - **Brittany LeBlanc**

“Stick to what you are good at! Everyone runs their business differently, and that’s a good thing because not every agent is made for every client. Our individuality in this business, specifically when it comes to our business practices, is what sets us apart.” - **Sam Hayes**

“My (OUR) tip would be to focus not so much on the results in the beginning, but more on the activities you put in daily. You are building a business that will take care of you as long as you take care of it. Your activities are what will bring the results that you want.” - **Tyler Vallot with the TK Group**

“Know and Define your “Whys”. Why you choose this industry? Set realistic and attainable goals. Network - Always be willing to learn more! It’s ok to compare yourself to others, that can sometimes ignite us! Just make sure you have the right COMPS!” - **Renisa Hampton**



“Rome was not built in a day, but they laid a brick every hour! That’s my favorite quote and a reminder to stay consistent and take one step closer to your dream a day. Soon you will realize you are living the dream!” - **Miles Santiago**

“Make sure to check in on your clients after the closing to make sure they have settled in smoothly in their new home.” - **Scott Domingue**

“In 2025, remember that perseverance is key! Even on challenging days when you feel overwhelmed or don’t feel confident in what you are doing, never give up. Approach each situation with confidence, as being well-informed will give you the strength to succeed!” - **Clare Hensarling**

“Maximize your 2025 potential by starting each day with affirmations, meticulously managing your schedule, and nurturing client relationships with personalized handwritten notes and diligent CRM updates.” - **Colby Richard**

“In today’s fast-moving market, the key to success is staying proactive and building genuine relationships. Buyers and sellers value expertise, but they trust authenticity – so always lead with value, honesty and consistency. The more you focus on serving others, the more success will follow.” - **Blake Arceneaux**



Expand  
your vision,  
not your  
budget.

**FLOOR & DECOR**  
TILE • WOOD • STONE

**LAFAYETTE**  
3310 Ambassador Caffery Pkwy  
Lafayette, LA 70506  
(337) 804-0434

© 2024 Floor & Decor



**BECC**  
HOMES

**BUILDING HIGHER STANDARDS**

*Brett Breaux*

becchomes.com | (337) 332-8800

brett@becchomes.com | P.O. Box 520, Lafayette, LA 70507

**CELEBRATING 100 Years**  
**STANDARD MORTGAGE CORPORATION**



**JESSICA TATE LEBLANC**  
NMLS# 493823  
jleblanc@stanmor.com  
(337) 362-0107



**PHYLLIS J. MILLER**  
NMLS# 99169  
pmiller@stanmor.com  
(337) 362-0108

**LOCAL LENDER & MORTGAGE SERVICER**


- Local Lender & Servicer
- In-House Origination, Processing, Underwriting, and Closing
- Purchase & Refinance
  - Primary Residence, Second Home, or Investment Property
- Conventional, FHA, VA, RD, & Jumbo Loans
- LHC, JPFA, & MHC Bond Programs




**LENDER**  
NMLS# 44912

#RaisingTheStandard | STANMOR.COM  
1819 W PINHOOK ROAD #110 • LAFAYETTE


**YOU DON'T NEED TO BE Lucky TO SAVE MONEY ON INSURANCE!**



**AUTO • HOME • LIFE • BUSINESS • AND MUCH MORE!**



**BENJAMIN LEONARDS**  
Principal/Producer  
**337-267-7963**  
www.coreinsurancela.com



**Looking for a seamless closing experience? LET'S WORK TOGETHER!**

*Lalande Title, LLC is a full service real estate closing company offering title insurance, escrow and closing services pertaining to the purchase of residential and commercial properties. At Lalande Title, LLC, excellence interwoven with trust and engaging personable service is more than just a lofty intention, it's our way of life.*

**We offer you closings made simple.**

*Angela Lalande*  
**OWNER/ATTORNEY**

angela@lalandetitle.com  
337-446-0790  
www.lalandetitle.com

Youngsville | Lafayette | Baton Rouge






COMPASS

SOUTHERN



TITLE CO.

## **SIGN. SEAL. CELEBRATE!**

### **LOCATIONS:**

251 La Rue France  
Lafayette, LA 70508  
337-333-SOCO

2002 W Walnut Street  
Lake Charles, LA 70601  
337-240-SOCO

5448 Province Place Suite C  
Alexandria, LA 71303  
318-727-SOCO

145 W.Main St Suite C  
New Iberia, LA 70560  
337-333-SOCO



Peter Marshall, Mitzi Mayeux & Alex Hebert