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PUBLISHER'S NOTE

Hello January, A Fresh Start!

A new year brings with it a unique kind of energy — one filled with possibility, intention, and renewed focus. January invites us to pause, reflect on the lessons that shaped the past year, and step into the next chapter with purpose. It reminds us that meaningful growth rarely happens all at once; it unfolds through consistent, thoughtful steps taken with clarity and heart.

As we welcome 2026, we are especially grateful for this remarkable community of agents and partners who continue to inspire us. Your dedication, your stories, and the connections you cultivate are the heartbeat of Real Producers.

This year is even more meaningful as **Charlotte Real Producers celebrates 9 amazing years in print.** Nearly a decade of storytelling, relationship-building, and community impact — made possible because of you. Thank you for being part of this journey and for the trust you place in us to elevate and connect the very best in the industry.

A new year brings new opportunities, and we can't wait to experience all that 2026 has in store. Together, we'll continue to learn, celebrate, and build a community rooted in support and success.

As we step into this new beginning, let's remember:
"Every new beginning comes from some other beginning's end."

Here's to courage, clarity, connection, and another extraordinary year ahead.

Your publisher,



Kristin Brindley
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JASON JULIAN

REIGN MOVING SOLUTIONS

Redefining What It Means to Move with Care

BY GEORGE PAUL THOMAS
PHOTOS BY DON ELROD

For most people, moving is one of life's most stressful experiences. But for Jason Julian, founder of Reign Moving Solutions, it's something else entirely—an opportunity to turn chaos into calm and stress into confidence. Behind every move, every box, and every truckload is a simple promise: treat people right, do what you say you'll do, and always make sure the client feels cared for.

Finding Purpose in the Unexpected

Jason never set out to run a moving company. Originally from Florida, he moved to South Carolina as a teenager and went on to earn his finance degree from the University of South Carolina. His early career took him into procurement, a job that looked good on paper but didn't feel right in practice. "Sitting behind a desk was not for me," he says. "I wanted to do something active that helped people."

That restlessness became an opportunity when he noticed how many people online were complaining about bad moving experiences. "It wasn't just about damaged furniture or poor service," Jason recalls. "It was about people feeling like they weren't cared for."

He started small, helping a few people move on weekends after work. Word

spread quickly. "Friends told friends, and before long I had a full schedule," he says. "That's when I realized this could become something real."

Building a Business with Heart

Six years later, Reign Moving Solutions has grown from a one-man operation into a thriving company serving clients across the country. Based in Charlotte, with a warehouse in Fort Mill and a satellite location in Tampa, Reign now handles moves from coast to coast, but it's how they operate that sets them apart.



Jason and Brian of Reign Moving Solutions



“Every client’s situation is different. Sometimes it’s a new beginning. Sometimes it’s a tough goodbye. Our job is to make it easier.”



“We don’t use contractors,” Jason explains. “Everyone on our team is in-house. That means accountability, consistency, and care.”

With nearly 50 full-time employees, Reign has built a culture that values both precision and people. Each out-of-state move includes guaranteed pricing, dedicated freight, and direct communication. “We don’t do shared loads or surprise charges,” he says. “We want our clients to feel at ease from the first call to the final box.”

His core philosophy is simple: a handshake still means something. “My dad always told me, if you say you’ll do something, do it, and do it well. That’s what I’ve carried into this business.”

The Team Behind the Trucks

Jason is quick to credit the people who keep Reign running. “Brian is the backbone of the company,” he says. “He manages calls, scheduling, and billing. Devin has been with me since the start, and Drew brings over thirty years of experience. Alex has been here for about five years and always goes above and beyond. Our crew is what keeps us going; they are how we do what we do.”

To Jason, his employees are more than team members; they are family. “We take pride in having a team that stays,” he says. “People don’t just work here; they grow here. That’s what makes our service strong. Our clients can feel that.”

For Jason, moving has never been just about logistics. “Every client’s situation is different,” he says. “Sometimes it’s a new beginning. Sometimes it’s a tough goodbye. Our job is to make it easier.”

That empathy extends to his relationships with Realtors. “When an agent refers us, they’re putting their reputation on the line,” Jason explains. “We take that seriously. We communicate, we show up on time, and we always keep the agent’s reputation top of mind. That’s what partnership is about.”

Life Beyond the Business

Outside of work, Jason is a husband, father, and family man at heart. He and

his wife have been married for eleven years, and their 13-year-old daughter keeps them busy with volleyball practices and weekend tournaments. “We love doing things outdoors as a family, like hiking, biking, or just exploring new places,” he says. “On weekends, we always try to make time for something fun.”

Their two dogs often join in on the adventures, and Jason makes time for the gym whenever he can. “This job is physical, so staying active is part of it,” he laughs. “But it also keeps me balanced.”

Growth with Purpose

Reign’s growth is steady, intentional, and anchored in community. The company regularly partners with Turning Point, delivering furniture and essentials to families in need. “We’re in a unique position to help,” Jason says. “If we can take something from one move and make it a blessing for someone else, that’s what we’re here for.”

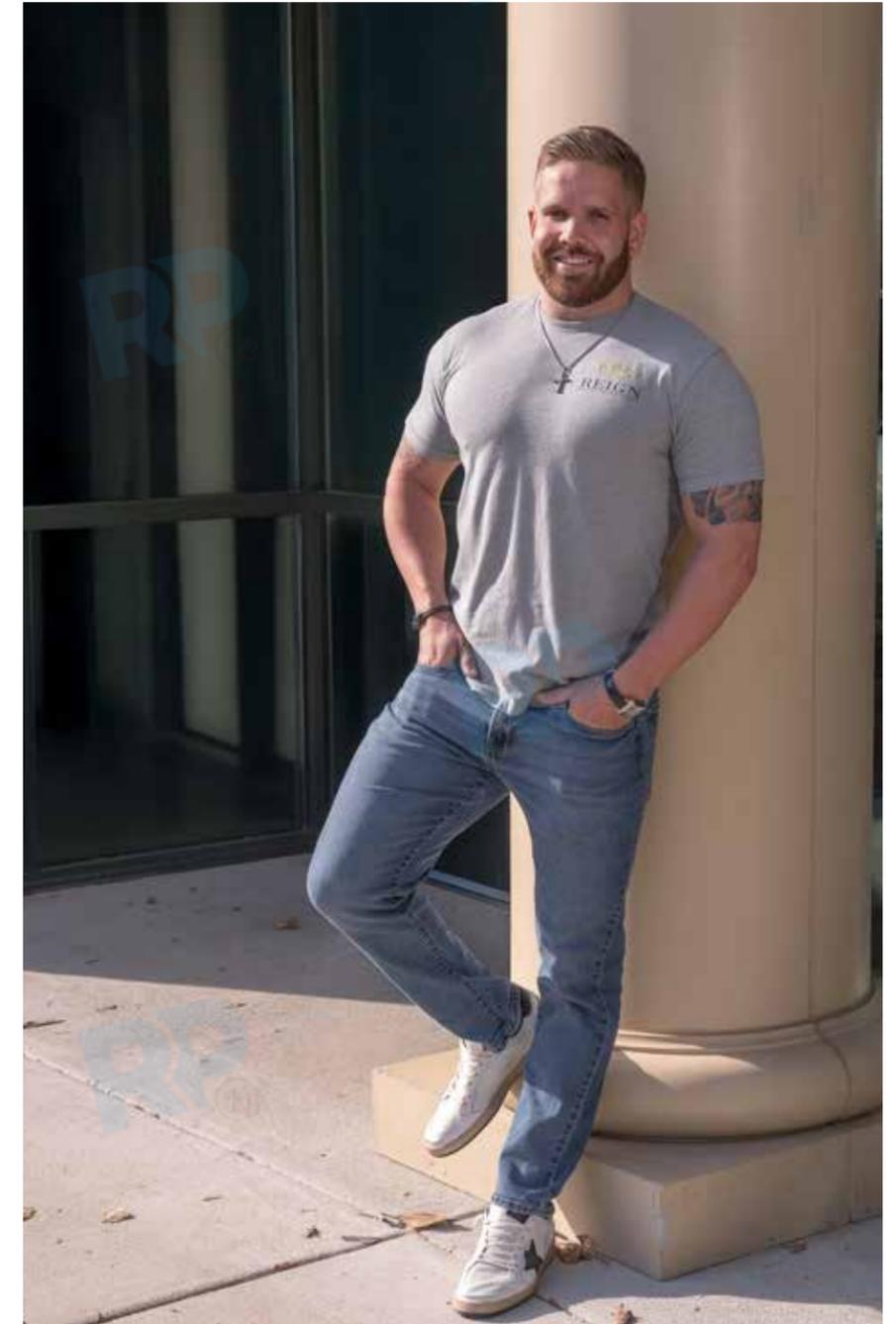


Looking ahead, Jason hopes to expand both the company’s reach and its community involvement. “We’ve built something special, and now it’s about using that to make a bigger impact.”

That mission inspired the launch of Reign Forward, a 501(c)(3) nonprofit dedicated to extending those partnerships and amplifying Reign’s positive impact. “Through Reign Forward, we want to see how many families we can truly touch,” Jason says.

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JEFF HANSEN

WORK ETHIC THAT WON'T QUIT

BY LAURA REESE
PHOTOS BY DON ELROD



Some people enter real estate by chance, while others embrace it as the challenge they didn't know they needed. For Jeff Hansen, becoming a real estate agent meant stepping away from a successful career in education and sports coaching to pursue a new chapter that demanded hustle, resilience, and connection. Easygoing, fun, and quick with a joke, Jeff combines his laid-back personality with a relentless work ethic to create a business built on consistency, trust, and genuine relationships.

From Courtside to Closing Tables
Originally from California, Jeff moved east to attend NC State, where he earned

his undergraduate degree before completing a master's in education at Winthrop University. He went on to teach PE and coach high school basketball—roles that sharpened his patience, preparation, and leadership skills.

"I had three mentors between education and real estate who helped shape my work ethic and showed me the right way to approach things," Jeff says. "Teaching equipped me to be patient, prepared, and committed, even when things got tough."

By 2020, Jeff was ready for a new challenge. Inspired by friends who had made the transition from education

into other fields, he chose real estate, drawn by the opportunity to build a business where the outcomes would directly reflect his effort. "I hit a wall in education, and real estate gave me the fresh challenge I was looking for," he recalls.

A Rocky Start, A Resilient Comeback

Like many new agents, Jeff's journey wasn't always smooth. After early success, he went through an eleven-month stretch without a single sale during his second and third years in the business. It was a period that nearly pushed him out of real estate altogether.

"I almost quit," Jeff admits. "It was rock bottom for me. But I stayed with the process, trusted the systems, and kept working. More than anything, I can't thank my wife enough for the support she gave me during that time. She believed in me even when I was struggling."

That perseverance paid off. Jeff has established himself as a steady and reliable producer in the Charlotte market. After closing \$12.9 million across 16 transactions in 2024, he went on to surpass 20 transactions and reach \$13 million in sales the following year. Along the way, he's been recognized as Rookie of the Year at Helen Adams Realty—a reflection of both his resilience and his commitment to raising the bar.





“There are so many outstanding agents in this business, and I hope to keep the standard high. At the end of the day, it’s about being consistent, putting in the effort, and doing right by people.”

For Jeff, the most fulfilling part of real estate is building relationships. Many of his clients become friends, and he takes pride in helping people navigate what can often be one of the most emotional and stressful processes of their lives.

“My work ethic and commitment to clients set me apart,” he explains. “There are so many outstanding agents in this business, and I hope to keep the standard high. At the end of the day, it’s about being consistent, putting in the effort, and doing right by people.”

Consistency is more than a mantra—it’s his daily practice. Jeff stresses that success in real estate doesn’t come from luck or shortcuts. “You must put in the work,” he says. “Whether it’s sending home reviews, making phone calls, or writing notes, there’s always something you can be doing to move forward.”

Family First

Beyond business, Jeff’s greatest pride is his family. He and his wife, Jennifer, have been married for 11 years and are raising three boys: Josh (10), Nate (8), and Ben (3). Family life is lively, filled with sports practices, pool days, and vacations that keep everyone connected.

“Coaching my boys in different sports is one of my favorite things,” Jeff shares. “Sometimes, just having dinner together after a busy week is the best way to reconnect.”

The Hansens also make it a priority to give back. As a family, they

regularly prepare sandwiches for Charlotte’s men’s shelter, teaching their boys the importance of service and community involvement.

When he’s not working with clients, Jeff can usually be found staying active. He enjoys golf, pickleball, and fitness training, as well as reading and spending quality time outdoors.

If he weren’t in real estate, Jeff imagines he’d find a path in the fitness industry, where his love of health and movement could merge with his passion for coaching and helping others.

Looking Ahead

The future looks bright for Jeff as he continues to grow his business and, more importantly, prepares for an exciting new chapter: teaming up with his brother,



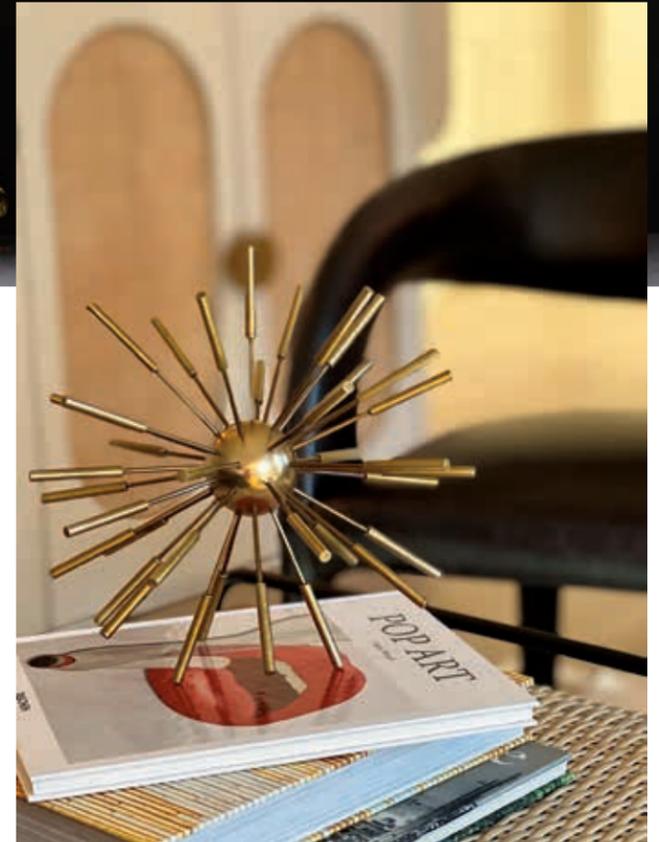
Scott Hansen, who officially joined him at Helen Adams Realty in August 2025. Together, the Hansen brothers are preparing to build a family-focused team grounded in the same values of hard work, consistency, and care.

“My long-term goal is simple,” Jeff says. “To continue building a solid business here in Charlotte while contributing to my family and my community. Partnering with my brother is something I’m really excited about—it’s the next step forward.”

Jeff often tells aspiring agents not to fall into the trap of comparison. “Don’t compare yourself to other people’s success,” he advises. “Measure your success in the habits you consistently perform every day. Stay consistent and open to all opportunities. Real estate is hard work—your phone isn’t going to magically start ringing. What you do daily is what brings you closer to your goals.”



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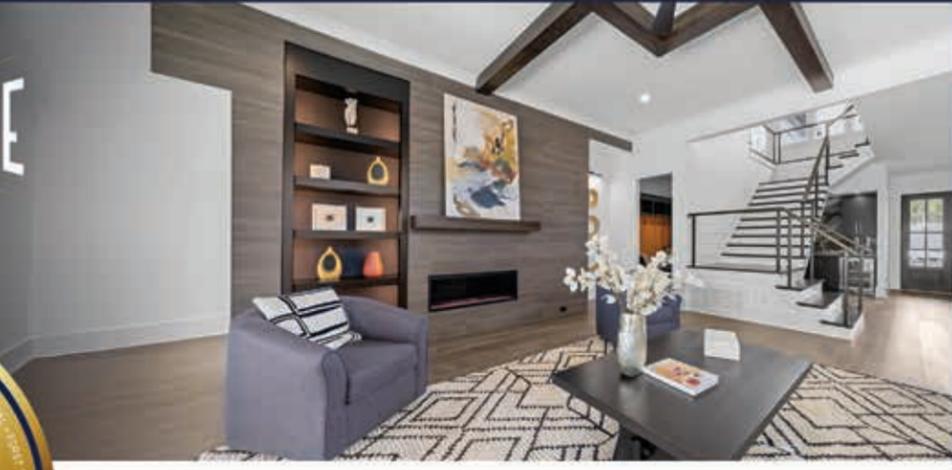
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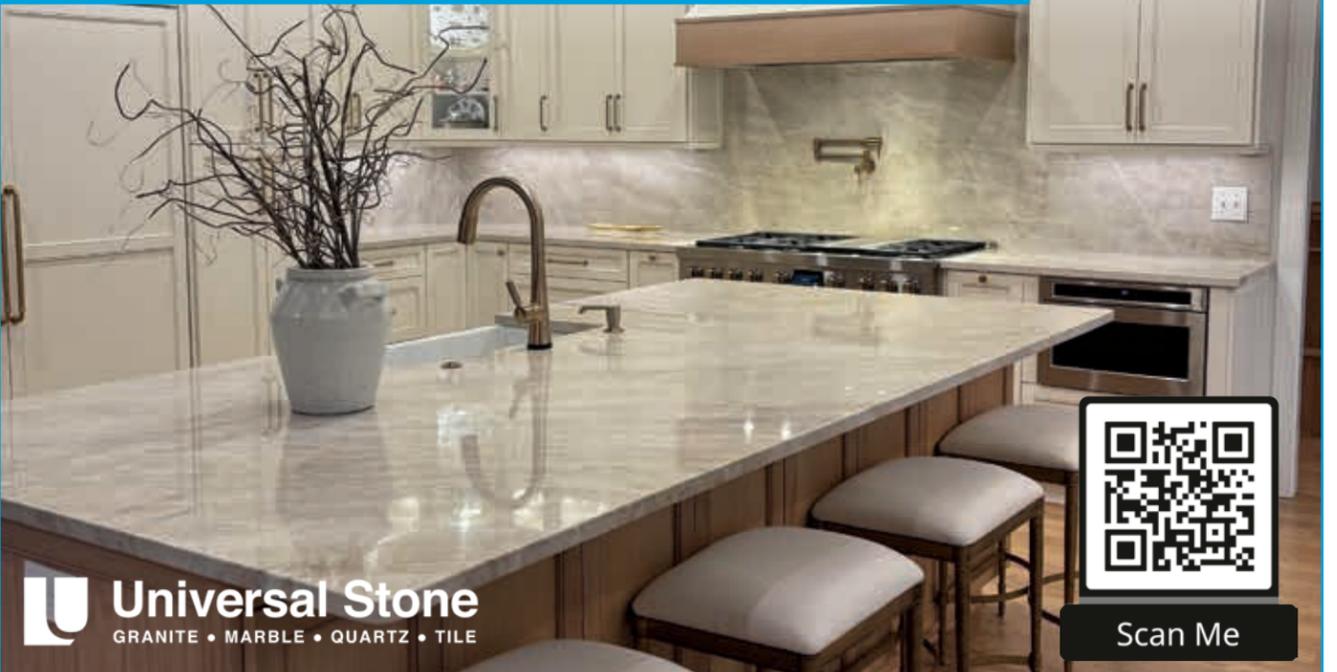
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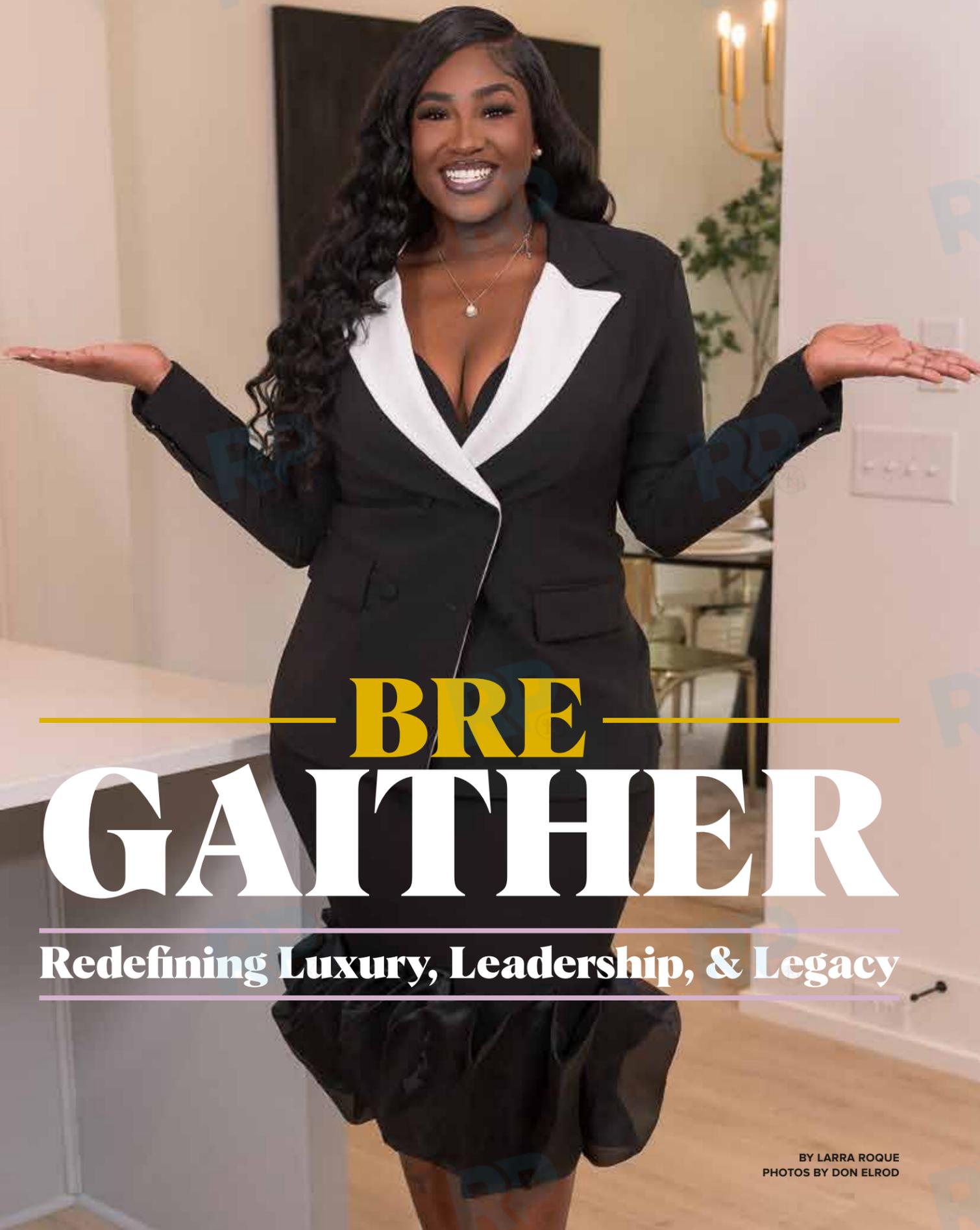
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BRE GAITHER

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BY LARRA ROQUE
PHOTOS BY DON ELROD

Born and raised in Charlotte, NC, Bre Gaither has always carried herself with confidence, grit, and vision. Before real estate, she spent more than five years in technical support at Bank of America, troubleshooting ATMs and working daily with technicians and employees. That experience sharpened her communication skills and taught her how to stay calm under pressure, skills that would later become invaluable in real estate.

But her foundation came much earlier. As the youngest of four, raised in different households after losing her grandparents, mother, and brother, Bre learned resilience at a young age. Life demanded problem-solving, and she responded with determination. “I had to figure things out when there seemed to be no solutions,” she says.

A Career Sparked by Loss

Bre’s leap into real estate began in March 2020, right before the pandemic. For years, she sat at her corporate desk knowing she wanted more. Reading books about wealth-building kept pointing her toward real estate. But the turning point came after the sudden loss of her mother.

“I was given just five days off to grieve,” she recalls. “On the fifth day, my boss texted me asking why I wasn’t at work. That was the moment I knew I could never let someone else dictate how I lived, grieved, or built my future.”

That painful experience became her breaking point and her breakthrough. Bre bet fully on herself, left the corporate world, and stepped into real estate, determined to create her own path.

The Vision of BG Luxe Realty

In less than five years, Bre has not only become a successful Realtor but also the owner and Broker-in-Charge of BG Luxe Realty. She describes her brokerage as a place where luxury isn’t about price, but about experience. “It’s about how my clients and agents feel through the process,” she explains.

Her business already includes rental properties, Airbnbs, and fix-and-flip projects. But her bigger dream is



community development, creating affordable luxury neighborhoods around Charlotte that families can be proud to call home.

“I never dim my light,” she says. “I show up unapologetically myself, backed with strategy, systems, and marketing. Where others see limits, I see possibilities. If I’ve seen it done, I know I can do it, too.”

For Bre, real estate is a strategic wealth

“**Everything I’ve been through wasn’t just for me. It was to help me guide others who are walking through tough times.**”

tool, one that unlocks access, lifestyle, and long-term legacy. She works with luxury buyers, sellers, and investors who understand that real estate is more than a purchase; it’s an asset meant to be leveraged.

“It’s about building confidence just as much as building equity,” she says.

Known for her refined, relationship-driven approach, Bre educates her clients on how to create and preserve

wealth through luxury and investment real estate. Her discretion, transparency, and long-term vision set her apart, with many relationships extending well beyond the transaction. She believes the “1%” isn’t about exclusivity—it’s about strategy, intention, and having the right advocate at the table. That relational foundation, paired with her strategic mindset, has earned her recognition, including Charlotte’s 40 Under 40, Who’s Who in Charlotte, and multiple production awards.

Bre’s impact extends into her community. She supports Mothers of Murdered Offspring, volunteers at the West Charlotte Community Center, donates to school supply drives, and is in the process of creating a nonprofit mentorship program with her best friend. The program will focus on children navigating family hardships or the loss of a parent—something Bre deeply understands.

“Everything I’ve been through wasn’t just for me,” she explains. “It was to help me guide others who are walking through tough times.”

Life Beyond the Hustle

As fiercely as Bre works, she also treasures her personal world. Family comes first. She is one of two sets of twins, and her bond with her twin sister, Tre, is unshakable. She is also a devoted



And then there's her spiritual side. Bre grew up singing in church, and few people know that she was born blind. Doctors didn't expect her to see, but her grandmother prayed over her—and today, she sees perfectly. That miracle remains a touchstone for her life: proof that faith, perseverance, and prayer can change the impossible into possible.

Looking Ahead

Bre's future goals are as ambitious as her past achievements. Personally, she dreams of building her own home from the ground up and creating a space for her future family. Professionally, she wants to expand BG Luxe Realty into multiple states, bring on top-producing agents, and continue her mission of developing communities across Charlotte.



aunt to five nieces and nephews, who bring joy and energy to her life. "My niece Le'Asia is my mini-me. She has my whole heart," Bre says.

Her role as "the fun auntie" means hosting gatherings, grilling on her rooftop, and making sure holidays are full of laughter and memories. "I'm always ready for the next adventure with them," she says. "They keep me grounded and remind me why I do what I do."

Outside of family, Bre makes space for personal passions. She loves comedy shows, live music, and traveling—with jazz concerts topping her list. Her taste for culture and creativity also extends into writing, where she crafts poems and reflections to express her inner thoughts. Recently, she's poured energy into a weight-loss journey, with the gym becoming a sanctuary for both health and mental reset.



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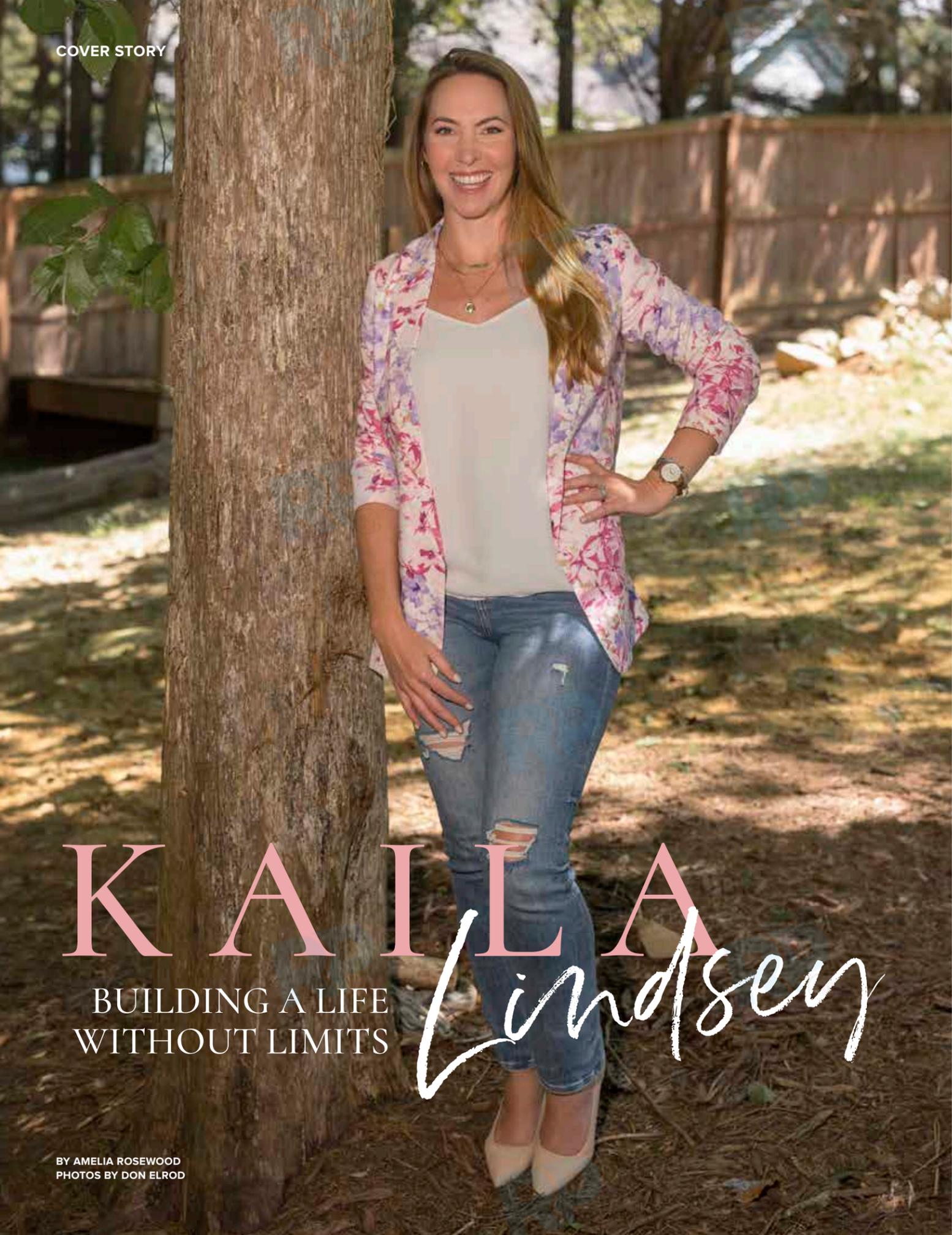
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KAILA Lindsey

BUILDING A LIFE WITHOUT LIMITS

BY AMELIA ROSEWOOD
PHOTOS BY DON ELROD



Some people dip their toes into opportunity. Kaila Lindsey dives headfirst. Known for her drive, authenticity, and contagious enthusiasm, Kaila has built her real estate career on courage, consistency, and a fierce belief in possibility. From corporate sales to leading a thriving real estate business and mentoring agents nationwide, she has proven that success follows those bold enough to chase it.

“I have never been afraid to start over,” she says. “Every challenge and change has made me stronger. You cannot wait for perfect timing; you have to take the leap.”

The Spark of a New Beginning
Originally from Oceanside, New York, Kaila grew up

with a natural talent for connection. After moving to North Carolina as a teenager, she attended NC State University, earning a degree in Business Management. She went on to excel in sales across several industries, from warehouse materials to solar energy products, constantly learning the art of persuasion and people skills.

It was in 2015 that her long-held dream of real estate finally became a reality. “After buying our first home, my agent told me I would make a great Realtor,” she recalls. “That moment brought it all together. I realized I wanted to build something of my own that could change my family’s life.”

She took the leap, leaving the comfort of a paycheck for a commission-only future. “It was terrifying,” she admits, “but also exhilarating. When you want something badly enough, you find a way.”

Learning, Teaching, and Leading
Kaila quickly found her rhythm in real estate, blending her sales background with a relentless drive to learn. Mistakes became her teachers, and growth became her habit. “Every failure taught me how to spot pitfalls faster and make better decisions,” she says. “Looking back, I would not change a thing.”

Her ability to adapt and share what she has learned has made her a respected voice among peers. “I figured out a unique system to generate leads through YouTube, and instead of keeping it to myself, I decided to teach



it,” Kaila explains. “I have built webinars and courses showing agents exactly how to attract business online.”

In the past two years, she has taught thousands of Realtors and even partnered with her original YouTube coach to reach an even wider audience. “Helping others succeed fuels me,” she says. “When agents tell me they quit their second job or hit their goals because of something I taught them, that is the most rewarding part.”

Building Success with Purpose

By 2024, Kaila was closing \$29 million in sales across 60 transactions. In late 2025, she restructured her team, The Trulane Group, under eXp Realty, and is expected to exceed \$37 million in personal sales by the end of the year. “My goal has always been to create something bigger than myself,” she says. “Now, I get to lead agents who share that same energy and drive.”

Her achievements have earned her major recognition, including 40 Under 40, Couple of the

Year, and back-to-back ICON Awards in 2018 through 2025. Yet, for Kaila, real estate is about more than milestones. It is about freedom and impact. “Money is good for the good it can do,” she says. “Because of real estate, I can give back, donate, and make a difference. That is what matters most.”

Beyond the Business
If Kaila’s career is built on courage, her personal life is

built on love and laughter. She is married to her high school best friend and swim team co-captain, the one person who has seen every version of her journey. “We started with a mattress and camping chairs,” she says with a smile. “We have faced financial ups and downs, health scares, and everything in between. Those experiences built the foundation for our marriage and our family.”



Together, they are raising their two-and-a-half-year-old son, Maverick, whose energy fills every room. “He is full of personality, talkative, curious, and fearless,” Kaila says. “He reminds us to see joy in the smallest things and slow down from time to time.” The family is also eagerly awaiting the arrival of a baby girl in March, a new chapter Kaila describes as “the most exciting adventure yet.”

Their household is always full of life with three beloved dogs who join in family walks, park days, and beach trips. “We are happiest when we are outdoors,” she says. “Whether we are hiking, apple picking, visiting the fair, or playing at the beach, we find ways to make memories together.”

Kaila’s compassion extends beyond her home. She has fostered more than 68 dogs through Halfway There Rescue in Rock Hill, South Carolina, and continues to provide financial support for

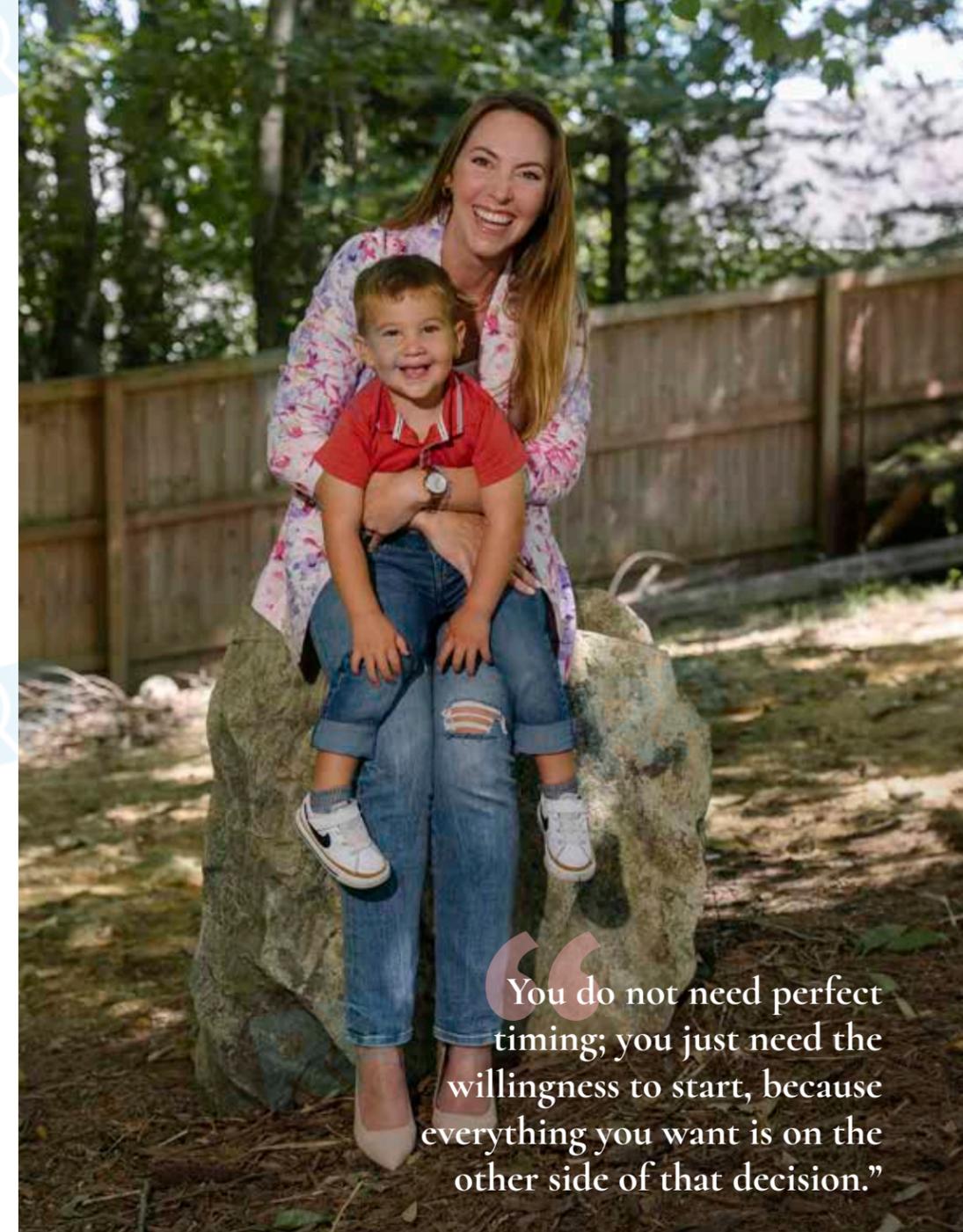
medical care and emergency rescues. “Saving dogs is where my heart is,” she says. “When I see a life changed, whether it is an animal finding a home or a family finding theirs, it makes every long day worth it.”

When she finds time for herself, Kaila reconnects through creativity. “I love painting, surfing, and reading,” she says. “Those moments quiet my mind and allow me to recharge. My goal for this year is to make more time for art and creativity. They keep me grounded.”

Looking Ahead

Kaila’s vision for the future is as bold as her journey so far. She plans to grow The Trulane Group to 15 agents, expand her YouTube channel to 15,000 viewing hours per month, and become one of the top 10 teams in North Carolina for both volume and units. Beyond numbers, her focus remains on leadership, freedom, and impact.

“I want to show people that they can build a life they love, even if it means starting from nothing,” she says. “Real estate is the backbone of my goals, but it is also the



“You do not need perfect timing; you just need the willingness to start, because everything you want is on the other side of that decision.”



platform that allows me to help others dream bigger.”

Her advice to aspiring agents is simple. “Get focused and stay consistent. Choose a few ways to generate business and master them. If you treat it like a hobby, it will pay like one. If you treat it like a career, it will change your life.”

From a fearless leap of faith to an award-winning

career, Kaila Lindsey has built a business and a life rooted in courage, compassion, and conviction.

“Opportunities do not come to those who wait,” she says. “They come to those who act. You do not need perfect timing; you just need the willingness to start, because everything you want is on the other side of that decision.”

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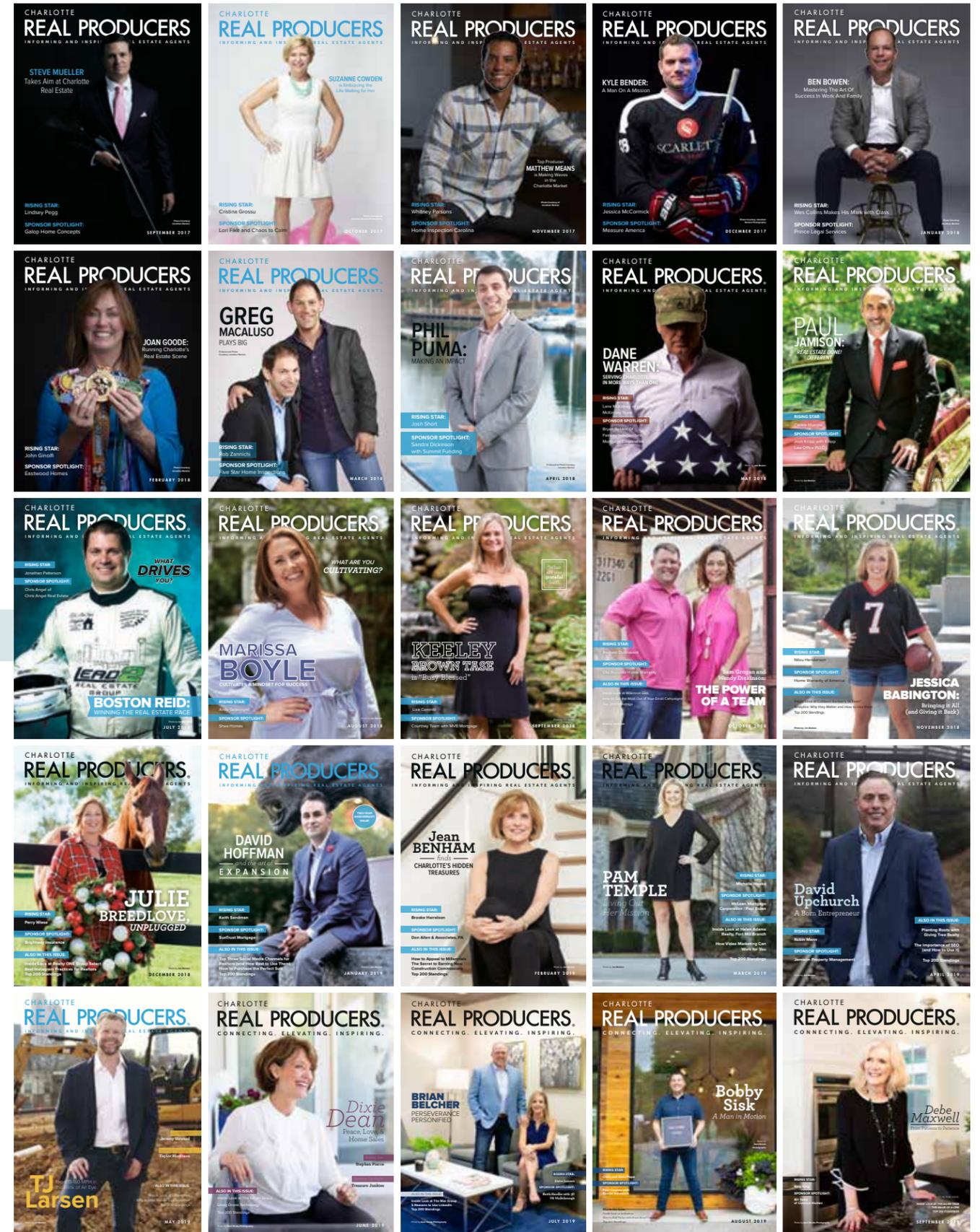
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