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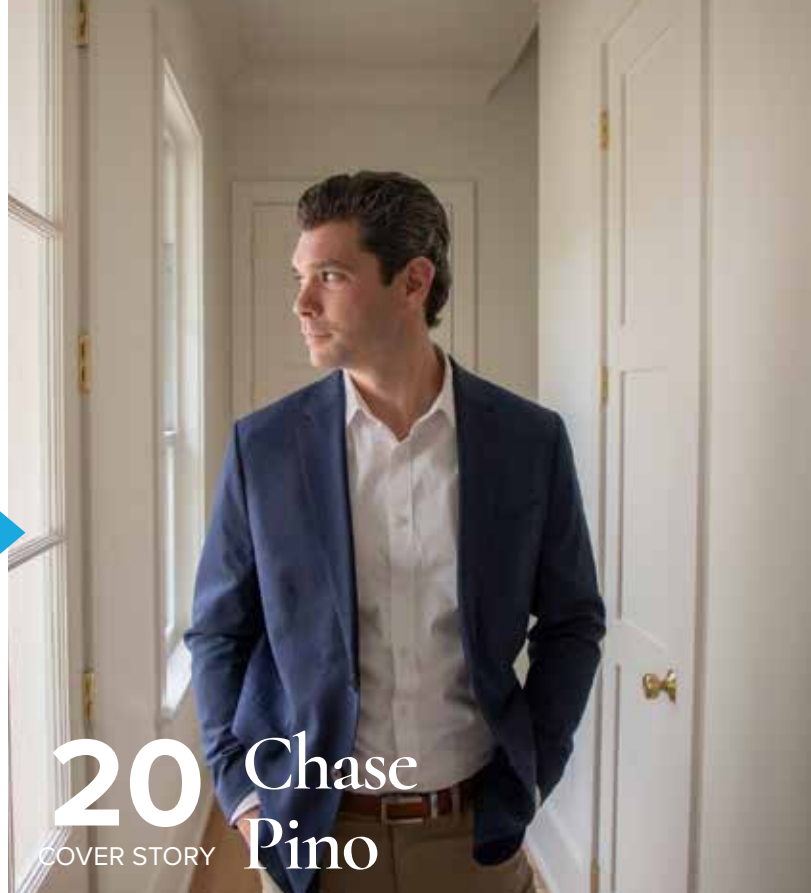
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COVER STORY Pino

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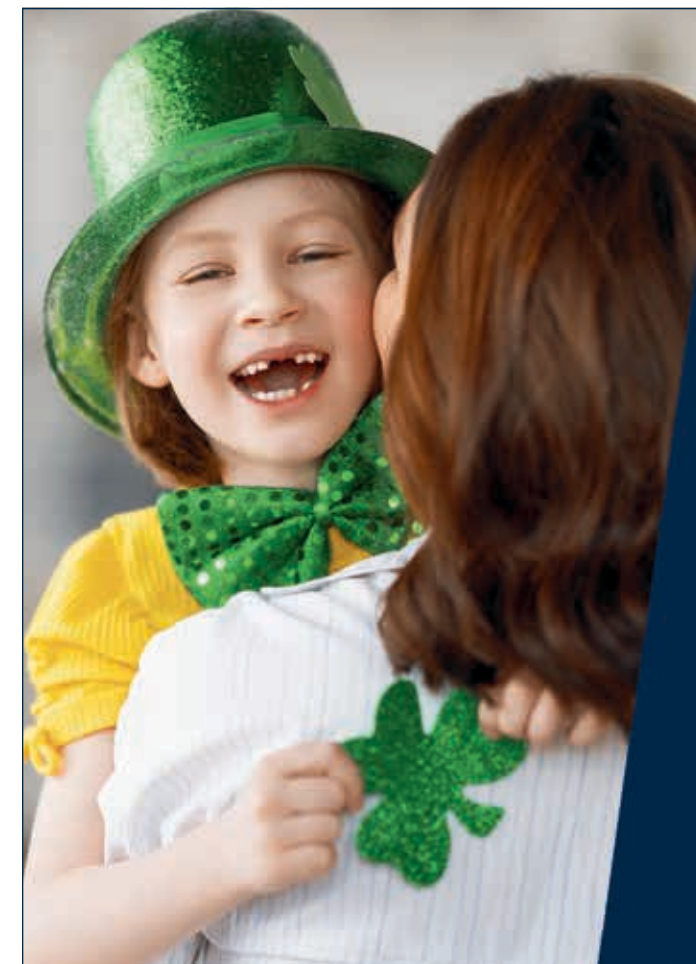
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Caroline

Expect the
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BY JOSEPH COTTLE
PHOTOS BY STEVIE LEJEUNE

Davis

Caroline Davis had no intention of becoming a Realtor.

"I was supposed to be in college, but I sang in a band and acted like a wild child for years," she remembers with a laugh. The daughter of musicians, she found herself helping with her dad's gigs from her early teens. After high school, she leaned further into music full-time, and after a few years hit the road with a touring band. "I played from Louisiana to Florida in a cover band called *Bottoms Up*, and I played with them for many, many years. I had a lot of fun—we were just a party band, playing music Thursday, Friday, Saturday, and sometimes Sundays," she says.

However, by the mid-2000s, she felt her motivations changing. "I started dating my ex-husband, Brad, who was in the military. When he left to go on deployment, it didn't feel right—me being in bars till 2 a.m. when he was over there fighting for our country."

Caroline kept gigging while transitioning into more traditional work, taking a job selling memberships

at Spectrum Fitness. The owner, Donnie Jarreau, also worked in commercial real estate and was impressed by Caroline's people skills. He felt she had a talent that needed to be developed and told her as much. With his encouragement, she jumped into real estate with Keller Williams.

She chipped away at learning real estate for a few years but still gigged with her band.

"My first year in real estate, I did okay. I wasn't a top producer ever," she remembers. "Real estate was so foreign to me, and I couldn't find confidence that people wanted to buy and sell with me. To be honest, I didn't feel like I had what it took to be a real estate agent."

But again, her people skills shined, and she caught the eye of her team leader, Mary Garner Devoe. "She thought I would thrive in leadership," Caroline says. "So, I worked for years under her wing to learn the

business and how to teach other people the business."

Caroline found her sweet spot. Within a year, she transitioned from music into full-time real estate leadership and spent the next decade honing her skills. When she was given her own office in 2018, she grew it from 90 agents to 300 plus agents over five years and, in just the first couple of years, increased the team's profitability by 267%. While she might not have had the knack to be a top-grossing producer, she knew how to build powerhouse agents.

In 2021, everything came to a screeching halt for Caroline. Her sister passed away from cancer, and it caused Caroline to take a hard look at where the rest of her life was going.

"I realized I felt very burned out, like I was just putting people on a conveyor belt. I loved most of what I did as a team leader—helping people build teams and grow their businesses. But having to recruit 10 people a month,



“I DIDN’T WANT TO BE RESPONSIBLE FOR OTHER PEOPLE’S STUFF BECAUSE I WAS TRYING TO CARRY MY OWN GRIEF AND MY BUCKET WAS EMPTY, TO BE HONEST. I NEEDED TO FILL IT, AND I NEEDED TO UNDERSTAND WHAT GOD WAS LEADING ME THROUGH.”



and out of those people, so many *had* to be top agents—it just felt like too much. I realized I didn’t want to work like that anymore. I was burning my candle at both ends to make it happen for someone else, and I wanted to find something that made me feel good about what I was doing.”

She decided to quit after twenty years at Keller Williams, and she joined a friend’s real estate team so she could just sell homes without the added pressure of coaching. “I didn’t want to be responsible for other people’s stuff because I was trying to carry my own grief and my bucket was empty, to be honest. I needed to fill it, and I needed to

understand what God was leading me through.”

She credits her faith and her family, especially her two daughters, for getting through that intervening time of grief and soul searching. “I felt like I was in this limbo of praying and wondering what I would do with my life. I thought maybe God was pushing me to a whole other place. The day that I was about to hang it up in real estate—I don’t know what had come over me that day—I put a vulnerable post out on Facebook, and Clint immediately picked up the phone and called me.”

During her years at Keller Williams, Caroline had

trained Clint LaCour who is now the founder and CEO of Rêve Realtors. He’d even been her roommate for a while when he needed a place to stay; the two were close and he had an opportunity for her, he said. He invited her to his office in New Orleans, assuring her that he didn’t want her to do leadership or anything like that. Well, he told a bit of fib to get her in the door, and when she arrived he said he wanted her to open Rêve’s new office in Baton Rouge. She loved the culture Clint was building, a culture focused on top-tier agents bringing top-tier service as opposed to simply cranking out agents who could crank out sales. She gladly

accepted. “It’s not the big box—we don’t take everyone,” she explains. “We don’t take brand new agents because we want people who want to grow as investors and want to grow as real estate professionals. We don’t take people who have culture issues. We want positive, high-functioning agents.”

Caroline and the team are thriving; everything worked together for good—“I love being the conduit to helping people succeed and have better lives. I care about my people, and I want us to have a great industry. I can make that happen one agent at a time.”





FAQ

Real Producers magazine started in Indianapolis in 2015 and is now in more than 130 markets across the nation.

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Q: WHAT IS REAL PRODUCERS ALL ABOUT?

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CHASE PINO

CALM UNDER PRESSURE

BY BREANNA PIZZOLATO • PHOTOS BY ACE SYLVESTER

Chase Pino is no stranger to adrenaline. From BMX tracks to dirt bike trails, he was drawn to the thrill of extreme sports as a kid—but not in the loud, flashy way you might expect. Chase approached every jump and turn with quiet determination and laser focus. His interests, however, extend beyond high-octane activities. “I’ve been playing guitar for nearly 30 years, and while I’m not as good as I’d like to be, it’s something I genuinely enjoy,” he shares. In addition to guitar, Chase stays active with league tennis, pickleball, and various construction projects.

That same intensity and curiosity carried him through careers as a professional firefighter and industrial rope rescue instructor before leading him to his latest adventure: climbing to new heights as a Realtor and associate broker with Pino and Associates, while also excelling in the role of family man alongside his wife Ellen and their three girls. “I grew up, in my teenage years, praying that I would be surrounded by beautiful women and God has a sense of humor,” he says with a laugh. “Because I absolutely am.”

Learning the Ropes

In 2007, Chase became a licensed real estate appraiser and carries vivid memories of working in the wake of Hurricane Katrina. “I spent tons of time driving around New Orleans looking for houses that were not there anymore,” he explains. Around 2008, amid the mortgage and real estate industry’s upheaval, Chase’s life was also about to change drastically. “I’m in my early 20s, and then my wife tells me she’s pregnant,” he recalls. “So I knew I had to do something to supplement my appraisal business because it was 100% commission.” After speaking with a few friends who were both appraisers and firefighters, Chase decided to enroll in rookie school. Shortly after joining the department, he left appraising to focus on his growing family. He expanded his career in firefighting by joining a specialized industrial rope rescue team. He enjoyed the technical aspects of rope rescue and the diversity of opportunities it brought, which led him to become an instructor. In that role, he honed his ability to communicate with and adapt to a wide range of personalities and experience levels. At times, he taught newcomers the fundamentals, ensuring they had a strong foundation to build on. Other times, he collaborated with high-level engineers, explaining the complexities of his work in ways they could effectively apply to reports and analyses. This versatility became a key strength, allowing him to bridge gaps and foster collaboration among diverse teams from across the world.



Iron Sharpens Iron

Just as the news of a new family member got him out of the real estate industry, news that their third child was on the way brought him back to the

“

We're not competing against each other, but we watch what each other's doing, and we let it drive us.”

industry. “My wife and I talked, she has always inspired me because she owns Avant Tous Medical Spa and has turned that business into something way more than what she imagined,” he says. “She wasn't necessarily pushing me, but watching her work ethic drives me, too. I knew then that I wanted to do more.”

He felt his background in appraisals and construction coupled with his ability to connect and communicate with, as well as teach diverse personalities would be beneficial in real estate. Initially, Chase and his sister Brittney, a seasoned agent and broker-owner of Pino and Associates, were hesitant about working together, as they didn't want their professional

partnership to impact their personal family relationship.

After several years in a managing broker role with another firm, Chase knew he wanted to focus more on building relationships and strictly selling. “I've been on the sales side. I was on the appraisal side. I've been in the role of managing broker,” he says. “I went to Brittney, we talked, and I knew I just wanted to sell. I wanted the part that I'm good at: face-to-face, having relationships.”

In April 2023, Chase joined Pino and Associates. With just over a decade spent in the industry, he continues to channel his competitive spirit inward,





Chase and his wife Ellen with daughters, Adalie, Chandler, and Elliana.

relying on patience and determination to reach his goals. “We’re competitive,” he says of his colleagues at Pino and Associates. “We’re not competing against each other, but we watch what each other’s doing, and we let it drive us. An agent once told me, ‘We’re neck and neck, but you don’t seem stressed. What’s going on? How are you so calm?’ Honestly, I don’t let it get to me like that—it’s just not how I operate.”

Chase’s unshakable calm has become a hallmark among his peers. Doug Bickley with GMFS Lending jokingly greets Chase the same way with nearly every phone call – “Sorry, did I wake you up?” due to his chill nature. He is passionate but not emotional, displaying a quiet strength during what can be a very stressful and uncertain time for his clients. His nature of steady resolve has carried him to success from the dirt

bike tracks of his youth, to careers in firefighting and rope rescue, and now to his role as a Realtor and associate broker. Chase has consistently pushed boundaries and persevered while keeping meaningful relationships at the heart of his work.

True Measure

His steady demeanor and ability to remain calm under pressure—whether navigating the complexities of a family business or the demands of a competitive real estate market—have earned him the respect of colleagues and clients alike. Through it all, Chase’s true north is his family. Inspired by his wife Ellen’s entrepreneurial spirit and driven by his love for his three daughters, he brings the same dedication to his career as he does to fatherhood. For Chase, success isn’t measured by how busy one can be or

outward displays of competition. It’s found in the relationships he builds, the goals he quietly achieves and the beautiful life he’s created with the people he loves most.

“My wife and I talked, she has always inspired me because she owns Avant Tous Medical Spa and has turned that business into something way more than what she imagined.”

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What are some signs that a homeowner should look for to determine if they need a roof replacement?

You can start by looking inside the home on the ceilings and walls for any signs of a leak. You can also take a look in the attic for water stains or light shining through the decking.

On the outside of your home, take a look at your shingles. Look for any missing or cracked shingles. This can be a sign of weather damage. You should check for any sagging or drooping as this can signify your decking is starting to fail. Keep an eye out for any trapped moisture, ponding, moss/algae growth, dark spots, or streaking as this could mean water damage. Curled shingles and granule buildup in your gutters are signs

of an older roof that may be towards the end of its life. It is also important to notice the metal components on your roof. Have they started to corrode? Do they function properly? Do they show any signs of damage?

Some warning signs may only be seen when on the roof and in such cases, please call a licensed and properly insured roofing professional.

How long does a typical roofing project take, from start to finish?

A residential install is typically complete in a day. However, larger homes or properties with multiple roofs may take additional time. We are prepared to work fast to cater to our real estate partners. Our job is to make the agents look like the hero and assist in the deal being closed as quickly as possible.

What warranties do you provide on your roofing work?

Each manufacturer will carry their own warranty on the products used on your roof. We will recommend a product that fits the aesthetic of your choosing. For example, if a homeowner is interested in spray-foam insulation or ridge tiles, we will direct them to our CertainTeed products because these upgrades do not void the manufacturer warranty like it would with competitive products. For the most part you will find a limited lifetime warranty offered. Over our eight years of business, it is fair to say we have installed mostly Atlas products and in the rare occurrence that we needed to file a warranty claim, Atlas has stood behind their promise. As far as the labor portion of the work, our labor warranty is two years for replacements and six months for repairs.

Can you help with roof inspections and certifications for potential home buyers?

Absolutely! We prefer to be included as early as we can in the process. Our goal is to ensure the roof is installed correctly, has no signs of damage, and properly protects the rest of the home. Listing agents should call us to inspect before photos are taken. This way we know if the roof could potentially prevent a deal from closing. We will also provide a photo

report to show any interested buyers and insurance agents.

All home buyers should request a licensed roofer do a thorough inspection of the roof and attic to ensure the roof functions properly and shows no signs for concern. This is critical when shopping for homeowners insurance.

Do you offer financing options for homeowners looking to replace their roofs?

Yes, we have a third-party partnership with PowerPay. This allows our customers the convenience of getting approved from a link on our website. We also have several lenders we can refer to our customers for a more local experience.

How can agents best prepare their clients for a roof replacement?

I believe having the conversation about the roof first is helpful. A roof could be what stops a deal from closing. Roof age and life expectancy is a priority when shopping for homeowners insurance. Not to mention the roof is what protects the rest of the home so these repairs should be handled before any interior upgrades. If you are the listing agent, then having our Roof Health Report with drone photos will attract more potential buyers. If the roof does need replacing or significant repairs, knowing if this work can be claimed on insurance is important. Insurance approvals might take some time so it's best to get ahead of this process.

If agents are calling us during the inspection period, then providing us with the inspection report and repair window will allow us to be more prepared. We want to make sure that we accommodate the time frame requested and execute as quickly as possible. Remember, we signed up for RP to build relationships. We are invested in what creates a smooth and successful partnership.



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<p>*Chelsea Snyder Shawn Gee Kelly Mitchell</p>	<p>*Richard Spears Jr Mark Akchin Sondra Richard</p>	<p>*November Lindsey Brou photographed by Ace Sylvester</p>

IMPACT STORY OF THE YEAR

<p>*LaTonya Johnson / May 2024 Rising Star Story by Jordan Iverstine, Photos by Ace Sylvester</p>	<p>Abe Slocum / June 2023 Overcomer Story by Camryn Connor, Photos by Ace Sylvester</p>
<p>Jessica Huber / January 2024 Cover Story Story by Breanna Pizzolato, Photos by Ace Sylvester</p>	<p>Lisa Carline / September 2024 Overcomer Story by Breanna Pizzolato, Photos by Ace Sylvester</p>
<p>Tiffany St. Pierre / April 2024 Cover Story Story by Breanna Pizzolato, Photos by Ace Sylvester</p>	<p>Mark Akchin / December 2024 Industry Icon Story by Breanna Pizzolato, Photos by Ace Sylvester</p>

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