

MEMPHIS

FEBRUARY 2026

# REAL PRODUCERS<sup>®</sup>

Austin  
& Ashlyn  
Randall



BROKER  
SPOTLIGHT  
**ANTHONY MANNIE**

STAR ON THE RISE  
**LEIGH LAMB**

VENUE SPOTLIGHT  
**PERCH 74 BISTRO**

ASK THE EXPERT  
**BEN CUNNINGHAM**  
**WITH CUTCO**  
**CLOSING GIFTS**

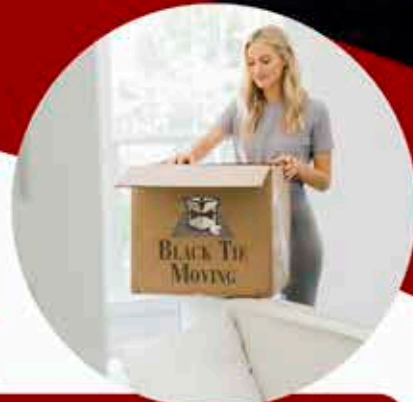
CONNECTING. ELEVATING. INSPIRING.



# STRESS FREE MOVING SOLUTIONS

IN MEMPHIS, TN

Over the years, Black Tie Moving has built a reputation for excellence within the industry by providing exceptional moving services to customers in cities across the United States.



## WHY BLACK TIE?

### OUR TEAM

Our movers are background checked and clean cut, providing you with the utmost professionalism while in your home.

### LICENSED AND INSURED

We are licensed and insured to cover any accidents that may happen during your move.

### TRUSTED

We are a trusted moving company that has worked with many celebrities and rock stars just like you!

AGENT ADVANTAGE PROGRAM

 **SIGN UP**
 **REFER CLIENTS**
 **EARN MONEY!**

[www.blacktiemoving.com/VIP](http://www.blacktiemoving.com/VIP)

## Your local trusted home loan professionals

Closing loans since 1960



Shelley Dunn | Branch Manager

901.870.1107

[guildmortgage.com/shelleydunn](http://guildmortgage.com/shelleydunn)



7145 Swinnea Rd | Suite 1  
Southaven, MS 38671



**Guild**  
mortgage  
OWN WHAT MATTERS

NMLS ID #185241; I am authorized to do business in the states of Alabama, Arkansas, Florida, Mississippi and Tennessee. Licensed by the Mississippi Department of Banking and Consumer Finance; Guild Mortgage Company; Equal Housing Opportunity. NMLS #3274 [nmlsconsumersaccess.org](http://nmlsconsumersaccess.org); for more licensing info: [guildmortgage.com/licensing](http://guildmortgage.com/licensing).





### Emily Daniel

Chattanooga -  
There's a new home warranty in town! Achosa lets homeowners work with any service provider, and pays them on the same day! We prioritize getting repairs done FAST!


615-806-3456  
[emilyd@achosahw.com](mailto:emilyd@achosahw.com)  
[www.achosahw.com](http://www.achosahw.com)



Specializing in Pool  
Inspections, Maintenance,  
Building, and Repair.

Call us Today at (901)590-6799  
or E-mail us at [service@duvallpool.com](mailto:service@duvallpool.com)





# Contents

## PROFILES



**18** Leigh Lamb



**24** Anthony Mannie

## IN THIS ISSUE

- 6** Preferred Partners
- 8** Meet the Team
- 10** Publisher's Note
- 12** Ask the Expert: Ben Cunningham with Cutco Closing Gifts
- 16** Venue Spotlight: Perch 74 Bistro
- 18** Star on the Rise: Leigh Lamb
- 24** Broker Spotlight: Anthony Mannie
- 32** Power Couple: Austin & Ashlyn Randall



**32** Austin & Ashlyn Randall  
COVER STORY

If you are interested in nominating people for certain stories, please email us at: [jeff.white@n2co.com](mailto:jeff.white@n2co.com)



**THERE'S STRENGTH IN A NAME.**



**JOHN BRAWNER**  
Market Leader | Manager | NMLS#218829

Direct: 901.832.5519 | Efax: 901.389.4190  
[john.brawner@dlsmortgage.com](mailto:john.brawner@dlsmortgage.com)  
1255 Lynfield Rd, Suite 141 | Memphis, Tennessee 38119

**DIRECT**  
LENDING SOLUTIONS  
A Division of American Pacific Mortgage Company  
NMLS 1850



Copyright © 2025 American Pacific Mortgage Corporation and Direct Lending Solutions. Licensed by the Dept. of Financial Protection and Innovation under the CRMLA. CA-DRE #01215943; Massachusetts Mortgage Broker License MC 1850/LS 1850; AZ BK 0906702. Licensed by the NJ Department of Banking and Insurance. Rhode Island Licensed Lender. For Licensing Information, go to NMLS Consumer Access, NMLS#1850. Branch NMLS 2730898



NATIONAL PROPERTY INSPECTIONS  
Service • Premier Inspection Service

## NATIONAL PROPERTY INSPECTIONS

WE ARE NORTH AMERICA'S PREMIER INSPECTION SERVICE



MENTION THIS AD TO GET YOUR CLIENTS **\$25 OFF** A BUYER'S INSPECTION

[npiweb.com/nwms](http://npiweb.com/nwms) • 901-497-0943 • [nwms@npiinspect.com](mailto:nwms@npiinspect.com)  [@npinorthernmississippi.com](https://www.facebook.com/npinorthernmississippi)



# Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

### CLOSING - TITLE & ESCROW

**EDCO Title & Closing Co**  
**Ty Harris**  
(901) 596-5276

**Guardian Title, LLC**  
**Jason Lashlee**  
(662) 262-1800

**Harkavy McDaniel Kaplan & Salomon, P.C.**  
**Jeremiah McGuire**  
(901) 494-1622

**Hodges Law Firm, PLLC**  
**Rees Hodges**  
(901) 238-8960

**Home Surety Title & Escrow, LLC**  
**Jeff McEvoy**  
(901) 737-2100

**Medlock Title & Escrow, LLC**  
**Sophie Anderson**  
(901) 436-1414  
www.medlocktile.com

**Quality Title Group**  
(901) 249-4787  
qualitytitlepro.com

**Sure Title Company**  
**Carrie Lacher**  
(901) 558-6299

**CLOSING GIFTS**  
**Cutco Closing Gifts**  
**Ben Cunningham**  
(318) 364-7046

**COMMUNITY DEVELOPMENT**  
**Tipton County Community Development Counsel**  
(901) 313-9024

**CONTRACTOR/ROOFER**  
**Kreunen Construction & Restoration, LLC**  
(662) 895-6025

**ELECTRICIAN**  
**Quality Electric TN, LLC**  
(901) 651-8154  
qualityelectrictn.com

**FLOORING - HARDWOOD**  
**Bonafide Flooring Solutions, Inc.**  
**Daniel Gardeazabal**  
(901) 331-8809

**HOME INSPECTION**  
**Midsouth Inspections**  
**Ed Haaga**  
(901) 628-7316

**National Property Inspection**  
**Derek Groves**  
(901) 497-0943

**HOME PROTECTION**  
**Frase Protection**  
www.fraseprotection.com

**HOME STAGING**  
**Set the Stage**  
**Bluff City East**  
**Janel Heinz**  
(901) 799-8504  
bce.wesetthestage.com

**HOME WARRANTY**  
**Achosa Home Warranty**  
**Emily Daniel**  
(615) 806-3456

**First American Home Warranty**  
**Seth Lacher**  
(901) 282-6273

**HVAC SERVICES**  
**Lyons HVAC**  
(901) 552-7739

**INSURANCE - MISSISSIPPI**  
**Alfa Insurance**  
(662) 893-0928  
www.alfainsurance.com/  
alleyejlali

**INSURANCE: AUTO/HOME/LIFE**  
**Lovelace Allstate Insurance**  
**Rod Lovelace**  
(901) 853-5442

**IRRIGATION/SPRINKLERS**  
**Tri-State Irrigation, Inc**  
**Matt Finney**  
(901) 753-7667  
www.wedosprinklers.net

**JUNK REMOVAL / DEMOLITION**  
**Clean City LLC**  
(901) 585-7032

**MORTGAGE LENDER**  
**Community Bank**  
(769) 777-6092  
Communitybank.net

**Direct Lending Solutions**  
**John Brawner**  
(901) 832-5519

**First Citizens National Bank**  
**Bob Zacher**  
(901) 489-1217

**First Horizon Mortgage**  
**Maggie Rockett**  
(662) 549-1024

**Guild Mortgage**  
**Shelley Dunn**  
(901) 870-1107  
www.shelleydunn.com

**Mortgage Investors Group**  
(901) 761-6910  
www.MIGMemphis.com

**Orion Financial Credit Union**  
**Rachel Campbell**  
(901) 830-9719

**Premier Mortgage Resources**  
**Michael Weigert**  
(901) 734-8080  
www.pmrloans.com/  
loan-officer/becca-rupe/

**Renasant Bank**  
**Becca Rupe**  
(901) 647-0230  
www.renasantbank.com

**Supreme Lending**  
**Ashley Koon**  
(901) 277-7982

**MOVING & RELOCATION SPECIALIST**  
**Black Tie Moving**  
**Scott Caulk**  
(901) 218-5358

**MOVING & STORAGE**  
**Big League Movers**  
(901) 881-5581

**PHOTOGRAPHER | REAL ESTATE MEDIA**  
**Lensman Real Estate Photography**  
**Michael Berry**  
(972) 814-1937

**PHOTOGRAPHY/REAL ESTATE**  
**Coco Productions**  
(901) 831-2282

**Pic This House**  
**Keenan Greer**  
(901) 230-7733

**POOL BUILDER/ POOL & SPA SERVICES**  
**Duval Pool and Leak Detection**  
(901) 590-6799  
duvallpools.com

**PROPERTY MGT & CASH HOME BUYER/INVESTOR**  
**Foundation Property Management, LLC**  
**James Wachob**  
(901) 633-2331  
ibuyyourhouse.com

**REAL ESTATE & PORTRAIT PHOTOGRAPHY**  
**Elizabeth Looney Photography**  
(901) 569-0808  
elizabethlooney.com

**REAL ESTATE SERVICES**  
**Realtracs**  
**Emily Daniel**  
(615) 806-3456

**RENOVATIONS/ REMODELING**  
**901Upgrade, LLC**  
**Gage Morefield**  
(901) 651-7346

**ROOFING & ROOF REPAIR**  
**Reborn Roofing LLC**  
(901) 463-2200  
roofmaxx.us/e-memphis-TN



Only 9% of people can name their Realtor after 6 years. Put a system in place today to brand your name with clients forever!

*Brand yourself with an item of value*

## GIVE CUTCO!

- Never Consumed / Used Daily, Forever
- High Quality & Guaranteed Forever
- Engraved with your info
- 100% Tax Deductible as Marketing
- Increase top of Mind & Client Retention

Please call me today to set up a zoom gift consult and get a FREE piece of Cutco



Contact Ben to get your Gift System in Place

(318) 364-7046  
Ben@thegratusgroup.com  
MyCutcoRep.com/BenCunningham



**DON'T LET MAYHEM WRECK YOUR CLOSING. GIVE OUR TEAM A CALL!**



**Lovelace Agency** 1114 Poplar View Ln N | Collierville, TN 38017 | 901.203.0043 | RodLovelace@Allstate.com

INSURING YOUR TOMORROW, TODAY.



## Unlock new possibilities!

Whether you're purchasing your first home, downsizing or thinking of refinancing, we have a wide range of mortgage solutions available. Give me a call today to get started.



**Maggie Rockett**  
Mortgage Loan Officer  
maggie.rockett@firsthorizon.com  
(662) 549-1024  
NMLS # 1482754



All loans subject to approval, including credit approval. Some restrictions apply.  
©2025 First Horizon Bank, NMLS# 472329. Member FDIC.



## Full Concierge Service, Tailored to Fit your Hours and Needs!



**Carrie Lacher**  
Closer/Marketing Manager

901-558-6299  
carrie@suretitleco.com  
3265 W Sarazens Cir  
Memphis, TN 38125

*After-hour closings, mobile closings, and notary services available.*



Meet  
The  
Team



**Jeff White**  
Publisher



**Ashley Streight**  
Content Coordinator



**Elizabeth Looney**  
Photographer



**Michael Berry**  
Photographer



**Becky Mitchell**  
Photographer



**Caleb Nelson**  
Photographer



**Molly Cobane**  
Client Relations Specialist



**Christie Jones**  
Event Coordinator



Follow us on Facebook and Instagram so you can find out who is being featured, stay up to date on upcoming events and much more @memphisrealproducers



DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

Caleb Nelson

REAL ESTATE PHOTOGRAPHY AND  
VIDEOGRAPHY  
SOCIAL MEDIA CONTENT CREATION

Boosting your business through  
authentic social media content that  
brings value and engagement.

CONTACT INFO

901-831-2282  
bycocoproductions@gmail.com  
www.bycocoproductions.com  
@bycocoproductions



LOCAL  
HOME  
LOANS

- ✔ Fast pre-approvals
- ✔ Open communication
- ✔ Proven track record & reputation
- ✔ Competitive Pricing
- ✔ Specilized Programs to Meet Your Needs

**M MORTGAGE  
INVESTORS GROUP**  
► The right home loan

[www.MIGmemphis.com](http://www.MIGmemphis.com)

**(901) 761-6910**

1000 Brookfield Road, Suite 225 | Memphis, TN 38119

CHECK OUT WHAT OVER 3,100 CUSTOMERS SAY ON Zillow ★★★★★

Programs based on borrower qualification. Equal Housing Opportunity – MIG NMLS #34391. www.nmlsconsumeraccess.org.



WHY COMMUNITY MATTERS MORE THAN EVER

What if the true measure of success in real estate wasn't just what we built individually, but what we built together?

Real estate has always been a people-first business. Yes, it's about transactions, timelines, and negotiations—but at its core, it's about trust, relationships, and shared goals. As we look ahead to 2026, one word will guide the vision and direction of *Memphis Real Producers*: **community**. Community is not accidental. It's created intentionally—through collaboration, encouragement, and a willingness to see one another not as competitors, but as partners in a larger mission. In an industry that often celebrates individual achievement, there is something powerful about choosing connection instead.

When realtors collaborate with other realtors, the entire industry rises. Knowledge is shared. Best practices are refined. Standards are elevated. When agents support one another—across brokerages, markets, and career stages—it fosters a culture where growth is collective and success is multiplied. Collaboration doesn't diminish individual excellence; it strengthens it.

Equally important is the relationship between realtors and vendor partners. The most impactful partnerships go far beyond sponsorships or single transactions. They are built on trust, consistency, and shared

values. When vendor partners understand the heart of the real estate professional—and when realtors view vendors as strategic allies rather than service providers—true partnership begins. Together, they create better experiences for clients and stronger foundations for long-term success.

In 2026, our focus will be on creating opportunities for these relationships to deepen. Spaces where conversations matter. Environments where collaboration feels natural. Platforms where both realtors and partners are empowered to contribute, innovate, and grow together. Community isn't built through transactions alone—it's built through presence, authenticity, and shared purpose.

*Memphis Real Producers* exists to elevate the culture of real estate in our city. That culture thrives when professionals feel connected, supported, and valued—not just for their production, but for their contribution to the community around them.

As we step into the year ahead, our invitation is simple: lean in. Build relationships. Choose collaboration. Because when community leads the way, success doesn't just follow—it's shared.

Jeff White,  
Owner/Publisher



# Professional Junk Removal & Demolition Services

Residential & Commercial  
Cleanouts | Furniture & Appliance Removal  
Yard Debris Removal | Cardboard Recycling  
Interior/Outdoor Demo | Carpet & Flooring Removal

## Call/text for a Free Estimate! - 901-585-7032

## www.cleancityhauling.com

★★★★★ 5 STAR REVIEWS  
Local • Reliable & On Time  
Proper Disposal & Recycling  
License & Insured

# Why Do Homeowners LOVE Our Warranties?

Home systems and appliances don't last forever. When they break, we step in with a budget-friendly repair/replacement solution that helps homeowners save time, money, and stress.

Contact me for details.

firstamrealestate.com  
Phone Orders: 800-444-9030

©2026 First American Home Warranty Corporation. All rights reserved. FA\_AD\_SLACHER\_MRP\_2\_26

Your Local Resource  
**Seth Lacher**  
901-282-6273  
slacher@fahw.com

"My goal is to bring value to your business"

"Kreunen construction is top notch. They installed a roof for me a couple years ago in Olive Branch & they continue to stand by their product. Every person I've experienced with has been professional and has consistently demonstrated Integrity."  
- Brian Plunkett ★★★★★

Roof Replacement & Repairs  
Metal Roofing & Roof Coating Systems  
Help with Insurance Claims  
Kitchen and Bath Remodels

Over 40 Years of Experience  
Serving the TN and MS Area!

Realtor Referral Fee of \$250 for repairs or replacements over \$5,000

Call for a Free Estimate | 662-895-6025 | [insuranceroofs.com](http://insuranceroofs.com)

LICENSED IN TENNESSEE & MISSISSIPPI • RESIDENTIAL & COMMERCIAL INSPECTIONS

Midsouth Inspections, we look at **every angle** to make sure your client's investment is safe.

**ED HAAGA**  
901.628.7316



# Why Most Client Gifts Are Forgotten—and How to Fix It



By Ben Cunningham, Gift Strategist for Realtors & Lenders

In real estate and lending, relationships are everything. Yet most client gifts—despite good intentions—end up forgotten, unused, or quietly regifted.

After working with hundreds of top-producing realtors and lenders, I’ve seen a clear pattern: it’s not about spending more money it’s about gifting smarter.

The most successful professionals follow five non-negotiable principles when choosing client gifts. When applied consistently, gifting becomes a relationship-building tool instead of an expense.

**1. Best in Class Matters**

If your client wears a Rolex and receives a Fossil, that gift doesn’t feel thoughtful—it feels mismatched.

A great gift doesn’t need to cost thousands of dollars, but it must be the best in its category. Quality signals respect. The gift in any relationship is a reflection or Artifact of the relationship. If you value the relationship, your gift should reflect that. If that doesn’t land then think this, my wife and I have our 5<sup>th</sup> year wedding Anniversary coming up in March. Which gift would she appreciate more: A \$100 gift card to Lowes because we have a bathroom upstairs that needs upgrading? Or a dinner out to Ruth’s Chris. She finds a handwritten note from me and then after we go to her favorite desert spot? You know the right move

Rule of thumb: If you wouldn’t proudly keep it yourself, don’t give it to a client.

**2. Unique Always Wins**

Most clients already own multiple padfolios, extra luggage, and plenty of golf gear. Another “nice” item rarely stands out. Memorable gifts are unexpected—they spark conversation instead of blending in with everything else a client has received.

**3. Longevity Equals ROI**

Consumable gifts disappear quickly and so does the emotional impact. A gift that lasts years continues to reinforce your relationship long after closing day. It becomes a subtle, ongoing reminder of trust and professionalism. Think decades, not days.

**4. Personalization Changes Everything**

People have always valued seeing their name attached to something meaningful. It creates emotional ownership and elevates the perceived value of the gift. Personalization tells the client: “This wasn’t generic. This was made specifically for you.”



**5. A Real Estate Example**

Consider two different closing gifts:  
Agent A gives every buyer a bottle of wine and a branded cutting board with their logo. It’s appreciated—but the wine is gone in a weekend, and the cutting board often ends up in a drawer. Agent B gives a best-in-class, everyday home item something the homeowners will use weekly professionally personalized with the family name and move-in year. No agent logo. No sales message. Years later, that gift is still in use. Friends notice it. Conversations start. And when someone asks for a real estate recommendation, that agent’s name comes up naturally. Same transaction. Very different long-term impact.

**The Bottom Line**

Great gifting isn’t about checking a box after closing—it’s about reinforcing relationships, referrals, and reputation. When realtors and lenders commit to best-in-class, unique, practical, long-lasting, and personalized gifts, they stop being forgotten and start being talked about. And in a referral-driven business, that’s everything.









**FIRST CITIZENS  
NATIONAL BANK**

# BOB ZACHER

AVP & MORTGAGE LOAN ORIGINATOR

BZacher@FirstCNB.com  
901-489-1217  
NMLS #137172

Scan Here  
to Apply



Member  
FDIC

With over 19 years of mortgage lending experience,  
**Bob Zacher** is committed to finding the right program  
to meet YOUR financial needs.

# WE EXIST TO UNLOCK DREAMS

HOME SURETY TITLE  
& ESCROW LLC

ATTORNEY OWNED & OPERATED  
COMMERCIAL & RESIDENTIAL CLOSINGS  
SPANISH TRANSLATION

SAFETY • SOUNDNESS • SECURITY



**JEFF MCEVOY**  
MANAGING ATTORNEY  
JMCEVOY@HOMESURETYTITLE.COM  
(901) 737-2200

**STACY MONTEGUT**  
TN BUSINESS DEVELOPMENT  
SMONTEGUT@HOMESURETYTITLE.COM  
(901) 401-1001

**JESSICA CRAWFORD**  
MS BUSINESS DEVELOPMENT  
JCRAWFORD@HOMESURETYTITLE.COM  
(901) 606-7227

SEND CONTRACTS TO  
DOCS@HOMESURETYTITLE.COM

20+ YEARS OF  
EXPERIENCE

MEMPHIS | SOUTHAVEN | GERMANTOWN | JACKSON



## OUR TOP PRIORITY IS *Ensuring You're Satisfied* WITH OUR SERVICE



heating & cooling services

vent installations & ductwork repairs

furnace installation & repairs

mini-split installation & repairs

Get in Touch



(901) 628-2221 - Parker  
(901) 552-7739 - Terry  
lyonshvac7@gmail.com  
www.lyons-hvac.com

  
**realtracs®**

## WHO IS REALTRACS?

• **LARGEST MLS in Tennessee**  
with reach into Kentucky, Alabama and Georgia

• **20,000<sup>+</sup> Users**  
in over **1,900 Offices**

• **ONLY 1 OF 5 MLSs**  
**Who Develop Our Own  
Product & Technology**



[www.realtracs.com](http://www.realtracs.com)

| 615.385.0777



# PERCH 74 BISTRO

Perch 74 Bistro continues to be one of our favorite places not only to gather for both small and large events, but we love to simply “perch” here during work hours - the perfect atmosphere for client meetings and admin work. Perch 74 Bistro is more than a dining destination—it’s a thoughtfully designed space for meaningful connection. With a warm, refined atmosphere, flexible meeting and event space, and a team that understands the flow of professional gatherings, Perch 74 is ideally suited for meetings, events, and corporate trainings. What truly sets the experience apart is the food: elevated, memorable, and crafted with the same level of care as the service itself. From catered trainings to celebratory events, every detail—from the room to the plate—is handled with intention, allowing hosts to focus on the conversation while Perch 74 delivers the experience.



Chef Ragan Phillips,  
Co-Owner

**“It’s the kind of place that makes you look good when you’re bringing clients or partners together.”**

**“It strikes the perfect balance between polished and welcoming—exactly the kind of environment you want when hosting clients or your team.”**

**“The food elevates the entire experience. When you’re bringing clients together, those details matter, and Perch 74 gets it right.”**

**“Hosting an event here removes the stress. The team understands timing, flow, and what it takes to make a professional gathering run smoothly.”**

**“It’s a venue that reflects well on you as a host—great atmosphere, exceptional service, and food that people are still talking about afterward.”**



## Find Your Way Home With Renasant Mortgage

Scan the QR code to find a Renasant Mortgage Lender near you.

Understanding You.

©2025 Renasant Bank. NMLS #402669. All loans or offers of credit are subject to credit or underwriting approval. Other fees, conditions and restrictions may apply. This is not a commitment to lend.

### QUALITY ELECTRIC TN

When Quality Counts, call Quality Electric TN

- Electric Repairs
- Circuit Breaker Installation & Repair
- Lighting Installation & Repairs
- Electric Panel Upgrades
- Whole House Generator Installs

Licensed & Insured

"Tad has done several jobs for my shop and home. Great work and always fair on pricing. Highly recommend!" - Justin M. Wise

★★★★★

901-651-8154  
qualityelectrictn.com  
qualityelectrictn@gmail.com

### REBORN ROOFING

REPAIR • RESTORE • REPLACE

Scan this QR code for a FREE estimate on your roof in 1 MINUTE!

Roof Repairs & Replacements

Roof Cleaning

Roof Rejuvenation with RoofMaxx

901.300.3939 | RebornRoofing.com

VETERANS' DISCOUNTS AVAILABLE  
LICENSED, BONDED & INSURED



# Meet Leigh Lamb

## Trusting the Next Step

BY JEFF WHITE  
PHOTOS BY BECKY MITCHELL WITH  
LENSMAN REAL ESTATE PHOTOGRAPHY

**Leigh Lamb never set out with a rigid, perfectly mapped career plan. Instead, her story is one of listening closely, paying attention to opportunity, and trusting the next step—even when the full picture wasn't clear yet. That mindset has shaped not only her path into real estate, but the way she shows up for her clients every day.**

Born in North Carolina and raised partly in Gallatin, Tennessee, Leigh claims the Nashville area as home. “I moved there in the middle of eighth grade,” she says, “so that’s where I really grew up.” From an early age, she was drawn to creativity, communication, and people—interests that would later become the foundation of her career.

She attended Western Kentucky University, majoring in public relations, and after graduation stepped straight into the fast-paced world of advertising at a Nashville agency. It was

a formative experience that sharpened her instincts for branding, storytelling, and strategy. But like many entrepreneurial spirits, Leigh wasn’t content staying in one lane.

Over the years, she launched her own graphic design and photography business, flexing her creative muscles and learning firsthand what it means to build something from the ground up. That entrepreneurial mindset didn’t come out of nowhere. “My dad always had his own business,” Leigh says, and watching him instilled in her both independence and grit.

Life eventually brought Leigh and her family on the move. Married to her husband Gregg—who flies for FedEx—their journey took them from Nashville to Destin, then to Texas, and finally to Memphis in 2021. With two young daughters, Quinn and Reese, and a fresh start in a new city, Leigh found herself once again standing at a crossroads.

At first, real estate wasn’t the plan.

“I actually met with a real estate agent to see if I could help her with social media,” Leigh explains. “She convinced me to get my real estate license and join her team.” That single conversation became a defining moment. Leigh got licensed in March 2023, trusting that the opportunity in front of her—though unexpected—was worth stepping into.

The early days weren’t without uncertainty. The agent who recruited her moved away just a month after Leigh joined the team. Instead of panicking, Leigh did what she’s learned to do best: she kept moving forward.

While showing a listing, she connected with Katrina Grubb at The Firm.

One phone call led to an interview, and soon after, a new home base. “I couldn’t be happier at The Firm,” Leigh says. “I love our Firm fam.” That sense of belonging and support has become a cornerstone of her success.

Leigh’s background in PR, advertising, and entrepreneurship gave her a unique edge in real estate—especially when it came to marketing. She quickly leaned into what felt natural: creating bold, out-of-the-box listing videos that stopped people mid-scroll.

“I love making out-of-the-box marketing videos for my listings,” she says. Drawing inspiration from movies and pop culture, Leigh has created videos themed around Legally Blonde, Clueless, Scream, and even dressed up as Pitbull—all in service of helping her clients’ homes stand out. “Anything to sell my client’s home,” she laughs.

That creativity paid off. One video went viral, and suddenly Leigh wasn’t just selling homes—she was building a recognizable brand rooted in effort, fun, and authenticity.

Behind the scenes, Leigh is equally strategic. She’s intentional about outsourcing tasks like paperwork so she can stay focused on clients, relationships, and lead generation. It’s a balance she continues to refine, especially as a mom.

“Real estate is a lot like being a mom,” Leigh says. “You’re always on, and you have to be ready for anything.” Long hours, quick pivots, and constant communication are part of the job—but Leigh embraces it, fueled by the people she serves and the family who supports her. “My family is my main motivation,” she shares. “I love the life we’ve built, and I couldn’t do what I’m doing without their support.”

In her first full year in real estate, Leigh sold \$5.6 million in volume—an impressive milestone by any measure. In 2025, her second full year, Leigh’s growth continued, topping more than \$9.8 million in sales volume. But for her, success isn’t just about numbers. “I just want my clients to know that I am so





grateful they've trusted me," she says. "I truly fight for their best interest."

That commitment shows up most clearly in the tough moments. Leigh recalls one client journey that took nearly a year, filled with lost offers and emotional setbacks. After selling their home and temporarily moving in with family, the clients were exhausted and discouraged. Leigh kept going—sending postcards, searching for off-market opportunities, and refusing to give up.

The first off-market home didn't work out. The second one did—and ended up being even better. "It was a tough road," Leigh says, "but they're ultimately happy, and we're bonded for life from our home search trauma." It's a story that perfectly captures her approach: persistence, creativity, and heart.

“

Real estate is a lot like being a mom. You're always on, and you have to be ready for anything.”



Professionally, Leigh describes herself as a natural connector. "I love helping my clients find all the things they need to make their lives easier—especially my out-of-town clients," she says. That instinct, paired with her marketing savvy, reflects how she sees the market evolving. "Social media and connecting with agents seems to be what's selling houses these days."

Her advice to other Realtors is refreshingly simple—and effective. "Pick up your phones," she laughs. She also credits fellow agent Cat Wright at The Firm for teaching her the value of immediate communication. Reaching out to agents as soon as a listing goes live, highlighting what makes a home special, and building real rapport—it's old-school professionalism with a modern twist.

Outside of work, Leigh loves hosting, traveling, working out, playing tennis, and reading. She's also learning mahjong—"though I'm not sure I'll ever fully understand it," she admits. And when life feels overwhelming, she returns to a favorite reminder from Mel Robbins' Let Them: sometimes the healthiest move is simply to let things go.

Giving back is also central to Leigh's life. Through her involvement with the FedEx Pilot Wives Association, she supports the FedEx Family House, which provides free lodging to families of children receiving care at Le Bonheur Children's Hospital. It's a cause close to her heart—and one that reflects her compassion beyond real estate.

Looking ahead, Leigh's goals are clear but grounded. She hopes to sell 20 homes in the coming year, but more than that, she's focused on reputation, relationships, and consistency. Step by step, she's building something lasting.

If Leigh Lamb's journey teaches us anything, it's this: you don't need every answer before you begin. Sometimes, the most powerful thing you can do is trust the next step—and take it with intention, creativity, and heart.

Ziggy and His Team Congratulate  
**Leigh Lamb** on her Star on the Rise  
Feature this Month!



**QUALITY**  
Title Group, LLC  
Experience, Service, Results

Come join us  
at the closing  
table!

901-249-4787 | orders@qualitytitlepro.com | qualitytitlepro.com  
6389 N Quail Hollow Rd #201 | Memphis, TN 38120

**Big League**  
**MOVERS**

ALL-  
INCLUSIVE  
MOVING  
SERVICES

MOVING • LOCAL & LONG DISTANCE  
STORAGE • WAREHOUSING

At Big League Movers, We Support Our Local Realtors  
The REAL Movers & Shakers in Our Communities

- **Free Storage for Listings** - Complimentary storage for staging, free for the life of the listing.
- **Pivot Program** - Flexible solutions for unexpected closing delays and tight schedules.
- **Realtor VIP Service** - Personalized support with dedicated coordinators and a top-rated team.
- **Proven Excellence** - Over 3,200+ 5-star Google Reviews for outstanding service.
- **Seamless Partnership** - We are an extension of your team, ensuring trusted care for your clients

4727 Burbank Rd. Memphis, TN 38118 ★ BigLeagueMovers.com  
(901) 410-5496 ★ Sales@BigLeagueMovers.com  
Fully licensed, bonded & insured.

**Congratulations to this month's  
Star on the Rise, Leigh Lamb**

**SUPREME LENDING**



**Ashley Koon Edwards**  
Supreme Lending, Limited Partnership  
Producing Branch Manager, NMLS #723341

**901-277-7982**  
Ashley.koon@supremelending.com

**BONA FIDE**  
**FLOORING**  
SOLUTIONS

Whether you need your floors  
**installed, restored, cleaned, or replaced,**

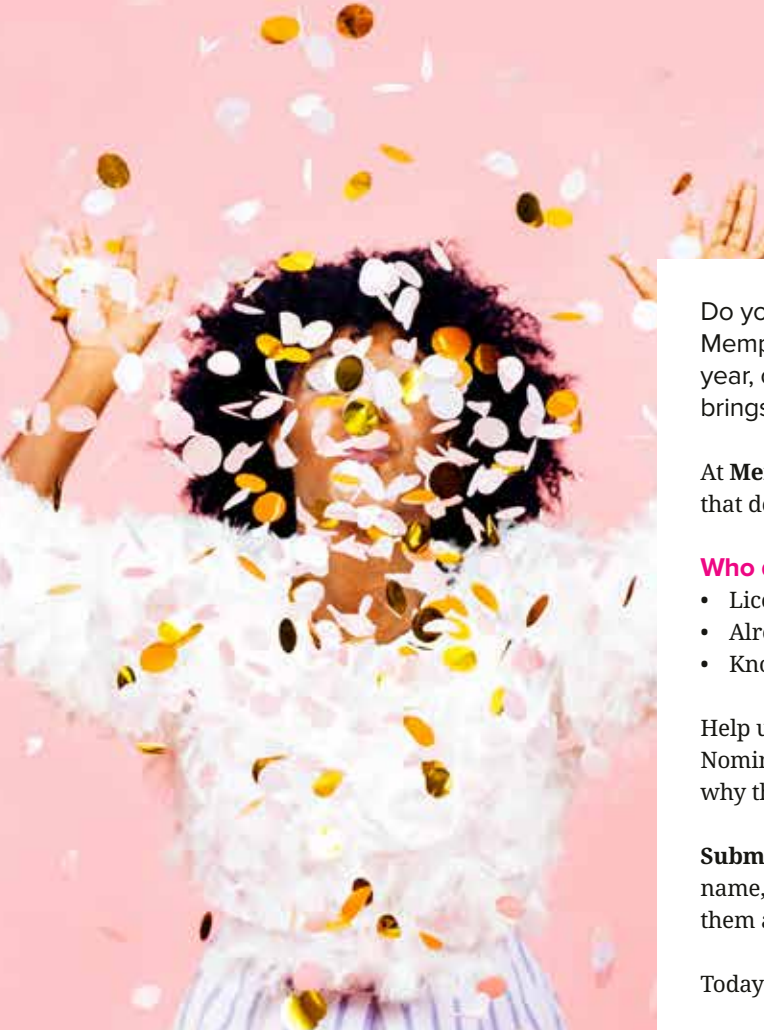
we at Bonafide Flooring Solutions will do  
whatever it takes to keep our customers satisfied.

**Bona Revive:** Deep Clean & Scruff Removal  
**Bona Restore:** Light Sanding & Recoating  
**Bona Refinish:** Full Sanding & New Surface



**CONTACT DANIEL GARDEAZABAL, OWNER/OPERATOR  
FOR A FREE QUOTE TODAY! 901-331-8809**





# Nominate a RISING STAR!

Do you know an up-and-coming agent who’s making waves in the Memphis real estate scene? Maybe they’ve crushed it in their first year, overcome major obstacles, or are just the kind of person who brings passion, professionalism, and purpose to everything they do.

At **Memphis Real Producers**, we’re always on the lookout for new talent that deserves to be recognized—and we need your help to find them!

**Who qualifies as a Rising Star?**

- Licensed for 5 years or less
- Already making an impact in the industry
- Known for hustle, heart, and a hunger to grow

Help us shine a light on the next generation of top producers. Nominate someone you admire (or yourself!) and tell us why they deserve to be featured in an upcoming issue.

**Submit your nomination today** – just send us their name, brokerage, and a few lines about what makes them a star to [Jeff.white@realproducersmag.com](mailto:Jeff.white@realproducersmag.com).

Today’s rising stars are tomorrow’s top producers! We’d love to meet them!

OUR TEAM IS  
**COMMITTED**  
TO YOUR CLIENT'S  
HOME BUYING  
**SUCCESS**

**CLAY BROWN**  
MORTGAGE LOAN ORIGINATOR  
(O) 662-349-4765  
(C) 901-553-4447  
NMLS# 416284

**CONTACT US TODAY**

COMMUNITYBANK.NET | 1 800 762 2277 | MEMBER FDIC | EQUAL HOUSING LENDER

PRACTICE IN TENNESSEE  
AND MISSISSIPPI

**L. Rees Hodges & Lincoln Hodges**  
Email us: [preclosing@gohodgeslaw.com](mailto:preclosing@gohodgeslaw.com)  
2294 S. Germantown Road • Germantown, TN 38138  
P: 901.754.6440 • [www.gohodgeslaw.com](http://www.gohodgeslaw.com)

**GET A  
GUARANTEED  
OFFER ON  
YOUR HOUSE!**

CASH ANY HOUSE.

**James Wachob**

**Dear Realtor Friends,**

Do you have a listing that needs to be sold AS-IS or quickly? James will make a cash offer to buy any house in the Memphis area! We love working with our fellow Realtors!

✔ AS-IS no repairs necessary

✔ Close fast with cash

✔ **Tenant-occupied or vacant**

✔ Vacant lots - we are home builders

✔ Large package deals

✔ Foundation Failure

✔ Fire-damaged properties

✔ Seller's Agent keeps both sides of the commission

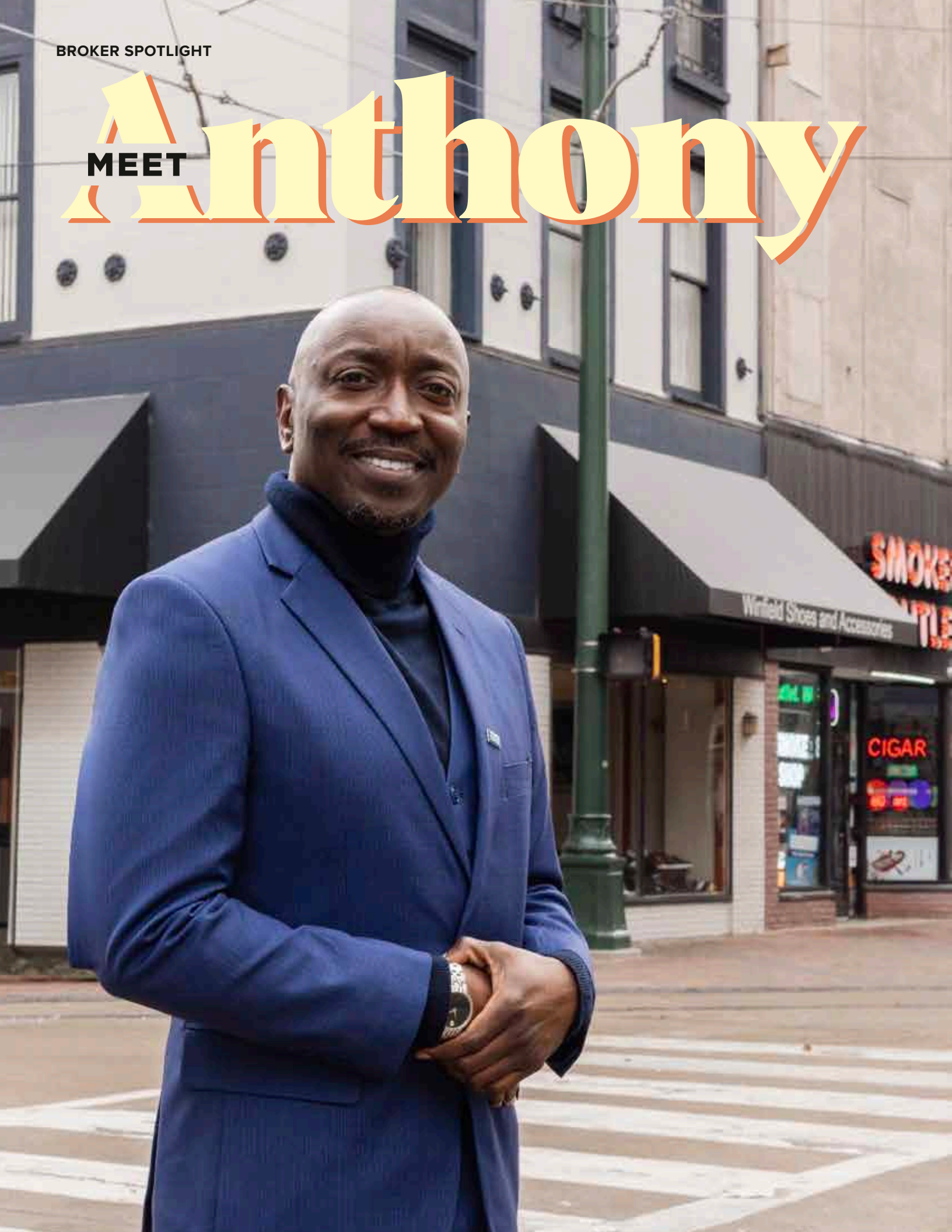
**901-808-6991**

**Memphis, TN 38111**

**Foundation Property Management, LLC** 8520 Macon Road Cordova, TN 38018  
Licensed in TN (294924) & MS (B-20004)



# MEET Anthony



# Mannie

## ELEVATION THROUGH EVERYDAY DISCIPLINE

BY JEFF WHITE • PHOTOS BY CALEB NELSON

**Not every success story has a dramatic turning point. Some are built quietly—through consistency, hard work, and a willingness to keep taking the next right step. That’s been the path for Anthony Mannie, Principal Broker of KAIZEN Realty. His career hasn’t been shaped by shortcuts or sudden wins, but by showing up, learning as he goes, and steadily getting better over time.**

Anthony was born and raised in Jackson, Mississippi, and made the move to Memphis in 2005. What started as a new chapter eventually became home. “Memphis is truly my second home,” he says. Over the years, the city has become deeply connected to his story—one built on resilience, growth, and community.

Long before real estate entered the picture, Anthony was already learning the value of discipline and leadership. He worked for McDonald’s from the age of 16 until 36, eventually graduating from Hamburger University. Those years weren’t just about clocking hours—they were about learning



how to lead people, stay accountable, and improve systems day by day.

“A lot of my work ethic came from that time,” Anthony shares. “You learn how to manage people, handle pressure, and stay consistent.” Additional leadership roles with OfficeMax and The Kroger Company

continued to shape his approach, reinforcing the idea that success is built through habits, not hype.

Real estate entered his life almost casually—through a lunch conversation with friend and top Memphis Realtor Stephen Mansour. Stephen encouraged Anthony to get



his license and offered to mentor him. The idea stuck, but there was no rush. About a year later, Anthony quietly took the exam, passed, and showed up at Stephen's office ready to work.

"We hadn't even talked about it again," he laughs. "I just walked in and told him I was ready to learn."

Licensed in 2014, Anthony entered the business without outside sales experience, but he made up for it with effort and humility. He leaned into learning, asked questions, and focused on serving clients well. Instead of chasing quick wins, he concentrated on building something solid.

After a year at another brokerage with a high commission split, Anthony started looking for a better long-term fit. He found it at KAIZEN Realty—a growing company with lower fees and big potential. Leadership wasn't on his radar at the time, but his consistency didn't go unnoticed.

"I never planned on becoming the principal broker," he says. "But under six years later, here I am—running one of the top three real estate companies in the city."

Today, Anthony manages more than 360 agents across Tennessee and Mississippi. Still, his focus hasn't shifted away from people. "You can accomplish anything if you put in the time and effort," he says. "I'm living proof of that." His leadership style mirrors the meaning behind the name KAIZEN—continuous improvement, every single day.

"I truly believe in this company," Anthony says. "It's built on diversity, honor, and passion. In life, you get what you give. When you see something grow, you know it came from the work you put in."

At his core, Anthony is a servant leader. He's especially passionate about helping buyers and sellers navigate residential real estate—often the

biggest financial move of their lives. "Helping people through that process is what I love most," he shares. "That's where the fulfillment comes from."

Outside of work, Anthony is all about family—and food. He has six children—three adults and three adolescents ranging from ages 6 to 35—and when everyone's together, there's a good chance he's behind the fryer. Known among family and friends as an elite fish fryer, Anthony takes real pride in the craft. Perfectly seasoned, crispy, and cooked just right, his fish has become something of a calling card.

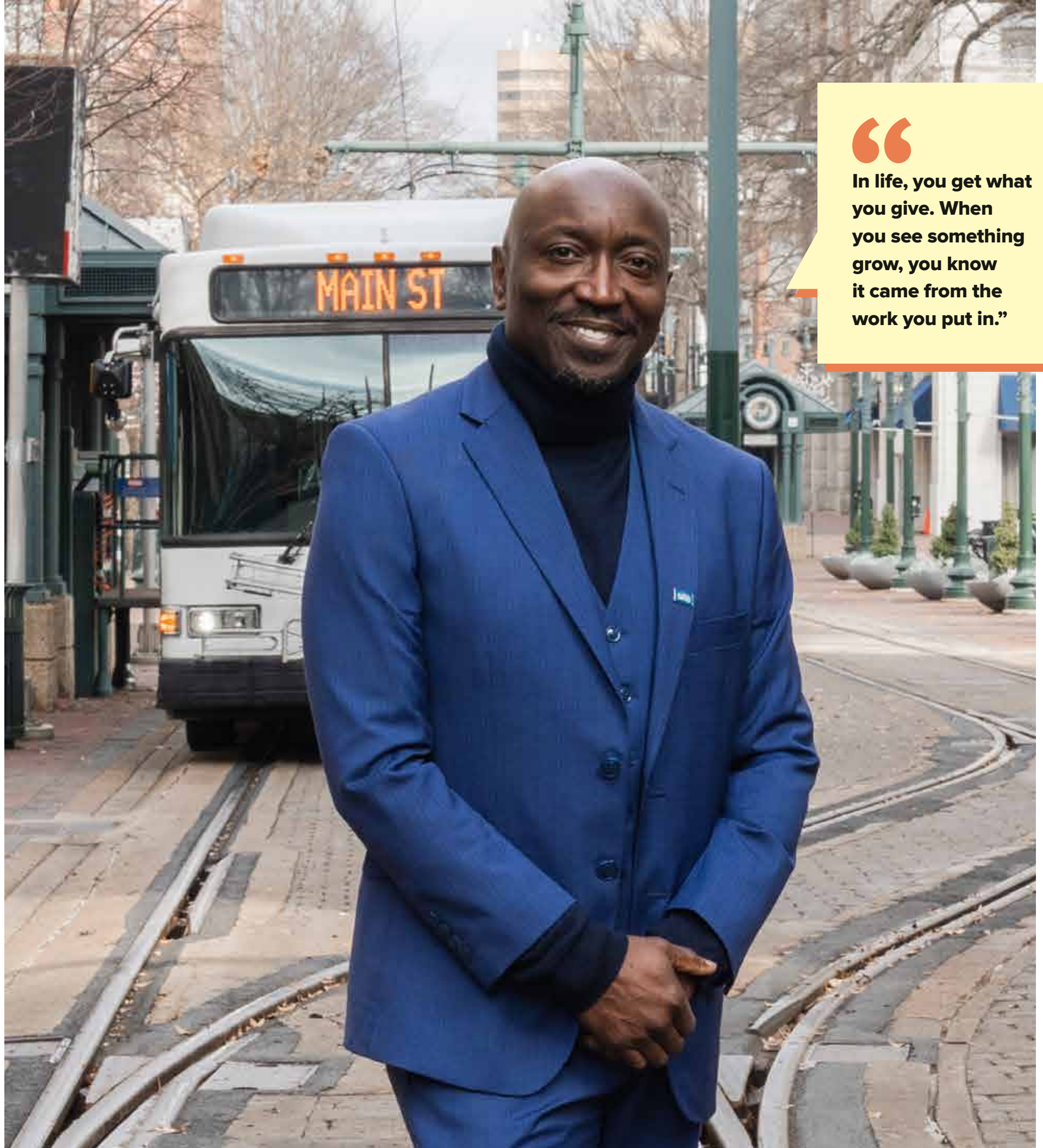
"If I wasn't in real estate, I'd probably be cooking," he says. "That's my thing." Whether it's a family gathering or a casual get-together, frying fish is just another way Anthony brings people together—unhurried, intentional, and done with care, much like the way he leads and serves.

Faith also plays a central role in Anthony's life. When asked about his favorite book, he doesn't hesitate: the Holy Bible. It grounds his perspective and reinforces his belief in patience, purpose, and perseverance.

When it comes to advice for other Realtors, Anthony keeps it real. "This is a great business," he says. "Don't make excuses. Find a way forward and make things happen."

If he could go back in time, Anthony wouldn't change a thing. He'd simply remind himself to keep pushing and keep growing. That mindset—steady effort, daily improvement, and trust in the process—has defined every stage of his journey.

For Anthony Mannie, success hasn't come from chasing the spotlight. It comes from putting in the work, showing care for people, and—when the day is done—knowing that he has helped people move the needle in their life not just professionally but personally as well.



**“  
In life, you get what  
you give. When  
you see something  
grow, you know  
it came from the  
work you put in.”**





**PREMIER**  
MORTGAGE RESOURCES





**BECCA RUPE**  
BRANCH MANAGER

901.734.8080 | NMLS 448611  
becca@homeloansbybecca.com  
homeloansbybecca.com  
9128 Pigeon Roost Place, Unit F.  
Olive Branch, MS 38654



© 2025 Premier Mortgage Resources, LLC ("PMR") | NMLS #1169  
www.nmlsconsumeraccess.org | 3363 Presidential Dr. #200, Meridian,  
ID 83642 | Equal Housing Opportunity | Not an offer to extend credit  
or a commitment to lend. Terms subject to change without notice.  
For additional disclaimers, please visit: pmrloans.com/disclaimers

**Does your listing have  
an irrigation system?**

**GET THE SYSTEM PROFESSIONALLY INSPECTED..**

- Over 45 years of quality service
- Inspection day scheduling guaranteed
- Same-day inspection report



**TRI-STATE  
IRRIGATION**

Matt Finney - Owner

**901-753-7667**

[www.wedosprinklers.net](http://www.wedosprinklers.net)  
[wedosprinklers@gmail.com](mailto:wedosprinklers@gmail.com)

**E|L**  
ELIZABETH LOONEY  
PHOTOGRAPHY

Portraits - Branding - Real Estate

901.569.0808  
[studio@elizabethlooney.com](mailto:studio@elizabethlooney.com)  
[www.elizabethlooney.com](http://www.elizabethlooney.com)

 @ElizabethLooney\_Phography



THE ACE AGENCY LLC

**THE BEST AGENTS  
IN THE BUSINESS!**





**YOUR #1 CHOICE  
FOR INSURANCE**  
ACROSS THE STATE OF MISSISSIPPI  
AUTO | LIFE | HOME | COMMERCIAL

**ALLEY EJLALI**  
Office (662) 893-0928 | Cell (843) 324-0930  
[AEjlali@alfains.com](mailto:AEjlali@alfains.com) | [www.alfainsurance.com/alleyejlali](http://www.alfainsurance.com/alleyejlali)

OH, THE WEATHER OUTSIDE  
IS FRIGHTFUL,  
BUT A NEW HOME  
IS SO DELIGHTFUL...

Home: Where love lives and  
memories are made.





**JEREMIAH MCGUIRE**  
CLOSING ATTORNEY AT LAW  
901.494.1622  
[Jeremiah@HarkavyMcDaniel.com](mailto:Jeremiah@HarkavyMcDaniel.com)  
BLOG: [www.jeremiahmcguire.com](http://www.jeremiahmcguire.com)  
Call the Attorney That Answers!



# NOMINATIONS/ *Recommendations!*



**Nominate Your Favorite Agent:**  
We are always accepting nominations for feature stories! If you know a colleague who is absolutely ON FIRE and deserving of celebration, we would love to feature them in an upcoming edition of *Memphis Real Producers* magazine!

Categories may include Top Producer, Rising Star, Team Leader, Broker, Giving Back to the Community, etc. To nominate a fellow REALTOR®, simply scan this QR code and follow the prompts. We look forward to receiving your nominations!



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



## Start Here.

If your client is looking for high-quality jobs and a low cost of living, start your search in the perfect place—Tipton County. Our best-in-class school system, lowest crime rates in the Memphis region, and unmatched hospitality make Tipton the perfect choice.

Close to nature, close to opportunity,  
close to perfect.



### QUICK FACTS



**\$239,900**  
Average home cost



**\$1,190**  
Average rental cost



**30% lower**  
National housing cost

Learn more at  
[TiptonPerfect.com](https://TiptonPerfect.com)





**SET THE STAGE®**  
BLUFF CITY EAST



Whether you're staging a home to sell quickly or furnishing a short-term rental,  
*our design expertise helps every detail shine.*



Get in touch with us.

*Janel (Taveg) Heins*  
Staging Director



W: (901) 799-8504 | C: (317) 847-0898  
[janel.taveg@wesetthestage.com](mailto:janel.taveg@wesetthestage.com)





# Meet Ashlyn & Austin Randall

Leading with Calm, Creativity, and Heart in Memphis Real Estate

BY JEFF WHITE • PHOTOS BY ELIZABETH LOONEY PHOTOGRAPHY

If you’ve been in real estate for any amount of time, you already know this: things don’t always go as planned. Deals fall apart, timelines tighten, emotions run high, and when something goes sideways, everyone looks at you like, “Okay... what now?”



That’s where Ashlyn and Austin Randall shine.

Staying calm in the middle of chaos isn’t something they force—it’s simply how they’re wired. As a growing real estate power couple in Memphis, Ashlyn and Austin have built their business by doing something surprisingly simple: showing up steady, thinking creatively, and genuinely caring about the people on the other side of the transaction. In a business that often feels loud and rushed, their presence alone tends to slow things down.

a front-row seat to how real estate really works. She didn’t just see the wins—she saw the stress, the responsibility, and the importance of doing right by people.



On her 18th birthday, Ashlyn officially began real estate school. COVID delays slowed the process, and passing the licensing exam didn’t come easily. She didn’t pass on her first try—but she stayed with it, eventually passing in November 2020. Her first closing came in February 2021, and soon after, she found herself handling two closings in a single week.

What makes that steadiness even more compelling is that Ashlyn’s real estate journey started long before she ever had a license.

While attending the University of Memphis, Ashlyn balanced college life with growing responsibilities on The Clark Team at Keller Williams, eventually becoming head of showing agents. She graduated in 2023 with a degree in Business Administration, already seasoned in an industry many agents are still trying to figure out years in.

At just 16 years old, Ashlyn was already helping behind the scenes in her parents’ business—delivering closing gifts, dropping off follow-up items, taking photos, pulling signs, and doing whatever needed to be done. She jokes that she was a “mini assistant,” but those early years gave her

Austin’s path into real estate looked different—but the foundation was just as strong.



“I’m especially passionate about working with first-time buyers, walking them through each step and watching excitement replace fear.”



“I want clients to feel cared for, heard, and at ease. My goal isn’t just to close deals; it’s to make stressful situations feel lighter.”



Born and raised in the Memphis area, Austin grew up playing sports and originally dreamed of becoming a professional athlete. Discipline, repetition, and resilience were ingrained early. After graduating high school in 2020, he attended Jackson State to play baseball, later working at FedEx and in restaurants.

Watching Ashlyn navigate real estate up close—and seeing the work ethic of her parents—changed his perspective. In 2023, Austin decided to pursue his real estate license. Like Ashlyn, the test wasn’t a one-and-done experience. It took multiple attempts, and Ashlyn vividly remembers sitting nearby, emotionally invested, wanting it for him just as badly as he wanted it himself. When he finally passed, it felt like a shared victory.

Once licensed, Austin joined Ashlyn at Keller Williams, and their partnership truly began to take shape.

Keller Williams became home thanks to its culture and commitment to training. From taking BOLD together to attending Family Reunion in Los Angeles, they leaned into opportunities to grow both personally and professionally. Ashlyn credits strong leadership and mentorship for shaping her early confidence, while Austin appreciated learning the business in person, step by step.

Working together, however, didn’t come without challenges.

Being a couple and business partners meant learning how—and when—to turn

work off. Early on, they realized that without boundaries, real estate could easily consume everything. Now, they’re intentional about creating separation, even setting aside “no work” time so they can simply be together. While it took adjustment, both agree the reward is worth it: building something meaningful alongside the person you love.

Ask Ashlyn what matters most to her, and her answer comes quickly—people. She wants clients to feel cared for, heard, and at ease. Her goal isn’t just to close deals; it’s to make stressful situations feel lighter.

One of her favorite moments came after helping a woman buy a home in Bartlett. Months later, Ashlyn received a video of the client walking through the house, proudly showing off renovations she’d completed. For Ashlyn, it wasn’t about the transaction—it was about seeing someone truly at home.

Austin brings a steady, disciplined presence that perfectly balances Ashlyn’s warmth. He’s especially passionate about working with first-time buyers, walking them through each step and watching excitement replace fear. Seeing kids pick bedrooms or buyers imagine where the couch will go reminds him why the work matters.

That calm leadership was tested during a final walkthrough just days before closing, when a toilet had flooded the home. Carpets were soaked. Trim was damaged. Their buyers were

already on a moving truck coming from out of state.

Instead of panicking, Ashlyn and Austin focused on keeping their clients calm while handling the problem behind the scenes. They coordinated with the listing agent, arranged repairs, replaced flooring, and ran fans around the clock. A final walkthrough confirmed everything was resolved, and the deal closed on time. Their clients stayed at a “two” instead of a “ten” because Ashlyn and Austin never lost their composure.

That same mindset shows up in how they structure deals every day. From navigating FHA challenges to crafting creative, win-win solutions, they believe communication and kindness still matter. Everyone wants to reach the same finish line—so why not work together to get there?

Outside of work, life stays refreshingly normal. They enjoy working out, watching sports, traveling, spending time with friends and family, and hanging out with their dog, Molly. Family remains central, and they’re intentional about growing their business without sacrificing life along the way.

Looking ahead, Ashlyn and Austin are building with the long view in mind. Their vision isn’t growth for growth’s sake, but creating a business that supports the life they want to live—one rooted in family, faith, and freedom. They hope to continue expanding their team with people who share their values, while creating systems that allow them to serve clients at a high level without losing what

matters most at home. As they think about starting a family in the years ahead, they’re being intentional now, laying a foundation that will sustain both their business and their marriage for decades to come.

When asked what advice they’d give other Realtors, Ashlyn says to pause, breathe, and remember that every problem has a solution—even if it takes time to see it. Austin keeps it simple: don’t quit. Stay consistent. Keep showing up.

As Ashlyn and Austin Randall continue building their business in Memphis, their success comes back to one core principle: staying steady when it matters most. Real estate isn’t just about contracts and closings—it’s about guiding people through stressful moments with confidence and care.

You don’t have to be the loudest voice in the room to make an impact. You just have to stay calm, think clearly, and show up when it counts.





# Connecting. Elevating. Inspiring.

Congratulations to Rachel Baggett Gilliam, Amy Murrah, Brook Loper and our friends at Mortgage Investors Group!  
Special thanks to Sure Title Company for hosting!







# PROTECTING YOUR MEMPHIS HOME AND BUSINESS

Home Security

Security Cameras

Access Control

2024 MEMPHIS BUSINESS JOURNAL  
**SMALL BUSINESS AWARDS**

(901) 755-1800  
fraseprotection.com



**Lensman Real Estate Photography**

PHOTOGRAPHY | VIDEO | AERIALS | TOURS



*Honest Relationships.* High-Quality Media.

www.lensmanphoto.com  
972-814-1937  
michael.berry@lensmanphoto.com







**EDCO**  
TITLE & CLOSING SERVICES, INC.  
*Closings Anywhere, Anytime!*



*Contact Us!*

Ty Harris: 901-596-5276 | Gracie Vega: 765-730-8725  
orders@edcotitle.com | www.edcotitle.com



**Orion**  
FINANCIAL

# Home Loans

Launch to  
a new pad  
in 2026



## Meet Our Team



**BOB CHAPMAN**  
901.292.6724  
rchapman@orionfcu.com  
NMLS ID# 611087



**ILA BHULA**  
901.266.2870  
ibhula@orionfcu.com  
NMLS ID# 372379



**JUDSON WILLIFORD**  
901.483.9954  
jwilliford@orionfcu.com  
NMLS ID# 715902



**MARC RUSSELL**  
901.292.4704  
mrussell@orionfcu.com  
NMLS ID# 419370



**RACHEL CAMPBELL**  
901.266.2992  
rcampbell@orionfcu.com  
NMLS ID# 2295093



**RONNIE SMITH**  
731.695.8460  
rsmith@orionfcu.com  
NMLS ID# 949905



**SCOTT STADER**  
901.266.2799  
sstader@orionfcu.com  
NMLS ID# 2104043





**GUARDIAN  
TITLE**

**REALTORS® enjoy:**

- Full service on every transaction
- Online or App-based Net Sheet Calculator and Closing Costs Estimator
- Timely and accurate title commitments
- Superior communication
- Knowledgeable and professional staff
- Contract upload capability, email, or drop off

**PRECISE NUMBERS  
PRECISELY WHEN  
YOU NEED THEM!**

Create custom Seller Net Sheets, Buyer Estimates and Refinance Estimates online or in print with our quote calculator. Then easily submit your order with just one click!



**662-262-1800 | [guardiantitle.net](http://guardiantitle.net) | [office@guardiantitle.net](mailto:office@guardiantitle.net)**



6080 Getwell Road | Suite 300 | Southaven, MS 38672