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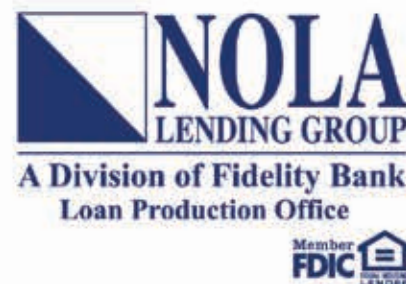
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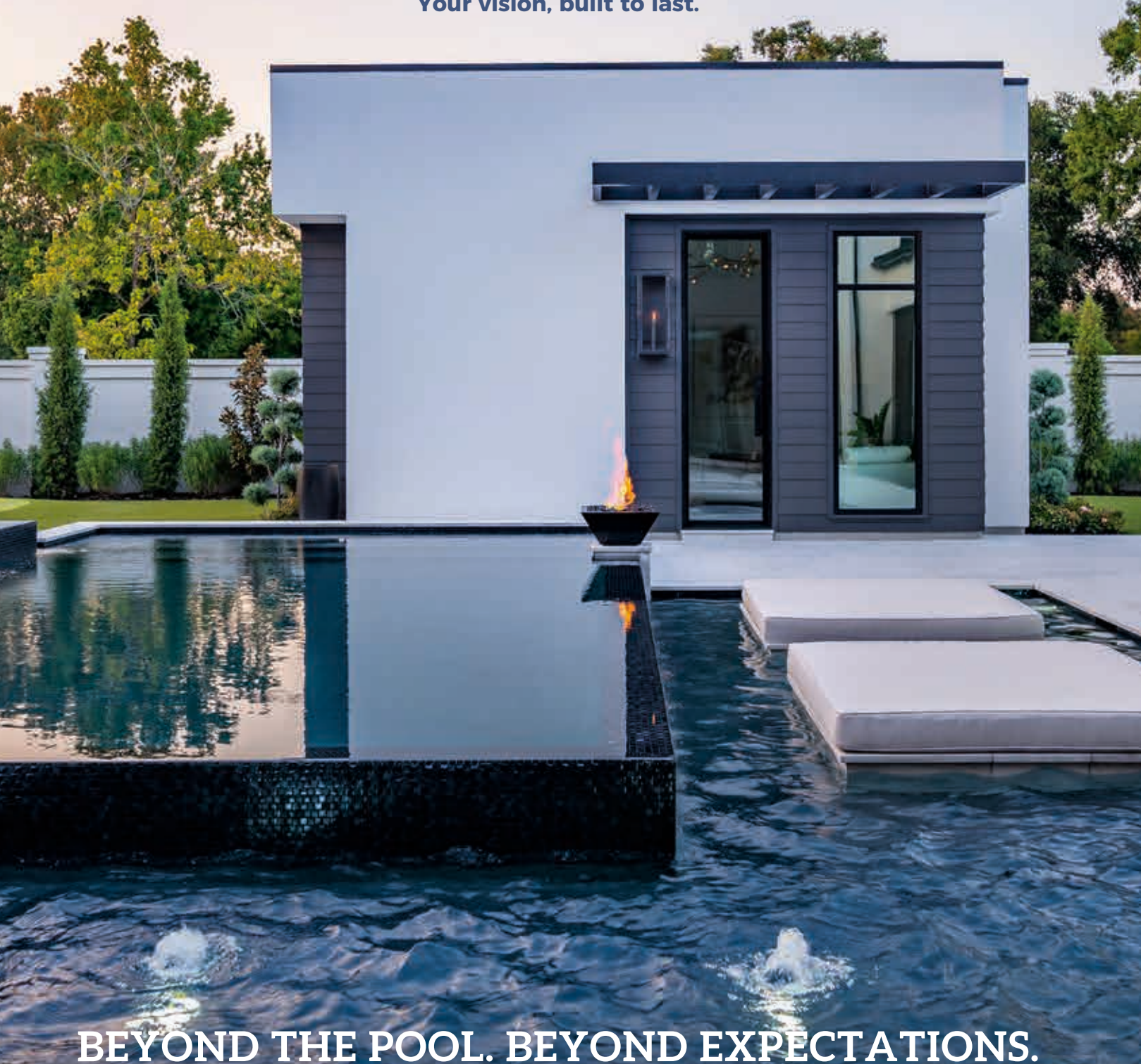
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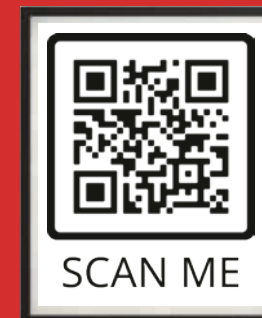
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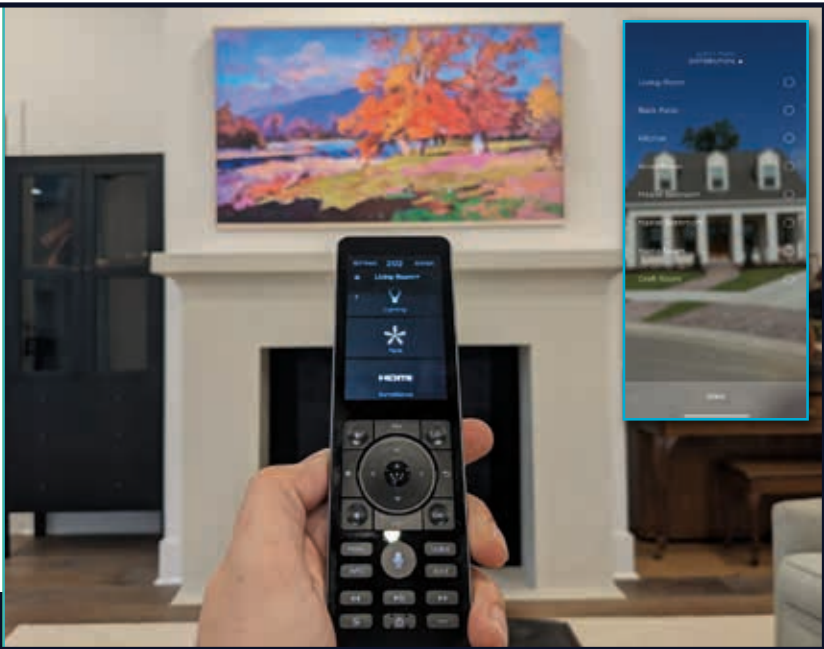


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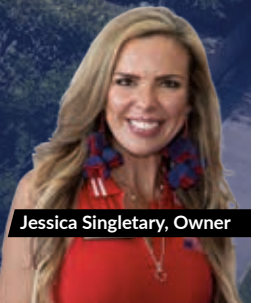
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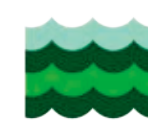


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2025**

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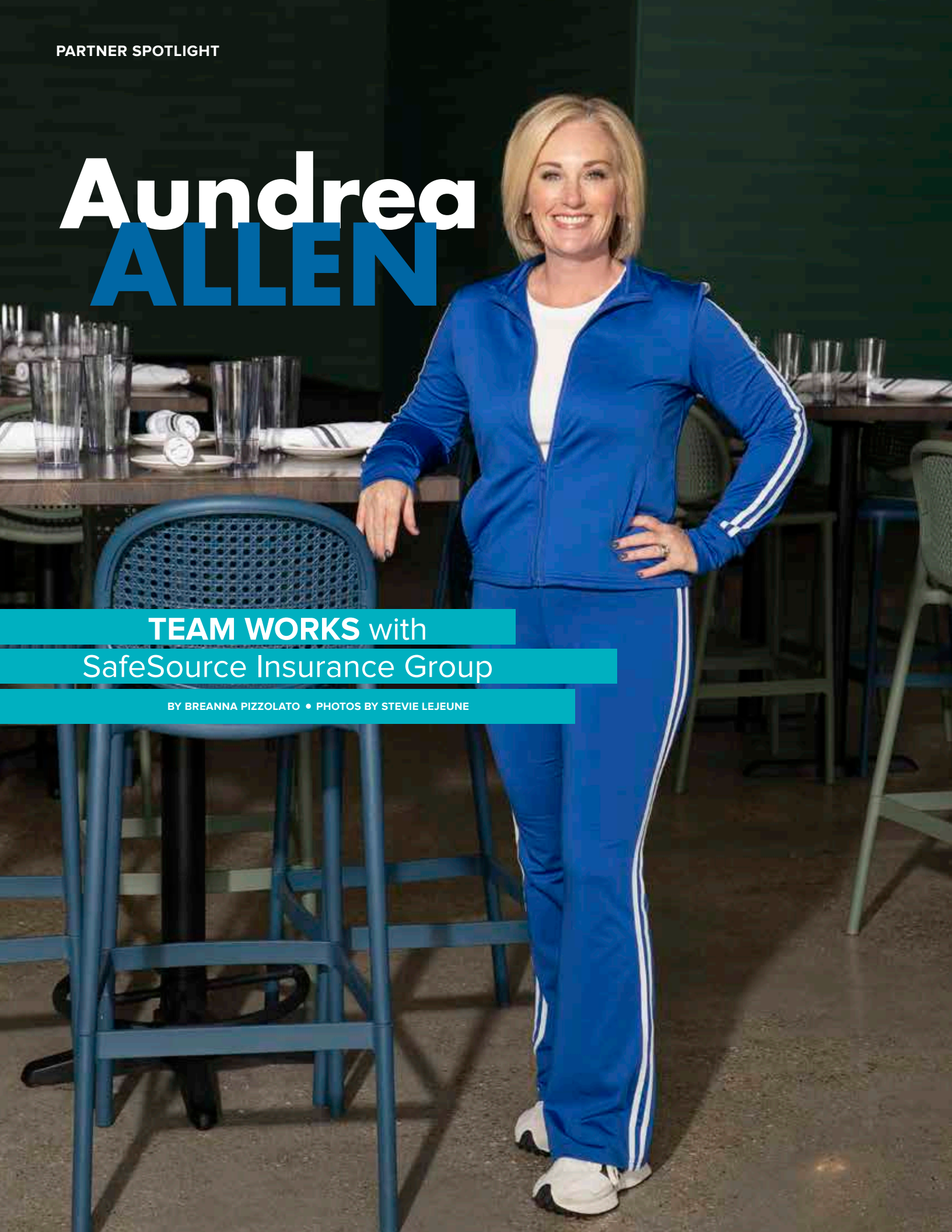
\$8,275,000

**AVERAGE
SALES VOLUME
PER AGENT**



*estimated totals based on residential volume

Aundrea ALLEN



TEAM WORKS with SafeSource Insurance Group

BY BREANNA PIZZOLATO • PHOTOS BY STEVIE LEJEUNE

For Aundrea Allen, energy and connection go hand in hand. Over her fourteen years with SafeSource Insurance Group, she has cultivated a workplace built on trust, collaboration and a rhythm that reflects her own spirited nature. Navigating Louisiana’s uniquely challenging insurance landscape requires a leader who embraces chaos, adapts quickly and finds opportunity in constant change. A reality Aundrea leans into wholeheartedly. “I wouldn’t want it to be stagnant, that would drive me crazy. Let’s be honest—I like crazy,” she laughs. “Crazy feeds my soul.”

The Hard Way

Aundrea entered the industry when her son was an infant, embracing both her career and motherhood with adaptability, resilience and a knack for making even the most challenging moments feel manageable. More than a decade later, these traits are hallmarks of her leadership.

Her tenure, along with the remarkable longevity of her team,

reflects a level of stability that is increasingly unusual in Louisiana’s insurance industry. The agency’s most tenured team member, Leon, has been with SafeSource for eleven years. That steadiness is intentional.

Aundrea builds her team around personality and purpose rather than resumes. Each member is self-driven, compassionate and naturally inclined to put people first, a combination she

believes best equips her team to help others navigate complex and often emotionally charged decisions. “To be truly successful in this industry, you have to have an innate desire to do more and help people. And thankfully, everybody that we have at SafeSource has that,” she says.

While the work can be intense, the culture remains grounded in connection. SafeSource is a fully in-office team, a structure Aundrea considers essential to their success. By working side by side each day, team members naturally pop into one another’s offices to talk through questions, troubleshoot challenges and workshop ideas in real time. Those spontaneous conversations often lead to more creative, thoughtful solutions for clients. The result is an environment where collaboration is constant and the quality of service reflects the strength of the team behind it.



The team’s annual summer weekend at False River reinforces that sense of camaraderie that carries into the office. The result is an environment where people stay, support one another and perform at a high level. “We work hard, but doggone it, we play hard, too,” Aundrea says. “I love hard, I pray hard, I play hard. I do everything hard. Because if we’re not, what are we doing here?”

Boots on the Ground
SafeSource serves clients across Louisiana, grounding its work in an

understanding of the distinct risks facing communities from Greater Baton Rouge to Lafayette. With Aundrea’s sister, Renee Hess, recently expanding the agency’s footprint in Lafayette, SafeSource is reinforcing its commitment to knowledgeable, on-the-ground representation, an approach Aundrea envisions extending into North Louisiana in the near future.

Insurance looks different in each corner of the state because culture, geography, economic patterns and the

realities of local weather shape risk and requirements. “Knowing a market means knowing what is important to the folks that live and work and thrive in that area,” Aundrea says. That depth of understanding is reinforced by her seasoned team, whose expertise has helped position Aundrea as an influential presence in industry organizations such as the Greater Baton Rouge Mortgage Lenders Association and the Louisiana Mortgage Bankers Association. Her experience and perspective have also made her a strong

“**TO BE TRULY SUCCESSFUL** in this industry, you have to have an innate desire to do more and help people. And thankfully, everybody that we have at **SafeSource** has that.



voice at the Louisiana Capitol, where she continues to advocate for meaningful progress in the state’s rapidly evolving insurance landscape.

In recent years, she has offered testimony at the Capitol on reforms aimed at stabilizing Louisiana’s strained insurance market. While progress is underway and the new insurance commissioner has brought cautious optimism, she notes that meaningful recovery takes time. “Just like everything else, there’s no magic wand, and things can’t turn on a dime,” she says. “But I am seeing it improve.”

This combination of advocacy, education, and relationship-oriented service reflects her belief that all Louisianans deserve access to strong, reliable insurance options. In a state

where storms and major losses are inevitable, SafeSource strives to equip clients with protection that allows them to rebuild and recover.

“In all of these different pieces, it helps me feel like I’m part of something bigger—a bigger goal, a bigger push to make sure people have good insurance and can rebuild when something happens,” she says. “I want to know I’ve done right by my clients, my neighbors and myself. I want to help the industry be able to respond positively when those situations come, because they *will* come.”

For real estate agents and industry partners, SafeSource offers a consultative approach rooted in clear communication and practical guidance. “We’re a true partner,”

Aundrea says. “Insurance can feel like a foreign language for a lot of people, but it doesn’t have to. I may not know real estate or plumbing—there are plenty of things I don’t know—but I know who to call. And that’s the role we want to fill for our Realtor partners.”

In an industry full of unknowns, SafeSource remains the steady, knowledgeable partner that clients and colleagues can rely on when it matters most. As a leader, Aundrea brings that same commitment beyond the office, lending her voice at the Capitol and within industry associations to advocate for the people and communities she serves. Because doing it the hard way isn’t a burden for Aundrea and her team, it’s the standard.



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Kristen Lizana

HOW&WHY

With degrees in Sociology and Psychology, Kristen Lizana's foundation was rooted in understanding people long before contracts and negotiations entered the picture.

BY LAKEN FOISIE
PHOTOS BY RANDY CRAWFORD

Since earning her real estate license in June 2017, Kristen has built a reputation for tenacity, heart and an unwavering commitment to her clients at Keller Williams Realty First Choice.

Before entering the industry, Lizana spent six years as a Mentoring Director with the Big Buddy Program. "My path to selling real estate was anything but traditional."

Kristen has been a multimillion-dollar producer, a capper and a Top 20% and Top 100 agent in Ascension Parish. Her peers have also taken notice, honoring her over the years with accolades including runner-up for Rookie of the Year and the Mo Anderson Award, the Shepherd Award, Best Bromance and most recently, a Top 10 individual agent ranking and Late Night Negotiator distinction in 2024. She also served on the Agent Leadership Council from 2020 to 2023.

Her brokerage recently highlighted her 2025 stats, sharing that her numbers were up in closed units, closed volume, listings sold and her GCI was up by 73%. Along with these impressive numbers they shared:

"From the moment Kristen got licensed, she came in with intention. What makes Kristen



special goes far beyond the numbers. She's all about creating joy, building relationships, showing up for her clients, and taking care of business with both excellence and personality. We're so proud of you!"

Present & Available

Even though the list of accolades is long, Kristen will tell you that her success is measured less by awards and more by availability. She prides herself on being present for her clients at all hours and in all places. She is known, she said, as the agent who will stay up all night finding solutions or take calls from a soccer field in Houston to keep a transaction moving. "I always come from contribution and figure out every possible solution before presenting anything to my client," she said. "If there's a will, there's a way." Working closely with trusted vendors allows her to exhaust every option, reinforcing her goal of being the person clients can call before, during and long after the transaction ends. She summed it up with a phrase that has become part of her brand: "I'm THAT Realtor. Real-estating with Kristen is always an adventure that ends in family."

Outside of her business, Kristen remains deeply involved in service and leadership. She started and ran a pitbull rescue, The Pit Stop Rescue, from 2012-2019, has served on the board of Safety Place Child Safety and Injury Prevention Program since 2017, is a member of BNI Ascension Producers and has been active in her neighborhood homeowners association since 2020, serving as president since 2023. She also credits Keller Williams' training culture for keeping her energized, pointing to programs like BOLD, Family Reunion and Mega Camp as constant sources of motivation.

Kristen Lizana practices what she preaches and what she teaches. Since 2018, she has been involved in her office teaching multiple classes. She built a class called Crash Course which encouraged aspiring agents to prepare with intention for their real estate exam. Her success rate for this class was extremely high. She often shares her



own timeline as proof of what focus can accomplish, completing school, testing and passing within the same month. "It can be done," she said. "You just need to want it bad enough." She added, "Dig deep and find your Why."

Her Why

Kristen is quick to tell you her Why is her son, Liam. "He's the sweetest, most adorable 12-year-old I know, my entire world, and brightens up every room he walks into." As attentive as Kristen is to her business and her clients, she has intentionally mastered the art of also

being present for Liam and supporting him on and off the field. "He plays soccer for two different teams. If we are not at the local field, we are on the road traveling for his Elite games."

She added, "I love to spoil my baby, but he's not the only one spoiled." Kristen's boyfriend, Lucas LeBlanc, has two daughters, Mila (14) and Minka (10). "They are the newest addition to my reason for working so hard." A fun fact, Lucas was also her boyfriend in the 3rd grade. "We have known each other a very long time and that makes

this relationship even that much more special," she said. "He really is my best friend." Family and time with them is everything to Kristen. "We love vacations and we are no strangers to the beach and Disney!" She added with a laugh, "Afterall, the real estate gods work their best magic when a Realtor is on vacation."

Every Sunday, all 5 of them meet her cousin and her family of six, along with her aunt, at Healing Place Church. "Going to church on Sundays

is something we all love to do and I am absolutely obsessed with how my family loves the Lord as I do!" She added, "Watching these kids worship the Lord is just breathtaking in my opinion."

The most defining moments of Kristen Lizana's life are the ones few people know about.

She shared that perspective while speaking at an Empowering Women event in 2024, when she was given five minutes to summarize 41 years of life and thought, with a laugh, how impossible that task felt. "Most people see only the smile, the bubbly personality and the humor I bring into every room," she shared. "I prefer it that way."

Behind her contagious joy and energy is a resilience forged through unimaginable loss. In 2023, Kristen was diagnosed with invasive cervical cancer and found herself questioning 'why' repeatedly. A message she heard at church shifted her mindset: "Someone behind you needs YOUR breakthrough."

Taking those words with her, Kristen underwent surgery, followed by unexpected complications that kept her hospitalized longer than planned. "During this time, my mom was in town to take care of her little girl." The shock of what happened next greatly added to the pain of Kristen's recovery. "Saturday, she was by my side...Sunday morning, she had unexpectedly passed away." Grieving her mother while battling cancer felt overwhelming, and Kristen admits she believed her happiness might never return.

Joy did return and she enthusiastically shared how. "Liam...that face! That was my HOW!"

What emerged from what she considers the most difficult year of her life was a truth and testimony she now carries with her daily. "It is not that God will never give us more than WE can handle, but that He will never give us more than HE can handle, because our journeys are not our battles. They are God's, and peace comes when we give them back to Him."



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Baton Rouge Real Producers • 27

BY LAKEN
FOISIE
PHOTOS
BY STEVIE
LEJEUNE

When Amanda Allen of Craft Realty earned her REALTOR license in 2015, it was meant to be a side credential, something she would use occasionally while working in her family's business.

"Real estate was simply an add-on," Amanda said. "It was something to have in my back pocket." Intentionally or not, real estate grew into a full-time profession that now defines her daily life and a personal mission centered on educating and guiding others.

Dedicated to learning, adapting and staying rooted in the values that shape her work, Amanda shares how her years prior to real estate were an investment that aids her career. "I helped my dad in his construction business until the 2007–2008 housing market crash. After that shift, I returned to full-time work." She continued, "In 2015, I rejoined the construction world, but this time in a new business model that included both my husband and my father in a different construction company, Skilled Contractors." It was during this time she began pursuing real estate.

Built For This

Growing up around construction and watching her father work as a frame carpenter, shaped Amanda's eye for detail. "My upbringing built an instinctive

understanding of how homes come together. I thrive in the new construction sector," she said, noting that she enjoys teaching buyers what to look for, how the process flows and how to evaluate workmanship regardless of the builder. Her background, she believes, gives her a perspective that many agents cannot offer, and she uses that experience to empower clients who might otherwise feel overwhelmed. Amanda's passion is most evident when she works with first-time buyers. "Helping people enter homeownership for the first time is what I find most fulfilling." Amanda loves explaining the pieces of the process that may feel complicated or intimidating. "I walk alongside them and teach them the ins and outs of the homeownership world."

This year, the challenge has been that buyers are harder to find. With interest rates and market conditions reshaping the landscape, she has shifted naturally into a listing heavy mode. Even so, she continues to keep relationships at the center of her business and remains focused

on connecting with those who need guidance. Recognition has followed her consistency. Earlier in her career, she earned awards at Keller Williams, and recently she was named Top Producer for the month of September at Craft Realty. She describes those honors with humility, noting them briefly but turning the conversation back to the clients who motivate her.

Embrace The Unexpected

What sets her apart, she believes, is not just her construction knowledge, but resilience learned through trial and error. She encourages new agents to expect mistakes, embrace them and understand that success in real estate rarely comes without a few stumbles. "Failure is what helped me learn quickly what to do and what not to do," she said. She also stresses the unpredictable swings of the industry and the financial discipline required to endure them. Real estate, she said, is a "very bipolar industry" where agents must be prepared for both the surges and the slow seasons. The agents who survive are the ones who can manage their income wisely and stay steady

“

KEEP GOD IN THE CENTER OF EVERYTHING YOU DO, and this career will be the best way to serve others in your life.”

Amanda
Allen

during the toughest stretches. Because of those realities, she offers strong guidance to anyone considering a real estate profession. “Do not quit your full-time job immediately,” she said. “Instead, transition gradually and protect your financial stability as you learn the business.” She added that family support is essential early on since the career demands long hours and sacrifices until new agents build confidence and efficiency. “Make sure your family is all in to support you,” she said, adding that it takes time to “get your sea legs in the business.”

Centered And Serving

Her philosophy extends beyond business practices. Amanda believes strongly in keeping faith at the center of every decision, saying that real estate provides a unique opportunity to serve others. “Keep God in the center of everything you do, and this career will be the best way to serve others in your life,” she said. She applies the same intention to her personal growth, turning to resources that help her refine her skills and mindset. She points to Tom Ferry as an excellent real estate teacher with a large following. She also recently read

“Ninja Selling” by Larry Kendall, a book she enjoyed because, as she explained, it is “not about selling at all.” She appreciated the focus on relationships over transactions, an approach that aligns with how she structures her own business.

Amanda remains dedicated to learning, adapting and staying rooted in the values that shape her work. Real estate may have started as something she pursued on the side, but she now sees it as a vessel for helping people make one of the most important decisions of their lives.



“
*HELPING PEOPLE ENTER
HOMEOWNERSHIP for the first
time is what I find most fulfilling.*”

Ashley Vuci

With more than 18 years of experience, Ashley Vuci has witnessed the industry shift through market cycles, changing technology and evolving consumer expectations. Through it all, she has remained a consistent top producer by staying grounded in service, organization and relationships. “I have a genuine love for people.”

BY LAKEN FOISIE
PHOTOS BY STEVIE
LEJEUNE

partnered with a transaction coordinator. “I will continue to refine my systems, and I know what works best for me.” She added, “I am currently looking for a new assistant.”

Ashley entered real estate with a strong foundation in marketing and media. Before becoming a Realtor, she served as marketing director for a local medical laboratory and as an account executive at *InRegister Magazine*. Those roles sharpened her communication skills and business instincts, but it was a familiar influence that ultimately steered her toward real estate. “My mom, of course,” Ashley said, referencing Frankie LaBorde, a long-time respected figure in the Baton Rouge real estate community. That early mentorship not only introduced her to the profession but also instilled values that continue to guide her work today.

Speaking Of Values

Gratitude is a recurring theme in her story. She speaks warmly of her colleagues, affiliates and clients, and credits her mother as both mentor and inspiration. “I’m so thankful for my mom,” Ashley said. “She truly is a legend.”

Ashley has elected to work her business as an individual agent; a structure she says best suits her personality and approach. Ashley shared that she has explored different models, “I tried starting a team, but it wasn’t for me.” She shared that at one point she worked with a licensed assistant and later

Her ability to evolve without losing focus has helped her earn consistent recognition throughout her career. Ashley has received top production awards for many years as CJ Brown became Latter & Blum and is now Compass. Ashley was also recognized as a 40 Under 40 for *Baton Rouge Real Producers’* special edition in 2022. While accolades are meaningful, she says the most rewarding moments are rooted in client experiences rather than numbers. “The most fulfilling part about being a Realtor is witnessing and sharing in the excitement from buyers and sellers when they successfully purchase their dream home or complete the sale of a property.” She continued, “I absolutely love seeing those big smiles and making new friends.”

That emotional connection is often paired with results that wow her clients. She says it is especially meaningful when buyers or sellers realize what is possible through collaboration, strategy and attention to detail. “I think sometimes clients are surprised to see what we can make happen together,” she said.

“I believe my success in this field stems from a blend of precision and creativity,” Ashley said. From the physical attributes of a property to the nuances of contracts and

paperwork, Ashley is well known for her attention to detail, while also bringing a design-forward perspective that helps clients envision potential. “I love design and helping clients see how they can transform a space and make a home their own,” she said. “I like to see no stone unturned.”

Good Advice

Her approach balances professionalism with personality, and she describes herself as creative and fun. “I am someone who believes hard work and enjoyment are not mutually exclusive. I think we can have fun while being professional and making big things happen,” she said. “If you know me, you know.”

That philosophy extends to how she advises newer agents entering the business. Organization, she says, is non-negotiable. “Get very organized from day one and stay organized,” Ashley

stated with a learned confidence, “Find a system you love, not just one that someone else likes, and use it.”

She also encourages agents to stay connected to their brokerage and peers, emphasizing the value of shared knowledge. “Go into the office a lot and get advice from those around you,” she said. “Whether they’ve been in the business a long time or they’re just really techy or a go-getter, you can learn from everyone.”

Equally important, she says, is maintaining balance. Ashley is intentional about prioritizing her health and relationships, viewing self-care as a professional necessity rather than a luxury. “Stay healthy and schedule time for yourself,” she said. “I get a monthly massage. I work out three to four times a week, and I make sure to plan dates with my husband, have fun with my kids, and spend time with friends.”



“The most fulfilling part about being a Realtor is witnessing and sharing in the excitement from buyers and sellers when they successfully purchase their dream home or complete the sale of a property.”



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I’m so thankful
for my mom. She
truly is a legend.”

Ashley and her mother,
Frankie LaBorde were
featured in the May 2022
Mother’s Day issue



She further advises agents to protect family time, avoid chronic overworking and develop strong listening skills. “Learn to say no and be an amazing listener.”

Beyond Her Business

Ashley has remained deeply involved in the Baton Rouge community. She is active with St. Aloysius Church and School and spent many years as a member of the Junior League of Baton Rouge, where she served on the Hollydays committee, along with other local non-profit and professional organizations like SME and BNI.

Her leadership also extends to the Greater Baton Rouge Association of Realtors, where she chaired the community funding committee, served on multiple other committees and completed three terms on the board of directors.

Those experiences, she says, have reinforced the importance of service and professional engagement. She credits real estate coaching, professional designations and continuing education for helping her stay sharp. “I’ve found that being a CRS and having other designations has helped me excel in my career

and stay motivated,” she said. She also encourages agents to take advantage of local board events and visiting speakers. “There are so many great opportunities out there,” she said.

She emphasizes the psychological demands of the profession and the importance of humility. “Be prepared to learn a lot and always be humble,” she said. “Never think you can stop learning. The industry is always evolving.”

Despite the challenges Ashley Vuci and many other agents have faced over the past 18 years, she remains enthusiastic about this profession. “I love this career. We get to wear so many hats, and we get to help others. It’s challenging, but if you like to be challenged like me, it’s fun. You’ll never be bored.”

As she looks ahead, Ashley remains focused on what has sustained her for nearly two decades: serving clients with care, staying curious and supporting others along the way.

“Life is short,” she said. “I just want to support one another while still representing our clients the best we can. Balance is my word for 2026.”



FB Title Solutions

CHARLES

BLAIZE, JR.

For attorney Charles Blaize, Jr., solutions have always meant more than checking a box. Finding solutions is the thread that ties together his work as an attorney, his role as a leader, and his commitment to his family and community.

After more than twenty-five years practicing law, beginning with oil, gas and mineral title work, he has built a career defined by meticulous expertise and a steady, solution-minded approach. Since founding FB Title Solutions in 2017, he has applied decades of experience to solving and even litigating complex commercial and residential title issues.

“We call it Title Solutions because that’s exactly what we do. Oil and gas companies tell you where they want to drill, and our job is to get the title to a place where the business risks are acceptable,” Blaize explains. “The same mindset applies here. We solve the hard title issues. I’ve been doing that work my entire career, and applying it to commercial and residential real estate since 2017.”

As the practice grew, Blaize saw that many clients needed support in areas that extended beyond property and title. He acquired the Louisiana Family Law Firm to bring together Fondren Blaize and a team whose work aligned with his own service-minded philosophy. By combining business, real estate, mineral, and family law under one roof, he offers clients a place where overlapping legal needs are handled with clarity, coordination and care.

A Personal Mission

The problem-solving mindset that defines Blaize’s work also shapes his approach to responsibility beyond the

office, from family commitments to community service. When his youngest daughter, Avery, was diagnosed with advanced autism, he and his wife, Marci, began navigating the complexities of long-term planning, therapies and government benefits. He discovered the only way to secure the full range of support Avery would need in life was to establish a special needs trust. Untangling the complex legal process on her behalf inspired him to make this work more accessible to other local families. Today, he regularly helps create special needs trusts at a reduced cost and serves as legal counsel to several autism-related nonprofit organizations.

His advocacy deepened through the Bloom program, where Avery received early therapy and support. There, he and Marci connected with other families facing similar challenges and became involved in the early development of The Emerge Center. Charles was among the program’s initial school board members, helping shape its mission to prepare children with autism for successful entry into the East Baton Rouge Parish school system. Although Avery aged out before the program fully developed, he and Marci have remained committed to supporting the nonprofit and its work.

Today, his involvement continues to reflect where Avery is in her journey. “I follow my daughter. Wherever she is, that’s where I’m going to be involved,” he says. Right now, that’s the SWORD program (Strong, Warriors, Of Resilience and Determination) at St. Michael’s, which offers services, resources and support for individuals with autism, including therapies, community events, education and training.

BY BREANNA PIZZOLATO • PHOTOS BY STEVIE LEJEUNE



“
My job is to communicate
with a soft hand, temper
expectations, and still fight for
people like a gladiator within
the bounds of ethics.”

That same sense of responsibility and generosity extends throughout the family. Marci is an Assistant Federal Public Defender and has volunteered with CASA, the REACH program, the Emerge Foundation, and the Junior League. Together, they have built a family culture centered on service and advocacy, a foundation they’ve instilled in their daughters, Abby and Avery.

In Your Corner

Blaize approaches every challenge with the same steady mindset: listen first, understand what’s really at stake, and help people find a way forward. Whether he’s creating special needs trusts, supporting autism-focused nonprofits, or untangling complex title issues, he sees his role as being a calm, reliable presence in moments that often feel overwhelming. “It’s never a zero-sum game,” he says. “My job is to communicate with a soft hand, temper expectations, and still fight for people like a gladiator within the bounds of ethics.”

That belief in being a resource for answers and institutional knowledge shapes how he leads both his practice and his team. He expects excellence, but he also expects care. “One ‘aw shucks’ takes away a hundred ‘atta-boys,’” he often says, a reminder of the standard he sets and the pride he takes in a team that understands the importance of getting it right the first time.

For Blaize, problem-solving isn’t just a professional skill. It’s how he engages with the world. “Title is either insurable or it isn’t,” he says. “The work lies in figuring out how to get it there.” That same approach—practical, patient and deeply human—defines his work and his relationships.

“I want people to feel like they can always call and ask a question, even if I’m not handling the closing,” he says. “My goal is to be an advocate and a resource when things get complicated. We see ourselves as true partners to real estate agents and to the broader Real Producers community, and that means helping however we can.”

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