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Benjamin G. Torian | Attorney  
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Advertising Manager



**Wesley Sun Chee Fore**  
Photographer



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# A Note FROM THE PUBLISHER

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

BY DRAKE ABSHIRE

Hey Acadiana Realtors!

As we continue building meaningful connections within our real estate community, I'm excited to take a moment to celebrate growth, both in the relationships we've nurtured and the new ones we're welcoming this month.

Please join us in welcoming our newest Preferred Partners to the *Acadiana Real Producers* family.

We're proud to introduce **A 5 Star Plumbing Company**, a trusted name right here in Lafayette. A 5 Star Plumbing has built its reputation on delivering more than just quality plumbing services. They provide peace of mind, reliability, and a true dedication to excellence. With a professional team and a commitment to five-star service, they work hard to ensure plumbing systems throughout our community are running smoothly.

We're also excited to welcome **Burford Roofing and Construction**, a family-owned residential and commercial roofing company based in Lafayette, LA. They understand the critical role a strong roof plays in protecting homes and businesses. Serving Lafayette and

the surrounding areas, Burford Roofing is one of the few contractors in our region offering roof coating services, along with comprehensive roofing solutions designed to keep structures safe and secure.

Lastly, please help us welcome **Cloteaux Roofing**. From minor repairs to full roof replacements, their experienced team provides start-to-finish care to ensure every home is well-protected. Their commitment to professional service and quality workmanship makes them a valuable addition to our Preferred Partner network.

We are grateful for partners who not only serve our community well but also support the agents who make this industry thrive. I encourage you to connect with them, build relationships, and keep our network strong.

A reminder to all of our agents: **our Monthly Mastermind Call takes place on the first Thursday of every month at 11:00 AM**. This call is designed for the best of the best — a space to collaborate, sharpen your skills, and stay ahead in this market. We would love your continued participation and support.



And finally, exciting news — our **2026 Top 300** badges are on their way! Be on the lookout for an email with your personalized badge. These are designed for you to proudly use across social media and marketing materials to showcase your achievement and elevate your brand. We've included a sample image to give you ideas on how to incorporate it into your marketing.

Thank you for being part of this community. Your commitment, professionalism, and collaboration are what make this publication so special. Here's to another month of momentum, connection, and continued success.

With heartfelt thanks,



**DRAKE ABSHIRE**

Owner/Publisher

*Acadiana Real Producers*

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# Paige GARY

## When Expertise Becomes a Strategy



Let's get real...in a crowded real estate market, talent and hard work are assumed. "Great communication", "hardworking", "honest", "client-first", those are expectations, not differentiators. Success doesn't come from blending in, it comes from being unmistakable.

In marketing, there's a term called USP (Unique Selling Proposition). What exactly does this mean? Think about this...

- What specific quality differentiates you from others?
- Why would a client choose you over your competition?
- What do you do exceptionally well that your clients value?

Here are some real life examples of exceptional real estate professionals who have clearly identified their USP and how they use their expertise to attract their perfect clients.

- Michael Carr - a retired veteran, Michael uses his leadership skills to attract agents and quickly grow his team of real estate professionals. His discipline, work ethic and passion make him an excellent mentor. His knowledge in VA loans is unmatched and his buyers recognize and appreciate this.
- Darla LaJeune - a retired school teacher, Darla is amazing at education. She can walk a first time homebuyer through the process of home ownership and clearly identify the steps needed. She nurtures her clients, keeping them informed and educated. Her morning social media messages are valuable in educating the public by answering questions that she is frequently asked.
- Jalyn Plaisance - she has done everything from working for a busy air conditioning company to Director of Operations for a local top ranked builder. Her knowledge of construction is unmatched in our market. She has a deep understanding of how homes are constructed and how their systems perform over time. She uses her learned skills to give her clients practical insight and help them make confident decisions.

Before real estate, I spent decades designing homes. I worked closely with builders, homeowners, and trades. I learned everything from color theory to cabinet design... from the difference between quartz and marble...from landscape to luxury! I learned how spaces flow, how light affects color, and how materials age over time and with use. I've space planned for maximum seating, selected the perfectly scaled dining room chandelier, and figured out if a king size bed can fit in a primary space without the room feeling cramped.

When I transitioned into real estate, I didn't leave that background behind. I brought it with me!

For sellers, I can quickly identify what truly matters before listing:

- Which updates will impact buyer perception
- Select the perfect paint color if necessary for resale purposes
- Declutter and stage the home
- What changes are worth the investment, and which are not
- How to position a home so it photographs, shows, and feels its best

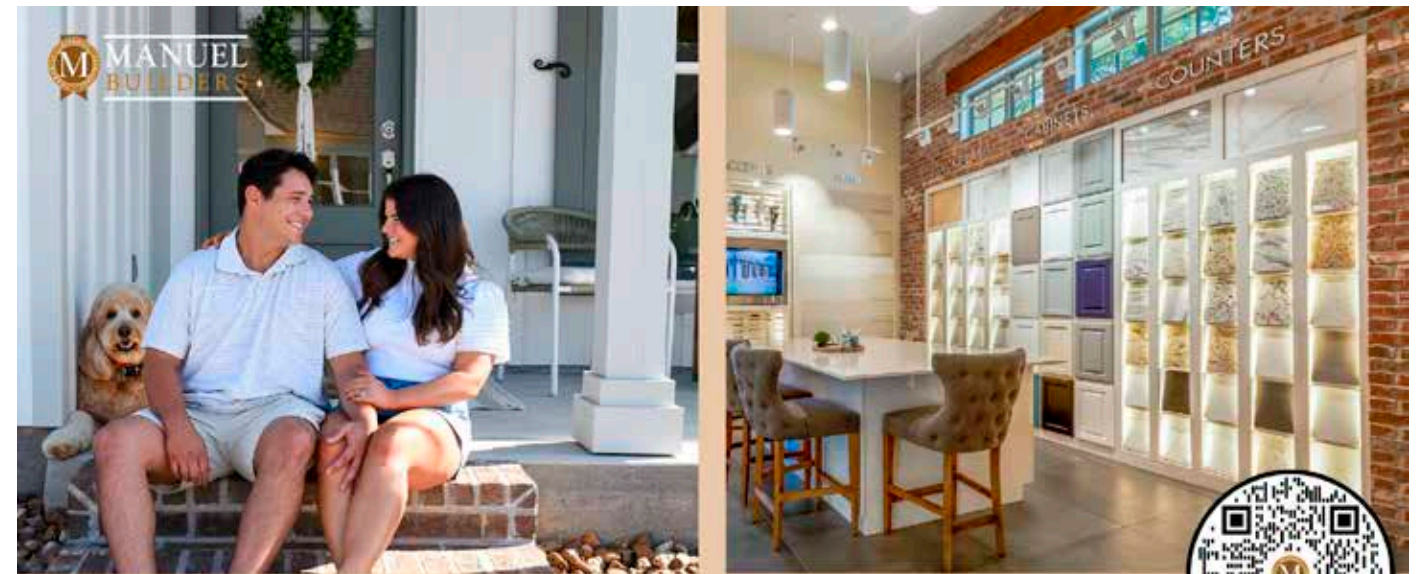
For buyers, especially those who struggle to see beyond surface-level finishes, design expertise changes the conversation entirely. I help them understand:

- Potential, not just current condition
- Layout opportunities instead of cosmetic distractions
- The potential or possibility for adding on to the home
- Space plan and envision furniture placement (especially helpful in new construction)
- Whether a home's "problems" are visual, functional, or structural

I've identified that my USP is my interior design background and I've honed in on it. Early on, I clearly explain this background to my clients, not as a marketing angle but as context for how I approach real estate. I find that when clients understand how I see homes, they better understand the guidance I offer. Conversations shifted to discussions about space, flow, functionality and value. This clarity helps my clients recognize that my perspective isn't simply different, but beneficial. This allows them to make better decisions with greater confidence, whether they are preparing a home for the market or evaluating the true potential of one they are considering purchasing.

Clearly identifying and consistently communicating my USP had an unexpected effect. It has given my clients greater confidence in the guidance they receive from me; they genuinely value my background and how it helps to inform their decisions. The result has been relationships built on trust and alignment where expectations are clear and collaborative rather than transactional. In fact, just yesterday, my buyer clients invited me back into their home to see it after they moved in and unpacked their boxes. Another buyer client invited me back to their home to give them guidance on furniture placement...and I left with a sack full of the most fantastic sweet potatoes. Success!!!!

In closing, keep in mind that the market doesn't reward agents who try to be everything to everyone. It rewards those who are clear, confident, and consistent in who they are. In an industry filled with noise, clarity is powerful. Your USP isn't about ego or self-promotion. It's about understanding how your lived experiences translate into better outcomes for your clients. When you stop blending in and start owning what makes you different, your business becomes more intentional, your marketing more natural, and your confidence more grounded. The agents who stand out long-term aren't louder...they're clearer.



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# ZACHARY “ZACH” & TARA Abshire WITH ATCHAFALAYA FOUNDATION REPAIR, LLC

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WRITTEN BY JESS WELLAR  
PHOTOGRAPHY BY WESLEY SUN CHEE FORE

Zachary “Zach” Abshire graduated from Notre Dame High School in 2010 and signed up for classes at LSU in Eunice to study business. But the summer of 2011 changed everything.

“I watched a foundation company repair the foundation on a neighbor’s home that summer and was very intrigued with the entire process,” Zach recalls. “From that point on, I knew what I wanted to do.”

That moment of curiosity turned into a calling — and eventually, a company. In 2012, Zach and his wife, Tara, launched Atchafalaya Foundation Repair, LLC. Fourteen years later, the Rayne-based business has earned the trust of homeowners across Acadiana, one level house at a time.

#### **A True Family And Faith-Based Operation**

Born in Crowley, Louisiana, Zach didn’t grow up afraid of hard work.

“I was raised in a roofing family where my dad started his roofing company in 1985,” he shares. “Climbing on roofs was my summer job starting in 8th grade and continuing throughout my senior year of high school.”

After becoming intrigued by a neighbor’s foundation repair, paired with years of watching his family build a respected roofing company, the groundwork was laid for what would come next.

In 2012, Zach married Tara Hanks, and together they started Atchafalaya Foundation Repair, LLC shortly after, watching their business steadily grow into a respected operation serving all of Acadiana.

While Zach leads the field operations, Tara is the engine behind the scenes.

“My wife plays a huge role in the company, taking care of payroll, job scheduling, phone calls, and keeping up with all of our books,” Zach acknowledges gratefully. “Our company would be nonexistent if it was not for her.”

Today, Atchafalaya Foundation Repair operates out of Rayne, Louisiana, just 15 minutes from Lafayette, with six employees and three trucks on the road. The company provides leveling services for pier and beam foundations, sill and joist replacement, and route moisture barrier installation.

But behind the trucks and tools is a foundation of craftsmanship built on faith-based values and example.

“Throughout my entire life, I have watched my parents and older brother Seth grow Abshire Roofing into a 40-year, highly reputable, Christian-based company,” Zach reflects with a touch of pride. “Growing up in a Christian household, my mom would pound the words into my head “Without God nothing is possible,” and we have seen time and time again the truth behind those words in our 14 years of business.

“Faith, Family, and Foundations’ is a motto that we have based our company on,” he continues. “The best business model, in our opinion, is standing by our word and doing what we say we will do. The rest will follow.”

#### **Level Houses, Happy Customers**

In a service-based industry, Zach knows reputation is everything, especially when Realtors are involved in transactions that hinge on foundation reports. Communication and transparency, he emphasizes, is non-negotiable.



“Our company has earned the trust of thousands of homeowners throughout the years by providing reliable service throughout Acadiana,” Zach affirms.

That consistency has translated into strong third-party credibility as well, with a 5-star rating on Google and an A+ rating with the BBB.

Ask Zach what keeps him motivated after 14 years though, and the answer is fairly straightforward.

“The thing that I have found most fulfilling about what we do is leaving a project with a happy customer and a level house,” he smiles.

It's a tangible result — you can see it, feel it, walk across it without noticing dips or doors sticking. But it's also something deeper: peace of mind.

Zach understands that foundation repair is often reactive. It's not glamorous. It's not cosmetic. And it's rarely at the top of someone's wish list. That perspective shapes how he approaches customers with empathy and fairness.

"I've always said, people will walk in an un-level house all day when they are struggling to make ends meet," he explains. "What I mean by this is that foundation repair is the last thing on somebody's mind when they are trying to put food on the table."

#### **Rooted In Acadiana**

Beyond the business, Zach and Tara are busy raising four amazing kids: Harper (12), Amelia (11), Dawson (7), and Stetson (2). Life outside of work revolves around their brood and getting outdoors.

"Hunting and fishing has always been a huge part of my life," Zach shares. "So when I'm not working, we love to take fishing trips as a family, I fish in various fishing tournaments, and when it's hunting season, I'll be in a duck blind."

Looking ahead, Zach's appreciation for hard work, empathy, and his community carries into how he views his business' future growth.

"The economy is solid right now and the oil industry is busy, which directly affects us since a majority of the people who live here work in that industry; and as a result we're growing," he points out. "We just recently bought our third truck to put on the road and expect this year to be busy."



**CONTACT US!**

But even as Atchafalaya Foundation Repair continues to expand, the focus remains on people first and foremost.

"Our outlook toward our employees going forward is to treat them with the utmost respect and remind ourselves that this company would fall apart if not for their hard work," Zach concludes.

"And our goal for our customers is to always have an understanding for the struggles that every American is faced with on a daily basis, therefore keeping our prices reasonable while still staying competitive."

**For reliable foundation services across Acadiana, contact Zach and Tara Abshire with Atchafalaya Foundation Repair, LLC at 337-581-9588.**



*"The best business model, in our opinion, is standing by our word and doing what we say we will do."*  
**THE REST WILL FOLLOW."**

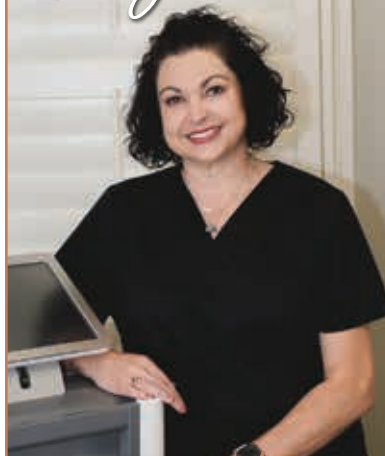
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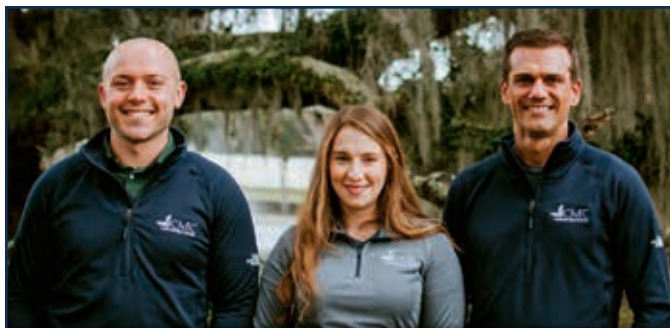
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# Lisa SHEPPERT

WRITTEN BY JESS WELLAR  
PHOTOGRAPHY BY WESLEY SUN CHEE FORE

*“Obviously, I’ve been in this business for the long haul,” Lisa Roy Sheppert says with a chuckle. “I’m all about staying power and establishing that trust so that clients refer others to me. I’ve assisted children of past clients, and most recently represented a grandchild of a past client — whew!”*

Nearly 23 years in, Lisa isn’t chasing trends. She’s focused on something steadier: relationships that last, credibility that compounds, and a reputation that carries across generations. In Acadiana real estate, her name doesn’t just ring familiar — it carries weight.

#### **Pastures, Pianos, And Property Lines**

Raised in the country between Scott and Duson, Lisa is deeply grateful for her roots in a close-knit, faith-based household, and grew up walking across a pasture to visit her grandparents. Years later, that very farm land would shape her impressive career.

“My parents wanted to offer spacious residential lots in what was thought of as ‘the country’ at the time,” she explains. “Honestly, we really didn’t know what we were doing! But we placed our trust in a few core professionals — a surveyor, a civil engineer, and our Realtor, Janice Simar.”

What started as a modest 34-lot vision turned into more than 100 lots across four phases, lovingly now known as Amy Estates, (which Lisa notes is pronounced with a long ‘A,’ not “Ami” like the French term) named after Lisa’s grandmother.

“Needless to say, I learned a ton of stuff,” Lisa reflects. From reading plat maps and contracts to navigating settlement statements and the contract-to-close process as a seller, she got a front-row seat to development before she ever held a license. That pivotal experience planted the seed.

A graduate of UL’s College of Business Administration, Lisa’s early career was far from real estate though. She taught private piano lessons and served as a liturgical music teacher at a local private school for years, even teaching a few future title attorneys and real estate agents along the way.

When she finally took the plunge into real estate in late 2003, she knew she was ready, but admits it was still “scary as hell.”

“Thankfully, my husband was so supportive from the beginning; he just told me to show up every day and don’t worry about sales, and it will all fall into place,” she acknowledges gratefully.

#### **Service Above Spotlight**

Ask Lisa about production, and she’ll quickly redirect the conversation.



“  
**After you survive  
 that first year in  
 the business, take  
 a deep breath and  
 look outside of your  
 own box.”**

“For me, it’s about experiencing a sense of accomplishment in servicing my clients while creating a balanced work/home life,” she says. “If you can accomplish that balance, that is success!”

That mindset has carried her through changing markets, advances in technology, and even the 2024 NAR buyer representation decision that forced seasoned agents to rethink long-standing habits.

“That NAR decision was probably the biggest change I’ve experienced in my time as a Realtor,” she reflects. “Those of us who have been in the business for a long time have had to retrain our brains after being on autopilot for so long.”

But adaptation has never been Lisa’s issue. Her foundation is bigger than contracts and commissions.

“I try very hard to hand my business over to God and know that what is meant to be mine will be sent to me and trust that that happens,” she shares. “The right people will be placed in my path.”

She admits that surrender didn’t happen overnight. It came with experience and a few sleepless nights early on. But her deep faith anchors her in such a volatile profession.

“My favorite quote is Psalm 46: ‘Be still and know that I am God,’” she shares.

**Lasting Leadership**

It’s a bit of an understatement to say Lisa’s impact extends beyond her CRM. During just her second year in the business, she was encouraged by her office manager to join a committee at the Realtor



Association of Acadiana. That single nudge turned into decades of leadership.

Lisa has served as committee chair multiple times, been a member of the MLS committee, served on the RAA board of directors, represented Louisiana Realtors at the state level, and ultimately became the 2018 President of the Realtor Association of Acadiana.

In 2022, she was named RAA Realtor of the Year. In 2024, she received the RAA Lloyd G. Smith Lifetime Achievement Award. She’s also a Lifetime Member of the RAA Honor Society and has earned numerous production honors over the years.

But the awards clearly aren’t what she hangs her hat on. For Lisa, accomplishment in real estate isn’t measured at the individual level; rather, she prizes strengthening the community that makes the business possible.

Her advice to newer agents reflects that same perspective: “After you survive that first year in the business, take a deep breath and look outside of your own box,” she encourages. “Start attending events and classes outside of your brokerage to meet other agents in your market.”

“Sign up for a committee or two at the RAA,” she continues. “You may feel called to step up into leadership roles in YPN and eventually on our RAA board of directors.”

And if you ask clients what sets Lisa apart, the answer usually circles back to trust and authenticity. She’s transparent with clients, often pointing out the negatives during a walk-through — which builds credibility quickly.

“I tell them that it does not mean that they shouldn’t buy it; it’s only to create awareness for them,” she adds.

**On The Homefront**

Beyond her work day, Lisa’s life is intentionally simple. She and husband Bill have been married for 28 years. Their greatest joy? Visiting with their son, daughter-in-law, and sixth-grade granddaughter, who are fortunately local. “Time with them is the greatest treasure,” she smiles.

Their home is her haven, the place she loves to reset. Bill, now retired, keeps things humming along while Lisa continues to work. Lisa does her share of the cooking though, with her crawfish étouffée as her signature, and they both enjoy good meals, good movies, and a quiet life well lived with loved ones.



Lisa has been part of the music ministry at Holy Cross Church for 30 years and counting, and has spent 25 years in a Theresian women’s spirituality group. Those routines and relationships keep her grounded and feeling full.

Looking ahead, there are still destinations to check off the map with Bill. Sedona is next with more adventures to follow. And plenty of school events, band concerts, and volleyball games to attend to cheer on her granddaughter.

As for real estate? It’s still very much part of the plan for now, too.

“As long as I am enjoying it, why not?” she concludes with a wink.

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# ASHLEY LOMBAS

PHOTOGRAPHY BY WESLEY SUN CHEE FORE

## Real Estate Journey & Achievements

### What inspired you to take the leap into real estate, and what was that first year like for you?

I was in the oil industry for 17 years, which served some great years. But over time, as the industry changed and as I changed, it was no longer serving a purpose for me. So, three years ago, I fearfully took the leap. It was challenging, especially with a husband and 2 active kids in sports, with some of those being competitive travel. I worried how I was going to contribute to our existing lifestyle without any of them sacrificing the things they loved, but that became my WHY. Plus, learning new things daily is a lot but having mentors has been crucial.

### What's one transaction or client experience that had a lasting impact on you?

I worked with a single mom and first-time homebuyer who was in complete gratitude and disbelief for what she was able to do for herself and her 6-year-old daughter. On the final walk-through day, she surprised her daughter with their new home. The two of them shared

many tears of joy. The little girl kept hugging the walls and asked, "Is this really our house, Mom?" That little girl got to pick out her very own room for the first time ever. It was such a moment to witness.

### If you could go back and give your rookie self one piece of advice, what would it be?

Proximity... align yourself with like-minded peers, the ones who inspire you, the ones who are in the thick of it every day, and let them mentor you. Everyone works their business differently, so find the ones you can relate to and learn from them.

### What's a personal milestone or achievement in your career that you're most proud of?

In my 3 years of real estate, I am most proud of the fact that 80% of my business has come from my sphere and/or referrals and continues to grow. That is validation that my hard work and efforts have paid off and have made an impact on others.

### What's the best piece of advice a mentor or colleague has ever given you?

30 seconds of insane courage to say 'yes' can change the trajectory of your life in the most fulfilling way. This phrase has proven to be true time and time again. It's the sole reason I took the leap into real estate. It's the sole reason my spiritual journey continues to grow. If you're feeling led to do something scary, dig deep for that 30 seconds of insane courage and say "yes"!

## Challenges & Growth

### How do you handle difficult clients or challenging personalities in negotiations?

Stay calm, collected, acknowledge, and don't be afraid to speak tactful truth. Sometimes, it's truly just a matter of letting a client vent and/or express frustration stemming from some fear. It's a big, life-changing transaction in their life with understandable emotions.





I like being able to answer my clients' questions. However, I quickly learned that real estate is constantly evolving, which means I am learning new things every day. As a result, not always being able to provide an answer is something I'm learning to accept. Having mentors I can turn to has definitely helped.

**How do you manage stress when juggling multiple deals at once?**

I'm actually pretty organized and thrive on checklists so Trello has been perfect for me. But that doesn't eliminate actual stress. About six months ago, I started to implement a "peace pause". When I'm feeling overwhelmed or stressed, I take a deep breath and pause. Sometimes I'll put on some worship music to really help me focus on peace and gratitude. Because where peace and gratitude exist, stress and anxiety cannot.

**What's a misconception people have about being a realtor that you wish more people understood?**

"Realtors make too much money to just open doors with minimal hours." I have NEVER worked so hard in my life. It's all the "behind-the-scenes" work that



**How do you stay resilient when deals fall apart or the market shifts unexpectedly?**

Trust and Faith! It's what has gotten me through doubtful moments before. I know I show up daily, I know I put in the work... So when and if things shift, I trust there is a reason and have faith that I will overcome.

**What's a challenge you're still working on overcoming in your career today?**

people aren't aware of, and they often fail to remember that we can sometimes go months with no income. All the seeds we work so hard to plant sometimes don't flourish until months later—and may not flourish at all.

“Stay calm, collected, acknowledge, and don't be afraid to speak tactful truth.”

**Personal Insight**

**What's a personal or business slogan that keeps you motivated every day?**

"Make it happen." In college, I was working at an imprint place and faced a proof problem for the first time, unsure of what to do. I immediately went to my supervisor for guidance, and all she said to me was, "Make it happen." That simple phrase stuck with me ever since. It taught me to be persistent, resourceful, and to think—to truly use my brain and problem-solve.

**Where do you see yourself in five years, both personally and professionally?**

To be honest, I don't have these "BIG" dreams, per se. My goals are simple: to help more people than the year before and to have more opportunities for quality time with my family. At this particular season in my life, it's the simple things that bring me the most joy. I see my business thriving solely on sphere and referrals, and being able to hire an assistant. This would truly allow for the ultimate balance we all desire.

**How do you balance the hustle of real estate with your personal life and self-care?**

It definitely "takes a village," and thankfully, I have one I can rely on when needed. I am also aware of boundaries and how important they are. I'm not afraid to implement them when and where necessary. This is obviously not something I've always been good at, but I guess that comes with age. Figure out what you're good at and what brings you joy, and go do that with everything you have. No need for ALL the things.



**What's one non-negotiable daily habit that helps you stay focused and successful?**

My non-negotiables are more weekly and monthly considering how quickly plans can change in an instant. But I would have to say my daily non-negotiable is to show up in some manner. Having worked an 8:00–5:00 job for my entire working life, I don't know any different. It's instilled in me to show up daily. That focus on being a full-time agent is what's driving my success.

**What's one thing your clients would be surprised to learn about you?**

I have been a dance teacher for almost 27 years, with most of those at The

Dance Warehouse, Inc. As a freshman in high school, I had been a cheerleader for the previous three years, but something about watching the dance team lit my soul. Without having any formal dance training, I decided to try out for the dance team—knowing cheer tryouts were first. Meaning, if I didn't make the dance team, I wouldn't have cheer to fall back on. Insert "30 seconds of insane courage" to say yes. I tried out, made the team, and the rest is history. It literally changed the trajectory of my life. I have been fortunate to teach so many beautiful dancers, including my own daughter. And full circle—some of today's clients were former dance students of mine.



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# Michael Carr

RIGHT WHERE THE LORD WANTS HIM

WRITTEN BY  
JESS WELLAR  
PHOTOGRAPHY  
BY WESLEY SUN  
CHEE FORE

“My path to real estate was about as far from this industry as you can get — which is why I truly believe anyone willing to work hard can find a place here,” Michael Carr asserts. “I didn’t grow up dreaming of selling homes; I grew up wanting to serve something bigger than myself.”

And that explains why his business feels different. Michael came up in Kansas City in a blue-collar family built on honest work. He put on a Marine Corps uniform straight out of high school and spent years underwater “in the rough and tumble world” as a commercial oilfield diver and later as a saturation diver in one of the most physically demanding careers imaginable. Pressure isn’t something

he fears; it’s something he was trained to handle.

Ultimately, life and opportunity led him and his family to Lafayette in 2015 after he graduated from commercial diving school. But ultimately, an injury and a call from Above changed his course.

“During those later diving years, recovering from an injury and now supervising, not diving, I found my faith in the Lord,” he reflects. “That shifted my perspective about everything I’d done and was doing — including my nature to grind out success at all costs.”

“I realized that a high paycheck wasn’t enough if it cost me peace, purpose, and time with the people I loved.”

Walking away from a well-paying supervisory role offshore wasn’t easy. But after nearly two decades in diving, he and his wife, Misti, launched their own oilfield service company, working alongside their sons for six years. It was a season defined by early mornings, long, hot days, and something far more valuable — presence.

“Those years taught me that success isn’t measured only in income, but in relationships and impact,” he smiles.

**The Leap He Didn’t Plan**  
Ironically, real estate wasn’t even Michael’s idea. He’d grown up around it just enough to understand its potential, but he didn’t see himself fitting the mold as a traditional “real estate guy.” At the time, he was trying to figure out what the next season of life looked like after oilfield work when his wife, Misti, started encouraging him to get his real estate license.





*“Still, success, to me, isn’t a number on a scoreboard — it’s the quality of the life you build and the people you bring along with you.”*

**SUCCESS TO ME IS A TEAM SPORT.”**

“I wanted my wife to be the agent, not me!” Michael says with a laugh. “But Misti saw something in me that I didn’t see in myself and gave me six months to see if it was going to work.”

Those first months were humbling. Michael admits he was “freaking out” as a new agent in training. He didn’t

speak the language. He didn’t understand the culture. He went from military structure and offshore hierarchy into contracts, contingencies, and listing presentations.

But once he reframed his role not as a salesperson, but as someone who serves families during major life transitions, everything

shifted. That mindset, reinforced by mentor Ricky Carruth’s motto of “Relationships Over Transactions,” changed the course of his career forever.

In 2025 alone, Michael closed 48 transactions solo for nearly \$9.7 million in volume, while also contributing to 71 transactions with his co-agents totaling \$13.5 million.

“Still, success, to me, isn’t a number on a scoreboard — it’s the quality of the life you build and the people you bring along with you,” he emphasizes. “Success to me is a team sport.”





### **Collaboration Over Competition**

Michael now leads The Collective at REAL Broker, a seven-agent group intentionally built around shared growth, not ego or splits.

“There was no way I was going to start a team and ask for 50 percent of any agent’s commission,” he notes. The Collective was born last year out of mentorship and collaboration with two agents who shared his values. Today, growth is steady and selective because culture matters more than headcount.

“Professionally, it’s always been about collaboration for me before it was cool to say it,” he chuckles. “To grow people, my heart is with my agents. I see their futures before them and give them all I have so that their families will be as blessed as mine.”

That philosophy is evident in how he operates. He doesn’t compete with agents in his circle; he works collectively and mentors them. And he’s always there to celebrate their wins. Because for Michael, real estate is an extension of service and stewardship.

“My faith and my relationships guide everything I do,” he asserts. “My goal isn’t just to help someone buy or sell a home, but to become a trusted advisor for life. I focus on listening first, understanding



people’s actual goals, and guiding them with honesty — even when the best advice means telling them to wait.”

### **Family First**

If you ask Michael what matters most, “Family is the center of our world.”

He and Misti have been married 34 years and have three grown sons — Derek, Joshua, and Michael Jr. — along with six grandchildren, soon to be seven. Life today revolves around ball games, family dinners, and cheering from the sidelines. Their two dogs, “sweet” Benny and “bully” Jazzy, round out the Carr’s household.

Outside of work, Michael rides and restores motorcycles, enjoys welding projects, hunts deer, and spends time outdoors whenever possible. He also finds community and purpose through attending Pathway Church, sitting on the board of The Outreach Center supporting those experiencing homelessness, supporting St. Joseph’s Diner and HUB Lafayette

*“I believe if we are blessed, IT’S SO WE CAN BE A BLESSING TO OTHERS.”*

Ministries, and remaining active in the V.E.W.

“I believe if we are blessed, it’s so we can be a blessing to others,” he affirms.

When he talks about the future, he doesn’t talk about chasing the next trophy. One day, he plans to step back from production entirely — not any day soon. But when that day comes, he hopes the work he’s done will have multiplied far beyond him.

“I’m focused on strengthening The Collective by helping my agent friends grow in confidence, skill, and meaningful partnerships,” he concludes. “I want to be known as someone who kept his word, treated people right, and used real estate as a vehicle to strengthen families, create opportunity, and leave a legacy that matters.”



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# ARP 2ND ANNUAL Awards Gala

What an unforgettable evening it was! Our awards celebration was a true reflection of the heart, hustle, and excellence that define our real estate community here in Lafayette. From the moment guests arrived to the final applause of the night, the atmosphere was filled with energy, connection, and well-deserved recognition.

We are incredibly proud to congratulate all of this year's winners. Your dedication, professionalism, and commitment to raising the standard in our industry do not go unnoticed. Each award represents countless hours of hard work, perseverance, and a genuine passion for serving others. It was an honor to celebrate your achievements in a room filled with peers who truly understand the level of excellence required to stand out.

A heartfelt thank you also goes to our amazing sponsors. Your partnership and generosity made this beautiful evening possible. Because of you, we were able to create an experience that was not only elegant and seamless, but also meaningful—one that reflected the caliber of professionals we are privileged to serve.

To everyone who attended, supported, and celebrated alongside us—thank you for making the night so special. It was more than an awards ceremony; it was a celebration of community, collaboration, and the relationships that continue to elevate real estate in Acadiana.

We can't wait to do it again!



**Angela Broussard**  
*Rising Star of the Year*

Thanks to our Sponsor, Nexa Mortgage!



**Pat Barnard**  
*Cover of the Year*

Thanks to our Sponsor, AMO Title!



**John Ray Perkins**  
*Male Producer of the Year*  
*(Accepted by Anne Elise Doise)*

Thanks to our Sponsor, Prime Title!



**Lindsey Reed**  
*Female Producer of the Year*

Thanks to our Sponsor, Edge Mortgage!



**Sam Hayes**  
*Peer of the Year*

Thanks to our Sponsor, Dermatology Center of Acadiana!



**Wendy LeBlanc**  
*Broker of the Year (Accepted by Jaylyn Plasiance)*

Thanks to our Sponsor, SoCo Title!



**Ivan Jennings**  
*Mentor of the Year*

Thanks to our Sponsor, Freedom Electric!



**The Lafleur Group**  
*Team of the Year*

Thanks to our Sponsor, Goosehead Insurance!



**Charles Ilonya & Nah Senpeng**  
*Impact Story of the Year*

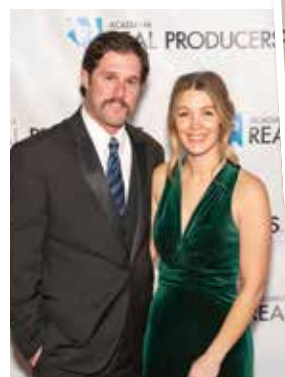
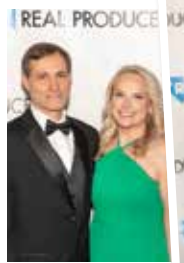


**Brooke Bell**  
*Real Estate Assistant of the Year*

An advertisement for Wesley Sun Chee Fore Photography. It features a man in a black shirt and light-colored pants sitting on a stool. To the right, there is a list of services: HEAD SHOTS, REAL ESTATE PHOTOGRAPHY, PARTIES, CORPORATE EVENTS, and WEDDING PHOTOGRAPHY. Below the list is a QR code. At the bottom, the name 'Wesley Sun Chee Fore Photography' is written in a cursive font, followed by the phone number (337) 412-3879 and the website WESLEYSUNCHEEFORE.COM.

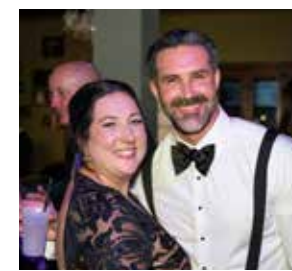
An advertisement for Cozy Corner Cleaners. It features the company logo at the top, which includes the text 'COZY CORNER' and a graphic of a hand holding a cleaning tool. Below the logo are two circular portraits of women, Elise Sanford and Kirstyn Whitaker. The text reads: 'SO FRESH SO CLEAN WITH US!', 'Looking to have your home or office cleaned?', 'As your trusted local cleaning team, we take pride in our detailed, top to bottom service that leaves every corner sparkling!', and 'Our Services: • Post-Construction Cleaning • Residential Cleaning • Office Cleaning'. At the bottom, it says 'COZY CORNER', 'WWW.COZYCORNERCLEANERS.COM', 'scozycorner@gmail.com', and 'Elise: (337) 501-4338 | Kirstyn: (337) 288-2827'.

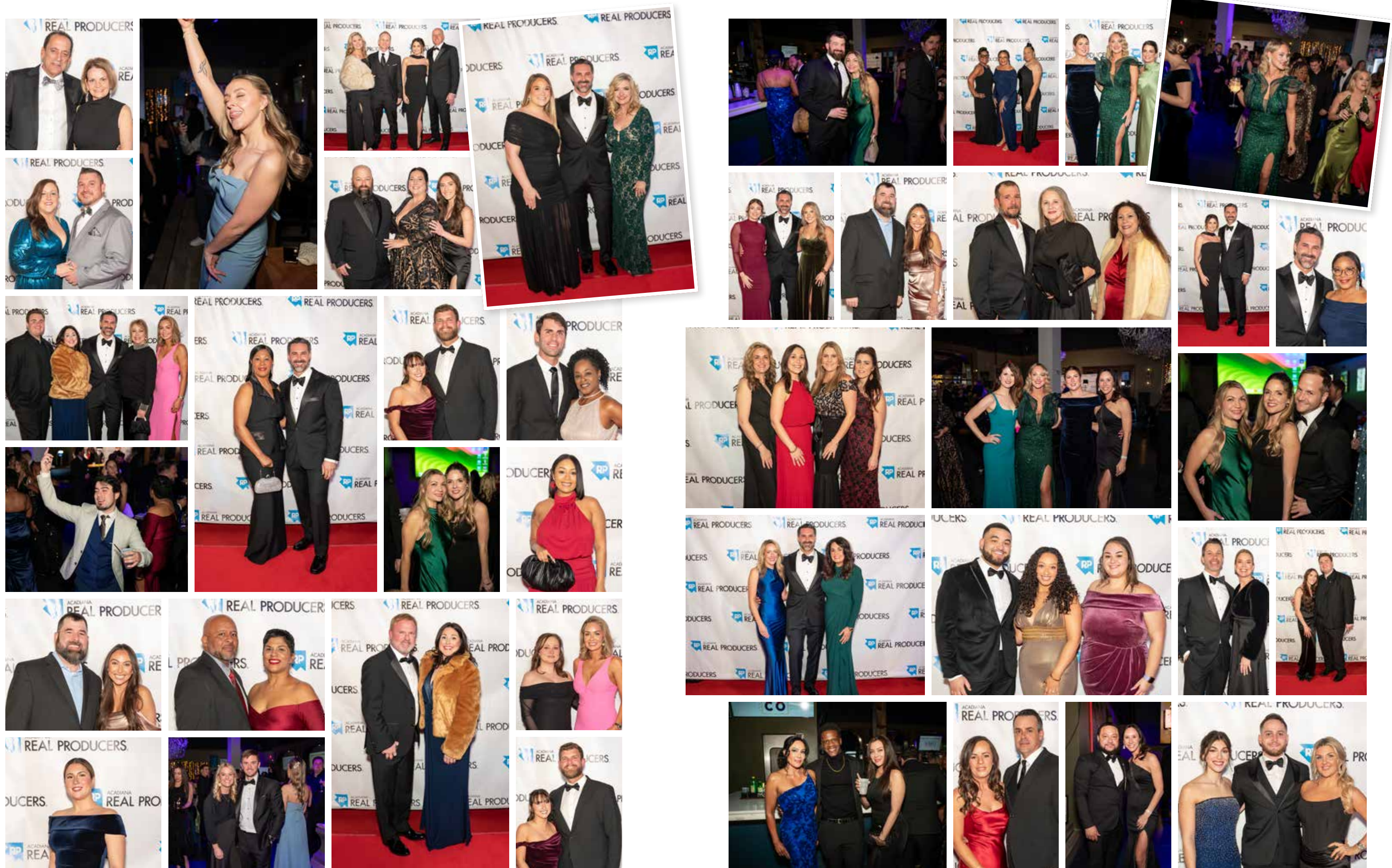
An advertisement for Maven Risk Specialists. It features the company logo 'MAVEN' in a square frame with 'RISK SPECIALISTS' underneath. Below the logo are icons for a house, a car, an RV, a boat, and a building. The text reads: 'HOME. AUTO. RV. BOAT. BUSINESS.', 'If it matters to you, we insure it.', and '337.362.2271', 'www.mavenrisks.com', '100 Asma Blvd Suite 100', 'Lafayette, LA 70508'. There is also a photograph of a woman in a black t-shirt with the 'MAVEN' logo.



# ARP 2ND ANNUAL Awards Gala

PHOTOGRAPHY BY WESLEY SUN CHEE FORE







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