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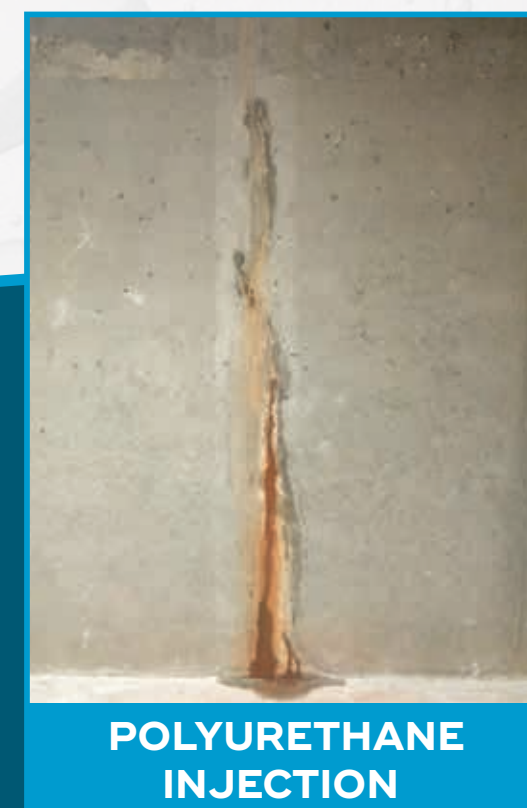
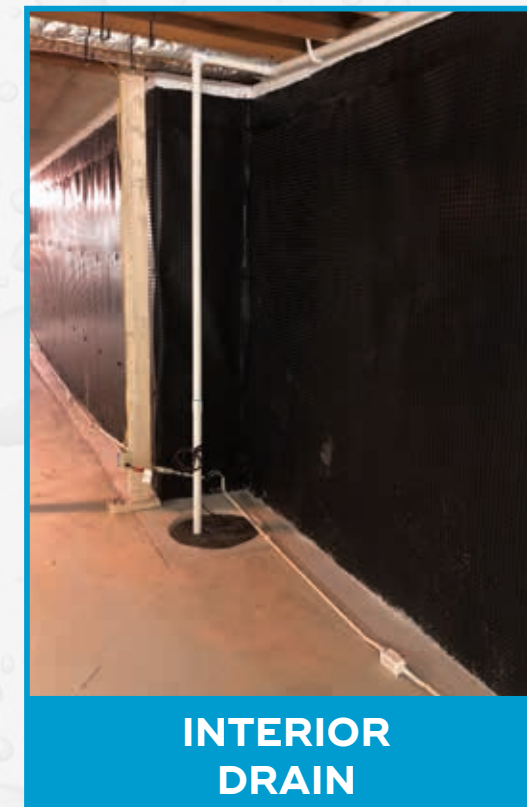
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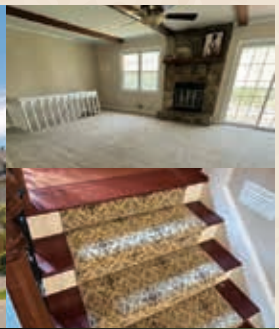


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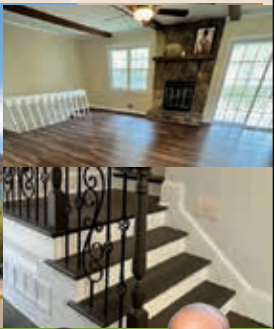
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JULES HARPER

**HE BUILT
BUSINESSES.
HE SAVED
HOMES.
HE NEVER
STOPPED
SHOWING UP.**

BY ELIZABETH MCCABE
PHOTOS BY REGIS LAWSON

When Jules Harper was a kid growing up in Fort Lauderdale, he already knew exactly what he wanted to be. Not a firefighter. Not an athlete. Not a doctor. A businessman.

“

We’re passionate about helping people build wealth through real estate.”

“I used to play office with friends to pass the time when rainy days kept us inside,” Jules laughs. It sounds funny now, but the truth is, he was paying attention. His father owned multiple businesses and became the example Jules would spend a lifetime following. “He was my hero,” Jules says. “Watching what he was doing was the coolest thing ever.”

That early fascination with entrepreneurship would eventually lead Jules from South Florida to Atlanta, from corporate America to business ownership, and from selling technology networking services to Fortune 500s to becoming one of the most respected names in Atlanta real estate.

But none of it happened overnight. After earning a Business Administration degree with a concentration in Marketing from Clark Atlanta University, Jules spent seven years climbing the corporate ladder. At the same time, he couldn’t shake the feeling that he was meant to build something of his own.

Even while in college, he was already testing that theory. Long before mobile businesses became popular, Jules launched a mobile auto detailing company, servicing dealerships and repair shops throughout the area. The entrepreneurial bug had officially bitten.

Then came the conversation that changed everything. One evening, while working

at AT&T Business, Jules and a business partner, Greg, found themselves talking late into the night. “Why don’t we do this for ourselves?” The question was simple. The answer would change the course of his life.

In 2003, they launched their own technology networking company, serving many of the same business clients they had worked with in corporate America. A year later, Jules entered real estate investing, purchasing properties, exploring creative financing strategies, and learning the real estate business from the ground up.

Then the market crashed. For many agents, the housing crisis was devastating. For Jules, it became an opportunity to serve. “We saw homeowners who needed help,” he says. “We had the skill set to help save homes and protect people’s credit.”

While others were exiting the real estate business, Jules and his wife, Martine, leaned in. Together they built a reputation as experts in short sales and distressed properties, helping families navigate one of the most difficult periods in modern real estate history. The work wasn’t glamorous. It was necessary. As word spread, Keller Williams invited Jules to teach classes to agents throughout Atlanta.

Soon, those classes expanded beyond Keller Williams. Agents from other brokerages started

showing up. Chambers of commerce invited him to speak. Referral partners began calling. The Four Walls Group became known as the team that understood distressed properties better than anyone else.

Something unexpected happened. The people sitting in the audience didn’t just want information. They wanted Jules to handle the business. “Agents started saying, ‘Can we just refer these clients to you?’” He smiles. “I said, ‘Sure.’” By 2010, nearly 90 percent of the team’s transactions came through agent referrals. “We were doing 80 to 100 transactions a year for several years.”

Today, Four Walls Group looks very different. The company has evolved into a luxury, investment, and wealth-building real estate brand focused on helping clients create long-term financial freedom through property ownership. For Jules, the mission has remained the same. “We’re passionate about helping people build wealth through real estate,” he points out.

Ask him what separates his team from everyone else, and his answer won’t be technology, marketing, or social media although they are innovators in all of these areas. It’s consistency. That’s the secret to success. “We focus on having 40 conversations every day,” he says. “If you nurture your database, it’ll take care of itself.”

“**Real estate isn’t just about homes.** It’s about connection, legacy, and the communities we help elevate.”

That relationship-first mindset extends far beyond real estate. Today, Jules serves as a TV host for American Dream TV, where he highlights the businesses, people, and neighborhoods that make Atlanta special. He shares, “The show goes beyond real estate by telling the larger story of lifestyle, local leadership, entrepreneurship, and the places where families build their lives. For me, the platform is especially relevant because it allows me to celebrate the Atlanta market through a more personal and community-

centered lens.” For him, the role feels like a natural extension of what he’s always loved most. “Real estate isn’t just about homes,” he says. “It’s about connection, legacy, and the communities we help elevate.”

At home, Jules is quick to tell you his most important titles have nothing to do with business. He’s a husband. A father. And a proud volleyball dad. He supports their daughter through club and school for the past 7 years, allowing them to travel the nation



for tournaments. “And now, we will be following her as she plays collegiately in the NCAA,” he adds. Their son, Julian, is pursuing a degree in engineering and currently working in the legal field. “It’s exciting to watch them chase their dreams,” he thoughtfully reflects.

When he’s not working, Jules is a fitness enthusiast. “I love weight training and outdoor activities like hiking and cycling,” he says. “I love all sports,” he says with a laugh.

Faith also plays a central role in his life. Through Compassion International, Jules helps support children around the world. More recently, he joined the board of a local food pantry, Reflections of Trinity, after graduating from Leadership Cobb Class of 2026, a leadership development program with the Cobb Chamber of Commerce designed to engage local leaders in the most pressing issues facing the community while equipping them to serve with greater purpose, perspective, and impact. The organization’s mission is simple: no family should go hungry. It’s exactly the kind of work that resonates with him.

Because whether he’s helping families build multi-generational wealth, mentoring agents, serving his community, or supporting his family, the motivation has always been the same. Show up. Stay consistent. Help people. It started with a little boy playing office in Fort Lauderdale. And it’s still working today. 🏡



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BY ELIZABETH MCCABE
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Coaching. Mentoring. Leading.

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“Real estate is actually the third chapter in my career,” says Kanani Briggs. Most people spend years trying to figure out their one thing. Kanani has built a life around mastering what’s next. Reinvention isn’t something she fears; it’s something she does well.

“I was in medical and pharmaceutical diagnostic marketing and business development,” she comments. When her children started elementary school, she stepped down to spend more time with them. After that, she became a network marketing vice president, which led her to become a life coach for women entrepreneurs. “Most of my business was virtual. I found the need for community and connections,” she says. It was the perfect segue for real estate.

A self-starter and a go-getter, Kanani knows how to succeed. That’s why real estate is the perfect fit. Ten years ago, when she and her family relocated from New Jersey, she used the Curtin Team in Roswell. Five and a half years ago, they reached out to Kanani.

“We’re hiring,” they told her. She took advantage of the opportunity immediately. “I thought, ‘That’s what I’m looking for,’” says Kanani. She got her license and joined their team. Little did she know that her career would soar. Her first year, she was Rookie of the Year. Her sales continued to skyrocket. Last year? She surpassed a 100 million dollars in sales.

Returning to Her Roots

“I found myself wanting to get back to my roots, which is coaching, mentoring, and helping other agents have the same level of success or more than what I have,” she says. Currently, she is shifting her focus from full-time production and is the lead agent and agent mentor for the Curtin Team. Her focus is training, onboarding, and coaching.

“This year is my first year doing it,” she comments, “but we have been talking about it for a while.” She feels fortunate that Tom and Joanne Curtin have been supportive of her vision. “They

were excited about it and helped me make it a reality,” she smiles. “I believe the future of real estate is about strategy, skills, and relationship building.”

And if you ask her what lights her up most, it’s not her own wins. “It’s when the lightbulb goes on for someone else,” she says. “When I get the call that their offer was accepted or they just went binding. I’m as excited for them as if it were my own deal.” That’s the difference.

In an industry where many agents struggle to gain traction, Kanani is deeply invested in helping others break through. She believes success isn’t instant, but possible for those willing to stay consistent. “To see someone plug into a system, do the work, stay committed (even when results don’t come right away) and then watch it all come together... that’s incredibly rewarding.” She smiles when she says it, but you can tell it means everything.

A Bigger Vision

Mentoring agents within The Curtin Team is just the beginning for Kanani. She’s actually building something larger: a culture. “If I could design my dream role,” she says, “it would be Director of Culture, Community, and Collaboration.” And in many ways, she’s already doing exactly that. Her leadership style hasn’t gone unnoticed. Last year, she was honored with Keller Williams’ WI4C2TES Culture Award, recognizing her commitment to collaboration, mentorship, and building a people-first culture.

Beyond mentoring, she’s actively involved in community education, especially around “rightsizing,” a growing need as populations age. Through workshops at local libraries and community spaces, she helps people navigate big life transitions with clarity and confidence.



"It's about helping people understand their options," she explains. "Do they need to move? What does that look like? How do they even begin?" It's personal, too. She's currently helping her own mother relocate from Florida, which makes her even more passionate about guiding others through similar transitions.

Built on Connection

Kanani's earlier experience in business development, sales, and marketing gave her a strong foundation, but she's quick to point out something else that made a difference. "I joined a team that already had trust and a strong reputation," she says. "And then I brought my hustle and skillset to it. It was the perfect combination."

From there, things began to compound. "Success builds on success. Confidence grows. It starts to snowball." Still, despite her ability to lead independently, Kanani has chosen to remain part of a team. "I could go out on my own," she says. "But there's something powerful about building something bigger than yourself." She pauses, then adds simply, "I'm a team person."

A Wonderful Life

At home, Kanani's world is full. She and her husband live in Alpharetta with their two rescue dogs. Their two sons are grown with one in college in Pennsylvania and the other graduating from the University of Georgia. Relocation has been a defining part of her family's story, shaping how she shows up for her clients.

"When we moved, it was hard," she says. "The boys were in middle school. We were pulling them away from everything they knew." That experience created a lasting empathy. "I have a soft spot for families relocating," she says. "Connection is everything. You have to plug in somewhere and that's true for both parents and kids."

To relax, Kanani and her husband love exploring local restaurants in downtown Alpharetta and Roswell, traveling, and getting together with her girlfriends for happy hours. She also serves on the board of a Children's Development Academy in Roswell. "I like helping grow that organization and supporting their mission, which I love."

Through the Curtin Team Cares program, she helped implement a project to provide home refreshes for local teachers and staff members in need. "That's been incredibly special," she says. "It's something we look forward to every year."

To Kanani, her life is all about "community and collaboration." Whether in real estate, mentoring, or community work, connections are her anchor. Success isn't measured by how high she climbs. It's measured by how many people she brings with her. That's the mark of a true leader. ▀



“

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You have to plug in somewhere and
that's true for both parents and kids.”*

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A World in Motion and a Career Built on Connection

BY AMELIA ROSEWOOD
PHOTO BY PHILIP ANDREWS

There is a certain kind of person who can walk into a room full of strangers and make everyone feel instantly comfortable. Lisa Rhead has built an entire career on that ability. Part strategist, part relationship-builder, and part storyteller, she brings a rare combination of professionalism, warmth, and humor to every conversation. It is the kind of presence that immediately puts people at ease, whether she is speaking with a relocating family, a corporate mobility leader, or a top-producing Realtor navigating a complicated transaction.

“I’m authentic, and although I’m in sales, it’s not about a transaction; it’s about connection and partnership,” Lisa says. That philosophy has quietly guided every stage of her career and continues to shape how she approaches her role at Hilldrup, one of the most respected moving, storage, logistics, and workplace solutions companies in the country.

Built on Curiosity and Creativity

Lisa grew up in Charlotte, North Carolina, where she still lives today. Creativity has always been part of her personality, but so has curiosity. She is the kind of person who naturally asks questions, studies processes, and looks for ways to improve the experience for everyone involved. Friends and colleagues also know her for another defining trait: her sense of humor.

She laughs easily, loves practical jokes, and believes humor is one of the fastest ways to break down walls and create genuine connections. That balance of creativity and approachability has served her well throughout a career rooted in relationships.

Long before she stepped into executive leadership, Lisa began her professional journey as a receptionist in the relocation department of a Charlotte-based real estate company. At the time, she noticed a recurring issue. Employees relocating to the area frequently called looking for rental assistance, but the company did not offer those services. Instead of simply redirecting people elsewhere, Lisa saw an opportunity.

She developed a business plan proposing a rental-assistance division to better support relocating employees while strengthening relationships with future homebuyers and corporate clients. Leadership embraced the idea and promoted her to build and lead the department. “That was a turning point,” Lisa says. “It helped me grow professionally and opened doors I never imagined.”

That initiative became the foundation for a career spanning more than 25 years in the real estate relocation and mobility industries.

A Relationship-Driven Approach

Today, Lisa serves as Vice President of Global Business Development for Hilldrup, a family-owned company with more than 120 years of history in the moving and relocation industry. Headquartered in Stafford, Virginia, Hilldrup operates 11 branches throughout the Mid-Atlantic and employs more than 800 people. Although Lisa has only been with Hilldrup for a little over a year, the company’s culture and mission aligned naturally with the way she has always approached business.

Her role centers on building trusted relationships with Realtors, relocation directors, corporate mobility professionals, and business partners. At its core, her work is about understanding people’s goals and helping simplify what is often one of the most stressful transitions in life. “Moving can be overwhelming for people,” Lisa explains. “Knowing we helped make that process smoother and less stressful is incredibly rewarding.”

That people-first mindset is what she believes separates Hilldrup from competitors. While the company embraces innovation through technologies such as virtual surveys, AI-assisted quoting, and shipment tracking, Lisa says the real difference comes down to service. “Hilldrup’s teams deliver more than a move,” she says. “They bring a level of talent, dedication, and care that clients can truly feel.”

For Realtors, that attention to detail matters deeply. Lisa understands that every referral reflects directly on an agent’s reputation, which is why responsiveness, communication, and consistency remain central to the company’s approach.

Hilldrup also supports agents beyond the typical move-across-town. Whether helping store furniture during staging,



coordinating decluttering assistance, or managing long-distance relocations, the team aims to become a true extension of the agent’s business.

Creating Impact Beyond Business

One of the things Lisa appreciates most about Hilldrup is the company’s commitment to community outreach through its “Moved to Action” initiative. The program supports nonprofits focused on health, hunger, and housing across the communities Hilldrup serves.

From Habitat for Humanity in Greenville to Ronald McDonald House partnerships in Orlando and the Children’s Hospital of Richmond at VCU, the company encourages employees to

invest their time and energy into causes that create meaningful local impact.

At its core, Lisa believes that mindset comes from understanding the human side of what Hilldrup does every day. Moving is never just about boxes and transportation - it’s about people, relationships, and helping families navigate major life transitions. That understanding is also personal for her.

She and her husband, Mike, are celebrating 35 years of marriage this year. Together, they have two children, Savannah and Bryce, along with two grandchildren, Leighton and Campbell, who have quickly become the center of family life. Through Savannah and



her husband John’s military relocations over the years, their family has experienced firsthand the emotions that come with moving - adapting to change, supporting loved ones from afar, and learning how to stay connected even when life takes you to different places. Lisa says some of her favorite memories still come from traveling together as

a family and experiencing new places side by side. “My husband knows I’d choose a trip over a gift any day,” she says with a laugh.

At home, life is rarely quiet thanks to Atticus, the family’s lovable grand-dog. Lisa describes him as a scruffy, energetic mix between a Lab and a Labradoodle,

though she jokes he really resembles Scooby-Doo more than anything else.

Outside of work, Lisa recently picked up an unexpected hobby: baking and decorating cookies. Armed with TikTok tutorials and plenty of patience, she has taught herself intricate decorating techniques and even created wedding shower cookies for a friend. She is also a devoted Formula 1 fan who watches every race and qualifying session. Attending the Monaco Grand Prix remains firmly planted on her bucket list.

The Feeling People Remember

When Lisa reflects on the career she has built, one quote continues to guide her approach: “People will forget what you said, people will forget what you did, but people will never forget how you made them feel.”

That perspective is woven through every interaction she has, whether she is collaborating with Realtors, helping a relocating family, or building partnerships within the industry.

For Lisa, success is not measured simply by completed moves or business growth. It is measured by trust, relationships, and the confidence people feel when they know they are in capable hands. At Hilldrup, that philosophy continues to move people forward, one relationship at a time.

Looking for stress-free, cost-effective moving services? Hilldrup provides accurate, hassle-free moving quotes to ensure your client is informed every step of the way. From local moves to long-distance relocations, their team ensures every move fits the timeline and budget. 📦

To learn more about partnering with Hilldrup or to connect with Lisa directly, call 704-231-5582 or email Lisa.rhead@hilldrup.com.

“People will forget what you said, people will forget what you did, but people will never forget how you made them feel.”



From Rookies to Rockstars:
Secrets We'd Share with
Our Younger Selves



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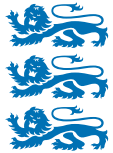
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