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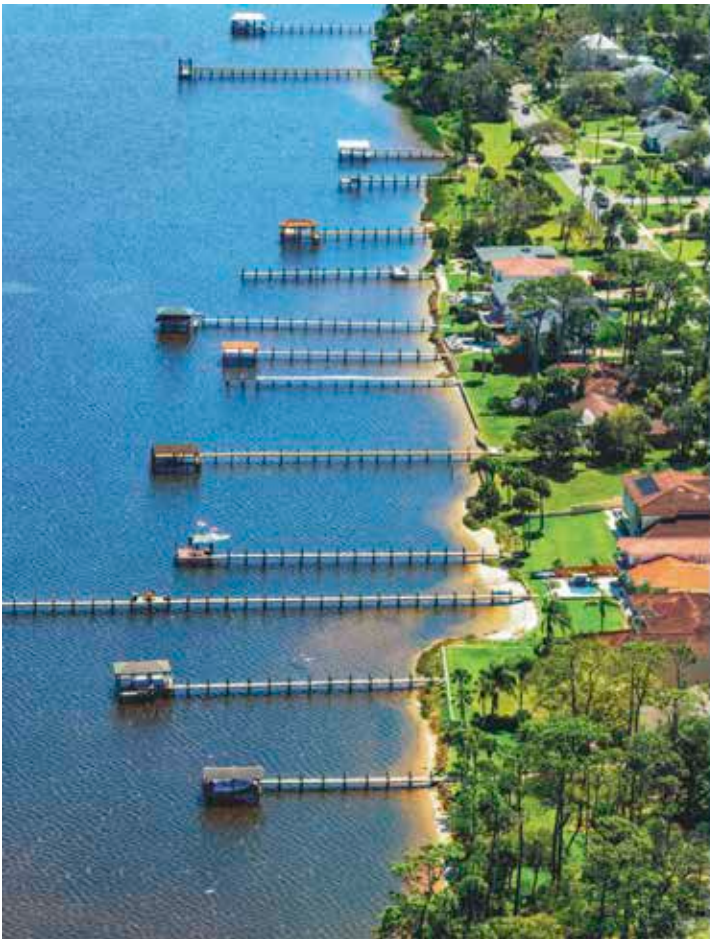
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SOCIAL EVENT

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BY ROBERT ORSO



Our Stars & Stripes of Real Estate Social Event was a tremendous success as we celebrated both our incredible Realtor community and the 250th Anniversary of America. It was an evening filled with great food, meaningful networking, new relationships, and appreciation for the professionals who make our real estate community so special.

A heartfelt **thank you** goes to our outstanding sponsors whose generosity made this event possible.

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Your partnership and commitment to supporting our Top Realtor community are greatly appreciated. Because of your investment, we were able to host an event that brought together some of the finest real estate professionals on the Gulf Coast for an evening of connection, celebration, and relationship building.

A special thank you goes to **Moe's Original Barbeque** for serving an outstanding meal that everyone enjoyed, and to all of our sponsors who provided the fantastic door prizes that added excitement throughout the evening. Congratulations to all of our winners!

We also want to express our sincere appreciation to the many Realtors and Preferred Partners who took time

out of their busy schedules to attend. Your enthusiasm, conversations, and willingness to build relationships are what make these events so valuable. Real estate is, and always will be, a relationship business.

Finally, a very special thank you to **Sara Duke** for her exceptional work coordinating the event and creating the festive patriotic atmosphere with her beautiful decorations. Your attention to detail helped make the evening both memorable and welcoming.

To everyone who attended and to each sponsor whose logo appears with this recap, **thank you for making our Stars & Stripes of Real Estate celebration such a tremendous success.** We are honored to serve this amazing community of real estate professionals and look forward to seeing you at our next *Mobile Bay Real Producers* event as we continue to **Connect, Elevate, and Inspire** the best in real estate.



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Building
More
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Success stories often begin long before anyone notices the results.

For husband-and-wife team Billy McLain and Julissa Rodriguez-McLain, their journey to becoming one of the Gulf Coast's fastest-growing real estate teams was built on perseverance, sacrifice, and a shared commitment to serving others.

As team leaders of The J&B Team at IXL Real Estate, Billy and Julissa have quickly established themselves as rising stars in the Mobile real estate community. In 2025 alone, they personally sold 48 homes totaling more than \$10.3 million in volume, while their team closed between 100 and 120 transactions. They were also recognized as the #1 team at their brokerage in both transactions and volume.

But behind the impressive numbers is a story rooted in resilience and purpose.

Different Paths, Shared Vision

Both Billy and Julissa entered real estate in late 2022 as solo agents. Before that, their career paths looked very different.

Julissa attended Auburn University with plans to pursue a nursing career. While in nursing school, she began exploring real estate and quickly discovered where her true passion lived.

"I realized that helping families through real estate was where I was meant to be," she says.

For Billy, leadership was developing long before real estate entered the picture. After attending Huntington College and playing collegiate football, an injury cut his athletic career short. He later worked as a pipe welder at Austal, where he eventually stepped into a supervisory role.

That leadership experience would later prove invaluable as he helped build one of the area's fastest-growing teams.

Fueled by Adversity

Neither Billy nor Julissa attributes their success to shortcuts or privilege.

Billy faced significant hardship growing up, losing both of his parents at a young age while his family struggled financially. Those experiences forced him to mature quickly and instilled a determination that still drives him today.

Julissa's story is equally shaped by family and sacrifice. Raised in a hardworking Mexican-American family, she learned the value of persistence through the example set by her loved ones.

One moment in particular changed the course of her life.

After the passing of her grandfather, she felt a renewed sense of purpose and determination to make him proud. Shortly afterward, she completed her real estate coursework and surprised her family by earning her license.

"I knew it was meant for me," she says.

Growing Something Bigger

While helping buyers and sellers remains at the heart of what they do, Billy and Julissa have become increasingly passionate about developing other real estate professionals.





“We noticed so many agents struggling simply because they lacked proper training and support. **INSTEAD OF ACCEPTING THAT AS NORMAL, WE WANTED TO CREATE SOMETHING DIFFERENT.**”

In August 2024, they launched The J&B Team with a mission centered on mentorship, accountability, and collaboration.

Today, the team includes 15 active agents and three administrative staff members.

“We noticed so many agents struggling simply because they lacked proper training and support,” Julissa says. “Instead of accepting that as normal, we wanted to create something different.”

The result has been a culture focused on growth, education, and helping agents build sustainable careers.

Watching team members gain confidence, sharpen their skills, and achieve goals they once thought impossible has become one of the most rewarding aspects of their business.

Beyond Transactions

What truly sets Billy and Julissa apart is their belief that real estate should create opportunities far beyond a closing table.

In addition to serving clients, they actively invest in and revitalize properties throughout Mobile County, transforming neglected homes into places where families can create new memories. They also build new construction homes, giving them firsthand experience that benefits both clients and agents.

Their commitment to community extends even further.





Each year, they host large-scale community events open to everyone—not just clients. Their annual Easter Egg Hunt attracts more than 1,000 attendees and brings together local vendors, food trucks, and small businesses. They also host Photos with Santa events that help local families create lasting memories.

“For us, real estate has always been about more than transactions,” Julissa says. “It’s about serving others, creating opportunities, and strengthening the community we call home.”

Learning From Legacy

One of the most influential figures in their journey has been Julissa’s father, Jerardo Rodriguez, owner of IXL Real Estate.

Growing up, Julissa witnessed firsthand the challenges and uncertainty that often accompany entrepreneurship. She watched her father work tirelessly to build a career, relocate for opportunities, and eventually launch his own brokerage despite the risks involved.

Those lessons continue to shape the way she and Billy approach business today.

“We learned early that persistence wins,” she says. “No matter how difficult things became, giving up was never an option.”

Today, being featured alongside her father in the same edition of Real Producers carries special significance—a reminder of the sacrifices, faith, and determination that helped create opportunities for future generations.

Defining Success

For Billy and Julissa, success is measured by more than production.

It’s about building a business that reflects their values.

It’s about helping clients achieve homeownership.

It’s about creating opportunities for agents.

It’s about investing in communities and leaving things better than they found them.

Most importantly, it’s about making a difference.

“We believe that when you focus on serving people, helping others grow, and making a positive impact in your community, success naturally follows,” they say.

Judging by the impact they’ve already made in such a short time, the future looks incredibly bright for Billy, Julissa, and The J&B Team. 📌

Contact Information Billy McLain & Julissa Rodriguez-McLain

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LIGHTING THE WAY HOME

For Richard Glynn, home inspections are about much more than identifying defects or checking boxes. They're about serving others during one of the most significant decisions of their lives and providing the information they need to move forward with confidence.

As the owner and lead inspector of Guiding Light Inspections, Richard has built his business around a simple but powerful mission: "Lighting Your Way Home Through Faithful Detail."

Serving Mobile and Baldwin counties, Guiding Light Inspections provides comprehensive residential inspections for buyers, sellers, investors, and homeowners. Services include residential home inspections, condominium and townhome inspections, pre-drywall and new

construction inspections, warranty inspections, mold testing, air and water quality assessments, and thermal imaging scans included with every inspection.

While Guiding Light Inspections has been in business for less than a year, Richard's experience in the industry stretches much further. He has been a licensed home inspector for nearly six years and has quickly established a reputation for professionalism, thoroughness, and reliability throughout the local real estate community.

Built on Service

Long before he entered the home inspection industry, Richard developed the values that continue to guide him today.

He served six years in the United States Coast Guard, an experience



RICHARD
GLYNN

PHOTOS BY STEPHEN HINDS,
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GUIDING LIGHT INSPECTIONS

“I ONLY SUCCEED WHEN MY REALTORS AND THEIR CLIENTS SUCCEED. I want agents to know they can trust me to take great care of their clients while providing honest and unbiased information.”

that shaped his character and work ethic in lasting ways.

“My time in service taught me discipline, accountability, attention to detail, and the importance of serving others,” Richard says. “Those lessons became the foundation of both who I am and how I operate my business.”

Before serving in the United States Coast Guard, Richard worked in environmental services as a licensed mold remediator and assessor. That experience provided valuable technical knowledge while sharpening the attention to detail that would later become one of his greatest strengths as a home inspector. Combined with the discipline, accountability, and service mindset he developed during his military career, those experiences helped prepare him for a profession centered on protecting one of the largest investments most people will ever make.

A Trusted Resource for Realtors

In today’s real estate market, agents need partners they can depend on. Richard understands that successful transactions require clear communication, consistency, and trust.

From scheduling and inspections to report delivery and follow-up conversations, he personally handles every aspect of the client experience.

Guiding Light Inspections provides same-day reports that are detailed, easy to read, and designed to educate rather than overwhelm. Richard takes time to walk clients through his findings, answer questions, and explain what issues may mean in practical terms.

His goal is not to create unnecessary fear but to empower buyers and sellers with accurate information so they can make informed decisions.

“I only succeed when my Realtors and their clients succeed,” Richard says. “I want agents to know they can trust me to take great care of their clients while providing honest and unbiased information.”

That commitment has helped him develop strong relationships throughout Mobile and Baldwin counties and has fueled the company’s rapid growth through referrals and repeat business.

Family at the Center

While Richard is passionate about his work, his greatest motivation is found at home.

He and his wife, Morgan, are high school sweethearts and proud parents to their two-year-old daughter, Makenna.

“Being a father has been the greatest blessing I have ever been given,” Richard says.

Family drives everything he does, both personally and professionally. When he’s not inspecting homes, Richard enjoys spending time outdoors with his family, especially on the water. He also enjoys meeting new people, building relationships, and staying involved within the community he serves.

One of the aspects he loves most about his profession is the opportunity to connect with a wide variety of people.

“No two houses and no two days are the same,” he says. “Every inspection introduces me to new clients, real estate professionals, builders, contractors, and homeowners.”

Giving Back

Richard believes local businesses have a responsibility to invest in the communities that support them.

Over the past year, he has sponsored charity events, community fundraisers,





That people-first approach continues to define both Richard and Guiding Light Inspections—one inspection, one relationship, and one home at a time. 🏠

CONTACT US!

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GUIDING LIGHT INSPECTIONS
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WEBSITE: GUIDINGLIGHTINSPECTS.COM



industry gatherings, and local organizations throughout Mobile and Baldwin counties.

One initiative that stands out is Bundle Up Baldwin, a countywide coat drive Richard organized to help families in need during the winter months.

What began as a simple effort to provide a few coats quickly grew into a community-wide success. Through partnerships with local businesses, volunteers, and residents, the initiative collected and distributed more than 800 coats throughout Baldwin County.

Richard hopes to make the program an annual tradition and has set a goal of exceeding 1,000 donated coats this coming season.

Looking Ahead

As Guiding Light Inspections continues to grow, Richard

remains focused on maintaining the personal service and attention to detail that have fueled the company's early success.

His goal is to become one of the Gulf Coast's most trusted and respected home inspection professionals while continuing to strengthen relationships throughout the real estate community.

He is also working toward earning his Certified Master Inspector designation, a milestone that reflects both experience and a commitment to continued professional excellence.

For Richard, however, success is measured by much more than growth.

"It's measured by the reputation I build, the relationships I develop, and the trust I earn from clients and Realtors," he says.

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For Jerardo Rodriguez,
real estate has never
been just about sales
volume, rankings,
or expansion. It has
always been about
people, opportunity,
and building
something that lasts.

**Jerardo
RODRIGUEZ**

iXL Real Estate



As Broker/Owner of iXL Real Estate, Jerardo now leads a brokerage that spans multiple markets across Alabama, Florida, and Mississippi with close to 200 agents. In 2025, iXL's Hillcrest office alone closed 574 transaction sides and approximately \$115 million in sales volume, ranking among the top offices in the Gulf Coast MLS.

But for Jerardo, the numbers are only part of the story.

"I am extremely proud of those numbers," he says, "but I am even more proud of the people behind them."

A Path Built Through Experience

Jerardo's journey into real estate was not a straight line, but every chapter helped shape the leader he is today.

Born in Chicago and later raised in Orlando, Florida, Jerardo learned early the value of hard work, persistence, and adaptability. Before residential real estate, he worked in hospitality, wholesale auto sales, timeshare, disaster restoration, roofing, HUD homes, and foreclosure inspections.

Each season taught him something different.

Hospitality taught him service. Auto sales taught him negotiation. Timeshare taught him persistence. Restoration work taught him problem-solving. HUD homes taught him process and detail.

Then came a defining season in Alabama.

While helping manage a HUD Local Listing Broker contract, Jerardo moved first, living out of weekly hotels and suitcases for nearly 10 months while conducting foreclosure inspections across central and south Alabama. Eventually, he brought his family over, and Mobile became home.

"It was not glamorous," he says, "but it taught me sacrifice, consistency, faith, and how to keep showing up even when the path was not comfortable."

Building iXL

Jerardo founded iXL Real Estate in October 2014 with a vision that challenged the traditional brokerage model.

He wanted to build an agent-centric company focused on helping agents become independent real estate professionals. Instead of taking a large percentage of an agent's commission, iXL would offer strong resources, support, culture, and leadership while operating with a small flat transaction fee.

Not everyone believed it would work.

But Jerardo kept building.

The company began with about 12 agents in its first year, then grew into the 20s, 30s, and eventually into the 60s by year five. Since then, iXL has continued adding agents while protecting the culture that made the company different from the beginning.

Today, iXL Real Estate is consistently ranked among the top brokerages in the market.

"Pressure can either break you or build you," Jerardo says. "For me, it has shaped how I lead, how I make decisions, and how I treat people."

Helping Agents Grow

What motivates Jerardo most is watching people grow.



He loves seeing agents enter the industry uncertain, then gain confidence, build momentum, close deals, buy homes, invest, provide for their families, and eventually become leaders themselves.

"Production matters," he says. "Numbers matter. But the real motivation for me is impact. When you help enough people win, the company wins too."

That belief also inspired his newest venture, The Real Estate School of Mobile, launched alongside longtime instructor and business partner DJ Lehman. The school offers pre-licensing, post-licensing, and broker pre-licensing courses.

For Jerardo, education is about more than helping new agents pass a test. It is about raising the standard of professionalism in the industry.



“Production matters. Numbers matter. But the real motivation for me is impact. When you help enough people win, the company wins too.”



“I want agents to be better prepared, more confident, and more professional,” he says. “At the end of the day, we are all part of the same industry, and I believe there is room for all of us to win.”

Integrity, Excellence, Legacy

The name iXL carries deep meaning for Jerardo.

It stands for Integrity, eXcellence, and Legacy.

Integrity, because reputation will always outlast a transaction. Excellence, because this industry rewards people committed to growth. Legacy, because

what we build should impact more than ourselves.

There is also a hidden meaning in the name: “I excel.”

To Jerardo, that represents the belief that every person has something within them that can grow stronger with the right mindset, support, and work ethic.

That philosophy is deeply personal.

One of the most rewarding parts of his career has been watching his daughter, Julissa Rodriguez-McLain, grow into a top real estate professional alongside her husband, Billy McLain. Together,

they lead The J&B Team, one of the area’s top-selling teams.

As both a broker and a father, seeing others rise is what fuels him.

The Best Is Still Ahead

Jerardo’s vision for the future includes continued expansion into new markets, including Georgia, Louisiana, Texas, and Illinois. But growth, he says, must always be done with purpose.



Expansion is not simply about adding offices. It is about protecting culture, strengthening agents, developing leaders, and creating real opportunity.

Personally, Jerardo remains grounded in faith and family. He and his wife, Lupita, have been married for 27 years and share three daughters: Julissa, Tiffany, and Marianna. Family is his “why,” the anchor behind the work and the reminder of what matters most.

At the end of the day, Jerardo is not simply building a brokerage.

He is building a legacy.

“I am proud of where we are,” he says, “but I am even more excited about where we are going. The best is still ahead for iXL Real Estate.”

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Donna Gardner

RE/MAX Realty Professionals

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Always Available to Help

For more than two decades, Donna Gardner has built a reputation not only as a successful REALTOR®, broker, and business owner, but as someone who genuinely believes success is measured by service.

As co-owner of RE/MAX Realty Professionals in Mobile, Donna oversees a thriving brokerage of 30 to 35 agents while continuing to serve her own clients. Along the way, she has earned numerous honors, including Rookie of the Year, Recruiter of the Year, the Cooperative Spirit Award, and REALTOR® of the Year in 2023.

Yet ask Donna what matters most, and she won't mention awards or accolades.

Instead, she'll talk about helping people.

"I wake every morning hoping for the opportunity to make a difference," she says.

A Different Path

Originally from Birmingham, Donna moved to Mobile in 1979, just weeks before Hurricane Frederic made its historic landfall.

At the time, she was pursuing a very different dream.

Donna attended the University of South Alabama, studying four languages and political science with aspirations of joining the Army and pursuing diplomatic work. Looking

back, she recognizes that part of that ambition was fueled by a desire to navigate the challenges of a difficult home life.

As the daughter of a mother who struggled with addiction and mental illness, Donna learned resilience at an early age. When her mother's needs became greater, she made the difficult decision to leave school during her senior year to care for her.

It's a choice she has never regretted.

"I wouldn't change a thing," she says.

That season of life taught her lessons about sacrifice, perseverance, and compassion that continue to influence her work today.

Finding Her Calling

Before entering real estate, Donna worked in retail management. While she gained valuable experience, she knew it wasn't where she was meant to stay.

She wanted a career where success would be determined by effort, not connections. She wanted continuous learning, meaningful challenges, and opportunities to grow.

Real estate checked every box.

Since obtaining her license in 2003, Donna has embraced the industry's ever-changing nature. She thrives on

learning, constantly pursuing additional education, certifications, and designations to better serve her clients and agents.

Her advice to newer REALTORS® reflects that same mindset.

“Never do the minimum,” she says. “Don’t stop with required continuing education. Continue learning, earning designations, and investing in yourself.”

For Donna, growth is not optional. It’s a responsibility.

A Servant’s Heart

If there is a theme that runs through every part of Donna’s career, it’s service.



“Never do the minimum.
Don’t stop with required continuing education. Continue learning, earning designations, and investing in yourself.”



Whether she’s helping a first-time buyer achieve homeownership, mentoring a struggling agent, supporting fellow REALTORS®, or volunteering within the local association, she believes her success is directly connected to her willingness to serve others.

“I can only grow if I give,” she says.

That servant leadership mentality has made her a trusted resource throughout the Mobile real estate community.

As a broker, one of her greatest joys comes from helping other REALTORS® succeed.

“It is an absolute honor and privilege when another REALTOR asks me for help, guidance, or advice,” she says.

Her willingness to share knowledge and make herself available has left a lasting impact on countless agents throughout her career.

Leading with Humor

While Donna takes her responsibilities seriously, she believes there is always room for humor.

In fact, she credits humor as one of the qualities that sets her apart.

Real estate can be stressful. Transactions can become complicated. Deadlines can create pressure.

Donna has found that laughter often helps people navigate difficult moments and keeps challenges in perspective.

Her ability to balance professionalism with



authenticity has helped her build strong relationships and lifelong friendships throughout the industry.

In fact, when asked about the most rewarding part of her career, her answer is simple.

“The friendships I’ve built over the years.”

Defining Success

Donna’s definition of success isn’t tied to production numbers or recognition.

Instead, it’s measured by effort.

“When at the end of the day I can say I gave my all, no matter the task.”

That philosophy has served her well throughout her career and continues to guide the way she leads her brokerage.

She believes real estate is one of the few professions

where people from every background have the opportunity to change their lives through hard work, determination, and service.

“Real estate is a great equalizer,” she says. “This career has room for everyone, and it can absolutely change your life. You just have to put in the work.”

Leaving a Legacy

Looking toward the future, Donna hopes to continue serving clients, supporting agents, and making a positive impact on the profession she loves.

More than anything, she wants to be remembered as someone who was always willing to help.

It’s a simple goal, but one that perfectly captures who she is.

In an industry built on relationships, Donna



Gardner has spent more than twenty years proving that success isn’t about what you accomplish for yourself—it’s about how many people you help along the way. ▼

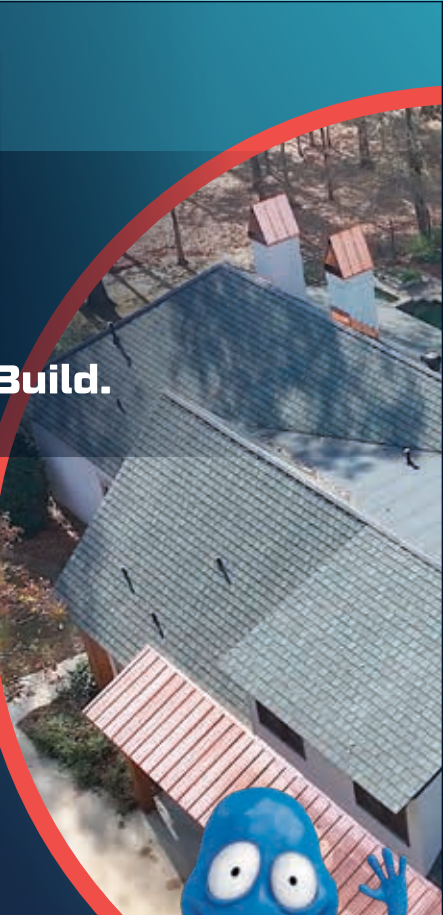
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If you are a proven vendor whose business grows through realtor relationships and referrals, we would love the opportunity to introduce you to some of the very best agents in our area and help you become part of this strong and trusted community.



Michelle Murrill, Southern View Media
We've really enjoyed partnering with *Mobile Bay Real Producers* to build our brand. Connecting with top real estate agents and contractors in the area has been both valuable and enjoyable.



Shannon Reichart, MDH Foundation Repair
We have been working with Robert for over 5 years now as part of the Real Producers community, supporting both Mobile Bay and Gulf Coast Real Producers. Each month, I am excited to receive my copy of the latest edition to expand my personal and professional network here across Baldwin and Mobile Counties. I appreciate the monthly opportunities to attend the magazine parties. This has provided MDH with tremendous connections into other like-minded business owners and people making a difference here in our local community. I am so happy to be a part of Real Producers and the relationships we have made have proven to be invaluable.



Ronny Reeves, Elite Inspections Group
Real Producers isn't just a magazine it's a community. The relationships, exposure, and opportunities it's created for my business have been truly valuable, and I'm proud to be a part of it. Also, Robert is a stand-up guy who genuinely cares about the people he brings together, and that's what makes this platform so special.



built on great people.

Josh Hembree, Hembree Heating & Air
Mobile Bay Real Producers does a phenomenal job showcasing the people behind the success in our real estate community. In a world that can feel transactional, they bring it back to relationships—and that matters.

It's more than a magazine. It's a connector, a spotlight, and a reminder that great business is



through this network truly make a difference for the families we all work to support.

Romilee Broussard, Allstate Insurance Agency
I've enjoy being part of Real Producers because of the community it creates. It's inspiring to be surrounded by professionals who are passionate about serving their clients and improving our local market. I also appreciate how the community comes together to celebrate each other's successes and support one another along the way. The relationships built



Jordan Erwin, APS Foundation Repair
Real Producers Magazine has been a valuable partner for APS foundation repair business. Through their community, we've built strong relationships with top agents and gained steady, meaningful exposure. It's been a great way to stay connected and grow locally.

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Welcome to *Real Producers!* Some of you may be wondering what this publication is all about, which is why we have created this FAQ page. Here, we will answer the most commonly asked questions from around the country regarding our program. My door is always open to discuss anything regarding this community — this publication is 100% designed to be your voice!

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 300 agents in the Mobile Bay Area. We pulled the MLS numbers (by volume) from Jan. 1, 2021, through Dec. 31, 2021, in Mobile and Baldwin Counties. We cut the list off at number 300, and the distribution was born. For this year's list, the minimum production level for our group is \$7 million in 2021. The list will reset at the end of 2022 for next year and will continue to update annually.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: The process is simple. Every feature you see has first been nominated. You can nominate REALTORS®, agents, affiliates, brokers, owners,

or even yourself. Office leaders can also nominate real estate agents. We will consider anyone you bring to our attention because we don't know everyone's story, and we need your help to learn more.

A nomination currently looks like this: Email us at robert.orso@realproducersmag.com with the subject line "Nomination: (Name of Nominee)" and explain why you are nominating the individual. Maybe the person has an amazing story that we need to tell, or perhaps someone overcame extreme obstacles, is an exceptional leader, has the best customer service, or gives back to the community in a big way. The next step is an interview with us to ensure a good fit, and then we put the wheels in motion for our writer to conduct an interview and for our photographer to schedule a photo shoot.

Q: WHAT IS THE COST TO FEATURE A REALTOR®, AGENT, OR TEAM?

A: Zero, zilch, zippo, nada, nil. **The feature costs nothing**, my friends, so nominate away! We are not a pay-to-play model. We share real stories of Real Producers.

Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a preferred partner in the front of the magazine is a part of this community and will have an ad in every issue of the magazine, attend our quarterly 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 preferred partner you see in this publication. We won't even meet with a business that you have not vetted and stamped for approval, in a sense. Our goal is to create a powerhouse network for the REALTORS® and agents in the area and for the best affiliates so we can grow stronger together.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: If you have a recommendation for a local business that works with top real estate agents, please let us know.

 Send an email to robert.orso@realproducersmag.com.

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