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Baker Tilly



Brian Workman

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34 Brittani Bednarski

COVER STORY

For content contributions or to nominate a REALTOR® for a certain story, please email jeff.white@realproducersmag.com



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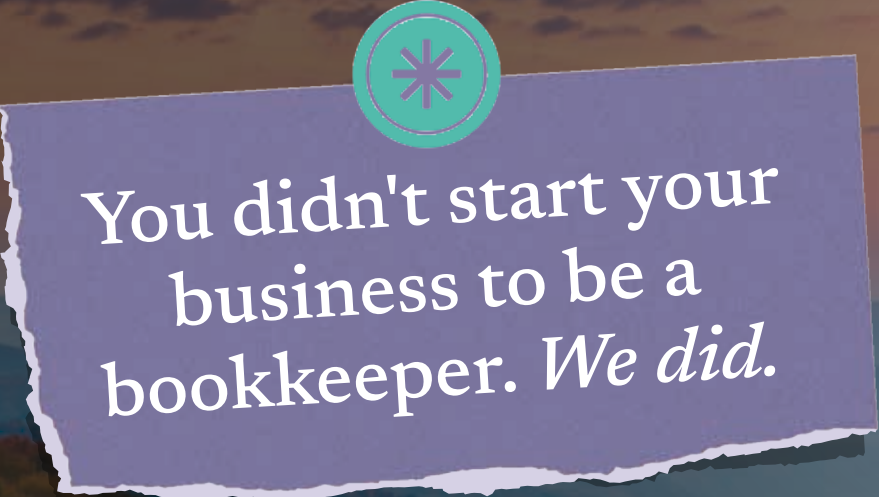
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Looking Back to Move Forward



If you've ever driven through the mountains surrounding Chattanooga, you've probably noticed something interesting. From the valley, you can only see what's directly in front of you. But once you reach a scenic overlook, the entire landscape comes into view. The winding roads, the rivers, the neighborhoods, and the places that once seemed disconnected suddenly make perfect sense.

Life has a way of working like that.

As I read through the stories in this month's edition, I was struck by a common thread. Each person's journey was shaped by people they didn't fully appreciate in the moment—mentors who offered wisdom, friends who opened doors, clients who became lifelong relationships, and opportunities that initially looked like detours.

Looking back, they can now see what they couldn't see while they were living it.

That's one of the greatest gifts of perspective. It reminds us that success is rarely a solo accomplishment. Behind every thriving business is a long list of

people who encouraged us, challenged us, believed in us, and occasionally gave us the push we didn't know we needed.

It also challenges us with an important question:

Whose story are we helping write today?

As real estate professionals, we have the privilege of making deposits into the lives of others every single day. Sometimes it's through a transaction. Sometimes it's through a referral.

Sometimes it's simply by taking the time to encourage someone who's just getting started.

Those moments may seem ordinary today, but years from now, they could become the chapter someone points back to and says, *"That changed everything."*

That has always been the heart behind *Chattanooga Real Producers*. Our mission isn't simply to recognize top producers. It's to elevate the culture of our real estate community by helping us know one another better. Because stronger relationships create stronger businesses.

Collaboration creates opportunities. And when one person succeeds, our entire community becomes stronger.

Thank you for being part of a real estate community that chooses encouragement over competition, generosity over self-interest, and relationships over transactions.

I hope this month's stories inspire you not only to appreciate those who have influenced your journey, but to become that person in someone else's.

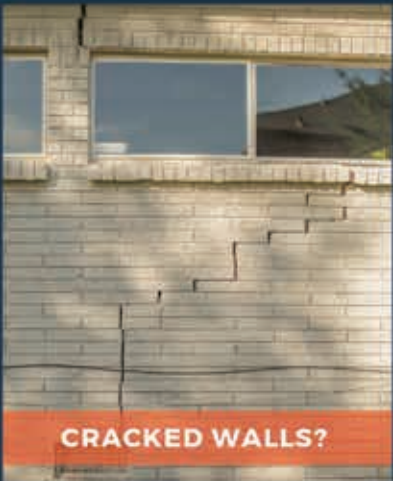
Here's to continuing to connect, elevate, and inspire the very best in Chattanooga real estate.



Jeff White
Owner/Publisher



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PARTNER SPOTLIGHT

Bottom from left to right:
Seth Troyer, Ramona Scott
Top from left to right:
Jesse Gaylor, Spencer Mercer



Beyond the Tax Return

How Baker Tilly Helps Real Estate Professionals Build Businesses That Last

BY JEFF WHITE
PHOTOS BY WILLIAM GRIGGS PHOTOGRAPHY

For many real estate professionals, tax season feels like the finish line. The receipts are gathered, the numbers are calculated, and another return is filed.

But what if taxes weren't the end of the conversation?

What if they were just the beginning?

That's the philosophy behind Baker Tilly, where the goal isn't simply to explain what happened last year, it's to help clients make better decisions for the years ahead. That perspective has become increasingly valuable for REALTORS®, whose businesses often generate impressive revenue but require intentional planning to build long-term wealth from today's commissions.

Built on Relationships

While Baker Tilly is now recognized as one of the nation's leading advisory, tax, and assurance firms, its Chattanooga roots remain deeply personal.

The local practice began as **Matheney Stees & Associates**, earning a reputation for providing personalized tax and advisory services to closely held businesses and individuals. In 2020, the firm joined Kraft CPAs, expanding its capabilities while remaining true to the relationships that had always defined its client experience. Then, in 2025, another chapter began when the practice became part of Baker Tilly.

For clients, the transition brought the best of both worlds. They continue working with advisors who know their families,

businesses, and long-term goals, while gaining access to the specialized resources and skillfulness of one of the nation's premier accounting and advisory firms. It's a combination that allows Baker Tilly to serve clients with both personal attention and broad perspective.

Thinking Beyond April 15

One of the biggest misconceptions about accounting is that the work happens only after the decisions have already been made. Baker Tilly sees things differently. Rather than simply preparing tax returns, their team works with clients throughout the year to evaluate opportunities before major decisions occur.

Should a growing real estate team restructure its business?

Is now the right time to establish a retirement plan?

How can cash flow be managed more effectively?

What's the smartest strategy for reducing unnecessary tax liability while building long-term wealth?

These aren't questions that should wait until tax season. They're conversations that shape the future of a business.

From Salesperson to Business Owner

One of the most common challenges Baker Tilly sees among real estate professionals has little to do with taxes. It's mindset. Many successful agents operate like exceptional salespeople but never fully transition into thinking like business owners.

They excel at generating income yet often overlook the strategies that turn income into lasting wealth. Without intentional planning, common issues begin to surface: inadequate tax preparation, inconsistent bookkeeping, missed deductions, insufficient retirement savings, inefficient business structures, or simply failing to set aside enough for future tax obligations.

These aren't necessarily signs of poor performance. They're often signs of rapid success without equally intentional financial planning. Baker Tilly helps clients bridge that gap.

Building Wealth—Not Just Income

Generating a large commission check is exciting. Building financial independence is something entirely different. That's why Baker Tilly approaches every client relationship through a comprehensive lens. Their advisors help clients understand cash flow, minimize unnecessary tax burdens, establish retirement strategies, manage risk, and create investment plans that support long-term financial goals.

While Baker Tilly is now recognized as one of the nation's leading advisory, tax, and assurance firms, its Chattanooga roots remain deeply personal.



It's not about chasing a bigger paycheck. It's about ensuring each dollar serves a greater purpose.

As the team often reminds clients, every financial decision should support the bigger picture.

Taxes, accounting, and financial planning aren't the destination. They're tools that help people build the life they ultimately want.

Looking Around the Corner

The financial landscape continues to evolve. Potential tax law changes, fluctuating interest rates, emerging technology, and evolving retirement strategies all create new opportunities, and new challenges, for business owners.

For real estate agents, staying ahead requires more than market knowledge. It requires understanding of the financial health of the business itself. The agents who consistently

succeed over the long term aren't simply those who sell the most homes.

They're the ones who treat their practice like a business, make informed decisions, and surround themselves with trusted advisors who help them anticipate what's coming next.

More Than Numbers

At its core, Baker Tilly's philosophy is remarkably simple. Every financial decision should move clients closer to their personal

and professional goals. That's why their work extends far beyond tax returns. They are trusted advisors who provide clarity before major decisions, confidence during periods of change, and thoughtful guidance as businesses continue to grow.

Because while numbers matter...

The businesses, people and possibilities behind those numbers that matter even more.



BY ANDERS
CLARKE
PHOTOS BY
WILLIAM
GRIGGS

Built to
Serve,
Driven
to Lead

Brian

WORKMAN

One of the signs of a great broker is the ability to empower agents. The best brokers provide exceptional support, knowledge, and encouragement depending on each agent's needs. For Brian, that has always been his goal as a broker at Bender Realty. He succeeds only when his agents succeed, and it drives him to constantly grow and improve what he offers to others. Behind almost every great REALTOR® is a steadfast, dependable broker who has their best interest at heart.

Brian's journey as a broker started well before he accepted the role. Graduating from Lee University with a degree in Business Administration, he worked his way through college as a waiter and employee at an appraisal firm. During his senior year, he worked under his father and former broker at Bender Realty, Jim. Even as a child, he would clean sign frames and help keep the office property in good shape. He loved to be of service, and his father set a great example of what that meant.

Following his father's retirement, Brian stepped into the broker role to continue the tradition of excellence. He aimed to continue traditions that have been part of the brokerage since its founding in the 60s. However, he also looked to innovate and develop new ways to help agents succeed. Guided by his experience and forward-thinking solutions, Bender Realty has never been better than it is today.

Brian emphasizes the agent experience as a leader. When he took over leadership from his father, he recalls asking himself why people would choose Bender over any other brokerage. It encouraged him to examine what was great about the organization and what could be better. He consulted other professional sources and his agents to develop new systems that would elevate the agents' opportunities. With his new insight, he implemented new agent services to help manage some of the more challenging or tedious tasks agents deal with.

Bender Realty is now a full-service brokerage thanks in part to changes made by Brian. He recruited a support team that can handle almost anything agents need, including client touches, social media, advertising, and more. "I really like the full-service model", Brian expresses. This model changes the way its agents operate, allowing them

to spend more time in relationships and income-producing activities. It also reduces stress for many agents, giving them more time outside of the office for their own families, not just the ones they serve. "Enjoy your time with your family," he says, "let us do this part of the business for you; let us prove our worth".



Being a supporter of others is a major driving force for Brian and one of the biggest reasons he is successful. He has never been a “Rah-rah!” person, he says, but he is always looking out for people. While he is not loud about his support, his agents definitely feel it. He makes sure they know he’s available when needed, and the support staff provides any extra coverage his agents might need. He is a true example of the belief that true leadership is service to others. One of his favorite quotes is from Zig Ziglar: “If you help enough people achieve their dreams, you’ll achieve yours”.

As a practicing agent, along with his broker role, Brian exemplifies two of the major keys for a great agent. Firstly,

he treats every transaction and client as if they are family. He is mindful that no matter how routine a transaction might be for him or his agents, that client has a radically different experience. “We never want to lose sight of that,” he emphasizes. Secondly, he is adamant that “the relationship doesn’t end at closing”. His goal is to be a lasting source of support

“When we put others’ needs first, the rest will take care of itself.”



for his clients, just like he is to his agents. He leads by example in all things, and it’s one of the reasons Bender Realty has had such a lasting legacy.

From its founding in the 60s, Bender has remained a staple of the Cleveland area. Now, over 60 years later, many agents or staff have remained at the brokerage for 20, 30, or even 40+ years. There are several multi-generational families that have found their home at Bender, and Brian takes pride in the fact that the culture and team he is a part of are capable of providing such an exceptional place to learn, grow, and succeed. Brian is quick to praise the staff at Bender Realty, some of whom have been there for 30+ years. He is adamant about the fact that the current and past staff members are the reason Bender Realty has the reputation it does today. “Without a great team, nothing gets accomplished,” Brian states. “Without them, it would not be the successful company it is.” Teamwork has been a foundational force behind their legacy.

Brian is able to support others so effortlessly because he has his own amazing support system. Aside from the fantastic professional relationships and friendships he has earned over the years, he is supported by his incredible, talented wife and has four wonderful children. “My ultimate goal every day is to get home to see them,” he says. He spends all his free time with the people he loves most, and that energizes him for whatever his work demands of him.

Looking back on his career, Brian says, “When we put others’ needs first, the rest will take care of itself.” His role as a broker is exemplified by servant leadership and by providing the best culture and environment possible for his agents to succeed. His love for his work has sparked innovations and improvements to an already successful model, making it even more effective. Over 60 years later, Bender Realty is thriving under his leadership, and he is thankful for the opportunity to serve his agents and community. ▀





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One of my favorite moments in every interview comes about twenty minutes in.

It's almost impossible to predict when it will happen. Sometimes it's a laugh that catches someone by surprise. Sometimes it's a long pause before they answer. Occasionally they'll smile and say, "I've never really shared this before." Whatever form it takes, I've learned to recognize the moment. It's when we stop talking about real estate.

That's usually when I put my pen down.

Because I know we're about to hear the story behind the story.

It's amazing how quickly we form opinions about people. We see someone accept an award, celebrate another record year, or earn recognition as one of Chattanooga's top REALTORS®, and almost without realizing it, we begin filling in the blanks. We assume success came naturally. We assume confidence has

always been there. We assume they simply figured something out that the rest of us haven't.

But after spending the last several years sitting across the table from hundreds of the most respected real estate professionals in our community, I've learned that the cover story almost never begins on the cover.

Before an interview, I usually know a few basic facts about someone. Their brokerage. Their production. Their specialties. I've probably seen their headshot and read a short bio.

An hour later, I know something entirely different. I know about the teacher who first believed in them, the parent whose work ethic still guides every decision they make, the career they almost pursued instead of real estate, the season when they wondered if they belonged in this business at all, and the mentor who opened a door that changed everything.

Suddenly, the headshot means something different. Every interview begins with questions about business. Yet somewhere along the way, the conversation always shifts. We stop talking about transactions and start talking about people. We stop discussing production and begin uncovering purpose. Those are the moments I look forward to most because they're the moments that remind me success is never just about what someone has accomplished. It's about who they became along the way.

I've interviewed hundreds of top REALTORS®, and despite their different backgrounds, brokerages, and personalities, one thing is remarkably consistent.

I've almost never heard someone say, "I did it by myself." Every story includes another name. A broker who took a chance. A spouse who sacrificed. A client who became a lifelong friend. A coach. A pastor. A parent. Someone who saw potential before anyone else did. Behind every successful career is another person who quietly made it possible.

One interview became a conversation about an agent who nearly walked away from real estate after a discouraging first year, convinced they simply weren't cut out for the business.

The cover story almost never begins on the cover."

I've almost never heard someone say, 'I did it by myself.'"

Today, they're among the most respected professionals in our market.

Another began with questions about production and ended with a quiet story about a mentor who saw something in a young agent long before anyone else did. Years later, that single act of belief still brings emotion to the conversation.

I've listened as successful business owners paused, looked down at the table, and admitted that the greatest turning points in their careers weren't larger commissions or bigger listings. They were the moments when someone extended grace, opened a door, or simply said, "I believe in you."

Those are the moments readers rarely see.

They don't appear in production numbers, awards, or headshots.

But they are almost always the moments that shaped the person sitting across from me.

That realization has changed the way I see people.

It has also changed the way I walk into a room.

I used to notice accomplishments first. Now I find myself wondering, *What's their story?* Because I've learned that the most interesting thing about someone is almost never the first thing you notice.

It's easy to admire success from a distance. It's much harder to envy someone once you understand what it cost them.

I've heard stories of careers that almost never happened. Businesses rebuilt after devastating setbacks. Families who carried one another through difficult seasons. Moments of doubt when quitting seemed like the easier option. Faith that sustained someone when the future looked uncertain.

Understanding almost always begins where assumptions end. Before you knew their story, you saw confidence. You saw awards. You saw success.

The greatest gift we can offer another person isn't our opinion of them. It's our curiosity about them."

What you didn't see were the setbacks, the rejection, the sacrifices, or the countless ordinary days when they simply chose not to quit.

And perhaps that's why stories matter so much. Not because they entertain us, but because they humanize us.

Once you know someone's story, they're no longer just another agent across town, another lender at an event, or another business owner in your community. They're a person. Someone whose victories you celebrate differently. Someone whose challenges you better understand. Someone you're more inclined to encourage than compare yourself to.

Over the years, I've realized that's exactly how community is built. Not through grand gestures, but through curiosity.

The greatest gift we can offer another person isn't our opinion of them. It's our curiosity about them.

Curiosity leads to stories. Stories create understanding. Understanding builds trust. And trust becomes the foundation of genuine relationships. Those relationships are what strengthen businesses, partnerships, and entire communities.

As I reflect on the hundreds of conversations we've had the privilege to share through *Chattanooga Real Producers*, I don't think the greatest value has been preserving the stories of top-producing REALTORS®.

It's been watching those stories change the way we see one another.

Because when you know someone's journey, it's difficult to reduce them to a production number, a title, or a first impression. You begin to see something much more valuable.



You begin to see the person.
Every person you meet has a story behind the story.
Most of us just never take the time to ask.
But when we do, something remarkable happens.
Strangers become neighbors.
Competitors become friends.
Colleagues become a community.
And maybe that's what I've really been privileged to witness all these years.
It was never just about telling stories.
It was about what happens **after** we hear them. ❧

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The 10-Minute Ops Leak Audit:

WHERE YOUR BUSINESS IS QUIETLY BLEEDING TIME

SUBMITTED BY
CHRISTY BELT
GROSSMAN, CEO
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BOSS COACHING™

Most businesses don't have a productivity problem. They have a leak.

And the frustrating part? These leaks rarely look like major emergencies. They hide in plain sight as "just the way we do things."

- It's the five-minute task that happens 12 times a week.
- The question that gets answered over and over.
- The spreadsheet that exists because nobody trusts the other spreadsheet.
- The approval that sits in someone's inbox for three days.
- The process that only works because one person has memorized every step.

Individually, these things seem small. But small leaks create big operational drains.

The best operators know this: You don't create capacity by asking your team

to work harder. You create capacity by finding what is unnecessarily consuming their time. That's where the 10-Minute Ops Leak Audit comes in.

Step One: Find the Leaks

Grab a blank page. Set a timer for 10 minutes. No overthinking. No trying to solve anything yet. Just look back over the last seven days and identify the moments where you thought:

- "Why am I doing this again?"
- "This should already be handled."
- "We talked about fixing this... twice."
- "I answered this same question more than once."
- "This required three people when it should've required one."

Those moments are clues. They are your business telling you where your systems are asking humans to compensate for what the process should be handling. (If you can't think of anything, then keep

a list over the next week and log things down as they happen.)

Step Two: Categorize the Leak

Now give each leak a category.

Repeated Questions: The Missing System Answer

If people keep asking the same questions, you don't have a people problem. You have a clarity problem. Ask yourself:

- Is this information documented?
- Does everyone know where to find it?
- Is there a checklist, template, or resource that answers this before someone has to ask?

Your team should not need to rely on one person's brain as the company search engine.

Rework Loops: The "Do It Again" Drain

Rework is one of the sneakiest time thieves. It happens when:

- A task gets completed but isn't done correctly the first time
- Information is missing upfront
- Expectations are unclear
- Multiple people are making edits because the original standard wasn't defined

The goal isn't perfection. The goal is reducing unnecessary circles.

Approval Bottlenecks: When Everything Stops at One Door

Healthy businesses have accountability. Unhealthy businesses have traffic jams. If every decision requires one person's approval, that person becomes the operational bottleneck. Ask:

- Does this truly require approval?
- Could we define decision-making guidelines instead?
- Does this person just need visibility, or do they need to be the gatekeeper?

There is a big difference.

Context Switching Chaos: Being the Glue for No Reason

Some of your most talented people are exhausted because they are constantly switching gears. They are:

- Answering questions
- Fixing problems
- Tracking details
- Following up
- Remembering what everyone forgot

They become the glue holding everything together. But glue is not a growth strategy. A scalable business needs structure, not constant rescue missions.

Invisible Admin: The Tiny Tasks That Multiply

Invisible admin is the collection of small things nobody notices until someone stops doing them.

- Updating systems.
- Sending reminders.
- Finding information.
- Moving data.
- Following up.

Individually, these tasks feel harmless. Together, they can consume hours every week.

Step Three: Pick ONE Leak

Here is where many businesses go wrong. They identify 47 problems and attempt to fix all of them. That is how improvement projects become another source of overwhelm.

Instead: Pick one leak. Just one. The goal is not to rebuild your entire operation overnight. The goal is to create momentum.

Now ask: What would eliminate this entirely?

Not "Who can take this over?"

Not "How can we squeeze this in?"

How do we remove the need for this?

Then ask: What could be templated, delegated, or automated?

A scalable business does not depend on more effort. It depends on better design.

Stop Funding Inefficiency

If your business had a dashboard called “Time Leaks,” most teams would be shocked by what they discovered. They are often spending their most valuable resources: time, energy, and talent, on problems that should have been solved by systems. They are essentially paying a monthly subscription fee to inefficiency.

- The answer is not adding more hours.
- The answer is not asking your best people to carry more.
- The answer is finding the leak and sealing it.

Because great operations are not built by heroic people constantly saving the day. Great operations are built when the business is designed to run smoothly without requiring heroics.

Your next step:

- Take 10 minutes.
- Find ONE leak.
- Fix the leak.
- Rinse. Repeat. Create the capacity you’ve been trying to find. 🏠



About Ops Boss® Coaching

Ops Boss® Coaching was founded by Christy Belt Grossman, former COO of one of the nation’s first \$1 Billion sales teams. Ops Boss® Coaching is celebrating their 10th Anniversary of being the premier provider of education, coaching, and community for real estate operations professionals (we call them Ops Bosses®!). Learn more at www.OpsBossCoaching.com.

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Brittani

BEDNARSKI



As someone with a competitive personality, Brittani was quick to learn and grow fast. Thanks to her supportive colleagues and the opportunities for education, she became one of the top producers quickly. Over the next several years, Brittani was first exposed to real estate when she worked as a receptionist at a real estate brokerage at age 16. She spent the next couple of years during high school learning about the industry before graduating in 2013. Despite knowing she wanted to go into real estate, she pursued a degree from Tennessee Wesleyan College before moving into real estate full-time in 2016. During her time in school, she was on academic and athletic scholarships. The experience taught her hard work, teamwork, and time management, all of which helped her prepare for her career.

SOLD ON SUCCESS, GROUNDED IN FAMILY



After college graduation, she went into real estate full-time. She spent the next 6 years learning and growing her business in Cleveland before finding her ideal brokerage. She eventually hung her license with RE/MAX Real Estate Professionals in 2022, a brokerage she felt met her needs perfectly. It provided a great culture with experienced peers and a focus on collaboration, supported by a strong local reputation. It was just what she needed, and that community would provide her with exceptional opportunities for growth and success.

ears, she would go on to achieve her career goals much more quickly than she anticipated. In 2025, she had her biggest year ever, earning the RE/MAX Torch Bearer award. It was recognition for all the hard work, production,

and challenges she had overcome in her first few years. She had forged herself into a stronger and more capable version of herself. Along with her awards in 2025, an even bigger blessing came in October.

Perhaps the most impressive part of her performance in 2025 was that she had her best year ever while dealing with a high-risk pregnancy. During her pregnancy, she poured into her career, her clients, and her colleagues as much as she could to keep herself distracted. In October, she welcomed Vincent Bednarski, and her priorities shifted immediately. While her career had been her sole focus before him, Vincent was now priority number one. While she still performs as a top agent, she balances it with motherhood while raising Vincent and enjoying the time while he's young.



Along with the new addition to the family came a new strategy for her business. Adapting to a newborn and the new schedule was a bit of a learning curve. He quickly became a showing assistant, often coming with her when possible to meet with clients and show properties. She dialed back a bit to help manage his needs, shifting her primary focus from her clients to her family. As time went on, she was able to find a good balance. However, she was able to make it work thanks in part to her community, both inside and outside the office.

Throughout the last few years, Brittani has been supported by her amazing husband and family. Her husband serves as a Sheriff's Deputy in Bradley County and does as much as he can to support her career and spend time with family. While he shifts on and off the night shift, they make it work with help from their local family. Brittani's parents are retired and live nearby, offering help when she needs it to catch up on work or spend time with her husband. Their support allows her time to breathe when life starts getting too hectic, and she is blessed to have them around. "For me, it's always going to be family first, no matter what," she explains.

She also counts her friends at her brokerage as part of her extended family. Just two weeks after Vincent was born, she would bring him to the office. Her office family would often stop in and help watch him or just enjoy time with the baby. Their support during the challenges in her life and career has been incredible, and she is

thankful for the relationships she has worked hard to foster. They are a blessing she is thankful for.

With a stellar support system surrounding her, Brittani can focus on her business while she's working. She treats her clients like family, leading with honesty, clear communication, and dedication. She takes pride in being approachable, dependable, and always

going the extra mile to make sure things go smoothly. She loves the opportunity to turn something overwhelming and stressful into an exciting and rewarding experience for her clients.

One of her strengths is her analytical expertise. She loves to "run the numbers", combining data and personal preference to find the deals that work the best for everyone. She also loves to

follow stats and rankings to stay up to date and informed about what the market is doing and predicting what might come next. The knowledge she loves to gather is a huge benefit to each transaction she handles.

While her career is still young, Brittani is blessed by her community, her family, and her faith. Driven by a love for people, especially those in her own family,

she brings her A game to each transaction. Over the years, she has earned many referrals and repeat clients due to her diligence and integrity. "I want every client to feel heard, supported, and confident that they have someone in their corner who truly cares about helping them reach their goals", she states. Looking back at all the blessings she has gained, she is excited about what blessings the future holds. ▀



"For me, it's always going to be family first, no matter what."



"I want every client to feel heard, supported, and confident that they have someone in their corner who truly cares about helping them reach their goals."



How does Chattanooga Real Producers work?

Connecting. Elevating. Inspiring.

For those who may be new to Real Producers, or if you are just curious, here are some quick facts about Chattanooga Real Producers:

The Heartbeat: We seek to elevate the culture of our local real estate community by **INSPIRING** us to **KNOW ONE ANOTHER BETTER**, creating stronger **CONNECTIONS**, more trusted relationships, and more repeat business for everyone involved.

Distribution: This magazine is sent free of charge to the top 300 agents in the greater Chattanooga area based on MLS productivity. Within this area, there are over 3,000 active agents, but everyone who receives this publication is part of an elite group. You are remarkable. Just to be in this group is truly a badge of honor!

Content: This is all about you, the Chattanooga real estate community. We do personal and unique stories on members of this community, giving you a platform to inspire others. Our goal is to go beyond the numbers and take a deep dive into the personal side of the industry, to inspire us to know one another better. It costs absolutely nothing for a real estate agent to be featured in the publication. But to be featured, an agent must be nominated by a peer or leader in the Chattanooga real estate community. We are always taking nominations and encourage you to nominate individuals who are making a huge impact on our local real estate market.

Our Partners: Anyone listed as a “preferred partner” in the front of the publication is a part of this community. They will have an ad in every issue, attend our events and be a part of our online community. We don’t just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have recommended every single preferred partner you see in this publication. We do not meet with businesses until they are vetted by one of the agents in our community and receive a “stamp of approval.” If you are looking to add to your arsenal of incredible vendors, look no further.

Networking Events: Along with the monthly publication, we host various social networking events where top agents, along with our top preferred partners, get together at reputable local venues to rub elbows, mastermind, have a good time and strengthen our greater Chattanooga community. We communicate information about the events through the publication, texts, emails and social media.



Nominate Your Favorite Agent: We are always accepting nominations for feature stories! If you know a colleague who is absolutely on fire and deserving of celebration, we would love to feature them in an upcoming edition of *Chattanooga Real Producers* magazine! Categories may include Top Producer, Rising Star, Team Leader, Broker, Making a Difference, REALTOR® on Fire, etc. To nominate a fellow REALTOR®, simply scan this QR code and follow the prompts. We look forward to receiving your nominations!



Recommend Your Favorite Vendor: What makes our preferred partners different than any other “vendors list” is that we only partner with businesses that have been vetted and recommended by top agents. In other words, our preferred partners are trusted businesses that can be considered the best in their particular industry. Don’t see your favorite on our list? We would love your recommendations! Scan this QR code and recommend your favorite affiliate business and be sure to state what you love about them! We look forward to receiving your recommendations!



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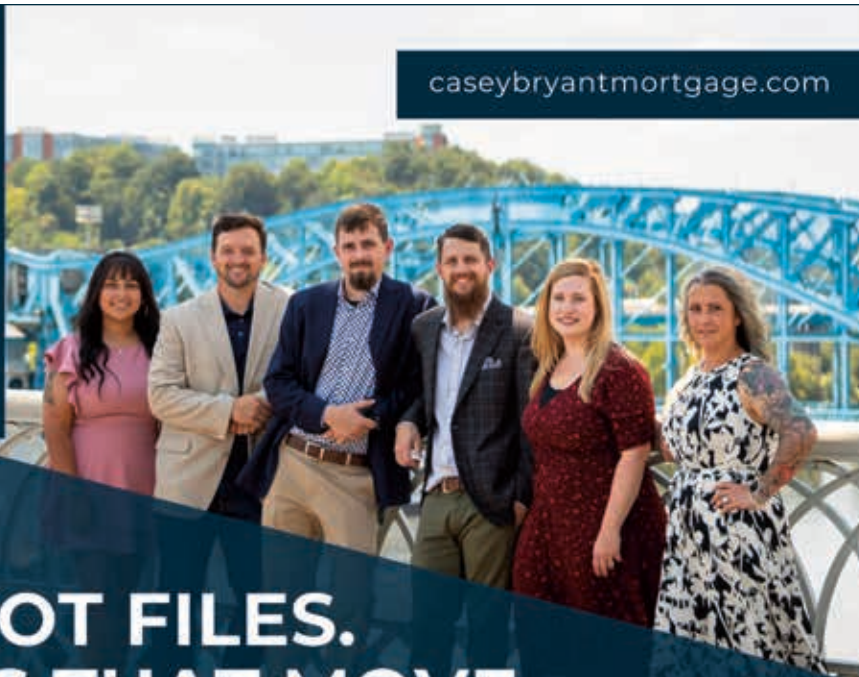
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