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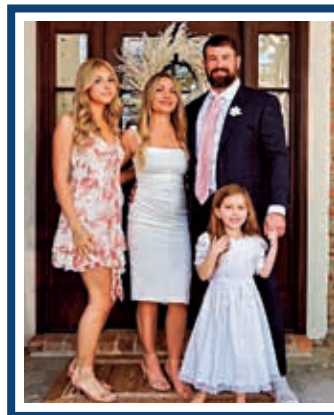
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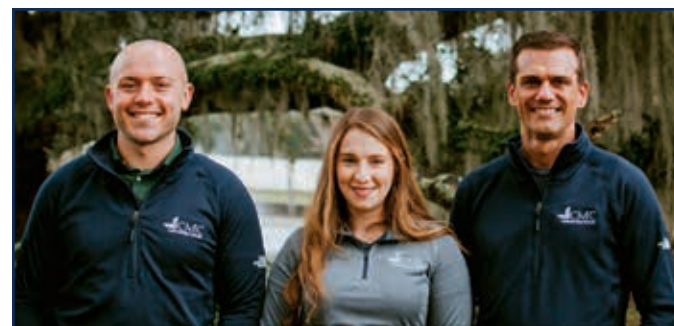
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# A Note From the Publisher



BY DRAKE ABSHIRE

Providing a platform to celebrate and unite the top real estate professionals across Acadiana!

Hey Acadiana Realtors!

There's something special about the season we're stepping into: longer days, fresh energy, and new opportunities to grow both personally and professionally. In real estate, growth isn't just about numbers; it's about relationships, consistency, and the people who choose to show up and do the work every single day. That's what makes this community so powerful.

One of my favorite parts of what we do here at *Acadiana Real Producers* is continuing to grow that community with partners who truly believe in serving others well. This month, I'm excited to introduce and welcome several new Preferred Partners who are ready to support you and your business at a high level.

Please help me welcome **Dev's Electrical Connection**, your new go-to for reliable residential and commercial electrical services throughout the surrounding areas of Louisiana. Their commitment to safe, high-quality work and building lasting relationships makes them a valuable addition to our network.

We're also thrilled to have **SFMC Home Lending** join us. With a strong belief that everyone deserves to own their ideal home, their team goes above and beyond to provide exceptional service. Their professionalism and dedication

to guiding clients through the mortgage process truly set them apart.

Another great addition is **Cricket's Pool & Spa World**, offering a wide selection of products and supplies to help homeowners maintain their pools all season long. With trusted brands and a knowledgeable staff, they're a fantastic resource for both agents and clients alike.

And finally, please welcome **Chapman's AC & Heating**. Whether it's routine maintenance, a quick repair, or a full system upgrade, their experienced team is ready to serve with reliability and expertise—something we all know is invaluable in our market.

We're grateful to have each of these partners as part of our community, and I encourage you to connect with them, learn more about their services, and build relationships that will elevate your business.

As we continue highlighting the incredible talent within Acadiana, I also want to put a spotlight on one of my favorite features in the magazine—our **Rising Star** segment. This is where we recognize agents who are early in their careers (under five years in the business) and are already making a meaningful impact. This recognition is not about volume or production numbers. It's about work ethic, growth, professionalism, and the way they show up for their clients and peers.

If you know an agent who is putting in the work, building momentum, and truly standing out as they climb the ladder, I want to hear about them. Your nominations are what make this feature so special, and it's an opportunity to celebrate those who are shaping the future of our industry.

As always, thank you for being part of this community. Your continued support, collaboration, and commitment to excellence are what make *Acadiana Real Producers* what it is. I'm looking forward to seeing the connections you build, the business you create, and the impact you continue to make.

Here's to another great month ahead!

With heartfelt thanks,



**DRAKE ABSHIRE**  
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# How to Choose the Right Title Partner



Wyatt Leger  
Director of  
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What Experienced Agents Know and What to Actually Look For

BY THE TEAM AT AMO TITLE SERVICES

**In real estate, your title company isn't just a vendor. They're a direct reflection of you. The way they communicate, solve problems, and handle your clients plays a big role in how your deals feel from start to finish. A lot of people treat title like they're all the same, but experienced agents know better.**

The right title partner keeps your deals together, protects your clients, and makes your life a whole lot easier. The wrong one creates delays, confusion, and unnecessary stress, especially when something unexpected comes up mid-transaction. And in Louisiana, with its unique civil law system, succession records, and mineral rights considerations, partnering with someone who truly knows this state is not optional. The stakes of choosing right are real.

So what should you actually be looking for?

### Communication That Keeps You in the Loop

You should never have to chase updates or wonder where your file stands. A strong title team is proactive and responsive, flagging issues early, confirming payoff figures, and keeping all parties informed at every stage. When communication is clear, deals move smoother and closings feel effortless. It's that simple. Look for a team that gives you a consistent point of contact and actually answers when you call.

### Consistency Across Every File

Every transaction deserves the same level of attention, whether it's a starter home in Thibodaux or a commercial deal in Lafayette. You want a partner who shows up the same way every time: thorough, professional, and treating your clients like they matter. Because they do.

### Real Problem-Solving, Not Just Problem-Pointing

Things come up in almost every transaction: title issues, last-minute changes, liens, undisclosed heirs, clouds on title from old succession proceedings. The difference is having a team that doesn't just flag the problem and step back, but digs in and works quickly to resolve it. Ask any title company how they handle curative issues. A confident, specific answer is a very good sign. Vagueness is a red flag.

*"The right title partner isn't just about getting to the closing table. It's about having someone in your corner who's willing to do what it takes to get you there."*

### Transparency Your Clients Can Feel

No surprises at the closing table. No confusion about fees. No last-minute stress. When everything is explained upfront, it builds trust in you and in your partners. Your clients should feel confident and fully informed throughout the entire process, not scrambling to understand what's happening on the day of closing.

### Flexibility That Matches How Real Estate Actually Works

This might be the most underrated quality in a title partner, and it is one of the things agents overlook most often. Real estate is not a 9-to-5 business. Deals don't pause at 4:30. Clients work different schedules, lenders need things after hours, and sometimes the only way to get a deal done is to be willing to adjust.

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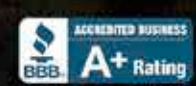
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# Ashley Conway

## REAL ESTATE JOURNEY & ACHIEVEMENTS

### What inspired you to take the leap into real estate, and what was that first year like for you?

I wanted to get into a career that had a more meaningful impact on people, and real estate seemed like a good transition from commercial leasing, which was my profession prior to being a realtor. The first year was full of learning, listening, and absorbing. I sat in with a ton of other agents throughout different stages of their transactions, and that helped me tremendously. My mentor, Jeannie DeGrecio, did a great job of keeping me on track, coaching me on how to find clients organically, & guiding me through my first few deals.

### What's one transaction or client experience that had a lasting impact on you?

My dad purchased a tract of land in my hometown of Springfield so that he could be my very first transaction as a realtor. It showed me that I was supported and my family believed in me, and I will never forget that.

### If you could go back and give your rookie self one piece of advice, what would it be?

Don't be intimidated by the Top Producers in this industry. Lean into them and learn from them. Their years of experience and transactions can be a huge tool to have in your pocket.

### What's a personal milestone or achievement in your career that you're most proud of?

I had my first million-dollar month in February of 2026. That was pretty exciting because when I started this business, I could only wrap my head around the hopes of having a million-dollar year.

### What's the best piece of advice a mentor or colleague has ever given you?

DO IT SCARED. I've repeated that to myself so many times over the past few years and it's gotten me through some hard conversations and big moments.

## CHALLENGES & GROWTH

### How do you handle difficult clients or challenging personalities in negotiations?

I always try to put myself on both sides of the transaction, no matter what side I'm representing. I know the end game is always the same for everyone involved, so I just try to stay professional. I've gotten REALLY good at pausing before responding to everything.

### How do you stay resilient when deals fall apart or the market shifts unexpectedly?

I trust God first. Then I lean heavily into my team for strategy, inspiration & motivation. I know there's someone in this industry who has experienced whatever I am experiencing as a new agent. I just have to be vulnerable enough to voice it and humble enough to take suggestions.

PHOTOGRAPHY BY  
WESLEY SUN CHEE FORE





**If I just do the work,  
God will provide in the outcomes.**"

**Where do you see yourself in five years, both personally and professionally?**

Professionally, I'd love to be in a more referral & repeat client-based business. Personally, my dream is to one day purchase a house to flip just for fun to see what the experience is like, so ideally, I'd have started or accomplished that dream in the next five years.

**How do you balance the hustle of real estate with your personal life and self-care?**

The people closest to me understand the nature of real estate and respect my crazy hours of working. But they are also really good at reminding me to put my phone down and be present, too. They are quick to remind me that sometimes it's necessary for me to put myself and my needs first to be my best self for my clients.

**What's one non-negotiable daily habit that helps you stay focused and successful?**

Showing up to my office consistently and being surrounded by other successful agents. They motivate me just by hearing the conversations and having mastermind sessions.

**What's one thing your clients would be surprised to learn about you?**

Truthfully, I'm so much of an open book that there isn't anything they probably don't know about me. I love living as my full, authentic self and present that to every single person I meet up front. They probably know more about me than they ever would have wanted to! ❖



**What's a challenge you're still working on overcoming in your career today?**

Fear of failure. I'm not sure when that will go away, but I'm learning that there is a lesson in every failure and if I can keep that in mind, I tend to be okay.

**How do you manage stress when juggling multiple deals at once?**

I would be lost if I didn't have the staff, leadership and team members of The CJ Group. Without them, I'd probably only be able to handle one or two deals at a time. Admittedly, I've also formed a great relationship with the "do not disturb" feature on my phone that allows me to disconnect from real estate for short periods of time when I need to be present with family or decompress.

**What's a misconception people have about being a realtor that you wish more people understood?**

That we do more than just show houses. Honestly, that's the easiest part of the job. It's the strategic negotiations, contract terms, and managing emotions that most people are most uninformed about.

**PERSONAL INSIGHT**

**What's a personal or business slogan that keeps you motivated every day?**

Psalm 46:5 "God is within her, she will not fall; God will help her at break of day." It's an everyday reminder that each day is new and full of opportunities and lessons. If I just do the work, God will provide in the outcomes.



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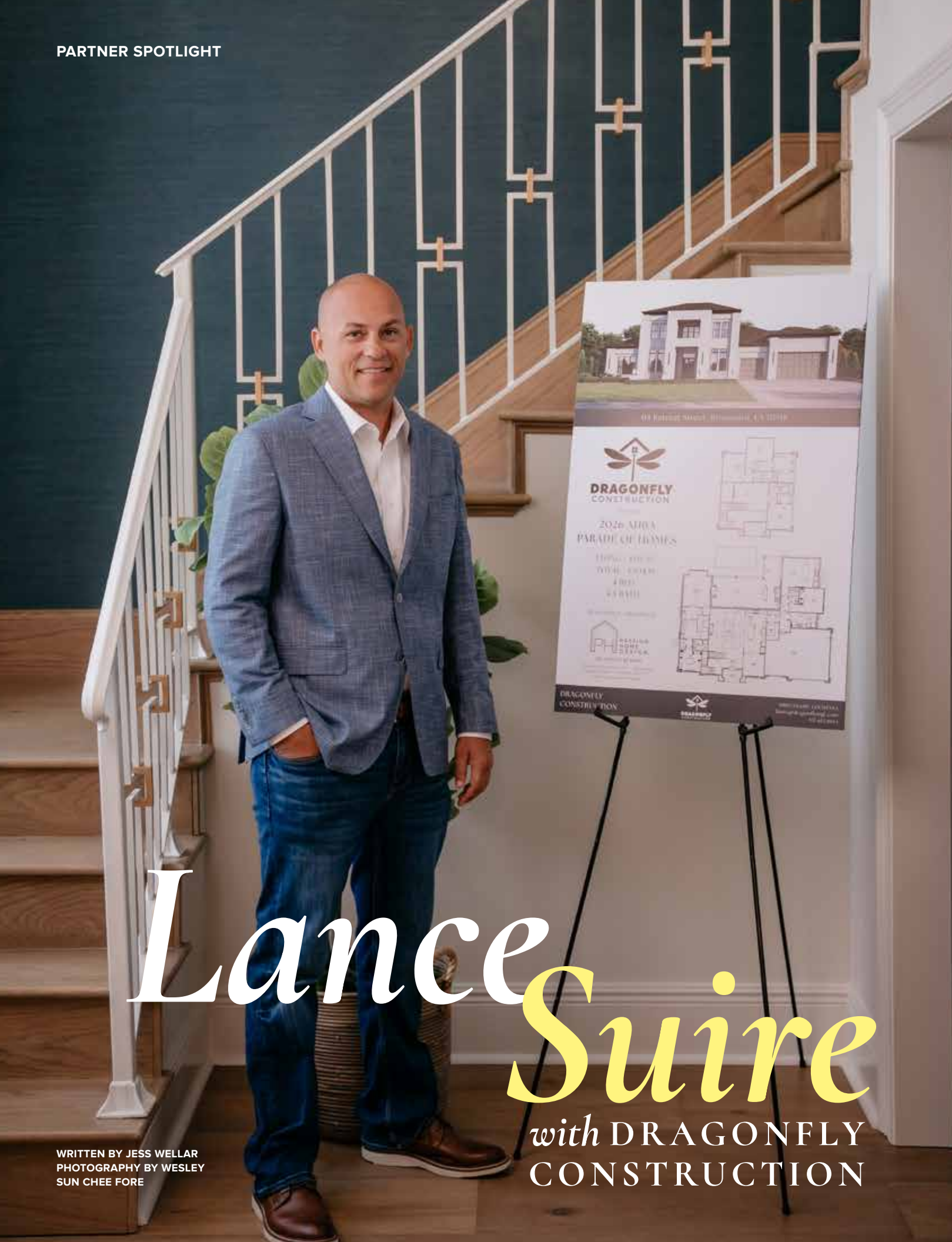
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# Lance Suire

with DRAGONFLY CONSTRUCTION

WRITTEN BY JESS WELLAR  
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## A True Labor Of Love

*“I don’t do this for a living, I do it because I love it,” Lance Suire asserts. That passion ultimately led Lance to launch Dragonfly Construction, a residential construction company serving Acadiana with a focus on quality craftsmanship, clear communication, and a hands-on approach that Realtors and clients have quickly come to trust.*

### Healthcare To Homebuilding

Lance’s love of the building process started early. A native of Kaplan in Vermilion Parish, he began working alongside a cousin in carpentry at age 10, learning the fundamentals long before he ever considered it as a full-time career.

“I still did construction in the summers all the way through college and then started flipping houses,” Lance recalls. “I have over 15 years of experience under my belt and have always loved the hands-on aspect of the craft.”

Professionally, however, Lance initially built a career in healthcare, working as an occupational therapist before moving into a high-level leadership role. At one point, as a VP for Reliant Rehabilitation, he was managing 3,000 employees and overseeing operations tied to thousands of residents across 58 nursing facilities.

But over time, especially following the challenges that came with the post-pandemic landscape, something shifted.

“The medical field got rough for many reasons after COVID,” Lance admits. “I was working both careers full-time for a little while. But after years of investing in rental properties and personally building my own home, I decided to devote myself fully to construction.”


That decision became the foundation for Dragonfly Construction, launched in 2022 with a clear vision: to raise the standard of professionalism and reliability in the local construction space.

### Following Up And Following Through

From the beginning, Lance built his company around something simple, yet often overlooked in the industry: timely responses.

“What sets us apart is our approach to communication, accountability, and partnership,” he offers. “I get a lot of jobs because I actually call people back right away, not several weeks later.”





*“We treat every project like it matters, because it does.”*

Operating with a streamlined internal team and a trusted network of over 100 subcontractors and trade partners, Dragonfly Construction is able to remain efficient while still maintaining tight control over quality.

Behind the scenes, his wife, Blair, plays an important role in the business as well, handling much of the financial side. A semi-retired attorney, she helps keep things running smoothly while balancing family life at home.

“We treat every project like it matters, because it does,” Lance emphasizes.

That genuine consideration shows up in the details, from renovations and upgrades to full-scale builds. Clients often compliment his honesty, responsiveness, and willingness to keep them highly involved throughout the process.

#### **Your Go-To When It Counts**

For busy Realtors, having a reliable construction partner on speed dial is a must. Lance understands the industry dynamic and has intentionally positioned Dragonfly Construction as a resource agents can depend on.

“We truly understand your timeline, your client relationships, and the importance of getting deals done,” he affirms.

That reality translates into real, practical support. From preparing listings for the market to tackling inspection repairs or helping clients identify strategic upgrades, Dragonfly Construction works behind the scenes as a true partner to keep transactions moving forward without unnecessary friction.

For agents, that level of consistency also means fewer surprises and stronger outcomes for their clients. And for Lance, it’s another extension of what matters most: protecting relationships and delivering results that reflect well on everyone involved.

#### **Beyond The Build**

Outside of construction, Lance’s life is centered around his family and the community he’s deeply connected to. He and Blair have been married since 2009 and are busy raising three children — Bentley (14), Christian (10), and Lila (6) — whose schedules are filled with plenty of sports and activities, especially baseball.



**CONTACT US!**

To learn more about Dragonfly Construction or schedule a consultation, call Lance Suire today at 337-652-8654!

When he’s not hunting or fishing, much of Lance’s free time is spent at the ballpark, coaching and supporting youth athletics. What began as a single team for his oldest son has since expanded into a full-fledged organization.

“I started a travel ball organization, the Laces, a few years ago,” Lance grins. “It’s grown from one team to nine teams with 103 kids that play now!”

“We’re also a faith-based organization, and parents flock to us for our culture,” he continues. “We focus on personal development, not just baseball skills.”

Looking down the road, Lance fully anticipates his phone will continue to ring at all hours with project requests, and he plans

to scale thoughtfully by bringing on two to four additional team members this year.

Above all else, though, Lance makes it abundantly clear he won’t compromise quality or his integrity while always prioritizing relationships.

“The outlook going forward looks busy because I rarely turn down a job!” he chuckles. “But I am just going with the flow; I want to provide a good quality product and engage with people, that’s the fun part for me.”

“At the end of the day, Dragonfly Construction is about more than just building projects,” he concludes. “It’s really about building trusted relationships and a reputation for doing things the right way.”



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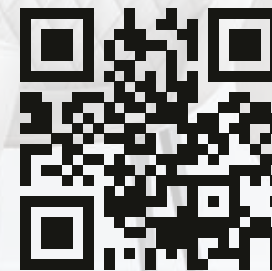
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# Gary & Hannah AYMOND

## SHOWING UP TOGETHER



WRITTEN BY JESS WELLAR  
PHOTOGRAPHY BY WESLEY SUN CHEE FORE

“We truly love getting to know our clients and hearing their stories,” Hannah Aymond smiles. “Every person buys or sells a home for a different reason, and those moments often come with a mix of emotions: sometimes joy, sometimes uncertainty, and sometimes even sadness. No matter the circumstances, we are grateful for every opportunity to be a small part of such an important chapter in their lives.”

That thoughtful perspective says everything about how Hannah and her husband, Gary Aymond, approach their business. The Lafayette-based duo has built something meaningful at IEAI Broker six years after relocating to Acadiana without knowing a soul. Since then, they’ve created a thriving, relationship-driven business grounded in a fierce commitment to showing up for each other and their clients.

### A Natural Decision

Before real estate, both Gary and Hannah were already laying the groundwork for their seamless partnership. Both hailing from Evangeline Parish, the couple met when they were just 14 and 15 years old at a high school football game.

After high school, Gary spent the next 15 years working as an oil and gas operator for Chevron, building discipline and a strong financial mindset while acquiring rental properties. Over time, that experience began to change his perspective on what was possible.

“I initially began investing in real estate as a way to create leverage and gain a deeper understanding of the market,” Gary explains. “That interest naturally led me to become licensed in 2021 so I could access the information and tools needed to make more informed decisions and pursue opportunities with confidence.”

“As our kids got older, though, my line of work in the oil industry became more difficult with 14 days on shore and 14 days off,” he continues. “I had to start relying on other agents to show my properties, so it just made sense for Hannah to get licensed and help with the workload.”



### Two Perspectives, One Purpose

The couple's move to Lafayette became the backdrop for that next chapter. What started as a decision based on more opportunity soon became the place where they would put down roots and build something together from scratch.

Gary waited a year after Hannah joined him to make the full-time leap, wanting to ensure there was enough business to sustain them. But today, what truly sets the Aymonds apart is not just their production, but how intentionally they've structured their business around their marriage.

"Our commitment, not only to our clients and the industry, but to each other is a differentiator," Gary explains. "Our 24/7 partnership allows us to bring two perspectives, two communication styles, and a deeper level of understanding to every client relationship."

That dual perspective shows up in each interaction, as the couple makes it a point to meet new clients together.

Our commitment, not only to our clients and the industry, but to each other is a differentiator."

Hannah, meanwhile, brought nearly two decades of experience as a licensed esthetician and business owner, along with a degree in Business Administration from LSU. Her service background made real estate feel like an easy pivot in 2022.

"Being in a service-based industry for quite some time helped build connections with people and realize how they want to be treated," she affirms.



Gary leans into analytics, strategy, and market insight, while Hannah excels at relationship-building and emotional intelligence. Together, they create a balanced experience that resonates with a wide range of clients.

"Having both the feminine and masculine perspective helps ensure everyone is heard and feels confident," Hannah points out.

That intentional approach extends beyond communication styles. Rather than forcing a one-size-fits-all experience, they adapt based on the client, often allowing one of them to take the lead depending on personality fit. The result is a process that feels natural, supportive, and highly personalized.

"We really see real estate as more than a transaction," Hannah adds. "It is a meaningful life moment, and we aim to be a steady source of support, guidance, and care throughout the process."

### Full Speed Ahead

Starting over in a new city is no small feat, but Gary and Hannah leaned into consistency, connection, and a long-term mindset to build their business the right way. Those efforts have translated into strong results, including 32 transactions totaling nearly \$9.4 million in 2025, along with Elite Agent Status at TEAI Broker for the past two years.

Their growth has come from showing up consistently, building genuine relationships, and creating an experience that leaves clients feeling supported rather than pushed into a decision.

"The most common feedback we receive is that our clients appreciate that we're not pressuring them," Gary offers, "especially in the beginning phases of the process. We're not big on pushing numbers or sales."

Hannah echoes that sentiment, noting that clients often "walk away feeling genuinely cared for."

That philosophy shapes how they guide home seekers as well, emphasizing long-term value and smart decision-making.





We hope to lead by example, showing them the value of commitment, hard work, integrity, and caring for others.”

#### **Bustling Household**

Outside of real estate, Gary and Hannah’s world revolves around their brood. Married in 2009, the couple keep busy raising three children: Libby (14), Dalton (11), and Liza (9). Their Miniature Schnauzer, Mazie, rounds out their lively crew.

“We love Sundays, going to Mass, coming home and cooking a huge brunch outside on the patio,” Hannah shares. “We could have a week full of Sundays!”

Their weekdays, however, are far from slow, consisting of baseball tournaments, gymnastics meets, volleyball games, and crossfit competitions. “We are really glorified chauffeurs!” she laughs.

Both Aymonds enjoy staying active while making time for hobbies that help them reset.

“We enjoy working out together, and Hannah especially loves Pilates,” Gary shares. “And I enjoy hunting and fishing, often sharing that time outdoors with our son, while our daughters enjoy being part of those experiences as well.”

When the couple does find time to kick back and relax, it often revolves around shared experiences, whether that’s discovering great food spots with a unique atmosphere or enjoying fine wine or a craft cocktail. They intentionally carve out time for date nights to enjoy the local offerings. And when time allows, they love to plan short day trips as another way to regroup and reconnect.

Deeply rooted in their faith and community, Gary and Hannah are parishioners of St. Joseph Catholic Church in Milton, a foundation that continues to shape both of their lives.

Looking ahead, the Aymonds are focused on growing their business in a way that stays aligned with their values while continuing to evolve. That includes expanding their reach within Acadiana, exploring opportunities in new construction, and continuing to sharpen their expertise without sacrificing the personalized experience that has fueled their success so far.

At the same time, their biggest priority remains right at home.

“Supporting our kids, guiding them, and encouraging them to believe in what is possible is something we take seriously,” Hannah concludes. “We hope to lead by example, showing them the value of commitment, hard work, integrity, and caring for others.”



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