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16 Amazing Top Producers!
COVER STORY

If you are interested in nominating people for certain stories, please email us at: Dees.Hinton@n2co.com

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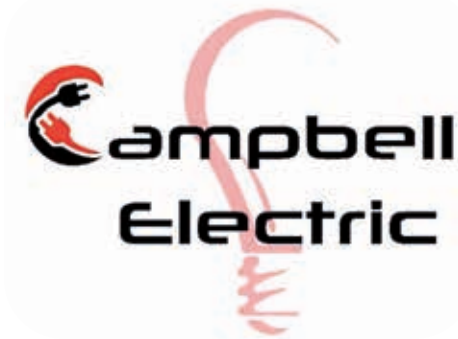
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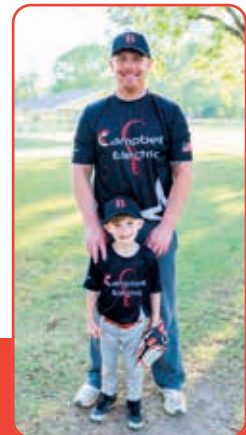


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Mid-Year Check-In

It’s hard to believe we’re already halfway through the year.

January feels like yesterday, yet six months have come and gone. At the beginning of the year, many of us set goals, created plans, and envisioned what success would look like by year’s end. Now, standing at the midpoint, it’s a good time to pause and ask a few important questions:

What’s working? What’s not? Am I building the business I intended to build, or am I simply staying busy? Who am I becoming in the process?

These questions matter because success is rarely the result of one big decision. More often, it’s the result of small choices

made consistently over time. The habits we develop, the relationships we invest in, and the opportunities we pursue all have a way of compounding.

As I’ve reflected on the first half of this year, I’ve been reminded how many opportunities begin with something simple: showing up. A conversation at an event. A new relationship. A fresh perspective. A referral partner. A chance encounter that opens a door you never expected.

Many of the best things in business, and in life, happen because we put ourselves in places where connection is possible.

Showing up doesn’t guarantee success, but it creates opportunities for success. You can’t build relationships with people you’ve never met or learn from conversations you’ve never had. In a world that is increasingly digital, there is still tremendous value in being present, engaging with others, and investing in genuine relationships.

That’s one of the reasons our theme this year is *Collaboration Builds Community*. Community doesn’t happen by accident. It’s built intentionally...one conversation, one introduction, and one relationship at a time. The strongest communities are formed when people choose to engage, encourage, and support one another.

I’ve had the privilege of watching this happen throughout our Real Producers community. I’ve seen agents connect with trusted partners, friendships develop, ideas exchanged, and opportunities created. Time and again, I’ve been reminded that growth rarely happens in isolation. The most successful people I know continue to learn from others, invest in relationships, and show up consistently.

As you look ahead to the second half of the year, I’d encourage you to take inventory, not just of your numbers, but of your relationships. Who are you learning from? Who are you investing in? Where might you need to show up more consistently? The answers to those questions may have a greater impact on your future than any business plan or marketing strategy.

The second half of the year doesn’t require a complete reinvention. Sometimes it simply requires a renewed commitment to the things that matter most. Be present. Be intentional. Keep showing up.



Here’s to a strong second half of the year—and to continuing to build a community that connects, elevates, and inspires. Together, we go farther.

Jeff White
Owner/Publisher

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AUGUST 2025

Anthony Steen

Helping people is what drives Anthony. “I like showing people land, and I like showing them how they can earn a lot of equity. I want to help them be fully knowledgeable about what they are buying. I also enjoy getting to know people. I’m always straightforward and honest with people, even if it may cost me a sale. I want what is best for my clients.”



SEPTEMBER 2025

Velicia Stanley

For all her success, she gives the glory to God. “*God carried me through seasons of my life when I did not even realize I was being carried. I owe Him everything because without Him I am nothing.*” Velicia also credits her parents for her strong upbringing. Her mom passed away three months before she was licensed in real estate. “*My mom was my biggest cheerleader. Not a day goes by that I do not think of her.*”



OCTOBER 2025

Jay and Kimberly Walker

While the couple isn’t considered a real estate team, they balance each other perfectly, which is appreciated by the clients they are allowed to serve. When they’re not working, the couple enjoys traveling. “We just got back from Costa Rica,” says Kim. “We prioritize blocking off time for travel. We’ve been to many countries together. The kids go sometimes, but once a year, we spend a week somewhere with each other. We love to meet people from different places and cultures.”



NOVEMBER 2025

Scott and Amanda Taylor

Their faith is important to them, and Scott and Amanda treat people based on that faith. “We want to bless them the way we have been blessed,” says Scott. Amanda says they get close to their clients, which is a part of the job they most enjoy. “We have been fortunate to get business through referrals from relatives, friends, and clients. Establishing a good rapport helps us to work better with each client. We want to help meet their needs. We have formed lasting friendships with clients whom we didn’t previously know.”



DECEMBER 2025

Bethany Foote

Buying or selling a home is one of the most personal and meaningful financial decisions a person can make, and it’s a responsibility Bethany takes very seriously. Helping people find the best home for them is what keeps Bethany passionate about working in real estate. “It’s not just a house. I work to ensure a home truly fits their needs. Obviously, money is necessary to make a living, but in fact, I often talk clients out of overextending themselves or even buying a home because it’s not what is best. Many times, my role feels more like a counselor, helping people decide what’s best for them and their families. Sometimes that means selling, sometimes it means renovating, and other times simply staying put.”



JANUARY 2026

Joseph Presley

Between his faith, family, and his business, Joseph's life is full, but full in all the right ways. When time allows, he still enjoys hunting and playing golf, though he admits those opportunities come less often these days. Still, he's grateful for every moment. "I love what I do," Joseph says. "God is so faithful. This work can be hard, frustrating, and rewarding all at the same time, but I love the people I work with. We strive to always prioritize God in our lives and business. When we do that, the rest will follow."



FEBRUARY 2026

Kim Goodson

In the end, it's her clients that bring Kim the most joy. "Helping people is something I love to do. It's a joy to get to know my clients and take the time to understand their goals, priorities, and what matters most to them. I cherish each client, many of whom become friends."



APRIL 2026

Madison Hill

Motivated by helping first-time home buyers, Madison says she loves helping them through the process. "It's been great meeting people at open houses, and so many of them have become some of our dearest friends. That's one of the real perks of this career."



MAY 2026

Christina Wells

A home is the biggest investment anyone usually makes in their life, which is something Christina takes seriously. "I want to make sure my clients have a good experience. To that end, I am honest with them because they need to know what they are dealing with. But I also try to lighten the mood when I can by joking around. So many of my clients become good friends."

Having her family's support has been important. "They all support me, from staging to putting out signs. It's a team effort to make it work."



MARCH 2026

Vicki Welch

From the time she started working in real estate, Vicki was drawn to this work. "I love the people, and I've gotten to know so many – from clients to other agents, as well as home inspectors, photographers, and others who are connected to the real estate industry. Before I got into this, I had no idea how many people it takes to make this industry run." Because she knows so many people in so many different fields, Vicki says friends will call her for advice on repairmen. "When someone calls asking for a recommendation for an electrician, I know they trust me, and that's such a good feeling. The people with whom I do business are the people I trust. I'm picky about who I work with because they are a reflection on me."



JUNE 2026

Caleb Monk

Caleb says he likes helping families get started. "We started young, and fortunately, we had good guidance. We realize that's not always the case, so helping young families navigate the process of buying their first home is exciting." But even better, says Caleb, is helping them with their second home. "It's fun to see them moving up and getting closer to their dreams. When they realize the importance of equity and how that can help them get from one step to the next, they get really excited. We also do a lot of investment deals, and we help people learn how they can get started in real estate investment. That's something we really enjoy."

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