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PUBLISHER'S NOTE

Hello May, the Season of Growth!

As spring reaches its peak, May reminds us of the power of growth and gratitude. It's a time to celebrate our accomplishments, embrace new opportunities, and reflect on the progress we've made so far this year.

Thrilled to welcome three new preferred partners to the community: **The Organizing Mentor**, **Goosehead Insurance**, and **Metro Delivery**. Exciting collaborations and connections are on the horizon!

We're especially excited this month to celebrate a major milestone—our **Cheers to 7 Years Anniversary Bash** on **May 13th!** Join us as we toast to the relationships, achievements,

and memories that have shaped this incredible journey. It's going to be a night to remember!

Let's keep this thought in mind: "What we plant in the spring, we harvest in the fall."

Here's to a May filled with growth, creativity, and gratitude.



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Phrases Realtors Say BUT SHOULDN'T

BY WADE VANDER MOLEN

Realtors are conditioned from an early time to use certain phrases that come across as industry standard. I want to challenge these phrases and state that in today's market and times, they are outdated. It doesn't mean the wording is bad, but it does mean there are better ways to say things that can lead to more opportunities or be able to secure a new client. Here we go!

1. Are you working with another agent?

The tendency for someone who hears this question and knows nothing about you is to say they are already working with an agent. You may have no proof, but you have to take them at their word. When you ask this question, what they hear is..." if you aren't working with an

agent, you will be with me!" We know that isn't how you are trying to come across, but it's perception as to what matters here.

Instead, try this, "has someone sat down with you for 30-45 minutes and gone over a specific game plan to help you secure the home you want in this market?" Softer and more caring. If they are not working with another Realtor, they will tell you, and even if they are working with someone else, it could cause them to have second thoughts.

2. This Home is Priced to Sell!

Aren't all homes supposed to be priced to sell? Don't give away that your goal is to move this property as fast as possible. In our current market, many homes

are moving fast regardless of condition. Playing your best cards up front won't do your seller any favors with a good buyer agent. Pricing the home where you best see fit can still meet the needs of your seller without saying it's a home you need to move quickly.

3. Just SOLD! 2 Days on the Market!

On its head, this is a great phrase, but you are telling the public what you did that was intensive and a lot of work but easy. That is why the public tends to think being a Realtor is not hard. A phrase like this tells them that what you did was simple work.

Instead, tell the story of the things you did to get the home ready for market, pricing strategy, pre-marketing, staging, negotiations, and more. Tell the public the story so they know all the work that went into creating that final result, which is selling a home that was on the market for only 2 days.

Instead of sending a Just Sold postcard, I would recommend sending a Just Sold letter so you can tell that amazing story that can lead to other listing opportunities. Sellers want to know you are going to do the same amount of work and strategy as you did with the previous sellers. It is a great anxiety and stress reliever. That is the value that gets someone off the fence and into your inbox or makes your phone ring.

Language is a powerful tool and how you use it with prospects and clients can make a difference between securing a client or losing one. Good luck!



Wade Vander Molen is senior vice president of business development at Pruitt Title LLC in the Northern

Virginia/Washington, D.C., area and has been in the title industry since 2005. Wade helps real estate professionals with all facets of their marketing and teaches a new, sustainable business model to help them grow their businesses. You can visit Wade at www.DCTitleGuy.com.

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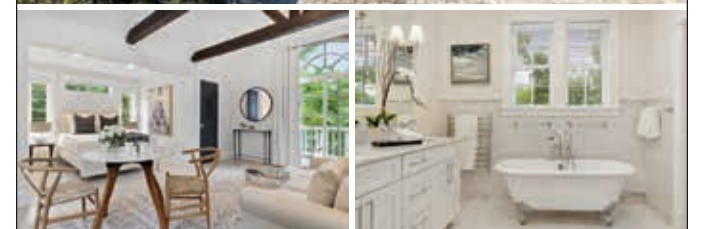
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LEVERAGING AI IN REAL ESTATE MARKETING

BY TODD LEBOWITZ

As the real estate industry evolves, leveraging cutting-edge technology like artificial intelligence (AI) is no longer a luxury but a necessity. Top realtors are increasingly adopting AI to streamline their marketing efforts, engage clients more effectively, and stay ahead of the competition.

Personalized Marketing Campaigns

AI can analyze vast amounts of data to create personalized marketing campaigns tailored to individual client preferences. From suggesting properties based on browsing behavior to crafting customized email campaigns, AI tools ensure that your marketing efforts resonate with your audience.

Predictive Analytics

Using machine learning algorithms, AI can predict market trends and client behaviors. This helps Realtors identify emerging neighborhoods, anticipate buyer needs, and strategically position listings. With predictive analytics, you

can make data-driven decisions to maximize ROI.

Enhanced Lead Generation

Chatbots and virtual assistants powered by AI can engage potential clients on your website 24/7. These tools answer queries, schedule appointments, and qualify leads, allowing you to focus on closing deals rather than chasing prospects.

Implementation Tips

Start by integrating AI-powered tools into your existing platforms. Use AI-driven CRM software to manage leads, and consider adopting platforms like ChatGPT for client communication. Invest in AI training to ensure your team can maximize these tools' potential.

By embracing AI, top Realtors can elevate their marketing strategies, deliver exceptional client experiences, and achieve unparalleled success in an increasingly competitive market.



With more than 25 years of experience, Todd Lebowitz is CEO and owner of My Marketing Matters, which he runs with his business partner Ram Devaguptapu. Together, they have grown the company to be a recognized leader in real estate marketing with more than 20,000 clients locally, regionally, and nationwide.

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SHAWN BARSNESS

**EMBRACE
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BY GEORGE PAUL THOMAS
PHOTOS BY RYAN CORVELLO



Creating Extraordinary Experiences

In the ever-evolving world of real estate, one thing that never goes out of style is exceptional service—and that’s exactly what Shawn Barsness is known for. With two decades of mortgage experience, a knack for strategy, and a passion for people, Shawn has built his career on delivering what he calls a “WOW experience” to clients and partners alike. Driven, optimistic, and relentlessly resourceful, he brings clarity to a complex process and confidence to every transaction.

Shawn’s approach isn’t just about rates and approvals. It’s about understanding goals, anticipating needs, and being the kind of lender who’s not just a vendor, but a true partner. And when you talk to the agents who work with him, it’s clear—he’s the one they call when it really matters.





“Comparison is the thief of joy. Plan the work and work the plan.”

From Southern Roots to Northern Vision

Originally from Hilton Head Island, South Carolina, Shawn’s journey to Northern Virginia was shaped by both bold professional moves and meaningful life moments. After attending college near Asheville, North Carolina, he met his wife, Sarah, in Charlotte. The two eventually made their way to Arlington, Virginia, in 2016, a move that marked a new chapter for both his family and his career.

Shawn got his start in mortgage lending back in 2005. Just a few years later, in the wake of the 2008 housing crisis, he faced a major career crossroads. After being laid off from Bank of America, he launched his own mortgage company, hired 16 employees, managed two branches, and even completed his MBA in Finance during that same stretch. That experience solidified his understanding of leadership, lending, and long-term vision.

In 2018, Shawn joined Embrace Home Loans. Drawn to the company’s values and commitment to service, he found a home that aligned with how he wanted to do business. He was especially impressed by their focus on transparency, speed, and client satisfaction.



Systems, Strategy, and the Human Side of Lending

As a Manager and Loan Officer at Embrace, Shawn leads with a people-first mindset and a process that’s built to scale. His daily work revolves around clear communication, expectation



setting, and creating a smooth experience for everyone involved. He’s developed a strategic client journey that includes seventeen touchpoints through video, email, and text—each one designed to inform, engage, and reassure buyers during the entire loan process.

He doesn’t work alone. His team, which includes Jessica, his Team Leader, and Kim, his Closing Specialist, has earned over 500 five-star reviews. Their track record speaks for itself. Together, they offer a guaranteed on-time close, an appraisal guarantee program, and even guaranteed closing costs—or they pay. The goal is simple: to ensure a seamless, stress-free process that clients and agents can rely on.

Shawn specializes in a wide variety of residential loan products, serving clients purchasing primary, secondary, or investment properties. He’s helped families and investors secure financing through veteran loan programs, 100% financing solutions, renovation loans, Airbnb and DSCR options, bank statement loans, ITIN and 1099 loans, and even fix-and-flip or builder-focused solutions. What sets him apart is his commitment to finding a way to say “yes,” even when the situation is complex or unconventional.

Family and Adventure

When Shawn isn’t walking clients through the loan process or mentoring new professionals, you’ll likely find him enjoying time with his wife, Sarah, and

their two children, Madelyn and Noah. Their family life is full of simple joys and traditions. Fridays start with doughnuts at Heidelberg Bakery, Saturdays are for browsing the Alexandria Farmers Market, and Sundays are reserved for family fitness.

Whether they’re coloring on the floor, playing “the floor is lava,” reading stories, or cooking together, Shawn prioritizes being present at home. He believes in the balance between ambition and groundedness, and he credits his family life for keeping him focused on what really matters.

His hobbies range from fishing and skeet shooting to golf and exploring the city. He’s just as passionate about a great cup of coffee as he is about real estate finance, and yes, he counts oysters, tacos, sushi, and tequila among his favorite indulgences.

Looking Ahead with Grit and Purpose

Shawn’s mindset has always been about progress. One of his favorite personal mantras is, “I can do hard things. I will achieve great things through small steps. I have grit and do not quit.” That grit is what’s carried him through challenging markets and what inspires him to mentor others in the industry.

Over the next five to ten years, Shawn hopes to expand his impact, taking on more leadership and mentoring roles while continuing to deliver the outstanding service he’s known for. He

envisions building deeper partnerships with top real estate agents and developing new systems to support their growth, too.

One of the best pieces of advice that’s guided him through this journey is simple: “Comparison is the thief of joy. Plan the work and work the plan.” It’s that grounded, strategic approach that’s made him a trusted partner in the region—and a name that top producers know they can count on.

When asked what he hopes people take away from this feature, Shawn says it plainly. “I want them to know that I’m not just a lender—I run my business like a business. I have a process that works, and I care deeply about the people I serve. That’s what drives me.”

If you’re looking for a lender who understands how to deliver results and build trust, Shawn Barsness is ready to meet. For a true partnership focused on growth, reliability, and next-level service, reach out and let’s talk strategy.



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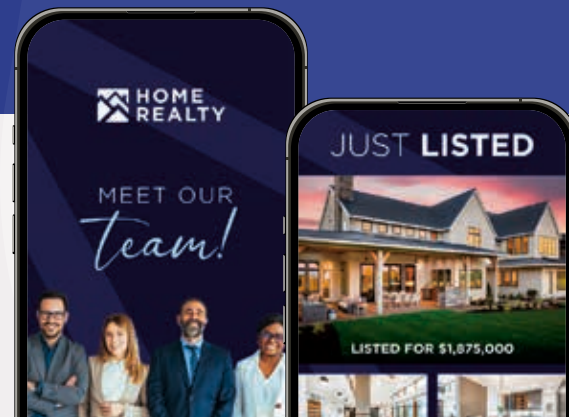


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REBECA LAMAS

BY GEORGE PAUL THOMAS
PHOTOS BY RYAN CORVELLO

DETERMINED

REAL ESTATE WASN'T ALWAYS PART OF REBECA LAMAS'S PLAN, BUT LIFE HAS A FUNNY WAY OF LEADING US WHERE WE'RE MEANT TO BE. IN 2021, AFTER A LITTLE PUSH FROM SOMEONE WHO BELIEVED IN HER, SHE TOOK A CHANCE—AND NEVER LOOKED BACK.

"My fiancé, Anthony, saw my potential long before I did," she recalls. "He encouraged me to follow my heart and take a leap into real estate."

Now, as a trusted REALTOR® with Coldwell Banker Realty, she thrives on helping people navigate the buying or selling process of a home. With a mix of professionalism, empathy, and just the right amount of humor, Rebeca makes the process feel less like a transaction and more like an exciting new chapter.

A Journey Defined by Resilience and Growth
Rebeca's story begins in Cochabamba, Bolivia, where she was born and spent her early years. Her journey to real estate wasn't conventional—nor was it easy. Before becoming a full-time Realtor, she built a diverse professional background, working in various industries, such as food, retail, healthcare, and sales. Each of these roles shaped her ability to connect with people, solve problems, and provide top-tier service.

"My background has made me resilient and well-rounded," she explains. "I learned to adapt, to listen, and to truly understand what people need. That's been a huge advantage in real estate."

It wasn't just about career changes; it was about finding the perfect fit—a career that would allow her to blend creativity, business, and personal relationships. Real estate, it turns out, was exactly that.

Beyond the professional aspects, Rebeca was drawn to the industry because she saw a gap in the way people were being served. "I met so many people who needed guidance but weren't getting the help they deserved," she says. "I knew I could make a difference."

Building a Thriving Real Estate Business
Rebeca has always thrived in fast-paced environments, and real estate proved to be no exception. In 2024,

she closed about \$6.5 million across 15 real estate transactions, an impressive feat for someone still early in her career. But for Rebeca, success isn't measured just by numbers—it's about the relationships she builds along the way.

"The best part of this job is the people I meet," she says. "Many of my clients become good friends, and that's something I cherish."

Her ability to make clients feel comfortable and valued sets her apart in the competitive world of real estate. She doesn't just guide people through transactions—she makes sure they enjoy the process.

"I bring enthusiasm, creativity, and adaptability to every transaction," she explains. "I'm not just here to close deals—I'm here to make sure my clients feel heard, supported, and maybe even a little spoiled."

That personalized approach hasn't gone unnoticed. Rebeca was awarded the Helpful Neighbor Award from the Realtor Association of Prince William, recognizing her commitment to service, integrity, and professionalism. She was also honored with Coldwell Banker Realty's International Sterling Society Award for her 2024 accomplishments and earned the Top Producer Gold recognition from the Prince William Realtor Association, solidifying her place among the top-performing agents in the region.

While these accolades are exciting, Rebeca remains focused on the future. "This



year, I'm raising the bar even higher," she says. "I want to keep growing while still giving my clients the attention and care they deserve."

A Life Filled with Love

Outside of real estate, Rebeca's world is centered around family and adventure. She shares her life with her fiancé, Anthony, a police officer, and their two children, Ashley and Owen.

"My schedule is busy, so I treasure the little moments—grilling in any season, visiting family, having movie nights, or just sitting down for a meal together," she says. "Those moments are what matter most."

Creativity is also a big part of who she is. Scrapbooking is her way to unwind and recharge, often with music playing in the background. But when she's not at home, you'll likely find her on the road.

"I love seasonal road trips—whether it's exploring sunflower fields, visiting amusement parks, attending concerts, or driving through Christmas light displays," she shares. "Spontaneity is just part of me—my fiancé never knows when I'll plan our next adventure!"

For someone as confident and sociable as she is, it might surprise people to learn that she has a shy side. "Networking events make

me nervous, and public speaking? Well, let's just say my English likes to take a detour when I'm in front of a crowd," she laughs. "But that's what makes me, me."

Big Goals and an Even Bigger Purpose

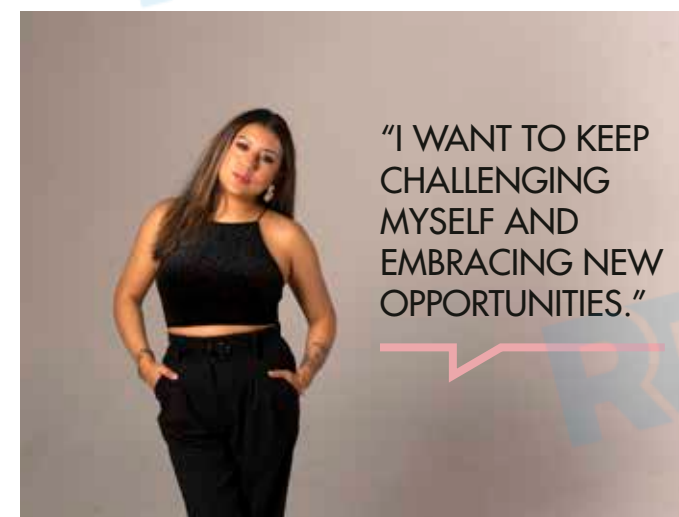
Rebeca doesn't believe in limits. Her 5-to-10-year vision is ambitious—but that's exactly how she likes it.

"I see myself thriving, growing, and reaching new heights," she says. "I want to keep challenging myself and embracing new opportunities."

Beyond her personal success, she's also deeply passionate about community impact. In 2024, she served as Chair of the Community Outreach Committee for the Prince William Association of REALTORS®, leading efforts to give back and make a difference.

She's particularly drawn to mental health advocacy and supporting victims of violence, causes that hold a special place in her heart.

Through it all, her approach to business remains the same: authenticity, creativity, and connection.



"I WANT TO KEEP CHALLENGING MYSELF AND EMBRACING NEW OPPORTUNITIES."

"My clients aren't just transactions—they're people I truly care about," she says. "I want them to feel supported, valued, and excited about the journey."

Rebeca also brings a keen eye for aesthetics and a flair for creating unique experiences, ensuring that every transaction is thoughtful and personal.

For those starting their real estate careers, Rebeca emphasizes the power of mindset and continuous learning.

"I'm a fan of many books, but two stand out: The 7 Habits of Highly Effective People by Stephen Covey and Listing Boss by Hoss Pratt," she says.

This appreciation for insightful literature is further reinforced by a quote from Listing Boss that guides her approach in life and in the industry: "Success doesn't just happen—it's planned." For Rebeca, that means staying intentional, focused, and always pushing beyond limits—an approach she encourages every new agent to embrace.

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Lisa Thompson

*Dedicated To Making
REAL Connections*



BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

Lisa Thompson is a loyal and outgoing REALTOR® known for her dedication to her clients. With a personable approach and a warm-hearted, empathetic nature, Lisa excels at building meaningful relationships in the competitive real estate market. Her commitment to understanding her clients' needs sets her apart, making her a trusted advocate in their home-buying and selling journeys. As a full-time agent with a wealth of experience, Lisa combines her industry knowledge with genuine care, ensuring her clients feel supported at every step.

Transitioning with Purpose

Lisa, a proud resident of Burke, Virginia, has always had a strong connection to the real estate world. After earning her bachelor's degree in business marketing, Lisa took her first steps into the industry immediately after graduation. "My adventure into the world of real estate began on the heels of my college graduation," she recalls. Her first role was as a listing coordinator for a top-producing agent in McLean, a position that proved pivotal in shaping her career. "The moment I stepped into the office, I was surrounded by great energy and possibilities," she adds, reflecting on the excitement that fueled her early days.

Before this transition, Lisa spent her college summers working in the restaurant industry, developing a solid customer service and hospitality foundation. This experience honed her ability to build relationships and understand client needs. "It taught me the importance of listening and providing exceptional service," she explains, emphasizing how these skills have become invaluable in her real estate practice.

As a full-time Realtor and mother of two active boys, Lisa has learned to balance her professional and personal life effectively. "Balancing my career with my boys' needs keeps me on my toes," she admits. This dual responsibility has not only strengthened her time management skills but also deepened her understanding of patience and perseverance—qualities she applies in negotiations and nurturing her family. Lisa's commitment to her clients goes



beyond the transactional; she aims to foster lasting relationships that extend well past the closing table.

As a solo agent showcasing her dedication and expertise, Lisa has carved a successful niche in the competitive real estate market. In the past year alone, she achieved an impressive total sales volume of \$18 million through 21 transactions. "I am thrilled to have been able to assist my clients in finding their dream homes and achieving their real estate goals," she shares.

Looking ahead, Lisa is poised for continued success, projecting a sales volume of \$20 million for the current year. Her consistent performance and commitment to excellence have not gone unnoticed, earning her

prestigious recognition as a Top Agent in Washingtonian and Northern Virginia Magazine for 2024.

Personal Life and Interests

Lisa leads a vibrant family life that reflects her values of connection and adventure. Married with two energetic boys, ages 10 and 12, Lisa cherishes the time spent together as a family. "Their adventurous and curious nature keeps our household lively!" she says, emphasizing the joy her children bring to her daily life. Whether exploring the great outdoors, attending sporting events, or enjoying cozy evenings watching movies, Lisa values every moment with her family.

One of the family's favorite pastimes is hiking in the foothills of Virginia.

“Exploring the beautiful landscapes and peaceful atmosphere not only provides exercise but strengthens our family bond,” Lisa shares. They also enjoy thrilling activities like zip-lining and rope courses, which teach teamwork and trust while creating lasting memories. Additionally, Lisa highlights their ultimate happy place: the beach. “The salty air and ocean rejuvenate us. We love spending afternoons jumping waves or dining at seafood restaurants,” she explains.



Beyond family adventures, Lisa finds fulfillment in supporting her boys at their sporting events. “Being there to cheer them on is incredibly rewarding,” she says, reflecting on her pride as she watches them develop their passions. Running is another essential part of her life, a daily mental reset. Whether on the W&OD trail or her treadmill at home, she uses this time to reflect and brainstorm ideas.

Lisa also enjoys playing tennis, recently dusting off her high school racket. “Playing on a beautiful day brings back amazing nostalgic memories of my team days,” she shares. If she weren’t in real estate, Lisa would be interested in pursuing a career as an interior designer. Her experience with clients during new construction projects has deepened her appreciation for the design process, and she enjoys helping them showcase their homes’ best features.

Additionally, few may know that Lisa was a gymnast in her youth, which instilled a strong sense of discipline and resilience. “The commitment required in gymnastics taught me the value of perseverance and never giving up,” she notes. This background and her experiences as a varsity tennis player have shaped her approach to challenges, emphasizing the importance of collaboration and balance.

Lisa is also actively involved in her community, sponsoring events at her children’s school and supporting their sports teams. Her commitment to community engagement reflects her dedication to positively impacting those around her.

Looking Into the Future

As Lisa looks ahead, her vision is shaped by adaptability and a positive outlook. One of her guiding principles is the belief that while challenges are inevitable, individuals can always adjust their responses to find a way forward.

In the next five to ten years, Lisa aims to build on her positivity and embrace creativity in her real estate career. She is committed to ongoing learning and recognizes that the real estate industry is always evolving. By staying ahead of the curve—whether through new technologies or market trends—Lisa intends to elevate the service she provides.



Photo by Rachel Payne with Payne Photography

She envisions becoming a lifelong partner for her clients and a supportive resource for fellow agents. Every successful transaction represents a milestone and a stepping stone for future growth. Lisa aims to build lasting relationships that foster trust and create new opportunities.

On a personal level, she prioritizes being actively present in her children’s lives, creating cherished memories through shared activities. By exemplifying values such as kindness, perseverance, and curiosity, Lisa hopes to encourage her sons to pursue their dreams.

At the core of her approach is the motto, “Rely on Lisa—Every Client, Every Transaction, Treated Like the Only One,” reflecting her commitment to personalized service and unwavering support.

For aspiring top producers in real estate, Lisa advises, “Prioritize relationship-building and continuous learning.” Success is about earning trust and being a dependable resource. “Embrace every opportunity to connect with clients personally,” she says. Lisa encourages ongoing professional development and emphasizes the importance of a positive attitude. “Adaptability is key; as challenges arise, focus on ‘adjusting your sails’ and finding solutions.”

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RYAN RICE

BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

FAITH, FAMILY, & REAL ESTATE SUCCESS

Some people fall into real estate by chance. Others chase it as a career. But for Ryan Rice, real estate was a calling—not just a way to earn a living, but a way to serve, connect, and uplift others.

With over a decade in the industry, Ryan has built Rice Properties Group at Keller Williams Capital Properties into a thriving, faith-driven business where integrity, resilience, and hard work aren't just buzzwords—they're the foundation of everything he does.

Ask Ryan what fuels his success, and he won't talk about deals or commissions—he'll tell you about the people he serves, the relationships he's built, and the impact he hopes to leave behind. Whether it's guiding a

first-time buyer, helping a family transition, or raising awareness for mental health, Ryan Rice is a man on a mission—one that extends far beyond real estate.

A Hometown Heart

For Ryan, Northern Virginia isn't just where he works—it's home. Born and raised in Springfield, VA, he's spent a lifetime building meaningful relationships in the community, connections that now form the backbone of his business.

"The people around you shape who you are," Ryan reflects. "I've been blessed to have incredible friendships and mentors who have influenced my journey, and I take that same approach with my clients. It's all about trust, loyalty, and genuine connection."

While Ryan's degree in Communications from Old Dominion University initially led him to software sales, a chance conversation with a childhood friend changed everything. Recognizing Ryan's natural ability to connect with people, his friend pushed him toward real estate, convinced it was the perfect fit.

At first, Ryan wasn't sure. But once he stepped in, he never looked back.

More Than Transactions

For many agents, real estate is a business. For Ryan, it's a way to serve. He approaches every transaction not as a sale, but as an opportunity—to understand, guide, and truly support his clients through one of the biggest moments of their lives.

"I don't just sell houses—I help people move into new chapters of their lives," Ryan says. "That means listening, asking the right questions, and creating a safe space where my clients feel confident and stress-free."

This deeply personal approach has made Ryan not just a top agent, but a trusted advisor. His clients don't just work with him once—they come back, refer their friends, and build long-term relationships.

With 49 homes sold in 2024, totaling \$37 million in volume, Ryan is on track to hit \$40 million this year. But for him, success isn't measured in dollar signs—it's measured in the trust he earns and the lives he impacts.



A Team Built On Family And Faith

Ryan doesn't just run Rice Properties Group—he lives and breathes it. And the best part? He gets to do it alongside his biggest supporters—his family.

Ryan's wife, Lindsay, and his father, Ron, play key roles in the business, making real estate a true family affair.

"There's something powerful about building a legacy with the people you love," Ryan shares. "We're not just running a business—we're building something that lasts."

Lindsay, who has been his partner in life for 14 years, brings her own level of discipline and dedication—not just to real estate, but to her passion as an NPC Bikini Fitness Competitor.

Their team philosophy is simple: work with integrity, serve with heart, and put people first. Whether buying or selling, clients know they're getting a team that operates with purpose and passion.

A Heart For Mental Health

Ryan's love for people extends far beyond real estate. One cause particularly close to his heart is mental health awareness—an issue he champions with both action and advocacy.

"I've seen firsthand how mental health struggles can impact lives," Ryan says. "People need to know they're not alone, that there's hope, and that help is out there."

His commitment isn't just words—he's helped raise \$60,000 for NAMI (National



“WE’RE NOT JUST RUNNING A BUSINESS—WE’RE BUILDING SOMETHING THAT LASTS.”

Alliance on Mental Illness) of Northern Virginia, providing resources and support for individuals and families affected by mental health challenges.

Beyond that, Ryan uses his platform to open conversations, encourage community support, and help erase the stigma surrounding mental health issues.

Life Beyond The Deals

While real estate keeps Ryan busy, he makes sure to carve out time for the

things that bring him joy—his family, his faith, and his favorite hobbies.

A disc golf enthusiast, Ryan isn't just a competitor—he also fundraises for local tournaments, using the sport as another way to connect and give back.

He also finds balance in fitness, running outdoors, and traveling—things that keep him grounded and aligned with his values.

And at the center of it all? His family.

Ryan has been married to Lindsay for 14 years, and together, they're raising their 10-year-old daughter, Rylea—the true heartbeat of their home.

"There's nothing more important than the people you love," Ryan says. "At the end of the day, that's what really matters."

A Legacy In The Making

Ryan isn't just thinking about the next deal—he's building for the future. Over the next five to ten years, he hopes to expand his business, mentor young agents, and continue making an impact.

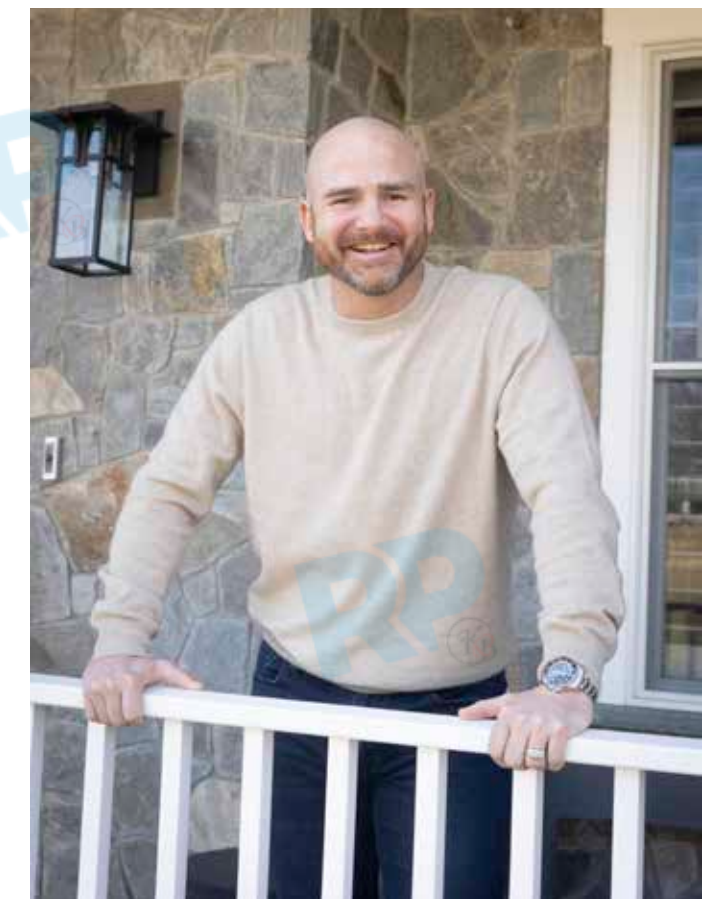
"I want to help other agents grow, build wealth, and find purpose in their careers," he shares. "Real estate is more than a job—it's a path to change lives, and I want to help others realize that."

While growth is always the goal, Ryan is clear on what matters most. "I want to keep serving, keep learning, and keep making a difference," he says.

And for those starting their real estate journey, Ryan offers this: relationships matter more than anything.

"Your business isn't built on transactions—it's built on the connections you make, the trust you earn, and the people you serve," he says. "Keep those relationships tight, stay authentic, and always lead with integrity."

With faith as his compass, family as his foundation, and service as his mission, Ryan Rice is proving that real estate isn't just about homes—it's about heart.



MENTAL HEALTH MATTERS:

Let's Talk About It

May is Mental Health Awareness Month, and at NOVA Real Producers, we believe in the power of community—not just in business, but in life. Whether you're balancing work, family, relationships, or personal goals, mental well-being plays a crucial role in how we show up each day.

Yet, too often, we push through stress, anxiety, or burnout in silence. We celebrate achievements but rarely acknowledge the emotional weight behind them. This month, let's change that. Let's talk about mental health openly, honestly, and without stigma.

Why Mental Health Deserves Attention

Mental health isn't just about diagnosed conditions—it's about how we handle stress, how we recharge, and how we connect with others. Ignoring mental well-being can lead to exhaustion, anxiety, and even physical health issues. Some common warning signs include:

- Feeling constantly overwhelmed or drained
- Struggling with focus or decision-making
- Increased irritability or withdrawing from loved ones
- Relying on unhealthy coping mechanisms (like excessive drinking or overworking)

Just like we invest in personal growth, careers, and relationships, we should invest in mental health, too. Seeking support is a sign of strength—not weakness.

Breaking the Stigma & Finding Support

Despite growing awareness, mental health struggles are still surrounded by stigma. Many people hesitate to seek help due to fear of judgment, but the truth is you are not alone. Millions of people experience similar challenges, and resources are available to help.

If you or someone you know needs support, consider these trusted national organizations that advocate for mental wellness:

- **National Alliance on Mental Illness (NAMI)** – A leader in mental health education and support. Call **1-800-950-NAMI (6264)** or visit www.nami.org.
- **Substance Abuse and Mental Health Services Administration (SAMHSA)** – A 24/7 confidential helpline for those facing mental health or substance use challenges: **1-800-662-HELP (4357)** or visit www.samhsa.gov.
- **Crisis Text Line** – If you're feeling overwhelmed, you can text **"HELLO"** to 741741 to connect with a trained crisis counselor.
- **American Foundation for Suicide Prevention (AFSP)** – Committed to mental health advocacy and suicide prevention. Visit www.afsp.org.

Mental Health is a Community Effort

At NOVA Real Producers, we highlight stories of success, perseverance, and leadership. But we also recognize that behind every story, there's a person—one who experiences stress, challenges, and emotions just like everyone else.

This May, we encourage our community to prioritize self-care, check in on friends and colleagues, and embrace conversations about mental health. Whether it's through therapy, mindfulness, fitness, or setting better boundaries, taking care of yourself is the best investment you can make.

Let's break the stigma. Let's lift each other up. Because true success includes mental wellness, balance, and community support.

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NOVA Real Producers Mastermind with Thomas Blackwell

Tower Club, Vienna | March 18, 2025

PHOTOS BY RYAN CORVELLO

The NOVA Real Producers community gathered at the Tower Club in Vienna for a powerful morning of growth and connection at the **Mastermind with Thomas Blackwell**.

Known for his transformative message *The Liberty of Our Language Revealed*, Thomas Blackwell inspired attendees to lead with intention and elevate their language in business and life. The event brought together top real estate agents and preferred partners for a memorable morning of collaboration, mindset shifts, and shared purpose.

This incredible experience was made possible thanks to our generous sponsors:

Pruitt Title, My Pro Movers & Storage, Units Moving and Portable Storage, Amazing Listing Photos, It's Haul Good, Winston Chimney, and Dry Home Roofing & Siding.

Photography by **Ryan Corvello** beautifully captured the event's atmosphere and moments of impact, while **HD Bros** delivered a powerful video that reflected the day's energy and vision.

We are so thankful to everyone who attended and contributed to this unforgettable gathering. We look forward to seeing you at our next big event: Cheers to 7 Years Anniversary Bash—a celebration of community, growth, and milestones!

For more information on all NOVA Real Producers events, please email us at info@novarealproducers.com.





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Disclaimer: Information based on MLS closed data as of April 4, 2025, for residential sales from January 1, 2025, to March 31, 2025, in Virginia, Maryland and Washington, D.C., by agents licensed in our Northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County and Prince William County. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

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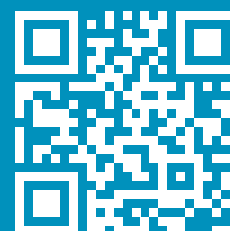
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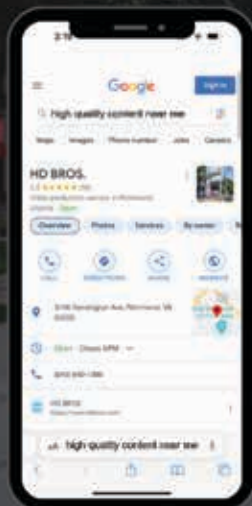
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