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APRIL 2026

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Partner Spotlight  
**BLAINE  
GREGORY**  
The Armstrong Company

Rising Star  
**AMBER BRIDGES**

Central Mississippi  
Realtors<sup>®</sup>  
**A SEAT AT  
THE TABLE**

## Madison Hill

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COVER STORY

**Madison Hill**

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# Publisher's NOTE

One of my favorite parts of what we do at *Central Mississippi Real Producers* is getting the chance to sit down with the agents whose stories fill these pages.

Every interview reminds me of something important: behind every closing, every production number, and every award is a real person with a journey. A story of risks taken, challenges faced, lessons learned, and relationships built along the way.

And more often than not, the most successful people in our industry share something in common. It is not just work ethic. It is not just talent. It is the way they treat people.

The best agents I meet understand that this business has never really been about houses. It has always been about people.

It is about the trust a family places in you when they hand you the keys to their biggest investment. It is about the conversations, the guidance, and the relationships that often last long after the closing table.

That is why Central Mississippi Real Producers exists.

From the beginning, the vision has been simple: create a platform where the best professionals in our market can connect, celebrate one another, and grow together. Not just as agents, but as people and leaders within our industry.

Because the truth is, the culture of an industry is shaped by the people at the top of it.

When top producers operate from a mindset of generosity instead of scarcity, when they collaborate instead of compete, and when they invest in relationships instead of chasing transactions, the entire community benefits.

New agents are encouraged. Partnerships grow stronger. Clients receive a better experience. Everyone wins.

We see this play out every time we gather at a Real Producers event. When you put the best in the industry in the same room, something shifts. The conversations go deeper. The ideas flow. The connections become meaningful.

It reminds us all that success is not meant to be built in isolation.

So as you read this issue, I want to offer both encouragement and a challenge.

First, encouragement.

The work you are doing matters. The professionalism you bring to this industry matters. The relationships you invest in matter more than you may realize.

But I also want to challenge you.

Keep raising the standard. Keep encouraging the people around you. Keep mentoring the next generation of agents. Keep choosing relationships over ego and collaboration over competition.

Because when leaders in an industry choose to operate that way, the ripple effect is powerful.

Together, we are shaping the future of real estate in Central Mississippi.



And I have to say, it is a privilege to be on that journey with you.

**Jeff White**  
Owner/Publisher



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# Blaine GREGORY

The Armstrong  
Company

## Doing It the Right Way

*How Armstrong Relocation helps families move with confidence*

For real estate professionals, the closing table is often seen as the finish line.

After weeks—or sometimes months—of navigating negotiations, inspections, financing, and countless details, the transaction is complete and the keys finally change hands.

But seasoned agents know something important.

For their clients, the journey isn't over. In many ways, it's just beginning.

Because once the closing documents are signed, the next major step begins: the move. And when that part of the process goes smoothly, it reinforces the entire experience the agent worked so hard to create.

That's where **Blaine Gregory with Armstrong Relocation** comes in.

As a residential sales representative for Armstrong's Jackson office, Blaine

works with families throughout Central Mississippi to guide them through one of life's biggest transitions. In an industry where trust can sometimes be hard to find, Blaine and the Armstrong team have built their reputation on doing things the right way.

For Blaine, the moving business has never been just about trucks and boxes. It's about people.

And doing things the right way still matters.

“WE CAN HELP SOMEONE whether they're moving across town or across the country.”

## A Legacy of Experience

Armstrong Relocation has been helping families move for nearly seventy years.

Founded in 1957 and headquartered in Memphis, Tennessee, Armstrong has grown into one of the largest family-owned moving companies in the country, with 33 offices across 19 states.

The Jackson office, where Blaine serves Central Mississippi, has been operating since 1985.

Armstrong also partners with United Van Lines and Mayflower Van Lines, allowing the company to coordinate moves anywhere in the United States.

“We can help someone whether they're moving across town or across the country,” Blaine explains. “Because of our partnerships and our network of offices, we're able to handle the entire process from start to finish.”

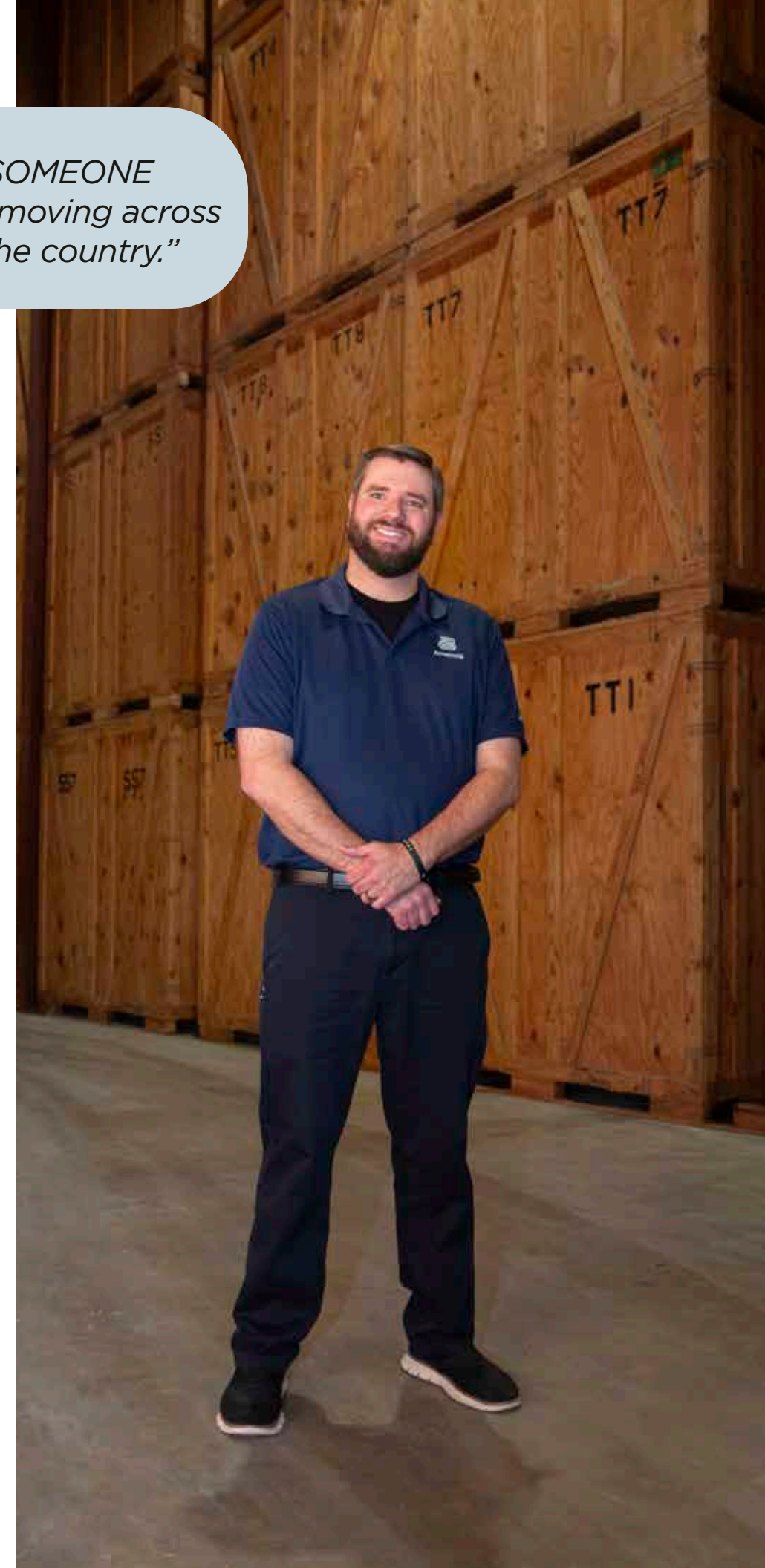
While Armstrong's reach is impressive, Blaine believes the company's greatest strength lies in its people.

“When someone invites us into their home, they're trusting us with everything they own. That's something we take seriously. Our crews go through background checks and professional training so customers know they're dealing with professionals they can trust.”

## A Smarter Approach to Moving

Armstrong's approach to moving is designed to create both efficiency and peace of mind for customers.

The company utilizes a fleet of 18-wheel tractor trailers for interstate shipments, allowing larger moves to travel more





directly rather than transferring belongings between multiple trucks.

“That reduces handling and helps protect the customer’s belongings,” Blaine explains. “It also helps us keep costs more competitive.”

Customers can also choose from a variety of service options. Some prefer full-service packing and moving, while others opt for a packed-by-owner option that allows them to handle their own packing to reduce costs.

Technology has also expanded Armstrong’s reach. Through virtual surveys, Blaine can walk through a customer’s home remotely and provide accurate moving estimates, even for families relocating from other states.

“We can connect with customers anywhere in the country,” Blaine says. “We’ll walk through their home virtually and build a customized moving plan before they ever arrive here.”

**A Partner Realtors Can Trust**

For real estate professionals, having the right moving partner can make all the difference in the client experience.

Agents invest countless hours helping clients navigate contracts, inspections, financing, and closing timelines. When the deal finally closes, the last thing anyone wants is a stressful move that overshadows the excitement of a new home.

That’s where Armstrong often becomes a trusted extension of the agent’s service.

“Realtors work incredibly hard to get their clients to the closing table,” Blaine says. “Our goal is to come alongside them and make sure the moving experience reflects that same level of professionalism.”

Armstrong frequently assists families relocating to Mississippi from other states and helps coordinate moving timelines that align with closing schedules.

The company also offers **secure climate-controlled storage facilities**, including locations in Madison and across its network of offices. These facilities provide both short- and long-term storage when moving timelines don’t perfectly align with closing dates.

Beyond residential moves, Armstrong also handles commercial relocations, including office moves, hotels, and data centers.

**Protecting Customers from Moving Scams**

Unfortunately, not every company in the moving industry operates with the same level of professionalism.

Blaine has seen situations where customers unknowingly hire moving brokers who advertise low estimates online, only to subcontract the move to another company. When the truck arrives, the price suddenly increases, leaving families with little choice but to pay.



“It’s one of the biggest issues in our industry,” Blaine says. “People think they’ve hired a moving company, but they’ve actually hired a broker.”

Blaine recalls helping a family relocating from Oklahoma who had unknowingly fallen victim to one of these scams. After realizing what had happened, they reached out for help.

Armstrong stepped in to guide them through the situation and help get their move back on track.

“We try to educate customers so they can avoid those situations in the first place,” Blaine says. “If something sounds too good to be true, it usually is.”

**Serving People Through Life’s Transitions**

Moving often happens during pivotal seasons of life.

Sometimes it’s the excitement of a growing family or a new opportunity. Other times it comes during difficult moments such as divorce, loss, or unexpected change.

Over the years, Blaine has encountered all of these situations.

“You see people going through all kinds of life transitions,” he says. “Sometimes families are celebrating something new, and sometimes they’re going through something really hard.”

In those moments, Blaine strives to bring compassion along with professionalism.

His faith plays a significant role in shaping that perspective.

Blaine and his wife are raising three boys, and their family is actively involved in their church community. Blaine serves as a deacon, participates on the greeting team, and is involved in marriage ministry.

His faith influences the way he approaches both life and business.

“I try to treat every customer the way I would want someone to treat my own family,” he says.

In one memorable situation, Blaine was working with a family who shared that their daughter had recently been diagnosed with cancer. As they discussed the move, the conversation shifted from logistics to something deeper.





Whether a client is moving across town, relocating from another state, or navigating a major life transition, Blaine and the Armstrong team bring professionalism, experience, and a commitment to doing things the right way.

Because for Blaine, moving families has never been just about trucks or logistics.

It's about people. It's about trust.

And when a family turns the key to a new home and begins the next chapter of their story, Blaine Gregory wants them to know their journey there started the right way.

"I asked if I could pray with them," Blaine recalls.

Moments like that remind him that moving is about much more than logistics.

It's about people.

**Moving Forward the Right Way**

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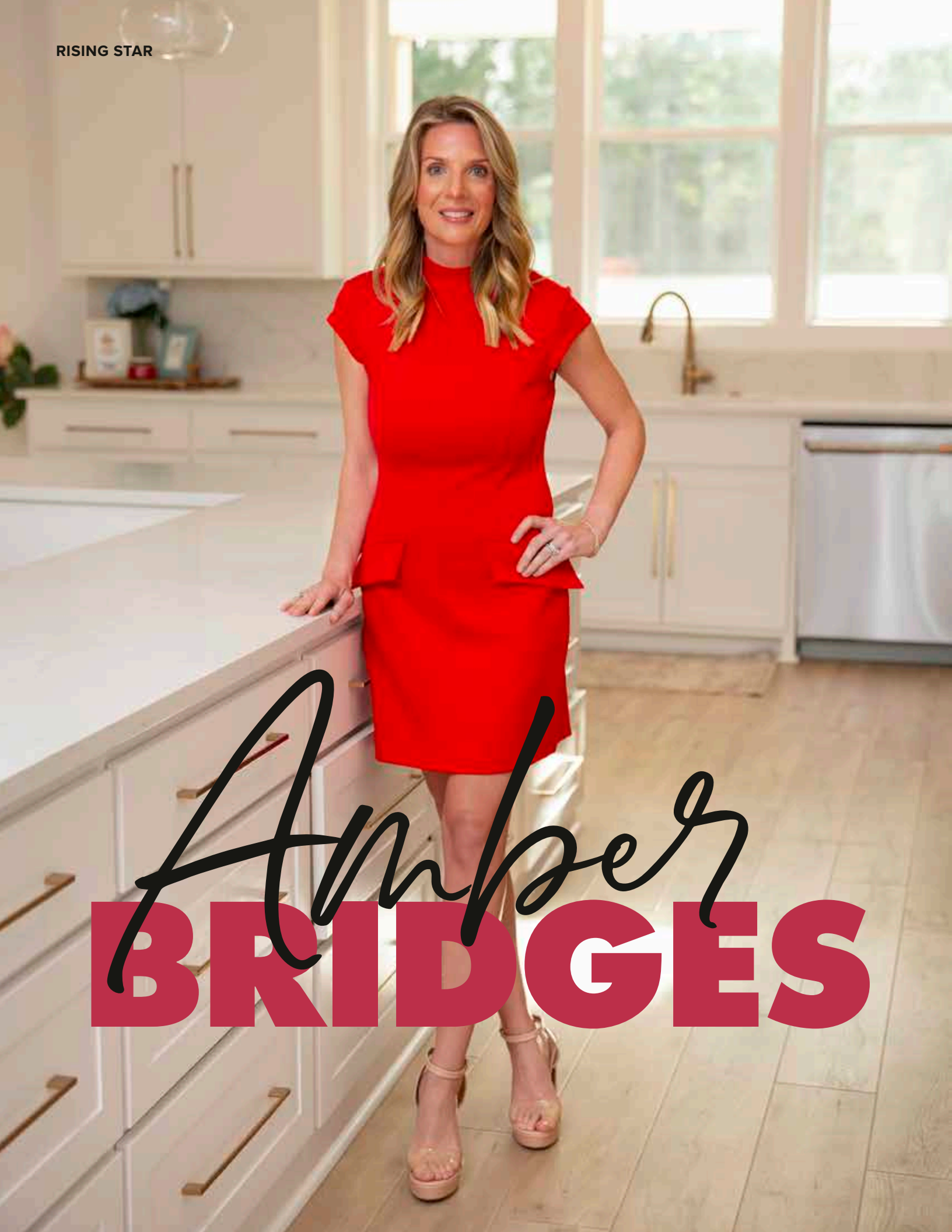
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# Amber BRIDGES

## PATH TO REAL ESTATE IS A FAMILY AFFAIR FOR AMBER BRIDGES

WRITTEN BY SUSAN MARQUEZ  
PHOTOS BY ABE DRAPER  
PHOTOGRAPHY

*Sometimes people land in a career they never knew existed when they were growing up. Such is the case with Amber Bridges. “I didn’t know there was such a thing as Realtors® when I was young,” she laughs.*

Growing up in Collinsville, Mississippi, outside of Meridian, all Amber wanted to do was to be a veterinarian. “I loved animals, and for the longest time, I thought I wanted to be a vet. Then I realized that vets have to put dogs to sleep, so that was that.”

After graduating high school at West Lauderdale, Amber attended Mississippi State University, where she earned a degree in business. “I wasn’t sure what I wanted to do. A lot of people in my family are school teachers, but I didn’t want to teach. My uncle was a pharmaceutical rep, and I liked the idea of sales. I knew I didn’t want to be cooped up in an office all day.”

Amber graduated in 2006, “right when the economy was falling apart!” She got a job at Tower Loan. “I had to take what I could get, because my dad told me I had 30 days to get a job before he handed over my cell phone bill, insurance bill,



etc.” She worked there for a year and a half before going to work in a bank. “I set up loans and checking accounts for customers.”

When her husband, Casey, took a job in nuclear medicine at University Medical Center in Jackson, Amber took a position with Yellow Book selling advertising. “I started in online advertising sales and tried to work my way up to outside sales.” She eventually got a job in pharmaceutical sales, a position she still has today.

Her path to real estate is a result of her husband’s desire to own rental houses. “It’s something he always wanted to do. When I was pregnant with our first



child, he told me that he had rented out our home in Barnett Bend and we needed to find another house. We bought a house in northeast Jackson and gutted it. That was our first flip home.”

That flip led them to the next, and over time, Casey decided to get his real estate license. “Once he did that, people he worked with at the hospital began asking him

to help them find a home.” That led to Amber getting her license in 2024 to help with the real estate side of things, negotiating contracts, so Casey could focus on construction. “He got his broker’s license, and we opened our own place.

The company, Bridges Properties LLC, is small on purpose. “We just have one agent, and he’s my husband’s

partner in flipping houses. It’s really like family.” Amber explains that Casey has his own crew of painters, carpenters, electricians, etc., and they can always be pulled onto a house to do small jobs for inspection reports. “That takes away the overwhelming stress that a seller often has when trying to find someone to do a small job.”

Amber and Casey live in Madison with their children,

Colton (15) and Gabriella (8). “We live on thirty acres, so they have a lot of room to roam,” Amber says. “They both love to hunt – something they get honestly from my dad. They’ve grown up turkey hunting with my dad at his camp in Neshoba County.”

Watching Colton learn from hunting has been good for Amber’s mama’s heart. “I see a maturity developing, and a patience that comes from

“

WE JUST HAVE ONE AGENT, AND HE'S MY HUSBAND'S PARTNER IN FLIPPING HOUSES. IT'S REALLY LIKE FAMILY.”



being outdoors and paying attention to what's around him. That also teaches him responsibility, from gun safety to land management. He has also become a great help to my husband. He helps with flip houses, and he has learned many new skills in the process.”

During this stage of their lives, the family is busy with sports. “We follow these kids around to baseball and softball games,” says Amber. “And we are all big Mississippi State fans. We love to go to football games in Starkville.”



# WHAT'S A PROMO?

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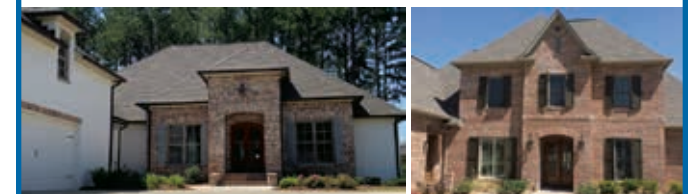


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TOP PRODUCER

# Madison Hill

WRITTEN BY SUSAN MARQUEZ  
PHOTOS BY ABE DRAPER PHOTOGRAPHY



## Family Support is Key in Madison Hill's Career in Real Estate

Being present as a mom, working in real estate has both posed challenges and provided freedom in ways that provide a unique balance in Madison Hill's life. "This is anything but a nine-to-five job," she laughs, "but I have learned along the way what is a real emergency and what isn't."

Born and raised in Brandon, Madison has lived in the same neighborhood, Cornerstone off Highway 471, since she was six years old. "My husband and I just built our second house here. My parents are in their second home in this neighborhood. They live one street over from me – that's how I'm able to do what I do. I couldn't do this without their help – they are great about jumping in to keep my child if I need them."

Madison graduated from Jackson Prep before heading to Mississippi State, where she earned a degree in marketing. "I thought I wanted to be a teacher," she says. "I babysat a lot when I was growing up, but when I really thought about it, I wanted more flexibility. Both of my parents were entrepreneurs, and I liked how they were flexible and had the ability to be present for us while we were growing up." While she was at Mississippi State, Madison held multiple leadership positions within her sorority (Tri Delta). "Those positions helped me build leadership skills, build connections, and work as a team. Those are all skills I use in my job today."

She had a marketing internship at United Rental during college, which ended up being an inside sales job. "I stayed for a while

after I graduated, then I got my real estate license."

Real estate was a natural progression for Madison, who grew up hearing about developments and buying and selling homes. "My dad was a builder, and my mother had her real estate license, and she listed homes for my dad. My grandparents actually had a real estate company when I was little. Real estate is what we talked about around the dinner table."

Madison married her husband, Baker, in February 2020, and turned in her notice at United Rental in March. "Right after that, the world shut down due to Covid," she says. "I had planned on taking classes at the Mississippi REALTORS® Institute, but instead I was in the first Zoom class. They weren't sure how they were going to handle



“  
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and work as a team. Those are all  
skills I use in my job today.”



giving the test, so I didn't know when I'd get my license." In the interim, Madison worked for Derek Havard at Havard Real Estate Group and even cleaned houses for a local builder to make extra money.

"I got word in July that they were giving the test again. There was no room for failure. I passed the test and got my license and worked for Havard Real Estate Group for five years." Madison recently moved to Southern Homes Real Estate.

Motivated by helping first-time home buyers, Madison says she loves helping them through the process. "It's been great meeting people at open houses, and so many of them have become some of our dearest friends. That's one of the real perks of this career."

Madison says her family has always been supportive of her career. "When I had our daughter, Hattie Baker, my mom told me she would back out of real estate and be there to keep the baby whenever I needed her to. Hattie Baker is now almost three years old, and it's working out wonderfully. Also, my husband, who is in sales for Puckett Rents, is a walking billboard for me! He has supported me since day one."

Madison serves as the Election Commissioner for Rankin County



District 4. "I was appointed in November 2024 and later ran unopposed in 2025 to finish out that seat's term."

When she's not working or busy with her daughter, Madison enjoys playing tennis. "Hattie Baker thinks I sell houses and play tennis for a living. That would be nice!"

The family enjoys getting away on the weekends to their home on Wolf Lake outside Yazoo City. "My husband used to hunt there growing up, and he found a lot on the lake," explains Madison, "We built a little place where we can get away on the weekends, and we rent it out on Airbnb. It's been really popular, and I've been surprised by how often it is booked. We love going there and relaxing whenever we can."



“

**It's been great meeting people at open houses, and so many of them have become some of our dearest friends. That's one of the real perks of this career.”**

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