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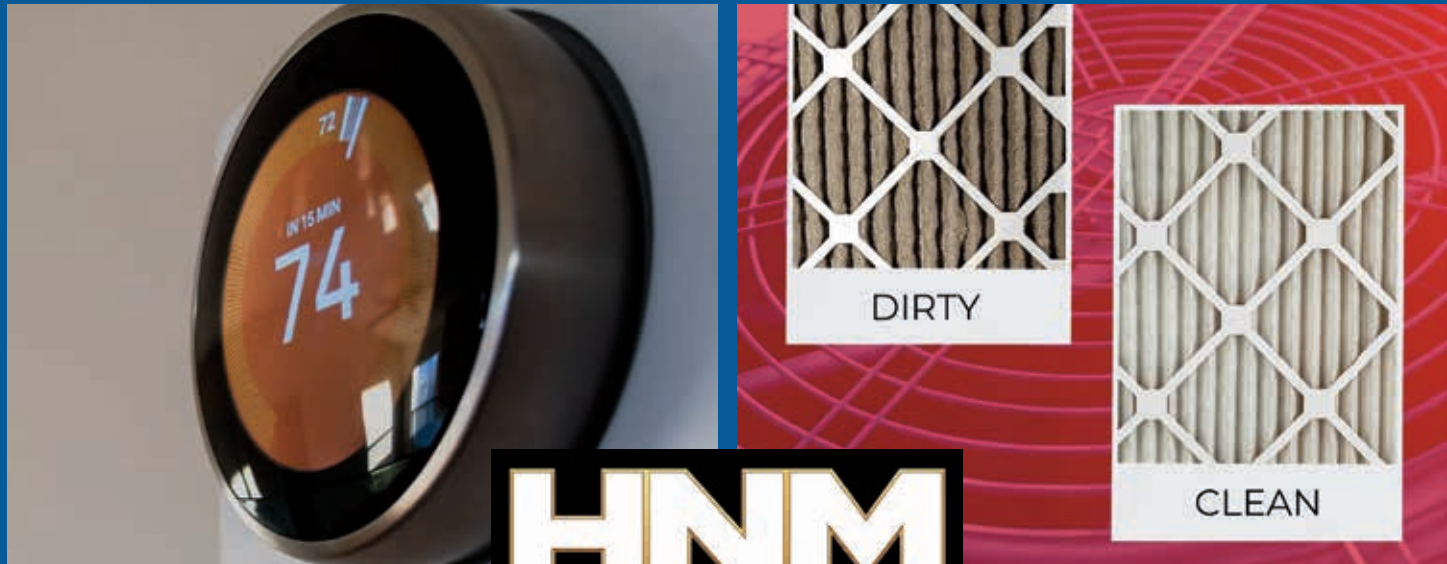
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BY DRAKE ABSHIRE

A NOTE FROM THE PUBLISHER

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

As summer is in full swing, many families are making their final moves before the school year starts. For real estate professionals, this season often brings a unique mix of urgency and opportunity. Buyers are eager to settle in before new routines begin, sellers are hoping to capitalize on peak market activity, and agents are working diligently to help clients navigate one of life's biggest decisions.

One thing that never changes in real estate is the importance of having the right professionals in your corner. From lenders and insurance agents to inspectors, title companies, contractors, and countless others, successful transactions are built on strong partnerships and trusted expertise.

With that in mind, we're excited to welcome **two new Preferred Partners** to the Real Producers community. **Southern Elite Mortgage** empowers homebuyers with confidence, knowledge, and expert guidance from the loan

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We're also pleased to welcome **TWFG Knight Insurance**. As an independent insurance agency, they work on behalf of their clients—not the insurance carriers—helping homeowners, business owners, and families find the right coverage at competitive rates from several of Louisiana's most trusted providers.

As always, *we encourage you to connect with the professionals featured in these pages* and continue building relationships that help elevate our industry.

Don't forget to mark your calendars for our **upcoming Social Media Extravaganza on August 18th**. Whether you're looking to sharpen your online presence, learn new strategies, or connect with fellow top-producing agents, it's an event you won't want to miss.

Thank you for being part of this community. We appreciate all that you do to serve your clients and contribute to the continued success of real estate across Acadiana.

Until next month,



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ASK THE EXPERT

Are Your Deals Closing?

BY JEREMY CASTILLE OF CASTILLE MORTGAGE



One of the biggest misconceptions in real estate is that all lenders do the same job. They don't.

The difference between an average loan officer and an experienced one can mean the difference between a smooth closing and a deal that falls apart.

From my 10 years of experience as a loan officer, one of the main issues I see is borrowers going under contract who either should not be putting offers in yet or who have issues in their file that should have been addressed before going under contract.

This is not just an isolated issue in our area. Nationally, 32% of all loans get denied on the first submission. That is more than one out of every four loans that are started.

This issue affects sellers, buyers, and agents alike.

Sadly, much of this can be attributed to a lack of knowledge and experience. Unfortunately, a lot of loan officers in our industry are simply salespeople. They make everything sound like sunshine and rainbows to borrowers and approve clients without truly understanding the parameters of the loan.

That is why it is so important for Realtors to refer their clients to loan officers who are more than just salespeople.

Loan officers should educate borrowers on loan programs and explain why a borrower is or is not approved. This is often one of the telltale signs of whether a loan officer truly knows what he or she is talking about.

Another factor to consider is a loan officer's track record.

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How many contracts actually make it to the closing table?

One of the things I am most proud of in my career is what I call my "fall-through rate." I look at how many files I have put under contract versus how many failed to close.

Since starting at Castille Mortgage eight years ago, I have averaged over 100 loan closings per year. Proudly, I can say that less than 1% of all my files that have gone under contract did not close, and those were mainly due to misinformation from the borrower.

I attribute that success to knowledge, experience, diligence, and a strong understanding of lending guidelines.

There have been many times when I have corrected underwriters or educated them on alternative

ways a loan could be approved, rather than simply accepting the first opinion on a file.

I have been very blessed to help clients who were previously denied by other lenders. There is nothing quite like hearing the joy in someone's voice after helping them obtain financing when they had lost all hope.

I have been doing this long enough that many Realtors throughout Lafayette and the surrounding areas know this to be true. After saving one deal, someone actually made me a mug that says "The Drew Brees of Mortgages". Definitely one of my favorite gifts of all time.

So, Realtors, my advice is simple: be careful when it comes to your client's lender.

Start learning some of the guidelines yourself. Not every borrower is the same, and not every borrower fits into the same box that some lenders only know.

I tell all of my Realtor partners that even if it is not my loan, call me. I will go out of my way to help anyone in need.

We should all be working toward the same common goal, and that is helping people.

With all that being said, I wish you all great success. If you are ever in need, please reach out anytime.

God bless.



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SAVING YOUR SKIN WITH TRUTHFULNESS

“Just because something sounds good on social media, doesn’t mean it is good for you,” Dr. Kristy Kennedy cautions. “If your dermatology provider has never told you no, they may care more about your money than they care about your results. You need a provider that will tell you the truth and that you can trust to do the right thing, just like in real estate.”

That honest, relationship-driven philosophy has helped Dr. Kennedy grow Dermatology Center of Acadiana into one of Lafayette’s most trusted independent dermatology practices. Since relocating to Lafayette in 2012 and officially opening the current practice in 2014, Dr. Kennedy and her all-star team have continued growing their reputation with a patient-first approach that values long-term trust over trends.

Today, DCA provides full-spectrum dermatology services ranging from medical treatment for conditions like psoriasis and acne to skin cancer surgery, cosmetic injectables, laser treatments, and esthetic services, all under one roof.

An Unexpected Calling

Originally from the North Shore just outside New Orleans, Dr. Kennedy attended LSU for both undergraduate studies and medical school before completing her dermatology residency in Memphis, where she then spent time working in the VA hospital’s dermatology department.

Despite ultimately building a career she genuinely loves, dermatology was not always part of the original plan.

“I am a very visual person, so when I did my dermatology rotation in medical school, I fell in love immediately,” Dr. Kennedy recalls. “It took me by complete surprise because I really didn’t know much about the specialty before that experience.”

What immediately appealed to her was the variety. Dermatology allowed her to blend medical, surgical, and cosmetic care while treating patients of every age and background. More than anything, she loved that no two days ever looked exactly the same.

“It’s nearly impossible to get bored in dermatology,” she adds with a laugh.

Her move to Lafayette also came together unexpectedly through a personal connection. While living in Memphis, Dr. Kennedy heard repeatedly about respected local dermatologist Dr. Dupree through her mother’s best friend, eventually reaching out directly despite knowing he had never previously taken on a partner.

“He was looking at retiring in the next few years and wanted to have someone to entrust with the care of his patients,” Dr. Kennedy recalls. “Well, we enjoyed practicing together so much, he ended up working for 14 more years before retiring at the end of last year!”

Where Honesty Trumps Trends

In an era dominated by social media beauty trends, viral procedures, and aggressive cosmetic marketing, Dr. Kennedy believes one of the biggest differentiators at Dermatology Center of Acadiana is the practice’s willingness to prioritize what is actually best for the patient, even if that means turning down services someone requests.



That honesty has become especially important within cosmetic dermatology, where patients often arrive convinced that a specific treatment, filler, or procedure they saw online is exactly what they need. With 18 years of experience in her field under her belt, Dr. Kennedy knows the reality is far more individualized.

“Social media and influencers can often give people an idea in their head that one particular product or procedure is the best, but everyone’s skin needs are different,” she says. “People come in ready to plop down serious money and it might not be a good idea for their skin type.”

That patient-centered mentality extends throughout the entire practice, which currently includes 15 team members, three additional medical and cosmetic providers, a laser specialist, esthetician, and what Dr. Kennedy proudly describes as “the best admin and support staff in town.”

Together, the team has built a collaborative environment where patients often receive care across multiple services and providers within the same office over many years. That continuity and trust over generations, Dr. Kennedy says, remains one of the most fulfilling parts of the job.

“It feels like one big family when a patient comes in and we have also treated their parents, siblings, and children,” she smiles. “We do not take that trust lightly.”

DCA was also voted Best Dermatology Practice in last year’s Acadiana Choice Awards, recognition that reflects the consistency and care Dr. Kennedy’s team strives to deliver every day.

Beyond The Business

Outside of seeing patients, Dr. Kennedy’s world revolves around her four children: David (17), Lilly (16), James (14), and Graham (12). Whether it is football, basketball, school events, or simply navigating what she jokingly refers to as the family’s “daily chaos,” she says motherhood remains her most meaningful role.

She also credits her mother, Ginger, for helping make everything possible after relocating to Lafayette alongside the family following the passing of Dr. Kennedy’s father: “I



BEING ABLE TO CARE FOR PEOPLE AND TREAT THEM LIKE FAMILY IS NO LONGER A DREAM, IT’S OUR REALITY.”

absolutely could not do it without my mom,” she acknowledges gratefully.

When she is not working, travel remains one of Dr. Kennedy’s biggest passions. From Costa Rica and Iceland to Indonesia and an upcoming trip to Patagonia with her brother later this year, she loves exploring nature, adventure, and new cultures whenever possible.

Giving back locally also remains important to both Dr. Kennedy and her team. The Dermatology Center of Acadiana regularly hosts various Veteran, food and toy drives, as well as seasonal community initiatives throughout the year while encouraging others looking to serve Acadiana together to reach out.

“Next up, we will have our annual food drive for Thanksgiving, a toy drive in December and then for our patients, they should be on the lookout for our big holiday virtual open house for great discounts!” she notes. “Follow us on social media to be sure you don’t miss them.”

Looking ahead, Dr. Kennedy remains optimistic about both the future of the practice and the relationships they continue building throughout the community.

“This is the dream that I’ve worked hard for and now I’m living it with my team,” Dr. Kennedy concludes. “Being able to care for people and treat them like family is no longer a dream, it’s our reality.”

To learn more about Dermatology Center of Acadiana or book an appointment, visit www.dermcenterofacadiana.com or call 337-235-6886 today!



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HEADSHOT

Whether he’s photographing a wedding, capturing a Realtor’s brand story, shooting for local restaurants, or helping bring the pages of *Acadiana Real Producers* to life each month, Wesley has gained an appreciative fan base by making people feel at ease while delivering images that feel authentic, polished, and personal.

From Hobby To Full-Time Passion

A proud Lafayette local, Wesley never originally intended for photography to become a career. Like many successful entrepreneurs, he simply followed an interest that gradually evolved into something much more profound.

“Photography started off simply as a hobby — I just wanted to take better photos of the places I was traveling

to,” Wesley remembers. “I wanted to more accurately share the experiences and sights that I had the privilege to see.”

At the time, Wesley was busy running CrossFit Lafayette, the first CrossFit gym in Lafayette, which he owned and operated from 2009 through 2017. After purchasing his first camera in 2013, he began using photography to improve his gym’s website and marketing materials.

Before long, though, local families and restaurant owners started asking if he would photograph their businesses and events as well.

“When I bought that camera, I had no idea the path it would lead me down,” Wesley marvels. “I was hooked, and I began diving further into photography

by reading books, watching tutorials from respected photographers, taking online courses, and collaborating with other local photographers.”

By 2018, Wesley upgraded his equipment and started pursuing larger projects such as weddings. Two years later, after steadily building a loyal client base alongside his sales career, he left his sales job and made the leap into photography full-time, launching Wesley Sun Chee Fore Photography.

“Of course, it was a little scary making that decision during the beginning of the pandemic, but I had to pick one career at that point since I was getting so busy with the photoshoots,” he points out. “Thankfully, business has continued to grow every year through tremendous word of mouth.”

Helping Agents Tell Their Story

Today, Wesley operates a full-service photography and videography company serving a remarkably diverse range of clients. Along with wedding and engagement photography, he photographs local restaurants, law firms, families, graduates, events, real estate listings, and magazines. His talented brothers, André and Austin, assist with much of the videography work, helping expand the company’s capabilities while maintaining the same creative vision.

For Realtors in particular, Wesley believes professional photography extends well beyond simply updating a profile picture or marketing brochure.

WRITTEN BY
JESS WELLAR
PHOTOS BY
AUSTIN SUN
CHEE FORE



IT IS IMPORTANT TO BE ABLE
TO SELL YOURSELF AS A
PROFESSIONAL FIRST.”



“First and foremost, everyone needs updated headshots and lifestyle headshots, and that is especially true for Realtors,” Wesley emphasizes. “A photoshoot really tells people who you are.”

In a competitive industry where consumers have many options, Wesley believes authentic branding helps

Realtors stand apart before a conversation ever begins.

“A lot of people are selling houses,” he states. “It is important to be able to sell yourself as a professional first.”

That same philosophy applies whether Wesley is photographing a business owner, a bride and groom,

or a family celebrating an important milestone. His goal is always to create images that feel genuine while highlighting the best version of the person standing in front of the lens.

The most rewarding part, he says, comes after all the planning, shooting, and editing are a wrap.

“Seeing the finished product after the vision has come together and how happy it makes the client is the most fulfilling part of my work,” Wesley smiles.

Behind The Lens

Outside of shooting, fitness continues to play a major role in Wesley’s life. He has



practiced jujutsu for more than two decades after first starting the ancient Japanese martial art at age 18. The discipline, challenge, and constant pursuit of improvement continue to keep him engaged both physically and mentally.

When he’s not training or exercising, there is a good chance Wesley is either cruising on his motorcycle through a scenic local area around sunset or planning his next trip with a camera in hand. Travel remains one of his favorite ways to recharge creatively, and he is already looking forward to more adventures ahead.

Wesley’s passion for photography also extends into community involvement. As a longtime dog lover, Wesley volunteers his talents to help local animal shelters improve adoption outcomes by creating stronger photographs of animals in need.

“We have noticed a much higher adoption rate when they have better photos, and many lives have been saved from being euthanized,” he adds with a touch of pride.

On The Horizon

Eyeing the future, Wesley has much to look forward to. He hopes to earn his black belt in jujutsu by the end of the year and plans to continue scaling the business while maintaining the exceptional quality that clients have come to expect from his work.

Wesley recently invested in a new camera system for both photography and

CONTACT US!

To learn more about Wesley Sun Chee Fore Photography or book an appointment, visit www.WesleySunCheeFore.com or call Wesley at 337-412-3879.

videography projects and says growth has remained constant thanks to happy clients telling friends, family, and colleagues, and increased visibility throughout Acadiana.

Like many creative professionals, Wesley has also witnessed technology

dramatically reshape the photography industry over the past decade. Rather than viewing those changes as a threat, he sees many of the recent advancements as tools that help photographers spend less time on tedious tasks and more time focusing on creativity and client experience.

“AI has made the editing process much easier,” Wesley concludes. “From simple tasks like removing flyaway hairs to removing a car that happened to zoom into the background of the perfect shot. Not only does it look better, but it’s faster to do as well.”





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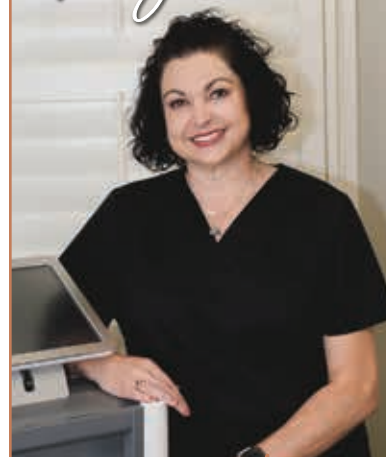
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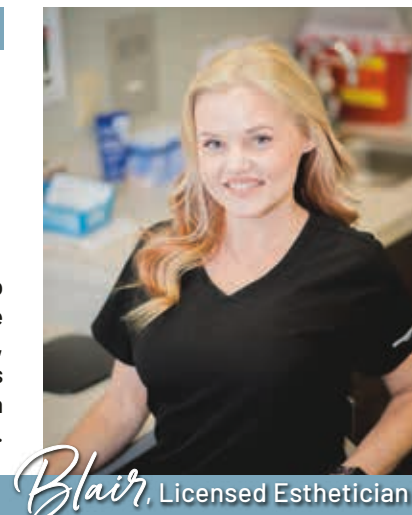
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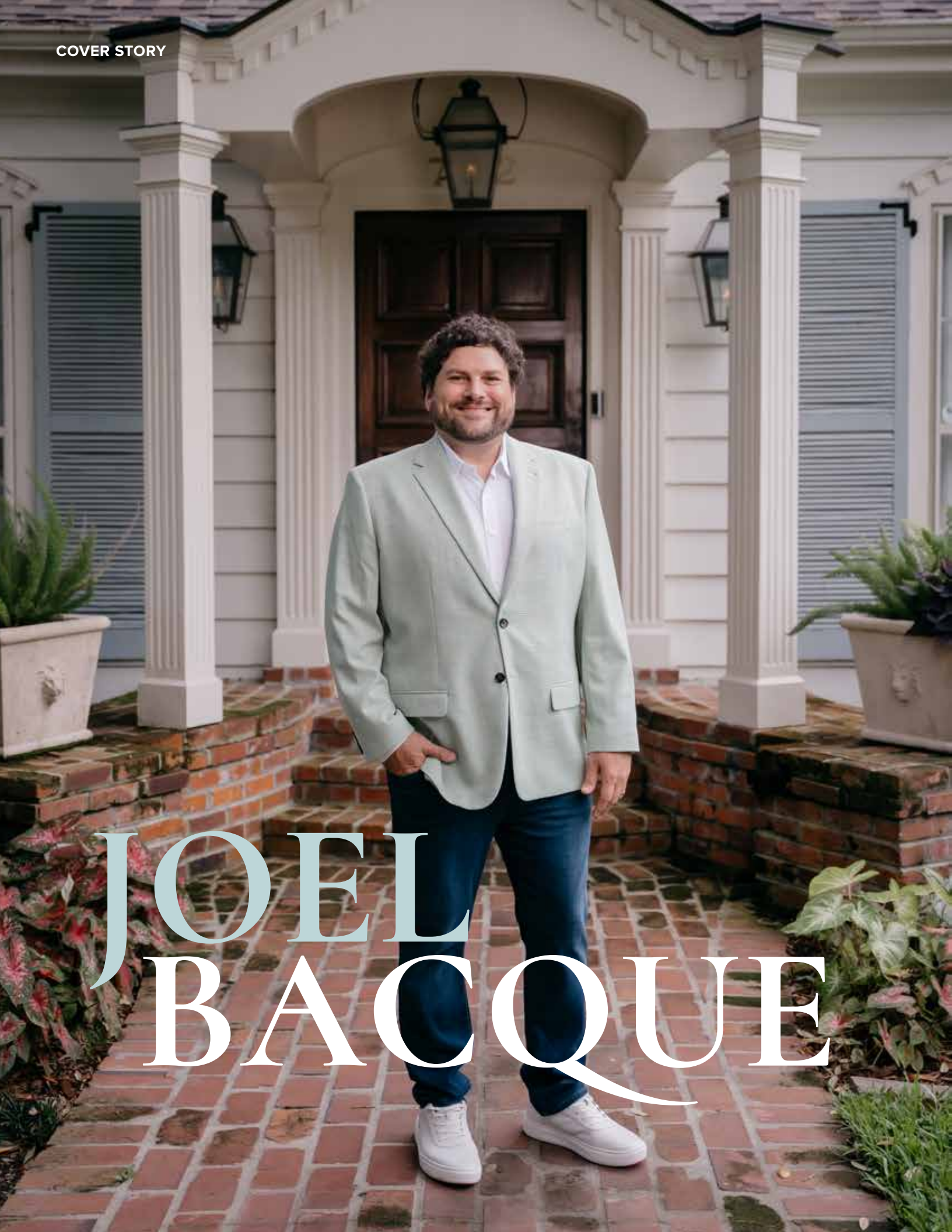
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JOEL BACQUE

GIVING MUCH
MORE THAN
HE TAKES



WRITTEN BY
JESS WELLAR
PHOTOGRAPHY
BY WESLEY SUN
CHEE FORE

“It’s never lost on me that buying or selling a home is a life event before it’s a real estate transaction,” Joel Bacque begins. “All the moments that happen inside those walls For many of the people I get to serve, a home becomes a backdrop for an entire chapter of their lives, sometimes for multiple generations.”

That sentimental observation helps explain why Joel has become one of Acadiana’s most respected Realtors over the past 14 years. The Lafayette agent with Real Broker has built a business that continues to thrive almost entirely on repeat clients and referrals, by understanding that real estate has always been about people first.

Close to Home

A lifelong resident of Acadiana, Joel graduated from Our Lady of Fatima, St. Thomas More High School, and later earned his business degree from the

University of Louisiana at Lafayette. After college, he spent a year working in medical facility management and development before launching his own entrepreneurial venture as the owner of a Subway franchise in downtown Lafayette, which he successfully operated for more than seven years.

For Joel though, real estate has never been that farfetched. His father, Bill Bacque, joined Van Eaton Romero in 1990, and Joel spent years watching the business from the sidelines. He even worked as the company’s in-house flyer designer while attending college. Despite that early exposure, however, real estate never seemed like his intended path.

But that all changed in 2011. At just 29 years old, Joel was diagnosed with bladder cancer. The diagnosis arrived at a time when life appeared to be falling

perfectly into place. He and his wife, Melanie, had recently welcomed their first child, and his business was humming along. Suddenly, his world turned upside down.

“After successful surgery and treatment, for me, uncertainty still lingered, as I didn’t know what the future held,” Joel recalls. “I made a decision to get into real estate because I wanted the flexibility to spend more time with my family. Little did I know, I would fall in love with the job!”

Initially, Joel eased into the business while continuing to operate his restaurant before eventually making the leap full-time in 2015.

That transition was made easier thanks to a long list of people willing to invest in him. While Joel is quick to credit his father as the most influential figure in his life and career, he also gratefully

acknowledges Teresa Hamilton for her guidance when he joined her team early on, the countless agents at Van Eaton& Romero, as well as his Real Broker colleagues, leadership, and staff who continue to challenge and encourage him today, especially his cherished “West Wing” office cohorts.

“One of the biggest lessons I’ve learned throughout my career is that success is rarely a solo journey,” Joel offers. “We all stand on the shoulders of people who are willing to share their knowledge, answer our questions, challenge us to grow, and help us become better than we could have become on our own.”

The Steady Hand

Since entering the business in 2012, Joel has built a successful career serving buyers, sellers, landlords, and investors throughout Acadiana, earning recognition for his production and service while developing a reputation for being the steady voice clients want in their corner. Ask him what separates his business, though, and the answer always comes back to trust and taking his responsibility seriously as a Realtor.

Whether helping a first-time buyer, assisting a family relocating to Acadiana, or guiding someone through a major life transition, Joel approaches each situation with the same objective: to remove as much stress as possible while helping clients make confident decisions.

“I want all my clients to feel like they have someone in their corner who genuinely cares about making the right decision for their family,” he says. “Not just someone looking to complete a transaction.”

Clients consistently describe Joel as patient and even-

keeled. Rather than reacting emotionally when challenges arise, he focuses on finding solutions and helping clients keep the bigger picture in view.

“There is a solution for every problem that we run into in a transaction, whether it’s easy or difficult,” he affirms.

“I tell my clients, there is always going to be a buyer for your property, and there’s always going to be a house out there that will fit your needs,” he continues. “I will take as much time and work with a client as long as it takes to help them meet those needs.”

Giving It Away

After more than 14 years in the business, Joel has reached a stage where success feels less about personal achievement and more about helping others along. The same generosity shown to him by mentors throughout his career now fuels a growing desire to give back to the profession that changed his life.

It’s a reciprocal outlook he carries into conversations with newer agents and colleagues alike.

“What I’ve learned is that there is incredible value in surrounding yourself with people who know more than you do,” he emphasizes. “But just as important, don’t gatekeep what you learn. Share it. Teach it. Give it away.”

Joel credits much of that mindset to advice he received from respected industry leaders such as the late Hammy Davis, whose words continue to resonate years later.

“Hammy was always big on reciprocity,” Joel acknowledges. “He liked to say, ‘When times get slow, give more business away, and it will all come full circle.’”

“
TO KNOW EVEN ONE LIFE
HAS BREATHED EASIER
BECAUSE YOU HAVE LIVED.
THIS IS TO HAVE
SUCCEEDED.”



CONTINUED ►

FUN FACT:

IF YOU EVER WANT TO FIND JOEL, HE'S A DIEHARD RAGIN CAJUNS FOOTBALL FAN, ATTENDING MOST HOME GAMES AT SPOT #402 WITH HIS TAILGATING KREWE, THE UL HOTEL.



The Good Stuff

Outside of helping clients, Joel's priorities are crystal clear. Melanie and their three children — Grayson James (16), Lily Claire (13), and Emma Pearl (7) — remain at the center of everything he does.

"My life experience has rooted my perspective that time is truly precious," he points out.

Their household also includes Dug, their two-year-old Golden Retriever, whose name was inspired by the lovable dog from the movie "Up." However, as Joel jokes, the name has proven fitting for more than one reason if you visit his yard.

Much of the Bacque's family time revolves around travel and enjoying the outdoors, whether it's frequent visits to Orange Beach, afternoons in the swimming pool, or simply taking walks with Dug around their Saint Streets neighborhood and Moncus Park. Joel and Melanie also enjoy discovering new restaurants and tasting menus whenever they get the chance, while a summer adventure to Great Wolf Lodge is already on the family calendar. Looking ahead, the couple is planning a trip to Greece next year to celebrate their 20th wedding anniversary.

When he's not cheering on the Ragin' Cajuns, Saints, or following Formula One racing, Joel can often be found building Lego sets with his son, experimenting with homemade pizza recipes, or indulging his lifelong love of video games.

He also remains active in the community through organizations that are meaningful to him. Raising money and awareness in the fight against cancer remains a personal passion, and from 2022 through 2025, he volunteered with the American Cancer Society's Black & White Gala while also being honored as a Spirit of Hope Award recipient in 2021. Today, he serves as an active board member of PASA, continuing his commitment to giving back to the Acadiana community.

Looking down the road, Joel has absolutely zero plans to let off the gas and quips he intends to "sell real estate forever" while giving back to the profession that has given so much to him.

These days, Joel often finds himself returning to a quote that perfectly captures how he defines both success and his future legacy: "To know even one life has breathed easier because you have lived. This is to have succeeded," he recites. ▀



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Real Estate Journey & Achievements

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

What inspired me to get into real estate was the chance to create a life on my own terms. I wanted a career where I could help people, challenge myself, and have the opportunity to build long-term wealth. I love meeting new people, solving problems, and being involved in the community. Real Estate combines all of those things while giving me the ability to continuously grow both personally and professionally. My first year in real estate taught me that success comes from consistency, not instant results. There were long days, unanswered calls, missed opportunities, and plenty of learning curves. But every challenge helped me grow. That first year built the habits, resilience, and confidence that I still rely on today.

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

One client experience that had a lasting impact on me was helping a family move from a difficult living situation into a home they never thought they could own. The most rewarding part wasn't the closing; it was seeing how that home changed their lives. Their new situation allowed them to receive assistance to build a fence for their special needs son, giving him a safe place to play and providing the family with peace of mind.

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

One piece of advice I would give my rookie self is to trust the process and stay consistent. Early on, it's easy to get discouraged when results don't come immediately, but success is built through daily habits, persistence, and showing up even when things aren't going your way. Focus on the work, not the outcome, and remember that every conversation, follow-up, and relationship is planting a seed for future success.

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

One of the achievements I'm most proud of is purchasing my first investment property. Real Estate has always been



about helping others build wealth and create opportunities, so reaching that milestone myself was incredibly rewarding.

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

One of the best pieces of advice I've received is that success in real estate isn't built in a day; it's built daily. That mindset taught me to focus on consistency over perfection and to trust that the small actions I take every day will compound into long-term success.

Challenges & Growth

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

I handle difficult clients and negotiations by staying calm, listening first, and focusing on solutions instead of emotions. Clear communication and keeping everyone's goals in mind help me navigate challenges while working toward the best possible outcome.



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

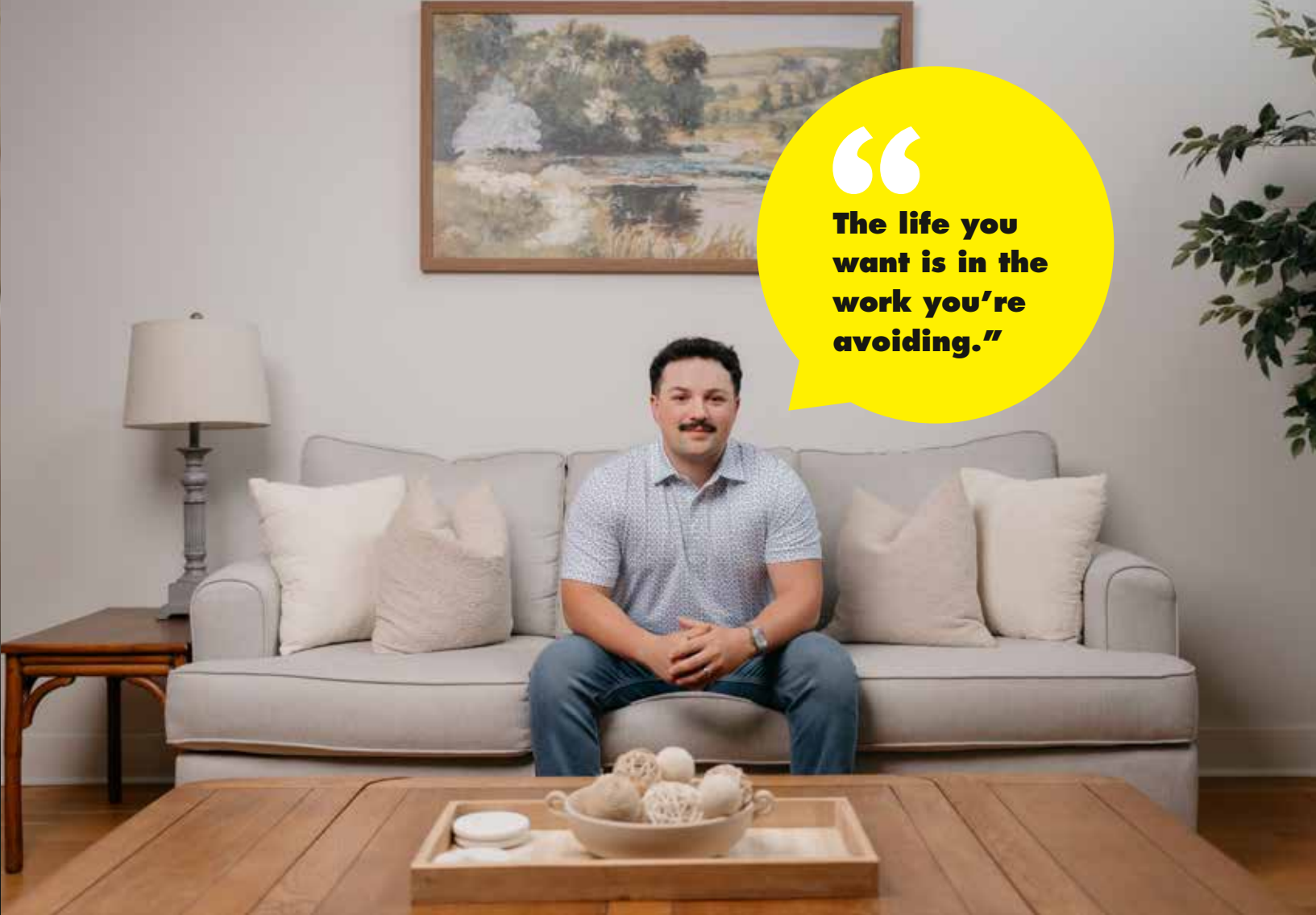
I stay resilient by focusing on what I can control and remembering that every setback is temporary. Not every deal works out, but I've learned that consistency, a positive mindset, and staying focused on serving my clients will always create new opportunities.

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

One challenge I'm still working on is balancing growth with time. As my business continues to grow, I'm constantly looking for ways to be more efficient while still providing every client with the level of service and attention they deserve.

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

I manage stress by staying organized, prioritizing communication, and focusing on one task at a time. Having systems in place helps me keep deals moving forward while ensuring my clients always feel informed and supported throughout the process.



“

The life you want is in the work you're avoiding.”

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

I think one misconception about being a realtor is that we're overpaid. The reality is that we often spend months working with clients without earning anything upfront. We only get paid if a transaction closes, which means we take on a lot of risk while investing our time, energy, and expertise into helping our clients succeed.

Personal Insight

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

A saying that keeps me motivated every day is: “The life you want is in the work you're avoiding.” It's a reminder that growth happens when you're willing to do the hard things, have the difficult conversations, and stay disciplined even when you don't feel like it. Most of the opportunities we want are on the other side of the work we're tempted to put off.

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

In five years, I hope to have one or two children with my wife and be building a strong family life. Professionally, I wanted to be a trusted name in my market, expand my

investment portfolio, and continue creating opportunities for both my clients and my family through real estate.

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

I prioritize my faith, family and health by making time for the gym, setting boundaries when possible, and being intentional about spending quality time with the people who matter most. When those areas are in balance, I'm able to show up as my best both personally and professionally.

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

One non-negotiable daily habit is starting my day in the gym. It sets the tone for everything else, helps me stay disciplined, clears my mind and gives me the energy and focus I need to perform at a high level throughout the day.

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

One thing my clients might be surprised to learn about me is that I used to be very introverted and uncomfortable with putting myself out there. Real Estate pushed me outside my comfort zone, and leaning to embrace those challenges has played a big role in my personal and professional growth. ➤





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A photograph of three people standing on a balcony with a white balustrade. On the left is a man in a blue blazer and white shirt. In the center is a woman in a bright orange top and white pants. On the right is a man in a white shirt and blue jeans. They are all smiling and looking towards the camera. The background shows a building with light-colored siding and dark shutters.

Alex Hebert, Mitzi Mayeux & Peter Marshall