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MEET JAY GAGNE

Jay Gagne is a Raymond James financial advisor who began his career back in 1995. He offers his clients more than 29 years of continuous investment management and financial planning expertise. Jay has achieved a Certification from the prestigious Wharton School of Business in Pennsylvania as a Certified Investment Management Analyst (CIMA), which translates to a deep understanding and knowledge of the available financial options for his clients.

Jay has continually been recognized for his achievements, including the following distinctions and honors:

2019-2024: Forbes Best in State Wealth Advisor

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2014-2024: Member of Raymond James Financial Services Leaders Council*

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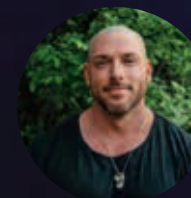
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ADAMS

WRITTEN BY ELIZABETH MCCABE

Left Health Coaching Behind and Found Her Edge in Real Estate

CONTINUED ►

“I FELT IT COMING.”

That quiet nudge. That internal shift. The sense that something bigger was waiting.

For MJ Adams, it showed up at the beginning of 2022, after a decade of building a successful career as a functional medicine and health coach.

“I had built a big online business,” she says. “But I started getting an itch to step into something more.”

It wasn’t a lack of success. It was a call to evolve.

A Dream Deferred

Real estate wasn’t new to MJ. In fact, it had been sitting in

the background of her life for years.

“I started to get my license when I was 21,” she says. “But I was a single mom at the time, and it just wasn’t the right time.”

So she put it on the back burner. But the interest never left.

“I’ve always been intrigued with real estate, looking at houses, and learning about the market. I’ve always been drawn to it.”

Then came the push.

“I started talking about it with some friends, and one afternoon I mentioned, ‘I’m thinking about getting my real estate license,’” she says. “And they said, oh my gosh, yes! Do it.”

That was all it took. MJ made the decision.

“I bought the course and told myself, ‘Let’s see what happens.’”

What happened next? Classic MJ.

“If I say I’m going to do something, I’m going to do it,” she says. “I knew I needed to dedicate the time.”

She began transitioning out of her health coaching business, making space to fully commit. She had heard the horror stories about the licensing exam, but she had no intention of becoming one of them.

“I was determined to pass it the first time.”

And she did.



LEAH FAYE
PHOTOGRAPHY

That kind of growth doesn’t happen by accident. “I’ve really learned the business. I’ve maintained and grown strong relationships. I brand and market myself the best way I know how.”

But more than anything, her focus is clear: “I focus on serving my clients with excellence and heart. I really enjoy serving people.”

And that shift—from chasing income to serving people—has changed everything.

“The more I focus on serving clients, the faster my success has grown.”

Building Momentum

MJ has also leveraged her existing network in powerful ways.

“I was able to convert some of my online clients into Texas clients,” she says. “That helped.”

She’s also invested strategically in lead generation platforms, including Realty Austin and Zillow.

“It’s scary to spend money at first,” she admits. “But I had the resources, and it helped jumpstart things.”

In just three years, MJ has already landed among the top 500 agents, a milestone that reflects both her work ethic and her ability to adapt quickly.

Life Beyond Real Estate

To relax and unwind, she stays grounded in Jesus, cherishes time with her boys, and prioritizes her health and wellness.

Course completed in eight weeks. Test taken two weeks later.

By June 2022, MJ Adams was officially licensed.

Baptism by Fire

Timing, as it turns out, was everything. MJ entered real estate just as the market began to shift—fast.

“I really had to learn how to sell,” she says. But here’s where her background gave her an edge.

“In functional medicine and nutrition, I worked with people navigating dysregulated hormones and a lot of emotional complexity,” she explains. “I already knew how to work with people.”

And in real estate? That’s everything. “I dove in and gave it 150 percent.”

Now in her third year, MJ isn’t just surviving. She’s thriving.

“Last year I had my best year in real estate,” she says. “And this is a much harder year than last year.”



MJ isn't slowing down anytime soon. "I do want to build a team," she says. "A smaller team to start."

She's currently exploring adding a licensed assistant, someone who can grow alongside her as she continues to refine her long-term vision.

"I'm still learning," she says. "But I'm at that point where it's like, 'Okay, you're doing well. Where do you go from here?'"

The answer? Maximize her potential

With a vision rooted in leadership, she aims to build a high-performing team and mentor others to develop successful, independent businesses while growing together as one.

Finding Her Edge

Looking back, MJ's transition wasn't just about changing careers. It was about stepping into alignment.

She didn't leave health coaching behind. She brought everything she learned with her. The discipline. The empathy. The ability to guide people through emotional decisions.

And she turned it into something powerful. Because in real estate, just like in life, success isn't about doing more. It's about showing up differently, with intention, with heart, and with God at the center of it all.

And MJ Adams? She's found her edge. ▾

"I REALLY ENJOY SERVING PEOPLE."

"I keep my health and fitness a big part of my life, not just physically, but for my mental health too," she says.

She also loves to travel, spend time outdoors, and stay active every day. And Sundays? "That's my sanctuary," she says of church.

Family remains her foundation. MJ is a proud mom of two sons, ages 19 and 21. One recently graduated and is pursuing a career as a pilot through ATP in Austin. The other is already carving his own path in sales, selling cars at Mercedes Benz of South Austin!

Quiet Impact

While MJ doesn't seek recognition for it, giving back is also part of who she is.

"I like to donate in quiet ways," she says.

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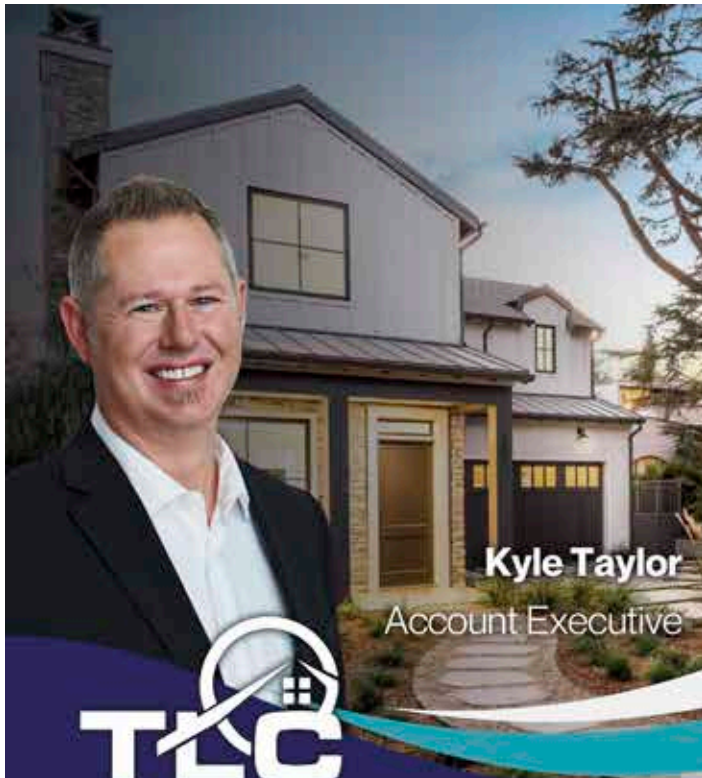
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REAL PRODUCER RISING STAR

BETTING ON HERSELF & WINNING

WRITTEN BY ELIZABETH MCCABE
PHOTOS BY LESSON MEDRANO PHOTOGRAPHY

ALYSSA NGUYEN

CONTINUED ►



“I’VE ALWAYS BEEN SOMEONE WHO SAYS YES TO OPPORTUNITIES,” ALYSSA NGUYEN SAYS. AND LOOKING AT HER PATH, THAT CHECKS OUT.

If you had met her years ago sitting in a biochemistry class at the University of Texas, real estate probably wouldn’t have been your guess. At the time, she was on track for pharmacy school.

Originally from California, Alyssa spent part of her childhood in Seattle before eventually landing in Texas. She came to Austin for UT, studying Biochemistry with minors in German and Human Development and Family Science. It sounds technical, but at its core, it gave her something she still leans on today, understanding people.

“I moved here about 15 years ago for school and was planning on pharmacy,” she says.

That plan changed.

While in college, she picked up a job at Nordstrom. It started as something simple, just a way to work while in school, but it quickly turned into something more.

“I didn’t know anyone there,” she says. “But I became the top seller.”

And not just once. Consistently.

What set her apart was not just sales. It was how she treated people.

“I help everyone, whether it’s lower end or higher end,” she says. “I’ve always been open to working with all kinds of people.”

That mindset carried her through nearly a decade in fashion, including helping open

the Domain location and working in Barton Creek. At the same time, she quietly started investing in real estate.

“I bought my first place when I was 24,” she says. “That’s when it clicked. I realized I could help other people do the same thing.”

That realization turned into a full career shift.

A mentor in her life saw it before she fully did.

“My agent is actually my mentor,” she says. “Paul Smith told me I should get into real estate.”

So she did. And she didn’t ease into it.

Within two and a half years, Alyssa was named a Platinum Top 50 Newcomer of the Year. The recognition came quickly, but it was built on years of learning how to connect, communicate, and show up for people.

“It’s been great,” she says. “I work with first-time buyers, investors, all of it.”

She stays active in the market through open houses, referrals, and constant networking. It is a steady, consistent approach that keeps her business moving.

“I get clients from everywhere,” she says. “Austin feels small, but it’s really not.”

She works across the city and understands how to position homes to sell. While many homes sit on the market for over two months, she is often able to get them under contract in a couple of weeks.

“You just have to do your job right,” she says. “Pricing matters.”





“

IN 10 YEARS, I WANT TO KEEP GROWING, KEEP FINDING NEW CHALLENGES, AND HOPEFULLY INSPIRE OTHER PEOPLE ALONG THE WAY.”

Outside of real estate, Alyssa still stays connected to the things that shaped her. She enjoys fashion, prioritizes fitness, and finds balance in staying active.

She also makes it a point to stay connected to her clients in a personal way.

“Every Christmas, I bake cookies and drop them off to all my clients,” she says.

At home, she has two dogs, Frankie, an English bulldog, and McKenzie Taylor, a Frenchie, who keep her busy when she is not working.

Giving back is also a big part of her world. She is currently planning a recurring charity event called Mahjong With A Cause, along with a larger event that combines fashion, fitness, and community, with proceeds going toward job readiness programs.

Looking ahead, she is not slowing down.

“In 10 years, I want to keep growing, keep finding new challenges, and hopefully inspire other people along the way.”

If her track record says anything, it is that she is not waiting for things to happen.

She is building them. ▀

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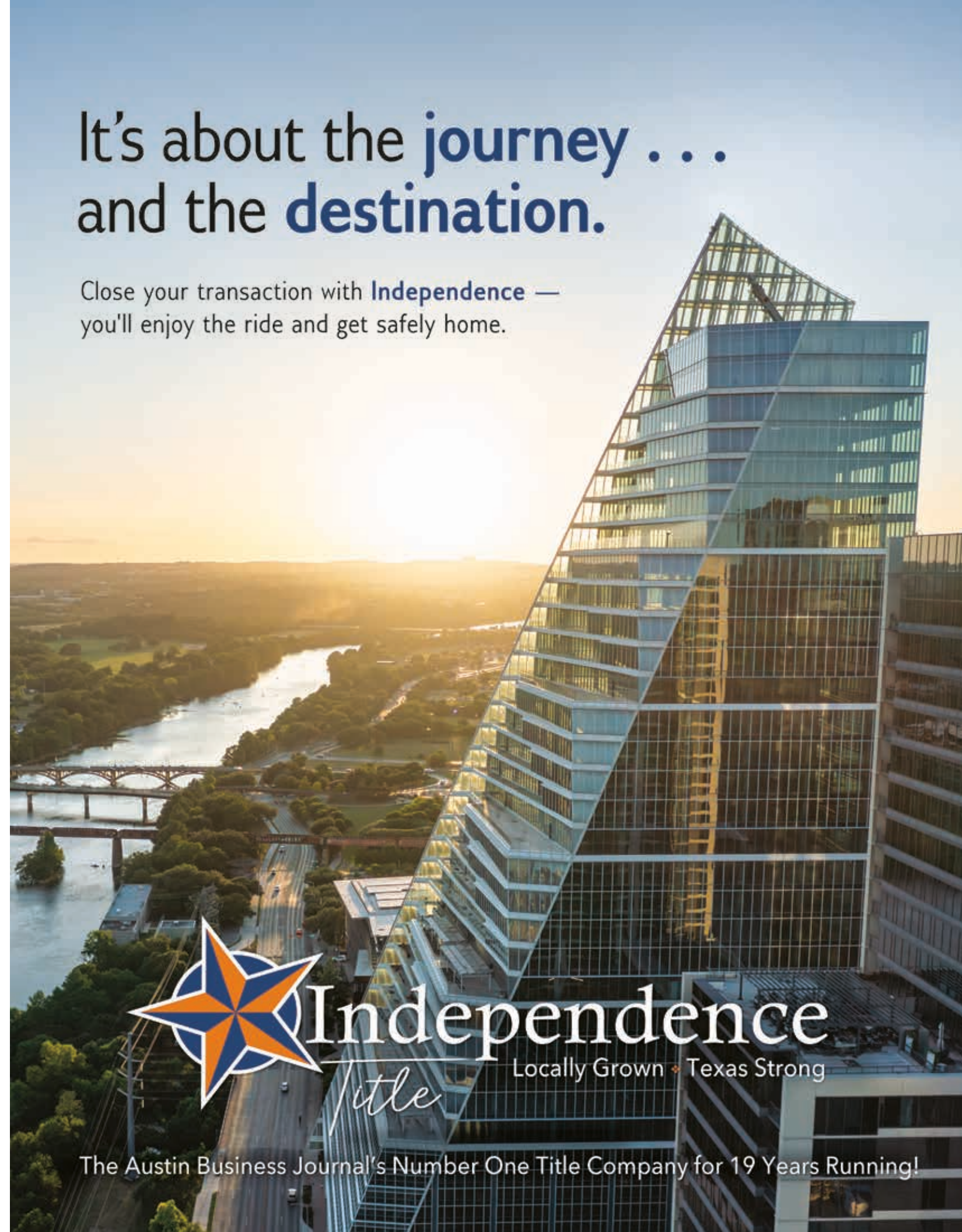
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PHOTOGRAPHY

TORY WORTHAM KATHLEEN SHAPIRO

Are Game-Changers in Austin Real Estate

THIS
DYNAMIC
DUO IS
CHANGING
LIVES, ONE
SALE AT
A TIME!

“I love Austin,” says Tory Wortham at Compass Real Estate. “I have been coming here my entire life,” she laughs. “It’s always felt like home to me”.

Her family has been in and around Austin since the late 1800’s. On the other hand, Tory has moved since her childhood days, living in Houston for elementary school; Albuquerque for middle school; and Denver for high school. It gave her an appreciation for her clients who are relocating to the area.

“Austin was always a home base for us,” says Tory. “Both sets of grandparents were here and we have had a house on Lake Travis since the ‘50s, which has been such a blessing.” Both of her parents went to UT but Tory attended CU in Boulder, where she was able to

be a cheerleader. “It was an awesome experience, and I was excited to stay in Colorado”. After graduating, when she was 25 she was ready to get back to Texas and moved to Austin in June of 2001. “I started my life here.”

She built a career at Dell in marketing before stepping into real estate in 2015. “When my son was in Kinder and daughter was 3, we decided to move to Westlake,” she shares. She felt like it was time to shift careers and pursue real estate. She has been quietly and steadily growing her business the way she approaches everything – with heart and a deep commitment to doing things the right way.

“It was a slow build,” she reflects. And yet, that slow build became something powerful.



“
AUSTIN WAS
ALWAYS A
HOME BASE
FOR US.” - TORY

Tory's business wasn't fueled by flashy marketing or quick wins. It was built on relationships with referrals, friendships, and a genuine desire to go above and beyond. She thinks ahead for her clients, anticipates their needs, and connects them with the right people at the right time. It's thoughtful. It's personal. And it works.

But behind her success is a story marked by profound loss, yet with the drive and determination to come back. In 2022, Tory experienced unimaginable heartbreak. Within weeks, she lost both her husband and her father. Life, as she knew it, shifted overnight. And yet, somehow, she kept moving forward.

“You just have to put one foot in front of the other,” she says, a simple sentence that carries the weight of everything she's endured.

Through it all, the Westlake community surrounded her. Friends showed up. Support poured in. And in the midst of grief, something unexpected happened. Her business grew. Not because she chased it, but because people believed in her. Trusted her. Wanted to support her.

Today, Tory is a Top 25 Agent recognized by the *Austin Business Journal*, closing tens of millions in volume annually. But numbers only tell part of the story. What truly defines her is the way she shows up for her clients, her children, and her community.

She resides in Davenport with her son, Jake, and daughter, Carlisle, in the same house since 2015. “I've been

redoing in slowly and it's been great,” she smiles. “I've done the front yard, finishing the inside, and then moving to the backyard.” Tory also serves on the Davenport HOA and is proud to be the only woman on the board.

This Top Producer has a heart for others and her children have followed in her footsteps. Carlisle is already making an impact, raising money for Community First! Village, while Jake is involved in Best Buddies, forming connections with peers who have special needs. Service isn't something Tory talks about; it's something her family lives.

And now, she's not doing it alone.

Enter Kathleen Shapiro.

If Tory brings heart and lived experience, Kathleen brings precision, strategy, and an equally deep love for Austin. Born and raised in San Antonio, Kathleen made her way to Austin for college at the University of Texas and never looked back.

Kathleen went on to marry Ike, a fourth generation Austinite, in 2006. “We will forever call Austin our home,” she smiles. They have built their life here, raising three energetic boys in Rollingwood. They have been the Eanes ISD community for 13 years. Between school events, PTO leadership, breast cancer philanthropy and weekends spent at ballfields, Kathleen is fully immersed in Austin life.

“
WE WILL
FOREVER
CALL AUSTIN
OUR HOME.”
-KATHLEEN





“
I LOVE IT. IT DOESN'T
FEEL LIKE A JOB.” - TORY

As their team grows, Tory is stepping into a new season, learning to delegate, to trust, and to allow others to help carry the vision forward.

“I love it,” she says. “It doesn’t feel like a job.”

And that’s the thing. You can feel it. The passion. The purpose. The pride they take in what they do. Because for Tory Wortham and Kathleen Shapiro, real estate isn’t about transactions. It’s about people. It’s about home. And it’s about creating a life and a business that truly matters. ▾



And that matters.

Because like Tory, Kathleen doesn’t just sell homes; she understands the lifestyle behind them.

Before real estate, Kathleen was a top producer in medical sales, where she perfected her skills in negotiation, relationship-building, and delivering results when moments matter. Today, she brings that same level of professionalism and care to every client she serves. Known for her private networking, she has a gift for helping people articulate what they want and then making it happen.

Together, Tory and Kathleen are building something special.

It’s not just a partnership. It’s a collaboration rooted in shared values with family, community, and a commitment to doing right by people.

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