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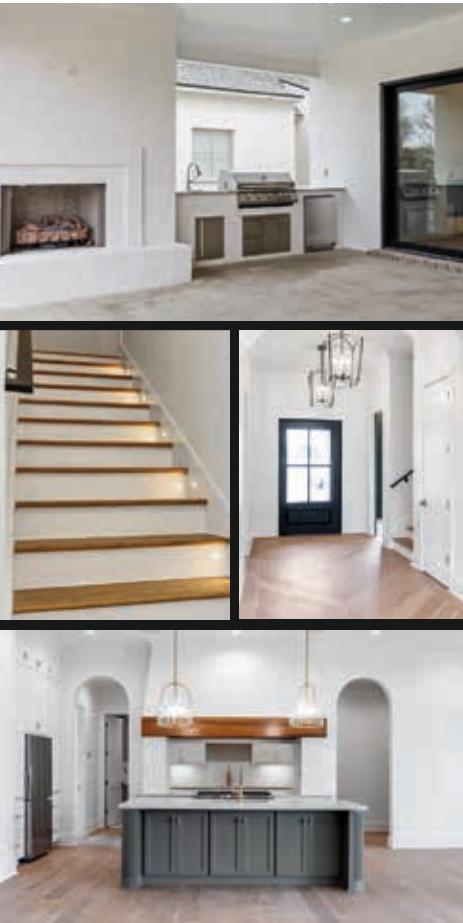
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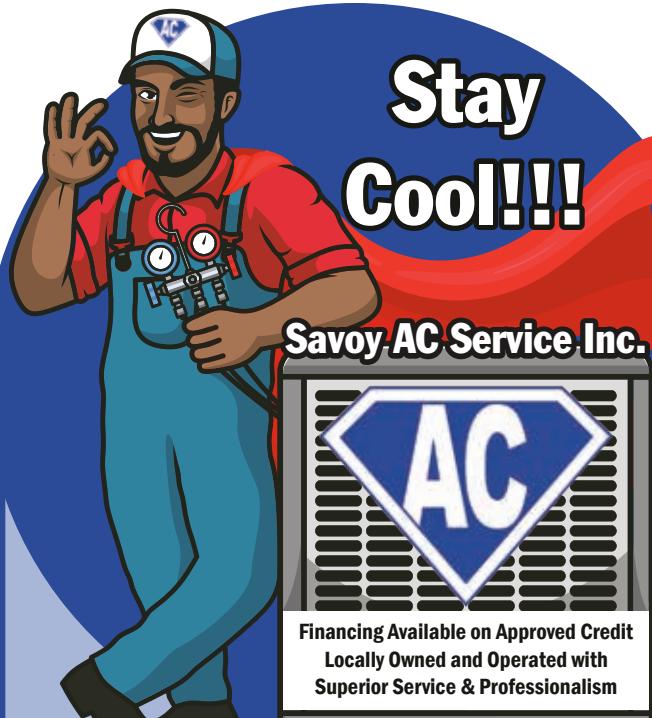
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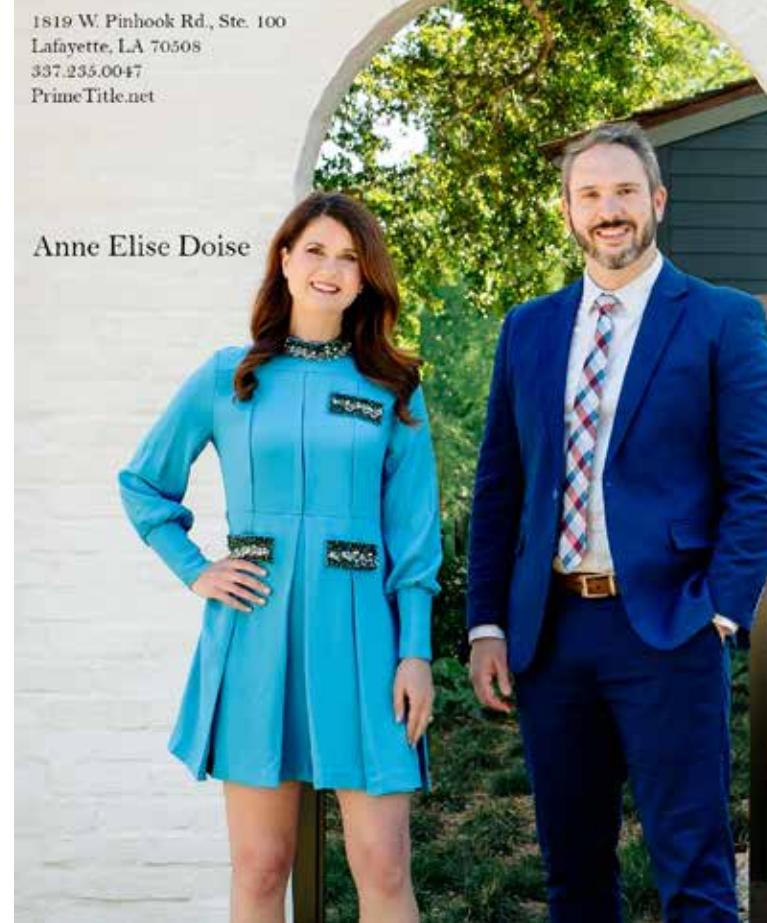
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A NOTE FROM THE PUBLISHER

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

Hey Acadiana Realtors!

As we look ahead to an exciting new year, we are honored to announce our **First Annual Acadiana Real Producers Awards Gala**, taking place on **January 29, 2026**. This unforgettable evening will be a celebration of excellence, achievement, and the relationships that continue to strengthen our real estate community. We encourage you to purchase your tickets in advance and join us for a night dedicated to recognizing the professionals who are making a lasting impact in our market.

In addition to celebrating success, this event allows us to give back in a meaningful way. Proceeds from the gala will be donated to **The Outreach Center**, a nonprofit organization founded in 1990 as a day shelter that provides basic needs services to the poor and homeless. Their mission is to meet the physical, emotional, and spiritual needs of individuals experiencing homelessness, and we are proud to

support an organization that does such important work in our community.

Throughout the evening, we'll come together to cheer on our peers as we present awards across numerous categories, including **Male Top Producer of the Year**, **Female Top Producer of the Year**, and **Top Team**, among many others. These awards represent more than numbers—they celebrate leadership, perseverance, and the dedication it takes to serve clients at the highest level.

We would also like to extend a warm welcome and sincere thank-you to our new preferred partner, **Maven Risk Specialists**. The Maven Risk Specialists team is your local source for risk control services and insurance solutions, offering expert guidance and customized policies for auto, home, and business insurance needs. We are grateful for their partnership and support as we continue to serve and elevate our real estate community.

As we welcome **2026**, we are also excited to introduce new Real Producers into our growing network. This continued growth is a testament to the strength, collaboration, and excellence within our industry. We look forward to another year of connection, celebration, and shared success, and we can't wait to celebrate alongside you at this milestone event.

With heartfelt thanks,



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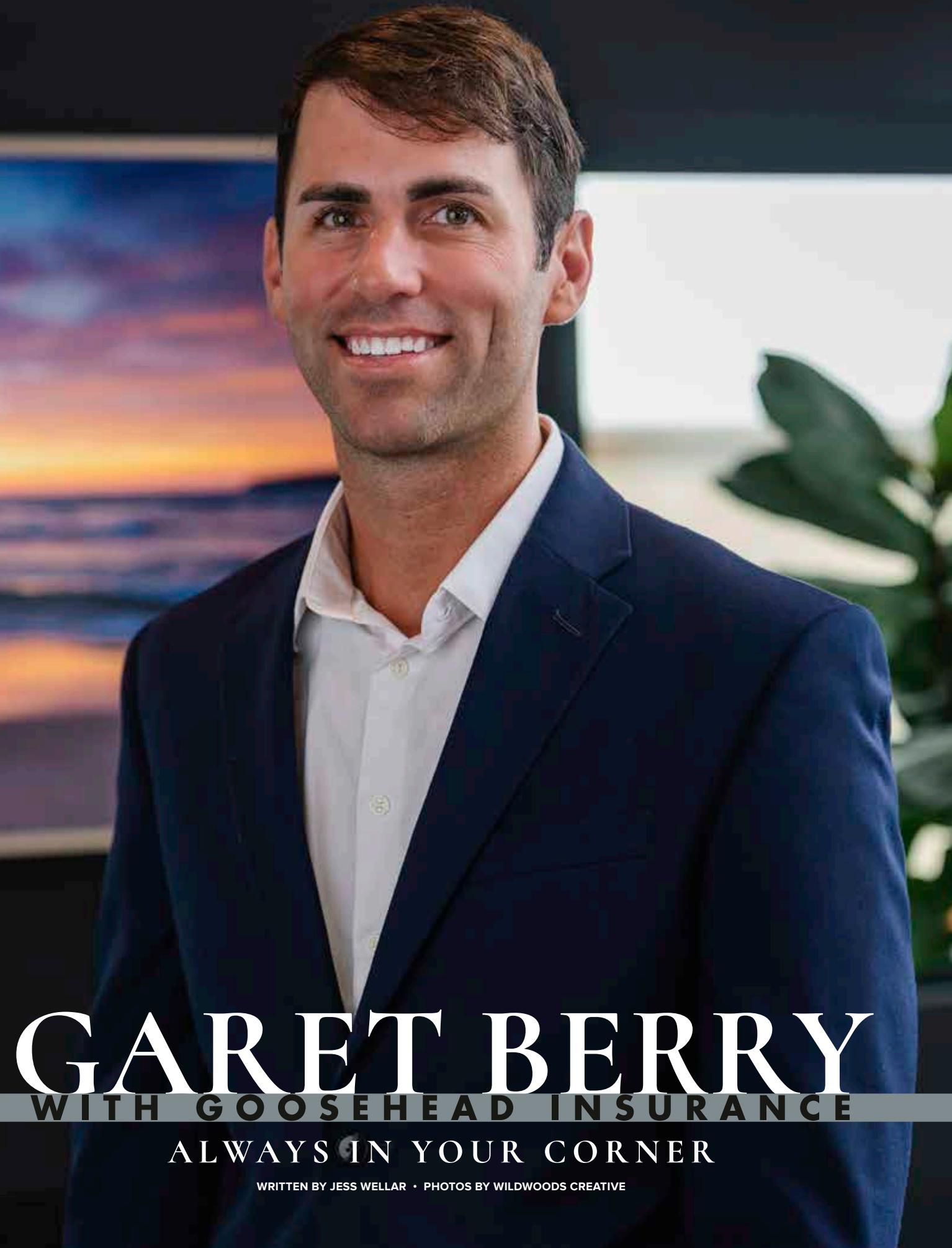


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“The more we work with you, the more we help elevate your brand,” Garet Berry explains. “I love receiving a referral and being able to hype you up, reinforcing to the client that they chose the right Realtor.”

It’s an approach that feels refreshingly uncommon in today’s insurance world, one where responsiveness and true partnership often seem like buzzwords rather than lived values. But for Garet, owner-broker of Goosehead Insurance – The Berry Agency, consistency isn’t just a talking point.

Whatever It Takes

Garet grew up on a Louisiana farm, studied agricultural business at McNeese State University, and entered insurance the hard way — with no network and no safety net.

“I moved five hours away to Dallas without knowing a single person, and I couldn’t afford rent, so I lived and slept on the bathroom floor of my office for 18 months,” he recalls. “I showered at the gym every day, cooked every meal in a microwave, and worked

seven days a week because I knew I was building something bigger than my circumstances.”

Garet’s incredible work ethic was shaped early on, and he still vividly remembers when his interest in insurance was piqued, too. “As an 8-year-old, I was with my dad and we were driving by the local State Farm office when I asked him what the owner did to have such a big building.

“My dad explained that the owner of the building was in the insurance business and how it snowballs over time by building clientele and taking good care of them,” he recalls.

Fast forward to today, where Garet has 15 years of insurance experience under his belt, including time with State Farm corporate and his own State Farm office in Dallas before being recruited by Goosehead Insurance. Managing an expert team with the ability to assist in all 50 states, Garet manages thriving branches from Lake Charles to New Orleans, and continues to grow the business at record pace, noting it’s the perfect fit for his personality.

"I am like a laser when I get focused on something—I will make it happen by putting all of my energy into the project until I realize my goal," he offers.

A Model Built for Partners

Goosehead Insurance was founded in 2002 and named after the founder's granddaughter, Lucy, who he lovingly referred to as "LucyGoosy." What began as a small operation

**"FIND WHAT YOU LOVE,
AND YOU'LL WORK
TWICE AS HARD."**



is now a publicly traded company representing more than 200 carriers nationwide.

Still, Garet's local branch operates like a boutique agency. "We currently have 10 team members and I am incredibly grateful for all of our employees who, as sales reps, work hand in hand with our partners, often working long hours to maintain those relationships," he acknowledges.

His entire business model is designed around high-level Realtor and lender support.

"Our team lives by five core values: being Available, Ambitious, Persistent, Efficient, and Transparent," he elaborates. "These principles shape how we communicate, how we problem-solve, and how we show up every single day."

For Realtors, the impact is immediate to make closings smoother, not more stressful.

"We understand how important it is for Realtors to have a dependable insurance partner, someone who is fast, accurate, and available," Garet emphasizes.

That consistency has earned accolades, including the Thriving in Your 30s Award from Thrive magazine and being named Affiliate of the Year by a local real estate association, an honor that Garet notes meant a great deal to him because it was peer-nominated.

Service for Life

Home, auto, flood, and personal lines coverage may be the technical backbone of Garet's insurance business, but relationships are the heart of it.

"The most rewarding part of what we do is helping clients protect their homes and families—not just on closing day, but for years to come," he shares.

Living in a region deeply affected by hurricanes and natural disasters, Garet has seen firsthand the difference the right coverage makes: "For us, it's more than just getting your client to the closing table. Our goal is to serve them for life," he points out.

The industry is shifting rapidly with carriers exiting markets, rising rates, and tightening guidelines. Meanwhile, homeowners are demanding more transparency and speed. Goosehead's technology-forward model is helping fill that void at the local

level with simpler coverage, faster service, fair reimbursements and clear communication.

Amid all the industry changes, Garet's business continues to scale. "We grew by 37% last year and expect to grow by 40% this year," he smiles. "And we're always looking for great, like-minded talent."

Calculated Risk Taker

When he isn't running a thriving insurance business, Garet keeps life anything but dull.

"Find what you love, and you'll work twice as hard," he laughs. "When I'm not at the office, you can find me pushing myself to new limits—whether that's at the gym, climbing into a pilot's seat, bungee jumping, or hanging off the side of a mountain saying, 'I'll never do this again... just to get to the top and do it again.'"

He is currently pursuing his private pilot's license, a goal he plans to finish once life slows down a bit from the recent office move.

At home, life revolves around Preston Grey, a chihuahua who doubles as the office mascot and unofficial Goosehead greeter. And giving back remains high on Garet's list of priorities, with his offices participating in real estate associations across the state, food drives, and back-to-school fundraisers.

His agency has also raised more than \$20,000 for breast cancer research through Real Men Wear Pink and their legendary office lip sync battles. "I'm the two-time defending Lip Sync World Champion," he grins. "And yes—I take that very seriously."

Looking ahead, Garet has plenty to be excited about. With a growing team, an expanding presence in Mississippi, and double-digit growth, his agency is poised only to grow stronger.

"I want to build this thing as big as I can and continue to give great service to our referral partners," he concludes. "All while keeping my favorite Zig Ziglar quote top of mind: 'You can truly have everything you want in life if you help enough other people get what they want.'"



To connect with Garet and his expert Goosehead Insurance team, call 337-347-7022 or email him directly at: garet.berry@goosehead.com.



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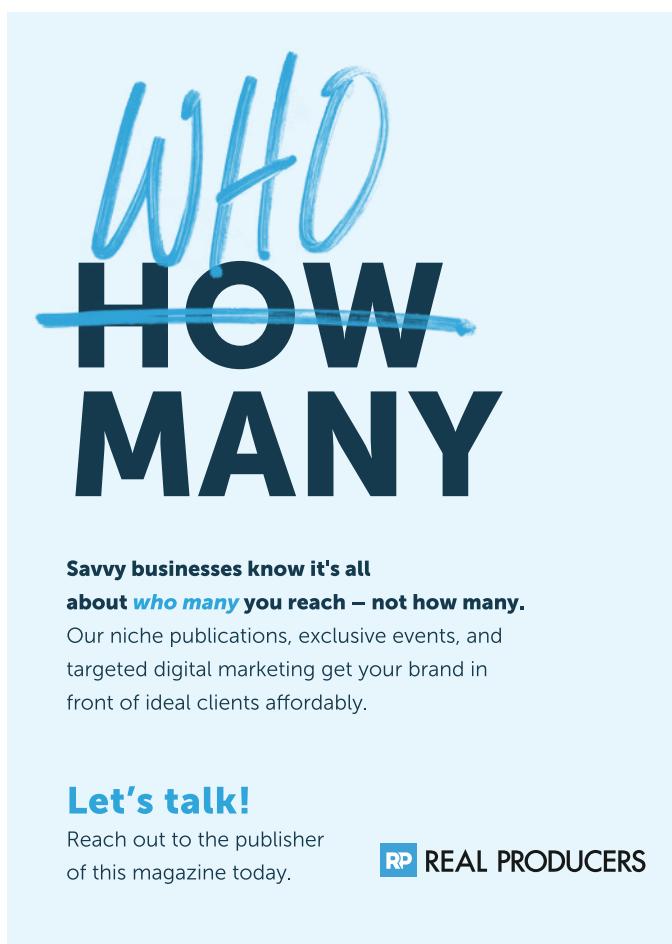
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Billy PRITCHARD

WRITTEN BY JESS WELLAR
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LOW-KEY THRIVING

“Prayer and music keep me motivated,” Billy Pritchard begins, a telling reflection that captures the calm, intentional way he moves through both life and business.

As an associate broker, mentor, and top-producing agent at Dream Home Realty, Billy brings a steady presence to his work nearly a decade after stepping into real estate out of necessity. Since then, he has become a trusted Realtor whose hard work and quiet faith have shaped a second career he never saw coming.

Time for Reinvention

Billy was born and raised in Lafayette, a place he’s always considered home even when his path temporarily took him elsewhere.

“I spent 2.5 years at USL/ULL and left here to finish in Monroe where I completed 51 hours in a year to graduate,” he recalls with a chuckle. “There was nothing else to do in Monroe ... but I did meet my wife there!”

He graduated from ULM in 2001 with a degree in CIS, stepping into a 15-year IT career with Schlumberger, John Chance, Superior Energy, KBR, and others. But when the 2015 oilfield downturn hit, everything shifted overnight.

Billy was laid off from the oilfield and could not find another job unless he was willing to relocate to Houston. And with a baby at home, not working wasn’t an option.

Yet even before the layoff, the real estate seed had been subtly planted.

“A few months prior to losing my job, an old friend called me out of the blue and asked me if I knew anyone looking to buy a house,” Billy remembers. “My friend had only been in real estate for six months at that point, and he told me how well he was doing. After I lost my job, we had lunch and that’s all she wrote!”

The more he thought about it, the more sense it made to take the leap. Breaking into sales wasn’t necessarily instinctive coming out of IT, but the spark had been there all along.



"Growing up, I was always one of the top sellers for any school fundraiser and enjoyed that," Billy grins. "But I think as I got older, I left that part of me behind and became more introverted. It took a little time to draw that salesman back out of me."

No Time To Wait

Billy earned his real estate license in December 2015, joined a team, and moved into production quickly despite the local economic downturn, eventually going solo after two years. Nearly a decade later, his numbers speak for themselves: 33 sides and \$8.3 million in volume for 2024, and over 55 sides and over \$14 million notched as 2025 draws to a close.

When asked what changed, he shrugs. "I haven't changed any fundamentals," he says. "I just keep my head down and keep working; though I do think it's a combination of things falling into place and being around the right people."

Billy's consistency has earned him the highest volume at Dream Home Realty multiple years, but he's quick to brush aside the idea that recognition is the goal. Instead, he focuses on intention.

"Success is feeling fulfilled with your work to where it doesn't feel like a job, while also being financially comfortable and maintaining a quality and wholesome family life at home," he elaborates.

Daily motivation comes from Above and good tunes: "I always have music on from the minute I wake up till I'm winding down for the day," he shares.

"Faith definitely plays a role, too," he continues. "I don't pass up an opportunity to pray with my clients, and I am always giving thanks to God for everything that happens with my business and in my life."

Keeping It Real

There's nothing flashy about Billy's approach — and that's exactly what

makes him so effective. "Personality-wise, I'm very laid back, genuine, and unflappable," he says. "I prefer to be a behind-the-scenes type guy."

Clients constantly praise the way Billy "relieves them of fears, doubts, and nervousness," and his "top-notch communication."

He also thrives on having plenty on his plate, noting "in the thick of it" is where he prefers to be. But the majority of Billy's work happens away from the distractions of his house or office.

"Since getting into real estate, I've turned into a café person and spend at least 20 hours a week in one," he offers. "I love the noisy background," he smiles, adding that Reve has become his unofficial office.

For aspiring agents, his advice is taken directly from his own playbook: "Be your true self," he suggests. "I wear an untucked polo shirt, shorts, and boat shoes 3/4 of the year for all my appointments. Clients want to see a person they can relate to."

Family Fun and Forward Momentum

Behind the working and mentoring machine is a rich, grounded home life. Billy has been married to his wife, Crystal, for 20 years this April, a big milestone that calls for celebration and trip-planning in the near future.

Their 12-year-old son, Rhys, keeps every day fun and active for the Pritchards. The family enjoys playing golf together and are devoted animal lovers as well.

"Crystal and Rhys have been fostering cats for years," Billy elaborates. "Somehow we ended up with four of them...!"

Even in his down time, Billy prefers creativity and movement. He decided in his mid-40s to start learning the drums, an endeavor he admits is "very challenging." He's also an avid long-distance runner and makes it a point to run at least one half-marathon each year.

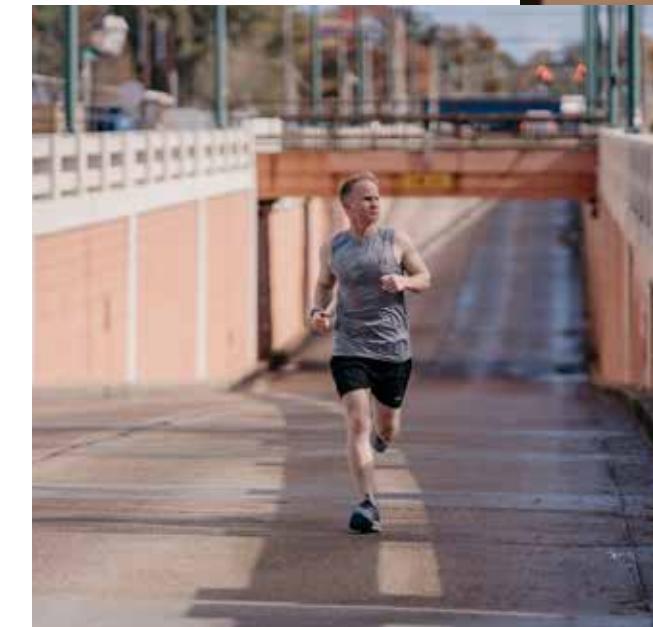
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FINANCIALLY
COMFORTABLE
AND MAINTAINING
A QUALITY AND
WHOLESALE FAMILY
LIFE AT HOME."**





After giving his life to Christ five years ago, Billy's faith has become a defining anchor in his personal life as well. Seeking more knowledge, he recently enrolled in his first semester of Bible school.

Looking ahead, after recently closing his first successful commercial deal from the ground up, Billy's considering pursuing his CCIM designation, and remains open-minded about the long-term possibilities of building a team or a brokerage someday as



“I JUST WANT TO KEEP IMPROVING EVERY YEAR — THAT’S MY GOAL IN ALL ASPECTS — AND I WANT TO KEEP TREATING OTHER AGENTS THE WAY THAT I WANT TO BE TREATED.”

he continues to mentor a handful of agents at any one time.

But Billy points out that he's quite content for now and not about to rush change.

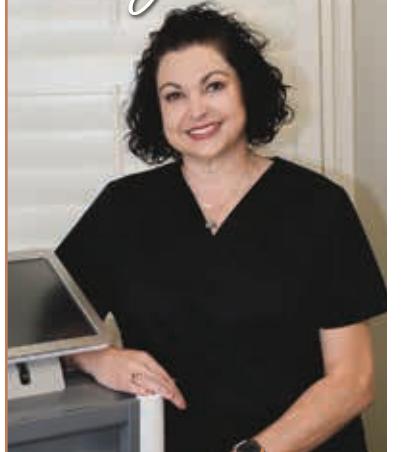
“I’m really a day-by-day guy, I’ll take it as it comes,” he concludes. “I just want to keep improving every year — that’s my goal in all aspects — and I want to keep treating other agents the way that I want to be treated. That goes a very long way in this industry.”



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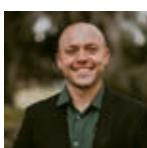
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Jessica Lafitte Landry

RISING
AGAIN, AND
BRINGING
OTHERS
ALONG



WRITTEN BY JESS WELLAR
PHOTOGRAPHY BY
WESLEY SUN CHEE FORE

"Most importantly, I am human, I make mistakes — perfection isn't a thing for me, and I may get knocked down, but you can bet your bottom dollar I will always get back up!" Jessica Lafitte Landry begins.

And when she picks herself back up, Jessica's immediately looking around to see who else needs a hand, too. That instinct to help is at the core of her work as a Realtor, her various leadership roles, impressive community involvement, and the quiet rebuilding she has been doing behind the scenes lately.

Today, as a team owner, Growth Development Coordinator at NextHome Cutting Edge Realty, and a heavily involved advocate within the Realtor Association of Acadiana, Jessica is the definition of an agent who lifts as she climbs.

Entrepreneurial Roots

Born in Natchitoches, Jessica was raised in Many by Toledo Bend, and eventually moved south after her parents divorced, then to False River, before moving to Acadiana in 2011. Entrepreneurship ran in the family; her father was the third generation in the furniture business, while her mother was the third generation in the clothing business.

Jessica spent nearly 15 years running her family's factory housing business before obtaining her real estate license for several reasons.

"In my former position, I was already doing a lot of the legwork to help clients find a property," she points

out. "I just didn't have the same access as a Realtor, but I had a lot of contacts in the industry already."

"It just made sense and felt like a natural progression while opening up a new world of opportunities," she adds.

Life events also pushed her toward a career pivot in 2017. After almost

seven years of trying to

conceive, Jessica knew she

was going to someday be

a mother regardless, and

yearned for more freedom

outside of the office.

Along the way, one longtime friend and successful Realtor/Broker helped her navigate the shift: "Stacie Major Greene was very encouraging of my decision," Jessica shares. "She has always been someone I could call for honest feedback and insights when in the midst of a transition."

Her life changed again when she and her then-husband welcomed their daughter, Della-Rae, in 2020 through adoption. That joy became the new anchor in her world and the "why" behind everything she built next.

An Unexpected Detour

Jessica launched her team concept in 2022, fueled by her passion for collaboration and watching people grow. It only felt natural that her recently-licensed sister, Anna, join her venture as the two had worked well together while running the family's housing factory business.

"We loved bouncing ideas off each other, and both have a big desire for problem-solving," Jessica reflects. In 2023, The Collective Group became official, and opportunity bloomed even bigger when she purchased a Church Point property to convert into a NextHome branch office.





**I AM A FIRM BELIEVER
GOD WILL PRESENT
OPPORTUNITIES
WHERE HE SEES FIT
FOR ME."**

But one month after their 2024 grand opening, everything changed.

"I was personally facing divorce, which turned my world upside down," Jessica says candidly. In the months that followed, her sister accepted a full-time job, and Jessica found herself pressing pause on team growth. Healing required time, a luxury she had never allowed herself before.

Still, she kept showing up for others. Today, Jessica focuses less on production and more on purpose: serving as Growth Development Coordinator for NextHome CER, supporting fellow agents, and leaning into leadership roles at her local association.

"Sometimes it is very difficult to sit in the lingering stage," she admits. "But I try to always remind myself of what I tell my agents — you are on your own journey, nobody compares to you because God made us all unique!"

Relationships First and Foremost

Jessica's real estate style is pure caring: lead with heart, not hustle, and be consistent. "You won't get automated updates or guesswork — for me it's 100% about the relationship," she explains. "If I do that, the business will always come."

And that formula continues to work; for six years, Jessica has been completely referral-based while earning a reputation for going above and beyond. However, Jessica's advocacy

work within the industry is equally defining.

She currently serves as Chair of Government Affairs for the Realtor Association of Acadiana, Chair of ACPAT for 2025–27, and a Trustee for LARPAC for the same three-year term. She is also the 2025 Chairwoman of the Leadership Excel Advisory Board, a Board Member of the St. Edwards Catholic Church Finance Council, and a Board Member on the Republican Party Executive Committee in Acadia Parish. She also just ended her seat on Church Point Community Development.

All of these roles reflect her commitment to professional, personal, and spiritual development — even during a season of personal rebuilding.

"I never want my ideas or goals to remain inside a box," she elaborates. "I want to leave people better than I found them without sacrificing my role as a mother and my own self-care."

The Homefront and New Horizons

Jessica recently moved into her new home — this one built just for her and her daughter. "My favorite thing to do with Della is just be present," Jessica smiles. "She is literally my 'twin'... She shares my spirit, even if we don't share the same DNA. It's incredible how love can weave its own kind of genetics."

Family time is loud and filled with good food, which Jessica enjoys serving when she hosts her loved



ones. With seven siblings combined from her parents' remarriage, holidays are especially "noisy and joyful."

Despite her various commitments, Jessica makes time for herself: traveling, thrifting, decorating, arranging flowers, and baking tops her fun list. And looking ahead, her dreams are as expansive as her passport. She recently returned from a birthday trip to Spain, and Italy remains at the top of her European bucket list.

Professionally, she's preparing for another

pivot as she rebuilds her business while continuing to pour into colleagues and committees. As for political office aspirations someday? Maybe. But it's on the back burner for now with a five-year-old at home.

"I am a firm believer God will present opportunities where he sees fit for me," Jessica concludes. "I just want to spend my time and energy on things that bring me joy in this season of my life, while setting an example for my daughter — I want her to know, she is capable of anything!"

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REAL ESTATE JOURNEY & ACHIEVEMENTS

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

I was drawn into real estate because I genuinely love people, relationships, and helping folks find a place that feels like home. We had a not-so-great experience in one of our own transactions, and it lit a fire in me to make sure no one else ever felt that way. Buying or selling a home is one of the biggest financial decisions we make in life, and clients deserve to feel heard, respected, and protected.

My first year was a wild mix of excitement and “what did I just step into?” I started on a team, learned a ton, and it prepared me well for becoming a solo agent. Every conversation and every closing since then has confirmed I am exactly where I’m meant to be.

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

Helping a family navigate the sale of a loved one’s home after a loss left a deep mark on me. They trusted me during a tender time, and walking with them through that transition reminded me that real estate is never just business — it’s truly life-changing for the people we serve.

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

Trust your instincts. You care deeply, you show up, and you communicate well — that alone puts you ahead of the game. The confidence comes as you grow.

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

Being recognized as a top producer while still staying deeply relationship-driven means a lot to me. Success feels different when it's built on service, not shortcuts.

And recently I capped in just six weeks — and if not for the government shutdown, it would've been under a month!

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

“Just keep showing up.” Consistency and heart will take you further than anything else in this business.

CHALLENGES & GROWTH

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

I stay calm, stay neutral, and stay focused on solutions. Emotions don’t close deals — clarity and confidence do. As an emotional and empathetic person, I have to remind myself of that daily, but it helps me elevate the conversation instead of matching the energy.





Consistency and heart will take you further than anything else in this business.”

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

I remind myself that nothing is wasted. Every deal teaches me something, and every pivot strengthens my skill set. Real estate is a moving target, so adaptability is part of the job. My mindset is simply: “Okay... what’s next?”

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

Letting go of things I can’t control. I care deeply, and my clients become like family, so when something doesn’t go smoothly, I feel it. I’m always working on releasing the outcome and focusing on the experience I can deliver.



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

Systems, lots of prayer, and constant communication. When everything is organized and my clients know exactly what’s happening, the stress becomes much more manageable. Communication is huge for me.

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

That it’s easy. People see the pretty parts — not the late-night negotiations, the problem-solving, the emotional support, the constant education, and the heavy responsibility. It’s a real profession that requires real skill.

PERSONAL INSIGHT

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

“Do nothing from selfish ambition or conceit, but in humility count others more significant than yourselves.”
(Philippians 2:3–4)

Serve first, and success will always follow. That keeps my heart and priorities aligned.

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

Serving even more families and investors across Acadiana, growing our own rental portfolio, and building a business rooted in connection, community, and generational impact.

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

I give myself permission to rest. I schedule quiet moments, singing time, cooking time — the things that refill me so I can keep pouring into others.

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

A morning reset — prayer, gratitude, and a quick look at my priorities for the day. It centers me before the chaos begins.

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

I love to sing — full-out, harmony-and-sass style. Music keeps me grounded and joyful.

And another fun one: we grew our rental portfolio to 14 doors in a six-month period!

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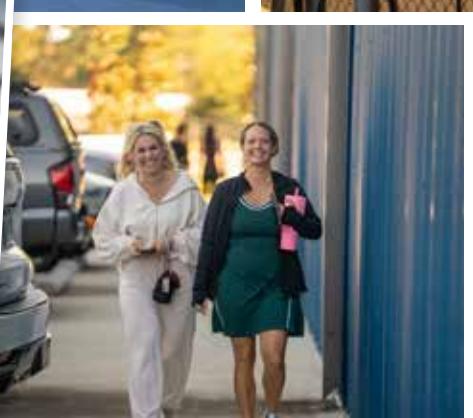
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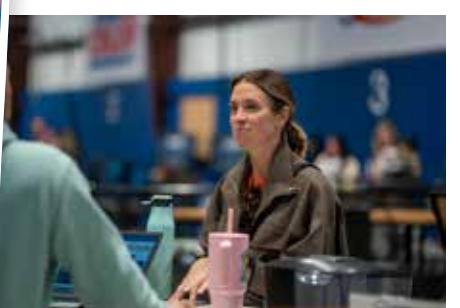
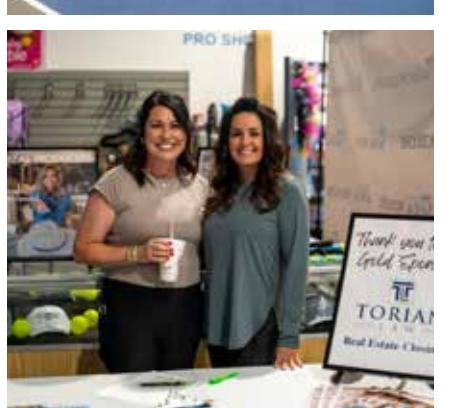
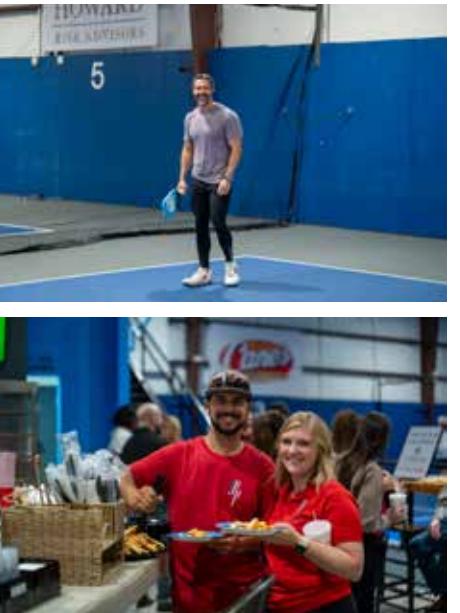


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