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Partner Spotlight
**SHAIN
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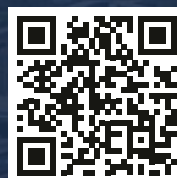
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Contents



Jillian Stavely **38** COVER STORY

PROFILES



22 Paul Carter



28 Shelby Dottore



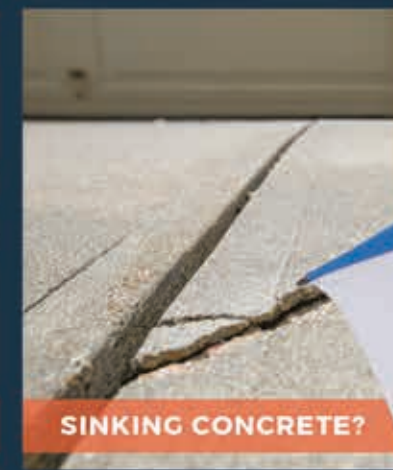
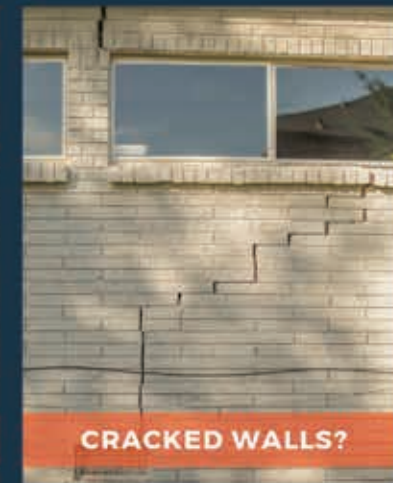
16
Partner Spotlight
Shain Davis with Atlantic Bay Mortgage Group



IN THIS ISSUE

- 6 Preferred Partners
- 10 Meet the Team
- 12 Publisher's Note
- 14 How to Thank our Preferred Partners
- 16 Partner Spotlight: Shain Davis
- 22 Rising Star: Paul Carter
- 28 Agent Spotlight: Shelby Dottore
- 34 FAQ
- 38 Cover Story: Jillian Stavely

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Owner
901-509-5566



Ashley Streight
Content Coordinator



Anders Clarke
Lead Writer
423-902-0103
360 Business Growth



Molly Cobane
Client Relations Specialist



Ryan Dugger
Photographer
615-275-7739
Creative Revolver Photography
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ELEVATING THE CULTURE

There are moments as a publisher that remind me exactly why we do what we do. Recently, I was having a conversation with one of our top agents who shared just how valuable it has been for her to build strong relationships with other agents in our community. She talked about the difference it makes when REALTORS® genuinely know, trust, and support one another, and how rare and refreshing that culture can be in today's business world.

What stood out most to me was when she said she loves how Real Producers continues to elevate the culture of our real estate community. That phrase stuck with me because, at its core, that has always been the heartbeat behind what we do. Yes, we celebrate production and success, but more importantly, we strive to create meaningful connection. We believe this industry is at its best when collaboration outweighs competition and relationships matter more than transactions.

She also shared how much she appreciates the caliber of businesses and Preferred Partners involved in our platform. Knowing that our partners are vetted, trusted, and recommended by top agents gives this community a level of credibility and intentionality that truly matters. In her words, this is "a platform worth being a part of," and one that businesses should absolutely invest both their time and money into because of the quality of relationships being built here.

Hearing that was both humbling and encouraging.

The truth is, none of this happens without people who believe in community. From the agents who show up to connect and encourage one another, to the partners who invest in relationships instead of simply advertising, every person involved helps shape the culture we are building together.

We are incredibly honored to play even a small role in bringing this community together. Thank you for allowing us to celebrate your stories, your businesses, your victories, and most importantly, the relationships that make all of it meaningful.

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Jeff White,
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Shain DAVIS

with Atlantic Bay Mortgage Group

Rooted in Resilience

BY JEFF WHITE
PHOTOS BY WILLIAM GRIGGS

There's something special about working with someone who genuinely cares. Not just about getting the deal done. Not just about numbers or paperwork. But about people.

That's exactly what Chattanooga-area loan originator Atlantic Bay Mortgage Group Shain Davis has built her career around: relationships, trust, and helping people believe homeownership may be possible after all.

For more than two decades in the mortgage industry, Shain has guided clients through one of the biggest decisions of their lives with empathy, patience, and steady encouragement. But long before she was helping families buy homes, she was learning lessons about resilience, perseverance, and putting others first from someone very close to her heart: her mother.

Born in Ft. Oglethorpe, Georgia, and raised in the outskirts of Chickamauga in Kensington, Shain grew up in a close-knit community that still feels like home today. Even as a child, she found herself drawn toward helping others and was fascinated by the financial world. That passion eventually led her into banking at just 20 years old when she began her career with Bank of America in San Diego, California.

A few years later, life brought her back to the Chattanooga area, and after the birth of her oldest son around 2001, she transitioned into the mortgage industry. She found her calling almost immediately.

Helping people navigate the path to homeownership wasn't just a job. It became deeply personal.

"I'm passionate about helping people achieve homeownership, especially within my own community," Shain shares. "Being able to guide someone through one of the biggest decisions of their life and see them get into a home they love is incredibly rewarding."

That heart for people has helped Shain build an outstanding reputation throughout North Georgia and the Chattanooga area. Since joining Atlantic Bay Mortgage Group in 2017, she has continued to rise as one of the area's top loan originators, earning North Georgia Best of the Best honors in both 2024 and 2026 and consistently ranking among the top three since 2023.

But awards only tell part of the story. Behind the success is a woman who has walked through deep loss and personal challenges that shaped the way she serves others today.



One of the greatest influences in Shain's life was her mother, whose strength and grace continue to inspire her years after her passing in 2010 from melanoma.

"I look up to my mom because of the strength, grace, and selflessness she showed throughout her life," Shain says. "Even during that time, she remained positive and continued to put others first."

That example left a lasting imprint.

The lessons her mother taught about resilience, kindness, and showing up for others became foundational not only in Shain's personal life, but also in the way she approaches business.

Later, as a single mother raising two sons while continuing to grow her career, those lessons became even more important.

"Two of the biggest challenges I've had to overcome were the loss of my mom and raising my two sons as a single mother," she says. "Those experiences shaped who I am today and continue to drive the way I show up—for my family, my clients, and my business."

Today, those same sons remain one of her greatest sources of pride.

Shain's family includes her sons, Mason and Max, daughter-in-law Makenzie, and Bella, the family's lovable Cavachon. Whether they're relaxing at the lake, traveling together on summer cruises, or taking their annual Christmas trip to the mountains, family time remains one of the most important parts of her life.

Outside of work, Shain also enjoys creative hobbies like making wood signs, refinishing furniture, and crafting homemade soap.

That creative side mirrors the care and intentionality she brings into her work with clients and real estate agents partners alike.

For Shain, mortgage lending has never been about transactions alone. It's about helping people move from uncertainty to confidence.

"The most rewarding part of my business is helping people become homeowners when they never thought it was possible," she says. "Seeing that shift from doubt to excitement and knowing I played a part in that journey is something I'll never take for granted."

That mindset has also fueled her passion for building strong relationships within the real estate community.

She believes the best client experiences happen when trusted professionals work together with integrity, communication,



“I’M PASSIONATE ABOUT HELPING PEOPLE ACHIEVE HOMEOWNERSHIP, ESPECIALLY WITHIN MY OWN COMMUNITY. BEING ABLE TO GUIDE SOMEONE THROUGH ONE OF THE BIGGEST DECISIONS OF THEIR LIFE AND SEE THEM GET INTO A HOME THEY LOVE IS INCREDIBLY REWARDING.”



and a shared commitment to serving others well.

It's why she continues investing in her local community through organizations like the Walker County Chamber of Commerce and the Walker County Women's Club.

And it's why so many people who work with Shain quickly realize they're more than just another file on a desk.

"I truly care about the people I work with," she says. "I don't see my clients or referral partners as just transactions. I focus on building relationships and making sure they feel confident and taken care of every step of the way."

That approach is also reflected in the advice she shares with others.

"If there's one thing I've learned, it's that everyone's situation is unique," she says. "Don't assume you can't do something, especially when it comes to buying a home. With the right guidance and a clear understanding of your options, you might be closer than you think."

Ultimately, when Shain thinks about the legacy she hopes to leave behind, it has little to do with rankings or production numbers.

Instead, she hopes people remember something far more meaningful.

"I want to be remembered as someone who genuinely cared about people and always put them first," she says. "Someone who was honest, did the right thing, and made a difference in people's lives in a meaningful way."

Perhaps that legacy is best captured in her favorite quote from author Og Mandino:

"I will love the light for it shows me the way, yet I will endure the darkness because it shows me the stars."

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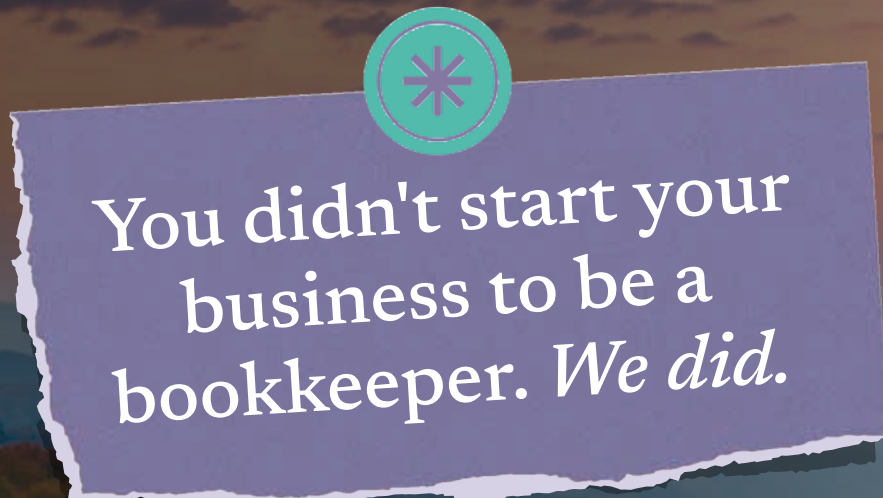


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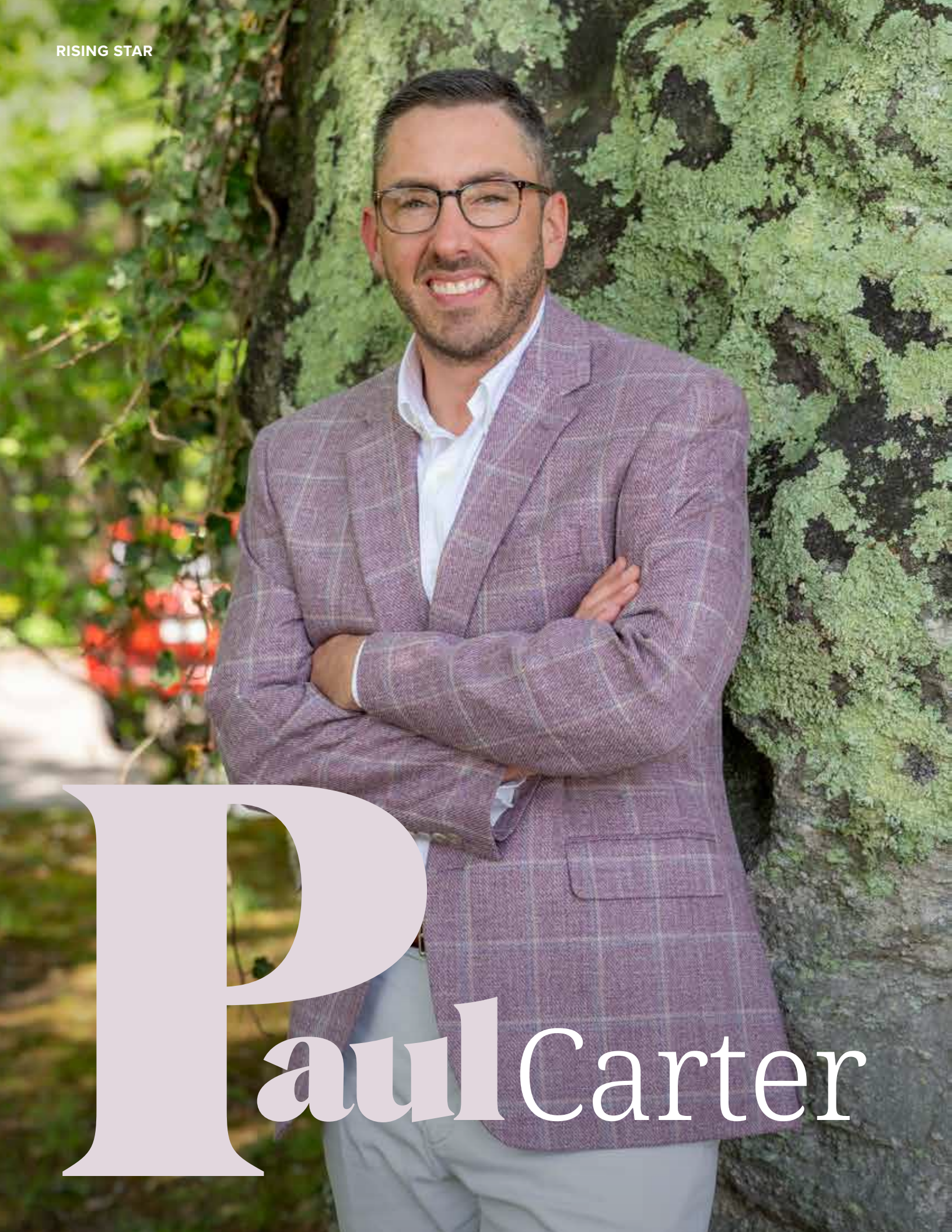


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Paul Carter

Mountain Moves & Major Momentum

BY ANDERS CLARKE • PHOTOS BY WILLIAM GRIGGS

In late 2019, Paul found himself in a familiar position in an unfamiliar place. Starting a new job at square one was a familiar feeling. However, this time it was real estate. Having recently moved to Lookout Mountain from Columbus, Georgia, he had no real sphere and no network to work with. However, he has never backed down from a challenge. So, he made the decision to see it through just like any role before. Six years later, he feels he's exactly where he needs to be.

Since high school, Paul learned that hard work was the only way he was going to get what he wanted. It started at a local BBQ restaurant, washing dishes to earn money in high school. He gradually worked his way up to manager of the restaurant during his time there before moving on. He followed the same path while working at a mall kiosk for AT&T where he eventually earned the role of manager at one of the area's top stores. Wherever he worked, his work ethic and commitment were recognized. His next role was a job in B2B sales, selling internet and VOIP systems. However, the next shift came from an unexpected source.

During his time working, his wife had been working in the NICU and finishing her Neonatal Nurse Practitioner degree. Coming back from a trip to Nashville, she decided to detour through Chattanooga. Struck by the beauty of the Scenic City, she decided to interview for a position at Erlanger on a whim. When she got the job, she shared it with Paul, and they decided to move. Shortly after their move in 2019, Paul decided to get into real estate. He got licensed in late 2019 and started learning around his full-time job. When Covid hit in 2020, he gradually realized he needed to make a career change due to the changes at his job. He believed real estate would be the right career change. So he changed courses and went all in.

Driven by his work ethic and determination, he pushed his way

through the early barriers in real estate. While he admits he was naive about the challenges at first, he quickly pivoted and dug into the business. The biggest obstacle for him was having no real sphere to work with in Chattanooga. As a recent transplant, he had to generate every new lead from a new relationship. It was a difficult process, but his determination and commitment carried him through. After getting his bearings, he began to look for a brokerage that he felt was a perfect fit. He looked at Real Estate Partners and knew it was where he wanted to build his career.

After hanging his license at Real Estate Partners, his business changed

radically. The new culture he found himself in fit what he needed from a brokerage perfectly. "It's a collaborative environment where growth, integrity, and relationships are prioritized, which aligns perfectly with how I run my business." As his confidence grew, so did his book of business. He went on to set a great standard in his first full year and has built upon that each year since. He is committed to constant growth, both personally and professionally. This has served him well in real estate thus far and has opened up doors for his career that he is truly excited about.

Three of the biggest drivers of Paul's success in his life are his work ethic,



emphasis on relationships, and focus on growth. For a real estate agent, these are three of the cornerstones of a successful business. And while they do each take a concerted effort to nurture and grow, they have always been a part of who Paul is. "I genuinely care about people," he shares, "I want every client to feel confident, cared for, and guided every step of the way". These keys have been instrumental in his career success, but they extend into his personal life as well. He also serves the local community through different nonprofits and events, like his "Photos with Santa" event that raises money for the Children's Hospital.

“Always do the right thing.
Always.”

When Paul isn't serving his community through real estate, he's serving his family through time and effort. "Family is everything to me," he states. He makes sure to show up for his wife and kids as a first priority. He loves to cheer them on at sporting events and encourage personal growth as they tackle new challenges and learn. Any time he does have for hobbies is spent golfing, cooking, and reading. He also coaches his son's youth baseball team.

For Paul, real estate is simple: "Build real relationships, stay consistent, and play the long game," he says. His commitment to growth means he is constantly improving his service and systems to provide a better experience for his clients. While his initial switch to real estate was partially due to the income opportunity, it was always secondary to taking care of people the right way. "Always do the right thing. Always," he admonishes. Looking ahead to the opportunities he's created for himself, he has multiple avenues to help build and influence his local community. He couldn't ask for more for his business and his family. ▾



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Shelby Dottore

Building Peace at Home

For RE/MAX Experience real estate professional Shelby Dottore, peace is something she has learned not to take for granted. In a single season of life, she walked through the loss of both parents, watched both of her children be diagnosed with Type 1 diabetes, the recent loss of her mother in law and continued helping families navigate some of the most emotional decisions of their lives.

Through it all, one truth became even clearer:

Home matters deeply. Not because of its size or style, but because of the refuge it provides inside its walls. Perhaps that is why Shelby approaches real estate with such compassion and emotional understanding. She knows firsthand how important it is to create steadiness in the middle of life's uncertainty.

Long before she ever sold her first home, Shelby was learning what home could represent. Growing up, she watched her father work as a builder, creating spaces where families would gather, grow, and build memories together. Those early experiences quietly shaped the foundation for the career she would one day pursue herself.

"I've always had a servant's heart," Shelby shares. "Real estate is emotional. People are often walking through major life transitions, and I want to be someone who brings encouragement during those moments." That mindset has become the heartbeat of her business.

Before stepping into real estate, Shelby spent years working in college towards the dental field and While the two professions may appear unrelated, she saw a clear connection between them. "In both careers, you're caring for people," she says. "You're helping them feel comfortable, understood, and taken care of." When she eventually earned her real estate license, Shelby quickly realized she had found her calling. Her calm presence, emotional intelligence, and genuine care for others naturally resonated with clients. What started as a new career steadily grew into a thriving referral-based business built almost entirely on relationships and trust.

But behind the success of her business is a woman

BY JEFF WHITE
PHOTOS BY WILLIAM GRIGGS

“Real estate is emotional. People are often walking through major life transitions, and I want to be someone who brings encouragement during those moments.”



who has walked through deeply difficult seasons herself. Shelby and her husband, Jamison, have built a life centered on faith, resilience, and family.

Jamison, a Cleveland native and entrepreneur, operates several businesses, including residential and commercial landscaping, house

flipping, installing pools and a roll-off dumpster company. Together, they have worked hard to create a life grounded in stability and purpose.

Yet life brought challenges neither of them expected.

Within a single year, both of Shelby's children were diagnosed with Type 1 diabetes. "It changes everything," Shelby says honestly. The diagnoses introduced a constant rhythm of blood sugar monitoring, sleepless nights, medical appointments, and late-night glucose checks. There were moments of exhaustion, uncertainty, and emotional weight that few people outside of similar situations can fully understand. Around that same season of life, Shelby also lost both of her parents just six months apart in 2021 and most recently lost her mother in law in November of 2025.

For many, those circumstances might have felt overwhelming. For Shelby, they became seasons that deepened her faith and reshaped her understanding of what truly matters. "I truly believe God has carried us through every hard season," she says. "There were moments I didn't know how we were going to make it emotionally, but somehow we always did- I know that was God." That faith now anchors every area of her life, including her business.

Shelby does not separate who she is from how she serves. Instead, she approaches clients with the same compassion and steadiness that have carried her through her own difficult seasons. She prays for her clients. She encourages families through stressful transitions. She understands that behind every

transaction is a real human story, often filled with uncertainty, grief, fear, or hope. One client experience especially impacted her. Shelby recalls helping a woman navigate a painful life transition that carried tremendous emotional weight. More than simply facilitating a transaction, Shelby became a calm and caring presence during an incredibly difficult season.

"That's the part of this business people don't always see," she says. "Sometimes people just need someone who cares." That ability to create calm in emotional moments has become one of Shelby's greatest strengths as an agent. Clients trust her not only because she is

knowledgeable, but because they feel safe with her. That same spirit carries into the culture at RE/MAX Experience, where Shelby says encouragement, faith, and support are woven into everyday life.

Even as her business continues to grow, Shelby remains intentional about protecting what matters most. She has resisted the temptation to chase success at the expense of family, choosing instead to build a business that allows her to remain present for her children. "I want to be there for them," she says. "Success means nothing if I miss the moments that matter most." That perspective influences every decision she makes.

Whether she is helping clients, attending medical appointments, managing family businesses, or spending time outdoors and attending concerts with her family, Shelby approaches life with gratitude and purpose. Recently, she and Jamison completed what she calls their "forever home," a milestone made even more meaningful because of everything they had endured together along the way.

For Shelby, home is no longer simply a place. It is where faith grows stronger. Where children are loved deeply. Where families find stability even in uncertain seasons.

Perhaps it is no surprise that the daughter of a

builder grew up to help families build lives of their own. Only now, Shelby understands something even deeper than construction: The strongest homes are not built with lumber and brick alone, but with faith, love, and peace.

Shelby Dottore understands that what people are truly searching for is not simply a house. They are searching for a place where life feels steady again. A place where children are safe, where faith grows stronger, and where peace can still be found even after difficult seasons. And because Shelby has fought hard to build that kind of home in her own life, she now helps others find it too. ▾



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How does Chattanooga Real Producers work?

Connecting. Elevating. Inspiring.

For those who may be new to Real Producers, or if you are just curious, here are some quick facts about Chattanooga Real Producers:

The Heartbeat: We seek to elevate the culture of our local real estate community by **INSPIRING** us to **KNOW ONE ANOTHER BETTER**, creating stronger **CONNECTIONS**, more trusted relationships, and more repeat business for everyone involved.

Distribution: This magazine is sent free of charge to the top 300 agents in the greater Chattanooga area based on MLS productivity. Within this area, there are over 3,000 active agents, but everyone who receives this publication is part of an elite group. You are remarkable. Just to be in this group is truly a badge of honor!

Content: This is all about you, the Chattanooga real estate community. We do personal and unique stories on members of this community, giving you a platform to inspire others. Our goal is to go beyond the numbers and take a deep dive into the personal side of the industry, to inspire us to know one another better. It costs absolutely nothing for a real estate agent to be featured in the publication. But to be featured, an agent must be nominated by a peer or leader in the Chattanooga real estate community. We are always taking nominations and encourage you to nominate individuals who are making a huge impact on our local real estate market.

Our Partners: Anyone listed as a “preferred partner” in the front of the publication is a part of this community. They will have an ad in every issue, attend our events and be a part of our online community. We don’t just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have recommended every single preferred partner you see in this publication. We do not meet with businesses until they are vetted by one of the agents in our community and receive a “stamp of approval.” If you are looking to add to your arsenal of incredible vendors, look no further.

Networking Events: Along with the monthly publication, we host various social networking events where top agents, along with our top preferred partners, get together at reputable local venues to rub elbows, mastermind, have a good time and strengthen our greater Chattanooga community. We communicate information about the events through the publication, texts, emails and social media.



Nominate Your Favorite Agent: We are always accepting nominations for feature stories! If you know a colleague who is absolutely on fire and deserving of celebration, we would love to feature them in an upcoming edition of *Chattanooga Real Producers* magazine! Categories may include Top Producer, Rising Star, Team Leader, Broker, Making a Difference, REALTOR® on Fire, etc. To nominate a fellow REALTOR®, simply scan this QR code and follow the prompts. We look forward to receiving your nominations!



Recommend Your Favorite Vendor: What makes our preferred partners different than any other “vendors list” is that we only partner with businesses that have been vetted and recommended by top agents. In other words, our preferred partners are trusted businesses that can be considered the best in their particular industry. Don’t see your favorite on our list? We would love your recommendations! Scan this QR code and recommend your favorite affiliate business and be sure to state what you love about them! We look forward to receiving your recommendations!



Jeff White
Owner/Publisher
Chattanooga Real Producers
Jeff.White@RealProducersMag.com

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Jillian

Staveland

BY ANDERS CLARKE
PHOTOS BY CREATIVE REVOLVER

Brain, Heart & Hustle
in Every *move*



With two Bachelor's degrees from Penn State University, Real Estate isn't always what Jillian had planned for her career. But during some life changes that resulted in a move to Tennessee, Jillian needed to find a new opportunity. After years of working in direct sales, her skill set seemed like a natural fit to become a real estate agent. New to town, and just having had a baby, Jillian was faced with not only learning a new job, but also was challenged with developing a new client base and learning the area, none of which made the recipe for a great Realtor. Having been raised on a horse farm, Jillian is not a stranger to hard work, and she was up for the challenge!

After obtaining her license, she worked tirelessly at her 9-5 while trying to add real estate into the daily mix. Early mornings would be spent scouring the MLS before making the daily commute, while evenings were filled with studying the real estate market, marketing ideas, and connecting with potential clients. Jillian was determined not only to be a full-time agent but a successful one.

Once she hit her stride, Jillian quickly built up her business. While real estate was a whole new industry, it reflected many of the same values she has always embodied, both personally and professionally. Her commitment to integrity and authenticity has always been at the forefront of her business, and her relationship-driven approach quickly turned clients into fans and friends, growing her sphere with every transaction. "I'm the type of person that learns from doing it. Throw me headfirst and I'll figure it out," she claims. Jillian thrives in a sink-or-swim environment, making real estate a perfect fit. She loves the chance to provide exceptional experiences during a monumental time, both financially and emotionally, for her clients.

Intuition is perhaps Jillian's greatest asset. "Understanding people has never been hard for me to do," she admits. Her intuitive people skills provide her insight into what her clients really need and not just what they can articulate. It enables her to develop creative solutions and find perfect fits, all while embracing

“
It's about immersing myself in
our community and finding
authentic ways to connect

with people.”



the emotional side of the business, providing comfort and confidence through her years of experience.

Staying committed to each client's individual needs, "I've unsold more houses than I have sold" she states. Making sure that you end up in the right house for your unique situation is what fuels Jillian's passion for the business, and she will be the first person to tell you if the house of your dreams might actually be one of your nightmares. Aside from being a real estate matchmaker, she prides herself on the network of relationships that she brings to the table. "A Realtor is not the only one who gets the buyers to the closing table", she says. Having reliable service providers to help her clients with their needs, whatever they may be, makes a big difference in a successful real estate transaction. "If you hire me, you get a whole team of professionals ready to jump in and help when needed to get you to the closing table."

After years of proving that real estate can be done differently, Jillian recently opened her own brokerage in Dayton, partnering with Wallace Real Estate.

She is thrilled to open her doors to other agents who are seeking guidance and support in their businesses. "There is a huge opportunity for training in the industry, and I have seen many agents fail just due to lack of education and support in the beginning. I want to help change that", Jillian says. Wallace offers so many great resources and really wants their agents to succeed. When presented with the opportunity to take her career to the next level and help the real estate agent experience, as well as the client experience, Wallace was a natural fit with her values! Supporting people is what she does best, and now that includes other agents and not just family, friends, and clients.

Her family is a huge source of encouragement and support in her life. She has a husband, who is her biggest cheerleader and to whom she owes much of her successes (especially since he is the one who encouraged her to pursue a career in real estate). She also has two amazing children who keep her entertained and feeling loved. She loves to enjoy outdoor adventures with them and support them at school and sporting events. "This is all for them", she shares.



When Jillian isn't spending time with her family or working for her clients, you can find her serving her community. "For me, it's about immersing myself in our community and finding authentic ways to connect with people," she explains. She's the VP of the Dayton City School PTO, Director of Fundraising for the Dayton Little Eagles Football and Cheer Program and has organized an annual Chili Cookoff and is currently working on a BBQ cookoff to support local charities in her community.

After becoming a real estate agent, moving into a Broker role was never on the list of Jillian's dream jobs, but now that she's here, she can't imagine anything else that she would rather do. "I have found a job that tickles my brain in all the right ways; I am constantly meeting new people from all walks of life, it is never the same day twice, and it constantly challenges me, but most importantly, lets me show up for what is most important, my family." While each day is different, Jillian looks forward to the opportunities the unknown brings! ❖





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