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DECEMBER 2026

Vanessa Tran

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A Season of Gratitude, A Celebration of Hope, & A Prayer for the New Year

Reflecting on Our Blessings, the True Meaning of Christmas, and the Promise of 2027

BY ROBERT ORSO

As we come to the close of 2026, I find myself reflecting on just how much we have to be thankful for. Certainly, this year has brought its share of challenges. Economic uncertainty, political division, rising living expenses, and the everyday struggles of life have tested many of us. Yet, in the midst of it all, we have so many reasons to be grateful.

Sometimes, I believe we become so focused on what is wrong in our country and our lives that we overlook everything that is right.

We are extraordinarily blessed to live in the United States of America.

Despite our differences and imperfections, we enjoy freedoms and opportunities that millions of people around the world can only dream about. We have the freedom to worship God, speak our minds, pursue our dreams, own property, build businesses, and determine much of the direction of our own lives.

As Americans, we should never take these blessings for granted.

This year, as our nation celebrated the 250th anniversary of the Declaration of Independence, we were reminded of the extraordinary sacrifices made by generations of Americans to establish, defend, and preserve those freedoms.

Our nation is not perfect, and it never has been. But I remain convinced that America is a remarkable country, blessed with tremendous opportunities and an enduring spirit of resilience.

Thankful for the Relationships That Matter

On a personal and professional level, I am especially grateful for the relationships that have enriched my life throughout 2026.

Through Mobile Bay Real Producers and *Gulf Coast Real Producers*, I have had the privilege of meeting and working with some truly remarkable people.

Our featured Realtors, Preferred Partners, advertisers, photographers, and everyone who contributes to our magazines and events have made this another memorable year.

I am thankful for every business relationship that has developed into a friendship, every opportunity to recognize someone's achievements, and every gathering where new connections were made.

After all, **the greatest rewards in life are seldom measured in dollars. They are measured in relationships, experiences, and the difference we make in the lives of others.**

Remembering the True Meaning of Christmas

As we celebrate Christmas, I hope we will remember that its greatest significance has nothing to do with shopping, decorations, parties, or presents beneath a tree.

Christmas is the celebration of the birth of Jesus Christ, God's greatest gift to humanity.

The angel's announcement to the shepherds in Luke 2:10–11 proclaimed good news of great joy: a Savior had been born, Christ the Lord.

Think about the significance of that announcement!

God did not send His Son into the world surrounded by wealth, political power, or earthly prestige. Jesus was born in humble circumstances, laid in a manger, and welcomed by ordinary shepherds.

Yet His birth changed the course of human history.

The message of Christmas is that God loves us so deeply that He sent His Son to reconcile us to Himself.

John 3:16 reminds us that God so loved the world that He gave His only begotten Son so that whoever believes in Him would have eternal life.

Christmas is ultimately a celebration of God's love, His grace, and the hope of salvation through Jesus Christ.

It is also a reminder that true peace begins not with governments, economic prosperity, or material possessions, but with a restored relationship with God.

Looking Forward to 2027 With Hope

As we prepare to welcome a new year, my prayer is that 2027 will bring greater peace, prosperity, and unity to our nation.

I pray for wisdom for our leaders, renewed strength for our economy, growing opportunities for our businesses, and greater financial security for American families.

I especially hope that our real estate industry will experience renewed confidence, making the dream of homeownership attainable for more families.

But above all, I pray that we will become a people who demonstrate greater kindness, generosity, forgiveness, and love toward one another.

We cannot predict everything the coming year will bring. But we can choose how we approach it.

We can choose faith over fear, gratitude over complaining, generosity over selfishness, and hope over discouragement.

As Philippians 4:6 reminds us, rather than being consumed by anxiety, we are encouraged to bring our concerns to God with prayer, supplication, and thanksgiving.

That is a wonderful message to carry into a new year.

From my heart, thank you for being part of our Real Producers family throughout 2026.

May your Christmas be filled with the love of family, the joy of friendship, and the peace that comes from knowing Jesus Christ. And may 2027 be a year of renewed faith, abundant blessings, and extraordinary opportunities for us all.

Merry Christmas, and Happy New Year!

Robert Orso
Publisher
Mobile Bay Real Producers* | *Gulf Coast Real Producers



Christina Christian

LEGACY REALTY

Building More Than a Business

PHOTOS BY BRITTANY LATHAM & ROBIN SHALTRY'S PHOTOGRAPHY



The Courage to Build Her Own Dream

Sometimes, the greatest transformations begin with the courage to pursue something entirely different.

For Christina Christian, that decision came after 15 years in healthcare, where she developed a deep understanding of compassion, communication, and the importance of truly listening to people.

Although she valued those experiences, Christina eventually realized she wanted something more.

"I wanted to build my own dream instead of spending my entire life building someone else's," she shares.

Five years ago, she took a leap of faith into real estate, seeking greater freedom, opportunity, and the chance to create something her four daughters could be proud of.

What began as a career change ultimately became the foundation for something much bigger.

Just five months ago, Christina opened Legacy Realty, a brokerage serving Alabama and Mississippi with its home office in Mobile.

Today, she leads 15 agents, each bringing unique strengths to a company built around one central belief: people matter more than numbers.

A Brokerage Built on Belonging

When Christina envisioned Legacy Realty, she wasn't interested in creating another place for agents to simply hang their licenses.

She wanted to build the kind of brokerage she believed agents deserved.

One where support is readily available, questions are welcomed, accomplishments are celebrated, and nobody feels like just another number.

"I wanted to build a place where people belonged," she says.

Although her agents operate independently, Christina describes their relationships as much closer to a family than a traditional brokerage.

They encourage one another, work through challenges together, celebrate closings, and genuinely care about each other's lives outside the office.

Christina also makes herself accessible when agents need guidance, whether





they're navigating a difficult transaction, strengthening their negotiation skills, or simply looking for encouragement.

"I want my agents to build THEIR businesses, not just mine," she explains.

For Christina, leadership isn't about collecting agents or chasing production records.

It's about helping people recognize their potential and giving them the tools and confidence to succeed.

Strong Negotiations, Genuine Compassion

Christina's background in healthcare continues to influence how she approaches real estate.

Years spent caring for others taught her to remain calm under pressure, listen carefully, and recognize that every person brings a unique story to the table.

Those lessons translate naturally into an industry where emotions often run high and major life decisions are at stake.

Christina particularly enjoys working with first-time homebuyers, celebrating the moment someone realizes they've found a place to call their own.

She also loves negotiating on behalf of sellers, advocating for their interests and working toward the strongest possible outcome.

"I am very protective of my clients, and I take my responsibility to them seriously," she says.



While she closes several million dollars in real estate annually, Christina doesn't allow sales volume to define her purpose.

Every transaction represents a family, a transition, or a new beginning.

Her philosophy is straightforward: answer the phone, communicate honestly, follow through, and treat people with respect.

That respect extends to other agents, including those representing the opposite side of a transaction.

"The agent on the other side of the transaction is not your enemy," Christina explains.

She believes professionals can advocate fiercely for their clients without sacrificing kindness or integrity.

"You can be competitive, successful and a strong negotiator while still being a good human being."

A Heart for Women in Need

Christina's commitment to helping others extends far beyond real estate.

She founded Arise, a Center for Peace and Refuge for Women, a nonprofit dedicated to supporting women experiencing homelessness, addiction, hardship, or other difficult circumstances.

Through Arise, Christina hopes to provide practical assistance, including food, clothing, hygiene products, emergency resources, and ultimately a safe environment where women can begin rebuilding their lives.

Her vision is rooted in compassion rather than judgment.

"Sometimes people do not need someone standing over them telling them what they did wrong," she says. "They need someone willing to stand beside them and help them get back up."

Christina's faith plays an important role in that mission.

A member of Revive Church in Mobile, she credits her relationship with God for guiding her decisions and shaping the way she serves others.

The church has also supported Arise and partnered in community outreach efforts.

For Christina, faith, business, and service aren't separate parts of her life.

They're connected by the same desire to make a meaningful difference.

The Four Reasons Behind It All

While Christina wears many hats as a broker, entrepreneur, and nonprofit founder, the title she treasures most is Mom.

Her four daughters, ages 26, 22, 10, and 8, are the center of her world and a driving force behind her ambition.

She wants them to understand that changing direction is possible, dreams are worth pursuing, and hard work can create opportunities that once seemed out of reach.

Outside the office, Christina enjoys spending time with her girls, whether they're crafting, exploring new places, taking short trips, or simply relaxing at home.

Their household also includes two Maine Coons, whom Christina jokingly describes as dramatic roommates convinced the house belongs to them.

Despite her busy schedule, she makes intentional family time a priority.

After all, building a successful business means little to her if she loses sight of the people she's building it for.

A Legacy That Lives Beyond Her

Looking ahead, Christina hopes to expand Legacy Realty throughout Alabama and Mississippi while preserving the supportive culture that inspired its creation.

She also dreams of growing Arise into a true refuge for women seeking stability, hope, and a fresh start.

But her ultimate measure of success has little to do with brokerage size, awards, or sales volume.

"Success is building something you are proud of without losing who you are in the process," she says.

"Success is building something you are proud of without losing who you are in the process."

Christina wants her children, agents, clients, and the women served through Arise to remember more than her professional accomplishments.

She hopes they'll remember how she made them feel, the opportunities she helped create, and the encouragement she offered when they needed it most.

Because for Christina Christian, leaving a legacy isn't simply about building something that lasts.

It's about changing lives along the way.

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Christina Christian
Broker/Owner | Legacy Realty
Mobile, Alabama
Serving Alabama and Mississippi



Russell Lee

BANKPLUS

PHOTOS BY YVONNE FALLO, OUTLAW PHOTOGRAPHY

Building Trust, One Home at a Time



More Than a Mortgage

For Russell Lee, helping someone purchase a home has never been simply about approving a loan.

It's about opening doors, creating opportunities, and helping families establish a place where memories and legacies can grow.

After nearly three decades in banking, including 28 years specializing in mortgage lending, Russell has experienced something particularly rewarding: helping multiple generations of the same families achieve homeownership.

"I'm helping their children and grandchildren buy their first home!" he shares.

Those lasting relationships are a testament to the trust Russell has spent his career building.

Now serving as First Vice President, Mortgage Lender, and Community Banker with BankPlus, Russell brings his experience and relationship-focused approach to clients and real estate professionals throughout the Mississippi Gulf Coast.

For him, every loan represents an opportunity to make a meaningful difference in someone's life.

Experience That Makes a Difference

Russell's banking career began nearly 30 years ago, following his graduation from the University of Southern Mississippi with a Bachelor of Science in Business Administration, concentrating in Economics and International Business.

His first year in banking focused on deposit accounts and understanding the fundamentals of the industry.

He then spent 18 years specializing in secondary market mortgages and construction lending for primary and secondary residences.

Ten years ago, Russell joined BankPlus, where he gained the opportunity to expand his expertise into additional areas of consumer and commercial lending.

Today, his work encompasses conventional mortgages, FHA, USDA, and VA loans, along with construction



financing, investment properties, second homes, refinancing, and land purchases.

He also helps clients explore financing options for homes requiring renovation.

Through BankPlus, Russell can assist qualified borrowers with first-time homebuyer programs, options for low- to moderate-income buyers, and down payment assistance offered in partnership with the Mississippi Home Corporation.

With lending guidelines and market conditions constantly evolving, Russell believes experience is especially valuable when helping clients navigate their options.

But he also recognizes that knowledge means little without genuine care for the person sitting across the desk.

A Relationship Built on Trust

Founded in 1909 and headquartered in Ridgeland, Mississippi, BankPlus has grown into a regional financial institution with 74 locations across Mississippi, Alabama, Louisiana, and Florida.

Despite that growth, the bank remains committed to its original purpose of enriching lives and strengthening communities.

It’s a mission that aligns closely with Russell’s personal approach to business.

He believes every customer deserves individualized attention, regardless of the size or complexity of the loan.

Whether someone is purchasing a modest first home or financing another investment property, Russell wants the experience to feel personal, professional, and reassuring.

His relationships with Realtors are equally important.

Over the years, many professional connections have developed into genuine friendships, giving Russell a deeper understanding of what agents need from their lending partners.

He knows that timely communication, honesty, and creative problem-solving can make all the difference in keeping a transaction moving forward.

“My Realtors know they can trust me to tell them the truth from the beginning of the transaction,” he explains.

Russell makes it a priority to keep agents informed throughout the lending process and work toward solutions when unexpected challenges arise.

He also welcomes calls from Realtors seeking financial guidance, whether for their clients or their own banking questions.

Beyond individual transactions, Russell sponsors Realtor open houses, creating opportunities for agents to connect and discover properties they might not otherwise have the chance to tour.

For Russell, strong partnerships aren’t built on promises alone.

They’re built through consistency, accessibility, and doing what you say you’ll do.

Rooted in Faith and Community

Russell’s commitment to integrity is grounded in his Christian faith.

“My faith and trust in God motivate me to do the right thing with every customer and Realtor,” he shares.

That principle has guided him throughout his career and shaped the reputation he values so deeply.

He also appreciates working for a community-focused bank that encourages employees to become actively involved in the places they serve.

Through local boards, civic organizations, sponsorships, and community events, BankPlus supports initiatives that strengthen neighborhoods and create meaningful connections.

The bank is also involved with Gulfport Main Street, maintaining board representation and participating in community activities.





For Russell, those efforts reflect an important belief: a successful financial institution should do more than conduct business in a community.

It should invest in the people who call that community home.

Family, Faith, and Classic Cars

Outside the office, Russell's greatest joy comes from spending time with his family.

He and his wife, Robin, have been married for 30 years. Robin works as an interventionist with the Hancock County School District.

Together, they've raised two daughters, Sydney, 27, and Mallory, 23.

Sydney earned bachelor's and master's degrees in engineering from Mississippi State University and works as an electrical engineer with Mississippi Power in Laurel.

Mallory earned her bachelor's degree in social work from the University of Southern Mississippi and is pursuing her master's degree in the same field.

Completing the family is Max, their beloved 5-year-old Shih Tzu.

Russell also has a passion for antique automobiles.

Each year, he and Robin look forward to Cruisin' the Coast, taking the entire week to admire the remarkable collection of classic cars.

One day, Russell hopes to have a classic car of his own.

Expanding Relationships Across the Coast

Although Russell lives in Diamondhead and has spent much of his career serving Pearl River County, he's excited about the opportunities ahead.

With BankPlus opening a new branch in downtown Gulfport, Russell is focused on expanding the bank's mortgage presence throughout the Mississippi Gulf Coast.

He looks forward to developing new relationships with area Realtors while continuing to serve the clients and communities that have trusted him for years.

His goal isn't simply to grow a loan portfolio.

It's to become a dependable resource whom agents feel confident recommending and families feel comfortable calling, even years after closing.

After nearly three decades in the industry, Russell understands that financial transactions eventually become part of a much larger story.

Homes are purchased. Families grow. New generations begin their own journeys.



And the relationships built along the way can last a lifetime.

For Russell Lee, that's what makes mortgage lending so rewarding.

Because the greatest investment he can make isn't just in someone's home.

It's in their future.

CONTACT US!

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VANESSA TRAN

WAKELAND REALTY

PHOTOS BY YVONNE FALLO, OUTLAW PHOTOGRAPHY

Building a Life Without Limits

From Humble Beginnings to Big Dreams

For Vanessa Tran, success has never been about where you start. It's about how hard you're willing to work, how much you're willing to give, and what you choose to build along the way.

Growing up in Port Arthur, Texas, Vanessa knew what it meant to have limited resources. Those early experiences shaped her determination to create a better future, not only for herself but also for the people whose lives she would eventually touch.

"I grew up poor," Vanessa shares. "So that motivated me to see something small turn into something big."

That perspective has followed her through more than two decades of entrepreneurship and into a thriving real estate career.

Today, Vanessa is a top-producing agent with WakeLand Properties, where she has spent the past two years. In 2025, she achieved approximately $10 million in sales, including a hotel, 41 homes, 13 duplexes, and 10 lots.

But behind those impressive numbers is a woman whose greatest motivation comes from helping others recognize what's possible.

An Entrepreneurial Spirit

Long before Vanessa entered real estate, she was already building businesses and transforming lives.

She began investing in business ventures at age 27 and has spent more than 24 years in the beauty industry as a cosmetologist and tattoo artist, specializing in cosmetic tattooing for both beauty and medical purposes.

Whether helping someone rediscover confidence through a dramatic hair transformation or providing cosmetic services that make clients feel beautiful, Vanessa has always found fulfillment in helping people feel better about themselves.

Real estate eventually became another avenue for that same passion.

Encouraged by her husband and best friend, who believed she would excel in the industry, Vanessa decided to pursue a new opportunity.

What initially appealed to her as a way to expand her own investments quickly became something much more meaningful.

Since entering the industry, Vanessa has consistently earned top-producer recognition, bringing the same entrepreneurial drive and personal commitment to every transaction.

Her philosophy is simple.

"My whole life I was taught that if you want to succeed, treat every transaction like your own."

Turning Possibilities Into Prosperity

Vanessa's real estate experience spans a wide



range of properties and clients, but three areas hold particular significance: first-time homebuyers, homeowners preparing to sell, and investors building their portfolios.

She loves helping first-time buyers achieve a milestone that can change the trajectory of their lives.

She also enjoys guiding sellers through important transitions and helping investors recognize opportunities for long-term financial stability.

For Vanessa, investment properties represent something especially personal.

Having experienced financial hardship growing up, she understands the security that can come from building assets and creating opportunities for future generations.

"I love seeing growth and stability," she says.

That desire to see something small become something substantial continues to fuel her work.

Yet Vanessa doesn't measure her worth against other agents.

"I don't find myself any better than anyone," she explains.

Instead, she focuses on following her own path while encouraging others to pursue their dreams.

She believes success isn't reserved for a select few. It's available to those willing to put forth the effort.

"Success is only given if you gave 100%."

And when asked what keeps her motivated, Vanessa offers a characteristically straightforward response.

"If I want to eat, I have to work!"

Relationships Beyond Real Estate

Despite her strong work ethic and impressive production, Vanessa's favorite part of real estate isn't the numbers.

It's the people.

She values the connections, friendships, and relationships that develop throughout the process of helping clients buy, sell, and invest.

Every interaction presents another opportunity to make a positive difference.

That philosophy also shapes the advice she offers aspiring agents.

"Never give up on being a good person."

For Vanessa, integrity and kindness are not separate from professional success. They're essential to building something meaningful and lasting.

Her goal is to channel her energy toward work that matters while inspiring others to believe in their own potential.

The Family Behind Her Success

As dedicated as Vanessa is to her career, family remains her greatest priority.

She is the proud mother of three children: Eileen Tran, 25; Evan Tran, 22; and Enzo Tran, 11.

No matter how demanding her schedule becomes, Vanessa protects one



> “NEVER GIVE UP ON BEING A GOOD PERSON.”

important tradition: Sunday family lunch.

It’s a time for everyone to reconnect, discuss their goals, share what’s happening in their lives, and simply enjoy being together.

More importantly, she wants her children to know they always have a place to return to.

A home where they are loved, supported, and welcomed.

When her children were younger, Vanessa also made a tradition of planning special New Year’s adventures, surprising them with the plans on Christmas Day.

Those experiences reflect her belief that life should be filled with meaningful memories, not simply professional accomplishments.

When she finds time away from work, Vanessa enjoys fishing, hiking, biking, exploring new places, and embracing almost any opportunity for physical activity.

For her, enjoying life means experiencing it.

Faith, Gratitude, and the Road Ahead

Vanessa’s faith is another defining part of her life.

A devoted Catholic who attends Mass at Sacred Heart



Church, she credits God with providing the strength and love that have carried her through life’s challenges.

“Without God, I’m nothing,” she says.

That gratitude extends to her family, including her parents and six siblings, as well as the opportunities she has been given throughout her career.

Looking toward the future, Vanessa doesn’t envision slowing down.

Her goal is to continue working, growing, and enjoying the time she’s been given.

It’s an outlook rooted in the same determination that carried her from humble beginnings into entrepreneurship and real estate success.

Vanessa knows that circumstances don’t have to define a person’s future.

With faith, hard work, and a willingness to dream bigger, something small can become something extraordinary.

And as she continues helping clients build stability and opportunity, she’s creating a legacy that extends far beyond the properties she sells.

Because for Vanessa Tran, the greatest success isn’t simply building a better life for yourself.

It’s helping others believe they can build one, too.

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Mason & Magnolia Real Estate

Julie Krohn

A Heart for Home

PHOTOS BY ANNA KATHERYN, AK PHOTOGRAPHY

A New Chapter, A Familiar Calling

For Julie Krohn, real estate may be a relatively new career, but helping people has always been part of who she is.

Before becoming a realtor in 2023, Julie spent years caring for others—first as a registered nurse with the Gulfport School District at Anniston Elementary, then as a stay-at-home mother raising her children.

When she decided to return to the workforce, real estate offered an opportunity to combine her love for people, her background in retail sales, and her deep connection to the Mississippi Gulf Coast.

Still, stepping into an entirely new profession wasn't without its challenges.

"It was definitely intimidating learning something completely new after being out of the workforce raising children," Julie recalls. "But also exciting and challenging."

What she discovered was that the qualities that made her a compassionate nurse and devoted mother translated naturally into helping families find home.

One of her most meaningful experiences has been assisting former students she once cared for as they purchase their first homes.

For Julie, those moments represent something special: the opportunity to continue serving families through different chapters of their lives.



Finding Success Through Service

Now a solo agent with Mason and Magnolia Real Estate in Ocean Springs, Julie has built impressive momentum.

In 2025, she completed nine transactions totaling $4,097,463 in sales volume. She also earned recognition among the area's Top 300 agents based on MLS transactions, with additional off-market sales not reflected in those rankings.

But while the numbers reflect her growing success, Julie measures her accomplishments differently.

"To me, success is making a positive impact in the lives of others while finding joy in what you are doing," she says.

Whether she's developing creative marketing strategies for sellers or searching for the perfect property for buyers, Julie approaches every transaction with enthusiasm and attention to detail.

She especially enjoys identifying the unique features that make a home the right fit for a particular family.

"Every client and every home is different," she says. "That's what makes this business fun and exciting!"

Her motivation comes from knowing that clients are trusting her with one of life's most important financial and personal decisions.

She never takes that responsibility lightly.

Putting Her Heart Into Marketing



> “I love that they know I still care about them and want to see what is happening in their lives *because I really do!*”

Julie believes professionalism and personality can go hand in hand.

That philosophy inspired one of her most recognizable marketing traditions: her weekly “Feature Friday” videos.

Wearing heart-shaped sunglasses, Julie showcases a property she’s particularly excited about, introducing viewers to “what house I’m hearting this week.”

The videos allow her to highlight interesting homes, share creative property tours, and bring a little fun into the real estate world.

But something unexpected happened along the way.

By featuring listings from other agents, Julie began developing friendships and professional connections beyond her own brokerage.

“What I didn’t expect was how this would help me to get to know my fellow realtors,” she says.

What started as a creative marketing idea became an opportunity to support other agents while staying connected with her own community.

It’s an approach that reflects Julie’s belief that real estate is a collaborative industry.

Her advice to fellow agents is to embrace their individuality, stay true to their values, and invest in genuine relationships.

“Be yourself, stay true to your values, and let your personality shine through,” she says.

The Relationships That Last

For Julie, the most rewarding part of real estate often happens long after closing day.

She loves seeing former clients settle into their homes and begin creating memories.

Sometimes it’s a holiday gathering shared on social media. Other times it’s a picture of a new baby, a family fishing trip, or a beloved dog enjoying the backyard.

She especially treasures the updates clients send showing how they’ve decorated, renovated, or personalized their homes.

Those small glimpses into their lives remind her why she chose this profession.

“I love that they know I still care about them and want to see what is happening in their lives because I really do!” she says.

That genuine investment in people is rooted in a principle Julie has carried throughout her life.

“Treat others the way you want to be treated.”

Kindness, honesty, and integrity guide her interactions with clients and colleagues alike.

For Julie, earning someone’s trust means treating them with the same care she would want for herself or her family.

Deep Roots on the Gulf Coast

A lifelong Mississippi Gulf Coast resident, Julie’s connection to the community extends far beyond her real estate career.

She graduated from Gulfport High School, Mississippi Gulf Coast Community College, and the University of Southern Mississippi.

Julie and her husband, Jason Krohn, owner of Beach Pharmacy in Gulfport, have three children: Jacob Snell, 23; Karlee Krohn, 14; and Karsyn Krohn, 11. Their family also includes Shipley, their goldendoodle.

Outside of work, Julie enjoys traveling, fishing, attending local events, and decorating for the holidays. She also loves researching and planning future trips.

Giving back has long been important to her. Julie is a lifetime member of the Junior Auxiliary of Gulfport and has been involved with First Baptist Church in Gulfport since 2015, serving in children’s and youth ministries for more than a decade.

Growing With Gratitude

Looking ahead, Julie hopes to continue growing both personally and professionally.





She wants to keep learning, strengthening relationships within the industry, and surrounding herself with people who encourage her to become the best version of herself.



She wants to keep learning, strengthening relationships within the industry, and surrounding herself with people who encourage her to become the best version of herself.

But no matter how much her business grows, she intends to remain grounded in the values that brought her here.

After all, Julie's career has never been simply about selling houses.

It's about helping people find their place in a community she has loved her entire life.

And for someone who has always had a heart for helping others, there's no greater reward than watching a house become a home.

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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 Gulf Coast Area. We pulled the MLS numbers (by volume) from Jan. 1, 2022, through Dec. 31, 2022, in the MS Gulf Coast market. 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 $5 million in 2022. The list will reset at the end of 2023 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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