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PROFILES



32 Agent Spotlight



36 Where Are They Now?

Contents



Partner Spotlight



IN THIS ISSUE

- 6 Preferred Partners**
- 8 Meet The Team**
- 10 Publisher's Note:** Dees Hinton
- 12 Top Producer:** Delayne McGowan
- 20 Rising Star:** Bailey Canada
- 26 Partner Spotlight:** James Ingram, J. Ingram
Plastering and Construction
- 32 Agent Spotlight:** Laura Brownlee
- 36 Where Are They Now?:** Brad and Brittany
McHann
- 40 Giving Back:** Schneika and Jamison Stokes
- 42 A Note From Central Mississippi Realtors®**
- 44 Giving Back:** Two Men & A Truck, Movers
for Moms®



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At the heart of real estate lies a simple truth: every day offers an opportunity to grow, evolve, and become better than you were yesterday. Whether you're a seasoned professional or just starting out, the goal should always be to improve—both in skill and in mindset. This industry is ever-changing, demanding not only knowledge of the market but also a commitment to adapt, learn, and refine your strategies.

Success is built on relationships, trust, and your ability to anticipate and respond to the needs of your clients. The most successful real estate professionals are those who actively seek opportunities to grow, who learn from each experience—good or bad—and who use that knowledge to provide even

more value to their clients tomorrow than they did today.

This is where *Central Mississippi Real Producers* can help! We connect Real Estate Professionals with each other and with those businesses who serve the real estate community. We facilitate those introductions, help grow those relationships and create brand recognition through our publication, events, social media, TV segments, podcasts, and so much more!

Let's commit to being better tomorrow! The future is built on the actions we take today, so let's make them count.

We also hope all of our mothers have a very Happy Mother's Day!



Dees

- Happy Birthday!
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TOP PRODUCER

DELAYNE McGOWAN

Celebrating Thirty Years
in Real Estate

WRITTEN BY SUSAN MARQUEZ
PHOTOGRAPHY BY ABE DRAPER PHOTOGRAPHY



For thirty years, Delayne McGowan has worked in an industry she swore she would never go into! However, Delayne's parents were excellent in sales so real estate was a natural fit for her.

Delayne's mother, Linda Wright (formerly Linda McInvale), was a top-producing real estate agent in Mississippi in the 1970s and 1980s before moving to Texas where she retired from the real estate business in 2020 at the age of 76.

Delayne remembered all the early morning and late night cold calls her mother would make and going on showings on weekends. "At the time, I thought that was not for me, but God always has a plan different from our own."

Delayne grew up in Jackson and attended McCluer Academy during high school. She moved to Houston, Texas, where she attended Creek High School, graduating, in 1982. She began dating her now-husband, Jackie, when she was 15 and he was 17. It was only natural that after graduation she returned home to Mississippi to attend Hinds Community College where she was one of the famous Hinds Hi-Steppers.

While in high school, Delayne began working in retail. "From the age of 15, I always had a job. I worked in several retail stores at Metrocenter Mall. I loved working in retail and helping people find just what they were looking for," she says. She sometimes worked several jobs to make ends meet, including working day jobs, night jobs, and even cleaning offices on weekends. "I was always taught that hard work never hurt anyone." By 1984 Delayne was assistant manager at GAP in Metrocenter. At the same time, Northpark Mall was under construction in Ridgeland.

Delayne and Jackie married in July 1985 and at the age of 21, she was promoted to manager of GAP, the youngest manager of the store at the time. She worked a few more years in retail before she and Jackie started their family. "I took a break from retail for a while," she says.





After her last child was born, Delayne was at a crossroads. “I was trying what to decide what to do career-wise and my mother encouraged me to go into real estate.” Delayne took her mother’s suggestion to heart, getting her real estate license in May 1994. “God’s plan steps in,” she says.

Delayne started with Century 21 where she hit the ground running. “The training there was wonderful.” Just like her mother, Delayne began cold calling, knocking on doors, sending out mailouts, and riding the roads looking at houses and farming areas. “You name it, I did it.”

A lot has changed since Delayne started her real estate career thirty years ago. “Back when I started we had a black and white MLS book that came out weekly to tell us what was on the market. New agents today can’t even imagine that. Earlier in my career I would meet buyers and they relied on me to find them just what they were looking for – there were no Zillow or Realtor apps. I would spend hours searching, and I previewed every home before showing. Most of the time I knew just the one they would pick. We would spend hours in the car together, kids along for the ride with their coloring books to occupy them as we toured neighborhoods, and schools so my clients could make informed decisions.”

She never zeroed in on one particular area, but instead, she became familiar with all surrounding areas. No matter what the client was looking for, she knew just where they should look. “I was so blessed with several wonderful brokers and mentors along the way, and I tried to be a sponge and soak in what each one had to offer me.”

Delayne enjoyed that one-on-one time with clients. “We got to know each other on a personal level – I felt like they were family. Once a decision was made, my professional level shined as I walked them through each step of the home-buying process.” Delayne says today’s world is different. “Buyers have access to so many avenues to find a home. Often by the time they call me, they have already ridden by the house, seen the



neighborhood, and know the schools. They just need an agent to work with.”

That is where her thirty years of expertise comes into play. Her steadfast reputation, excellent working relationships with other agents, and negotiating skills have all helped her many times to get the offer accepted in a multiple offer situation. “I guide them through home inspections, repairs, and whatever else it takes to get to the closing table successfully.”

Delayne moved to Three Rivers Real Estate in 2017. “Tena Myers has been awesome. She still teaches me and I am still learning.” Delayne placed in the Top Three Producers of the company in 2023 and has been a consecutive multi-million-dollar producer over her thirty years in the industry.

Delayne is driven by the relationships she has developed over the years. “When I started, my mother told me that if I worked really hard, especially in the first ten to fifteen years, I would begin to see repeat business. She said all my clients would come to me time and time again and refer their friends.” Again, Delayne took her mother’s advice to heart. “No truer words were ever spoken. Not only have I had buyers return time and again, but also their children, who once rode around with me when I was showing houses to their parents.”

While not selling Real Estate, Delayne and Jackie, now married almost 40 years, are “Nonnie” and “Poppie” to seven grandchildren. We have one step-grandson and six granddaughters, ranging in age from fifteen down to a eight months old.

“We have been blessed with three daughters and one son who all have their own families now. We consider ourselves so fortunate that they are all local.” Her children are all accomplished – two are entrepreneurs with successful businesses in downtown Brandon. “One is an esthetician and owns The Face Bar, and our middle daughter is a cosmetologist and owns Style House.” Like their mother, both daughters have a loyal client base. Their other daughter

is a hospice nurse, which is a calling in itself, and their son followed in his dad’s and grandfathers’ footsteps in construction and project management.

“We are so blessed to be able to spend time with all of them.” Delayne and Jackie enjoy going to all the grandkids’ ballgames, and Delayne loves planting flowers and teaching the little girls how to bake, a tradition they especially love to share during Christmas. The family enjoys traveling, whether for beach trips, to the mountains, or for quick

getaways to Fairhope, Ocean Springs, Natchez, or New Orleans.

Delayne has had a lifelong love for decorating, particularly at Christmas. “I am a December baby, so it’s natural for me to love Christmas.”

Her family has lived in the Rankin County area for the last 27 years and are amazed and proud of all the new developments and opportunities afforded there.



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BAILEY CANADA

WRITTEN BY SUSAN MARQUEZ • PHOTOGRAPHY BY ABE DRAPER PHOTOGRAPHY

Growing up in the reservoir area of Brandon, Bailey Canada spent much of his time involved in sports. At Hartfield Academy he played football, soccer, and ran track, but his passion was baseball. “I also did the school play every year because our basketball coach said the plays they chose needed more men.” Fortunately, Bailey isn’t shy, and he enjoyed being on stage. While they may seem like merely extracurricular activities, Bailey was learning valuable life lessons in sportsmanship and how to present himself in public – attributes that now serve him well in his career as a Realtor®. But being a Realtor® wasn’t on Bailey’s radar until he was in college.

Bailey played baseball at Hinds Community College for two years before he went to Mississippi State University to study criminology. “I thought I wanted to go into some sort of law enforcement.” The summer before he graduated, he began to have a change of heart. “I was trying to decide what to do, and because I have an outgoing personality, I figured I’d try to go into sales.” For a while, he was trying to decide between life insurance and real estate. “I chose real estate because I would be selling something tangible. I only realized after I got into it that what I’m really selling is myself.”

He took an online real estate course and just before obtaining his license the summer before graduating from college, Bailey bought his first home. “I used Cheryl Armstrong with Southern Homes as my agent. I know she must have



“HAVING A CHILD ALSO MOTIVATES ME TO WORK EVEN HARDER.”



gotten tired of me because I asked so many questions during the process.”

His wife, Megan, was still in nursing school, and Bailey worked as a bartender. In the meantime, he was able to speak with other Realtors® about what a career in real estate might be



“ THAT’S ANOTHER ADVANTAGE OF MY CAREER – I CAN BE FLEXIBLE AND SCHEDULE MEETINGS AROUND OUR LIVES.”



like. “My wife’s uncle is a successful broker in Tupelo, and Susan McDowell is one of my mom’s friends.”

When he was ready to give real estate a go full-time, Bailey started with Keller Williams. “They have a reputation for good training, and I wanted to take advantage of that. “With all the mentors I had, I knew what I was getting into.” Not being salaried can be a scary thing, but that motivated Bailey even more. “Having a child also motivates me to work even harder.” Bailey learned early on how important a transaction coordinator can be. “I didn’t know what I was doing when I first started, but the transaction coordinator at Keller Williams reviewed everything I did to be sure everything was done correctly. In time, it has all become second nature to me.”

After two years at Keller Williams, Bailey moved to Southern Homes. “It has been a good fit for me.” Helping people achieve their dreams of owning a home is the most satisfying part of what Bailey does. “A home is the most

expensive thing a person will ever buy. Building trust and knowing that clients can depend on me to help them navigate the process is important to all of us.”

Bailey and Megan, who is from Pontotoc, have a two-year-old son, Finn. “My wife is a labor and delivery nurse who works twelve-hour shifts three days a week. We have worked it out so that so far, Finn has not been in daycare. That’s another advantage of my career – I can be flexible and schedule meetings around our lives. However, Finn has been to a few showings with me, which is something he seems to enjoy.” Rounding out their family is their German shorthair pointer, Bane.



The family attends Church of the Way in Brandon. “My football coach from high school is now my pastor.”



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James Ingram – A Lifelong Career in Plastering and Construction

James Ingram grew up in the Jackson area and began helping in his dad's plastering business at an early age. "While other kids were hanging at the pool in the summer or going on spring break, I was mixing mud for my dad's crew. I liked going back to school with money in my pocket." For \$5.15 an hour, James carried heavy buckets of stucco and worked alongside guys who were some of the best in the business.



work as well, including helping his dad out when needed. “I have worked on St. Mary Basilica in Natchez, the McCarty-Holman home, Duling Hall, and the trim around the stage at the Capri theatre. I’ve done work from one end of the state to the other – I’m a major advocate of saving the historic structures in our state.”

Realtors® are always looking for someone who can come in and repair or restore a home before it goes on the market, and James says that’s something he enjoys doing. “I joke that my motto is ‘fixing what your husband can’t since 2013.’ I can handle anything anybody needs help doing.”

Surrounded by entrepreneurial family members, James says having his own business is only natural. “My wife, Victoria, recently started a printing business making shirts for random promotions, restaurants, and production companies. She made a pretty large list of customers really quickly. She also makes custom wreaths for every season and holiday, and cool diaper

I worked with some of the most skilled guys, like brothers named Donnie and Willie, who both attended Vo-tec for a plastering apprenticeship around 1963. People like that don’t usually tell the secrets of the trade, but they shared all they knew with me, teaching me so much. The time I spent with them was very beneficial to me.”

As a young adult, James lived in the historic Belhaven neighborhood in Jackson, surrounded by older buildings, which led to his interest in historic preservation. “When I was growing up, my Uncle Roman was a huge Civil War buff, and he loved finding old war relics. I have always been an avid outdoorsman, and I love looking for arrowheads. I suppose all those factor into my interest in history.”

“My parents had me young, and when they brought me home, a man we called ‘Pappy’ offered my dad \$7 an hour. That was a lot of money at the time, and my dad had a wife and a baby to provide for, so he took it.” Another person who stepped in at just the right time was “Dr.” David Matthews. “He was an old-school guy from South Jackson who ran a tough crew. He worked seven days a week. I learned all my core values from Dave. He is still in my life, living just down the road from me in Bay Park.

James wanted to follow in his father’s footsteps as a plasterer, but on his own terms. He worked on a crew for his dad’s company before starting his own business, J Ingram Plastering and Construction. “My dad does primarily commercial projects, and I’m good with residential.” James does some commercial



cakes for baby showers in addition to managing a restaurant downtown three nights a week.”

James has a daughter, Kaytlen, who will turn 19 in August. “She is a freshman at Ole Miss, and she has made the Dean’s List.” He also has a stepdaughter, Makeena, who attends Hartfield Academy. The family attends First Baptist Church in Jackson.

When he’s not working, James says he enjoys playing the guitar. “I have always loved music. I’m mostly a classic rock kind of guy, but I like other kinds of music, too.”

“I’VE DONE WORK FROM ONE END OF THE STATE TO THE OTHER – I’M A MAJOR ADVOCATE OF SAVING THE HISTORIC STRUCTURES IN OUR STATE.”



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Laura Brownlee

Laura Brownlee Uses Math Skills to Close a Deal

WRITTEN BY SUSAN MARQUEZ
PHOTOGRAPHY BY ABE DRAPER PHOTOGRAPHY



Growing up in Brandon, Laura Brownlee was a natural at math. “I’ve always loved math and knew I wanted to do something numbers-related one day.” After graduating from Brandon High School, Laura attended Mississippi State University, where she majored in banking and finance. “I realized after a while that was not a right fit for me, so I changed my major to math education, intending to become a math teacher.”

Laura met her husband, Brent, while in college. “We graduated, got married, and bought our first house all within a few months.” Both Laura and Brent got jobs teaching and coaching at Germantown High School. In addition to teaching math, Laura was the cheerleading coach, while Brent taught science and coached football and baseball. “We decided to put our roots down in the Madison community and bought a house there.”

After teaching for three years and having their first child with another on the way, Laura began to think she would like to do something that gave her more flexibility as a mother. “Mariclaire Putman was a teacher with me at Germantown who sold real estate on the side,” Laura says. “As I was pondering what would be the best new career for me, I approached Mariclaire to ask what she thought about me getting into real estate.” She was all for it, and in March 2016, Laura got her license and went to work at David Ingram Real Estate. “I thought I was ready,” she says. “I’ve always loved interior design and beautiful homes, but I didn’t know all that went on behind the scenes.”

But that didn’t deter Laura, who gave it her all. “I think people see the glamorous version of buying houses on TV, but they don’t see the setbacks that can happen, such as an inspector discovering mold or a buyer’s financing falling through. The biggest challenge for me early on was the hard conversations that I sometimes had with my clients. When you are dealing with people’s finances and having to put out fires often, it can get tough. But the longer I do this, the easier it gets. It turns out there’s a lot of math in real estate, so my math skills have come in handy.





Mariclaire has now taken over as the broker responsible for the agency her father started, and she has rebranded it as Hometown Property Group. “She does a fabulous job in her leadership role,” says Laura. “From the first time I started working with her, I knew she was everything I wanted to be as an agent. She is selfless, always putting her clients first. She has been a great mentor to me, and I am so thankful to have learned from her.”

Laura works in the Rankin and Madison County areas. “I love working in Rankin County because many of my high school friends and people I grew up with are still there. I have sold homes to several of them. And I love Madison County because our life is here now. My biggest compliment is when one of my former students calls to ask if I’ll help them buy their first home. It warms my heart to know that they are choosing to put their trust in me.”

Laura and Brent now have three children, and Brent is an assistant principal at Germantown High. Coco (11) is involved in travel volleyball, and Everly (8) plays both travel soccer and volleyball. Their son, Banner (3), goes along for the ride. “We are on the go a lot,” says Laura, “so there’s not much time for anything else.”

They do find time to attend Pinelake Church in Madison. “It’s important to me that our family have a strong foundation of faith.” Laura carries that into her work as well. “I pray for each of my clients throughout the process. They make this job a joy for me, and I’m so grateful they trust me to help them navigate such a huge milestone in their lives. I feel this career is exactly where God wants me to be. I see His goodness all over this job and my life. It is such a blessing to serve others, and I truly love what I do. I never take it for granted. The Lord has blessed me with such an amazing career – one I never dreamed for myself!”

“The Lord has blessed me with such an amazing career – one I never dreamed for myself!”

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WHERE ARE THEY NOW?



In October 2019 our Top Producers were The McHann Team, Brittany and Brad McHann and Carrie Wilson. We recently caught up with Brad and Brittany and see where they are now!

WHAT CHANGES HAVE OCCURRED IN YOUR CAREER SINCE YOU WERE FEATURED?

We went from having a team, to co-owning a brokerage (Godfrey McHann Realty), to now owning our own brokerage - Highland Realty.

WHAT CHANGES HAVE OCCURRED IN YOUR CAREER SINCE YOU WERE FEATURED?

We've added 2 more kids for a total of 4, Maddox (10), Kennedy (7), Ruby (3.5), Paxton (Almost 2).

WHAT DO YOU THINK HAS CHANGED THE MOST IN THE INDUSTRY IN THE PAST 5 YEARS?

The number of agents, lenders, and vendors. The general public use to know maybe 2 agents, now they know at least 10 and are probably related to one.

WHAT ARE YOUR REAL ESTATE GOALS FOR THE FUTURE?

We want to stand out from other brokerages, not just by how we do business, but by how we carry ourselves to model Christ. We want our business to reflect how we live. We would love to be able to actually give a house away someday to someone or some organization in need.

WHAT WOULD YOU SAY IS YOUR SECRET IN YOUR CONTINUED SUCCESS?

We care more about the relationship than we do the transaction. We will always put the client above ourselves even if that doesn't make sense for us economically. People always remember how you made them feel, so make them feel like they are your only client.

WHAT ADVICE WOULD YOU GIVE TO NEW OR ASPIRING REALTORS®?

Set hard boundaries early and communicate that to your clients, if not this business will run you instead of you running your business.

BRAD & BRITTANY McHANN WITH HIGHLAND REALTY



October 2019
- The McHann
Team, Brittany and
Brad McHann and
Carrie Wilson

WHAT DO YOU LIKE BEST ABOUT THE REAL ESTATE INDUSTRY AND WHY?

It's so multifaceted. You help clients in all different stages of life and with all different kinds of goals. No transaction is the same, and no two clients have the exact same agenda.

WHAT DO YOU LIKE LEAST ABOUT THE REAL ESTATE INDUSTRY TODAY AND WHY?

The uncertainty of relying on everyone else in the transaction: Lenders to actually qualify buyers, home inspectors making mountains out of mole hills, other agents being lazy, the parties willingness to make something work.

HOW DO YOU ACHIEVE A WORK/LIFE BALANCE?

We know real estate happens all days of the week, so we put things on the schedule for the family and ourselves throughout the week and make them non-negotiable. We prioritize Life: Faith, Family, then Real Estate.

IF YOU WERE NOT IN THE REAL ESTATE INDUSTRY, WHAT WOULD BE YOUR CHOSEN CAREER AND WHY?

Brad – I would teach college or some kind of Life Coach. I love to help and encourage people who want to better themselves.

Brittany – I would love to be a Travel Guide, Crossfit Coach or fulltime Homesteader.

DO YOU HAVE ANY NEW HOBBIES?

We have bought some land and have enjoyed taking care of it and making it better. Teaching the kids the responsibility of taking care of something bigger than themselves and helping the family. We are going all out on a garden this year and recently acquired baby chicks. Starting a small homestead apparently.

WHAT IS THE BEST VACATION YOU HAVE BEEN ON IN THE PAST 5 YEARS?

Brad – Taking the kids to the beach is always a blast. To interact with them

as they experience the sand, and the ocean is always fun.

Brittany – Brad and I went to Arizona and visited the Grand Canyon. With its breathtaking views, cliffs and colors, this tops one of the most incredible places we have visited. We also love to frequent the Grand Hotel in Point Clear, AL as a top family vacation spot. It offers so many amenities on site for the entire family to enjoy.

IF YOU COULD HELP ANY CELEBRITY BUY A HOME, WHO WOULD IT BE AND WHY?

Brad – Kid Rock. Has the business mind, the country boy desires, and I imagine he would have some wild stories to tell.

Brittany – President Donald Trump. I'd imagine we would see some epic houses and being escorted around by the secret service would be pretty exciting.

PLEASE SHARE ANY OTHER NEW INFORMATION ABOUT YOU AND/OR YOUR CAREER.

Brad – Love to just help and encourage

people with all their real estate needs. We are always on open book when it comes to rentals, flips or just working in the industry.

Brittany – I thoroughly enjoy renovation and flipping houses. From acquiring the properties and seeing the potential of bringing them back to life is such a passion of mine. In return these homes help build up the neighborhoods in our city and they make someone a home they can truly enjoy.



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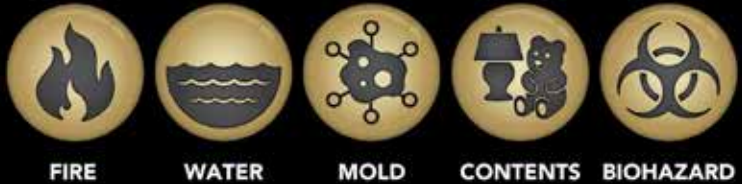
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As a nonprofit organization, Premier Teacher Support Foundation, Inc. specializes in creating and hosting events designed specifically to support our teachers based on the organization's four initiatives: Professional Development, Mentorship, Resource Exchange, and Wellness Initiatives.

On March 22nd they hosted their inaugural *Steps for Teachers 5K Run Walk*. It was a beautiful morning and a fun, successful event!

You can be a part of this important mission also! They gratefully accept both supplies for teachers and monetary donations. To learn more, visit their website: <https://premierteachersupport.org/>

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Full House for Fair Housing



Backed by national grant funding, CMR hosted events throughout April designed to shift the conversation around Fair Housing and emphasize the impact REALTORS® have on the communities they serve.

Fair Housing Double Feature with Nate Johnson

The building was packed with REALTOR® members for CMR's Fair Housing Double Feature on April 8, offering six hours of free continuing education led by national speaker and REALTOR® Nate Johnson. Each course moved beyond the basics, focusing on education around housing equity and ways to enhance the quality of life for all in the community.

Across back-to-back sessions, Johnson blended Fair Housing law with real-world context, inspiring REALTORS® to rethink how they show up for clients and communities. In both classes, Johnson encouraged members to go beyond minimum compliance, not just to avoid a misstep but to better understand the systems clients are navigating.



Power Hour with Brian Crawford

One day later, CMR kept the momentum going with a conversation-driven Power Hour featuring Brian Crawford, President of Mission Mississippi. With warmth and wisdom, Brian led members and staff through an honest dialogue on how to lead with empathy and humility.

Why April?

April is designated as Fair Housing Month to commemorate the Fair Housing Act of 1968, which prohibits discrimination in housing based on race, color, religion, sex, national origin,

This month serves as a reminder of the importance of fair housing and the ongoing efforts to ensure equal access to housing for all.

familial status, or disability. This month serves as a reminder of the importance of fair housing and the ongoing efforts to ensure equal access to housing for all.

Looking Ahead

CMR's Fair Housing Month events are part of a larger arc focused on giving REALTOR® members a space to learn, lead, and connect with intention.

Want to be part of what's next?

Keep an eye on cmr.realtor/events and follow us on social media to stay up to date with the latest at CMR!





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Locally, donations will be delivered to **In His Steps Ministries** (Canton, MS) and **Saving Grace** (Brandon, MS). Businesses and organizations are encouraged to get involved by hosting a donation box—supplied and delivered by our team. This simple step helps raise awareness and gather much-needed supplies for moms rebuilding their lives.

Movers for Moms® is more than a charitable campaign—it’s a reflection of our mission as the “Movers Who Care®.” Donations are accepted through May 11, the Friday before Mother’s Day. Help us make a meaningful difference for mothers in our community this spring. Every item matters.

For more information or for a list of our local drop off locations and Wish List- community can:

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