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MARCH 2026

# REAL PRODUCERS<sup>®</sup>

## Vicki Welch

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**TWO MEN  
AND A TRUCK**

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# publisher's note

Once a year, we hit the reset button. Using MLS data from the previous year, we update the *Central Mississippi Real Producers Top 300*—and with it comes a new class of professionals who are shaping the future of real estate in our city. To those of you cracking the Top 300 for the very first time: welcome. That moment matters. It represents long hours, tough conversations, steady grit, and a business that's gaining real traction. And to those who continue to show up year after year, consistently performing at a high level—thank you for setting the bar and continuing to raise it. Whether this is your debut or your encore, welcome and congratulations. You've earned your place here.

*Central Mississippi Real Producers* exists for one reason: to elevate the culture of real estate. We believe this industry is better when we know one another better—when relationships matter as much as results, when collaboration beats competition, and when success is something we celebrate together. Through our magazine, events, and community gatherings, we tell the stories behind the production, spotlight the people behind the numbers, and create space for meaningful connection among the top professionals in our market.

A key part of that ecosystem is our Preferred Partners. These businesses are more than advertisers—they are true partners in what we do. Each one has been carefully vetted and recommended by you, the top agents in our area. They show up at our events, invest in this community, and are here to support you and your business in meaningful, practical ways. We encourage you to get to know them, lean into those relationships, and view them as trusted resources as you continue to grow.

The Top 300 list isn't about ego—it's about excellence, leadership, and influence. It represents the agents others look to, learn from, and do business with. Our hope is that being part of Real Producers helps you grow not just your business, but your network, your perspective, and your impact in Central Mississippi.

If you haven't done so already, please take a moment to check out our Onboarding Landing Page. Here you can download your Top 300 badge, update your contact info, and let us know if you might be interested in being featured (at no cost to you). You will also find a link to all our Preferred Partners, so you can always have them at your fingertips.



Welcome to the *Central Mississippi Real Producers Class of 2026*. We're honored to celebrate you—and excited for what's ahead.

Jeff White

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BY THE NUMBERS

\$2,636,743,256



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29



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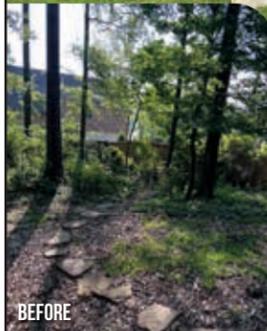
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# TWO MEN AND A TRUCK

## MOVING LIFE'S TRANSITIONS

WRITTEN BY JEFF WHITE • PHOTOS BY ABE DRAPER PHOTOGRAPHY



### EVERY MOVE TELLS A STORY.

A closing day hug in the driveway.

A last glance at the pencil marks on the wall tracking a child's height.

A quiet moment before locking the front door one final time.

A fresh set of keys resting in an open palm.

For real estate professionals across Central Mississippi, these transitions are familiar. You stand at the center of some of life's biggest moments. But once the papers are signed and the celebration photo is taken, another critical piece of that transition begins: the move itself.

And who shows up in that moment matters.

Locally owned by Jeff Taylor and Jack Christopher, Two Men and a Truck understands that moving isn't about furniture. It's about guiding people through change — with empathy, professionalism, and care.

For more than two decades, the Central Mississippi franchise has been showing up in driveways across Jackson and the surrounding communities, helping families navigate life's next chapter.

### From Engineer to Entrepreneurship

Jeff Taylor's path into the moving industry wasn't typical.

By training, he's an engineer. Early in his career, he worked at NASA in Huntsville — an environment built on systems, precision, and problem-solving. But while engineering sharpened his



analytical instincts, it didn't fully satisfy his desire to build something of his own.

After marrying a Mississippi State graduate and eventually relocating closer to home, Jeff began exploring business ownership. He wasn't just looking for independence; he wanted to create something meaningful and lasting.

"I realized I didn't just want to build systems," Jeff says. "I wanted to build something that mattered to people's everyday lives."



Through a neighbor and future business partner, he was introduced to a growing franchise with humble beginnings: **Two Men and a Truck**. Founded by a mother formalizing a small moving business started by her sons, the company's roots were unmistakably family-centered.

That resonated.





### A Move They Never Forgot

Several years after helping a family relocate, Two Men and a Truck received another call from the same client. But this time, the request wasn't just for service — it was for a specific team member by name.

The mover had shown such care and professionalism during their first move that the family remembered him years later.

“That’s when you realize what really matters,” Jeff says. “People may forget the details of the move, but they don’t forget how you made them feel.”

Moments like these define the culture of Two Men and a Truck.

In 1999, Jeff became the 80th franchise location in the system. Today, the brand has grown to more than 600 locations worldwide — but the heart behind it remains the same.

“Moving is personal,” Jeff says. “It’s rarely just logistics. It’s a life moment.”

### The Grandma Rule

Realtors understand this well. A move often follows months of stress, anticipation, and emotional investment. By the time the truck pulls into the driveway, clients have already navigated negotiations, inspections, appraisals, and packing.

They’re tired. Sometimes excited. Sometimes overwhelmed.

That’s why Two Men and a Truck trains its team to do more than lift and load.

At the center of its culture is what the company calls the “Grandma Rule”: treat every customer the way you would want your grandmother treated. It’s not marketing language. It’s operational.

“We can teach someone how to carry a couch,” Jeff explains. “It’s harder — and more important — to teach them how to care for someone going through change.”

From the first phone call to the final box placed in a new home, the team focuses on patience, communication, and reassurance. Empathy is emphasized just as much as efficiency.

Yes, systems matter. Technology matters. Clean trucks and careful packing matter.

But what ultimately defines the experience is how customers feel when the day is over.

That commitment has led to strong repeat business throughout Central Mississippi — families who call again years later when the next chapter begins.

For top-producing agents, that consistency is invaluable. When you refer a moving company, you’re entrusting them with your client relationship. A smooth move reinforces your professionalism. A chaotic one can quietly erode months of trust.

“We know Realtors are trusting us with their reputation,” Jack Christopher says. “We take that seriously.”

That awareness shapes every job.

### Serving the Whole Transition

As the company has grown, it has asked an important question: how can we serve more of the transition?

That question led to an expansion beyond traditional moving services. Through its junk removal division — often referred to as “Two Men and a Junk Truck” — the company

now helps clients not only relocate belongings, but reclaim space.

For some, that means clearing out a garage before listing a home.

For others, it means carefully sorting through a parent’s estate.

For investors and agents, it can mean preparing a property quickly and professionally for the market.

While moving days can feel heavy, junk removal often brings something unexpected: relief. It’s lighter. Forward-focused. A tangible step toward what’s next.

By offering both services, Two Men and a Truck walks with clients through more of the journey — from decluttering to settling in.

For Realtors, it creates a seamless resource. One trusted partner. Multiple solutions. Fewer moving parts.

### Family at the Core

The mission of guiding families through transition is especially meaningful to Jeff because his own family is part of the business. His daughter Shelby and his son are both involved, continuing the family-oriented spirit that first drew him to the brand.

“There’s something special about building something your kids are part of,” Jeff says.

That same relational mindset extends throughout the company. Employee retention is a priority. Team members are trained, supported, and developed — not treated as temporary labor.

In an industry often known for turnover, that stability becomes a differentiator. When employees feel valued, customers feel it too.

**Showing Up Beyond Moving Day**  
Not every transition is celebratory. Some are born from hardship.

That's why community involvement is woven into the DNA of the Central Mississippi franchise.

Through initiatives like Movers for Moms and Movers for Meals, the company leverages its trucks, manpower, and logistical expertise



to support women's shelters, food programs, and families in need. Partnerships with local schools, churches, and nonprofits further reflect its commitment to serving the broader community.

If a company is going to be trusted during people's biggest life moments, it believes in showing up for those moments — and for the community — in meaningful ways.

**A Natural Partnership**  
At *Central Mississippi Real Producers*, our mission is to elevate the culture of real estate by fostering deeper relationships, stronger partnerships, and more trusted connections.

Two Men and a Truck aligns seamlessly with that mission.

The company understands that moving isn't a transaction — it's stewardship. It's protecting a Realtor's reputation. It's caring for a client who may be

stressed, emotional, or overwhelmed. It's communicating clearly and doing exactly what was promised.

"At the end of the day, we're in the people business," Jeff says. "The trucks just help us show up."

Because at the end of the day, boxes are replaceable.

Trust is not.

And when life's next transition arrives — whether it's a first home, a dream home, or a downsized one — Central Mississippi Realtors can confidently refer a partner who understands the weight of the moment.

That's the kind of partnership that doesn't just move belongings.

It elevates the entire client experience.

And that's what truly moves people forward.



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WHERE ARE THEY NOW?

Adam  
**HESTER**

Adam Hester  
July 2021



& Michael  
**OSWALT**

Michael Oswald  
May 2020

**M**ichael Oswalt was featured as a Rising Star in our May 2020 issue of CMRP and Adam Hester was featured as a Rising Star in our July 2021 issue. Much has changed since then!

In August of 2022, Adam Hester and Michael Oswalt along with Cody Kelly, Keith Burgess, Brett Boykin, and Chris Ashley formed and opened SmallTown Hunting Properties & Real Estate. Their main office is in Flora, Mississippi. They are now in 13 states, have 13 brokers, 85 agents, and an incredible team behind scenes.

“The most rewarding part of the journey so far has been “the people” that have joined SmallTown. We set out to hire “good folks” – just down home like-minded good people. That has created an internal company culture that is hard to compete with. Everyone wants to help each other. Everyone wants everyone to succeed. It’s so rewarding watch it unfold.” Michael Oswalt

“In Mississippi, we have offices in Flora, Cleveland, Oxford, Starkville and Meridian. Additionally, we have agents and brokers in Louisiana, Arkansas, Missouri, Oklahoma, Kansas, Kentucky, Tennessee, Alabama, Georgia, South Carolina, Florida and Idaho.” Adam Hester

Adam obtained his designation as an Accredited Land Consultant (ALC). There are less than 800 in country with this designation. He also now has a 4 year old daughter, Avery, two horses and Rhodesian Ridgeback named Kato.

**What do you think has changed the most in the industry in the past 5 years?**

Michael - It’s an incredible industry that we are thankful to be part of. The main change we’ve noticed is it feels like the demand for landownership is steadily climbing.

Adam - Land values, particularly those with recreational value, have jumped significantly.



**What are your real estate goals for the future?**

Smalltown’s goal is continued growth across the lower 48 with an end goal to be a nationwide household name brokerage specializing in everything land.

**What would you say is your secret in your continued success?**

Michael - We work extremely hard. We have found there’s a big misconception in how much work it actually takes to become “successful” in the business. We have a running company joke that each agent will know when you hit that “real estate crackhead” level!

Adam - Staying persistent and consistent, acting with intention, and surrounding myself with people who complement my weaknesses.

**What advice would you give to new or aspiring realtors®?**

Michael - Find your niche and roll with it. But, most importantly treat people like you want to be treated. I feel it’s very important for buyers and sellers and other agents to enjoy being around and working with you. Be kind.

Adam - Don’t have a plan B and attach yourself to a mentor’s hip.

**What do you like best about the real estate industry and why?**

Michael - I’m always ready to help the next person fulfill a lifelong dream of land ownership, navigate joining an equity share club, or walk someone through the emotional decision of moving on to the next chapter in life. It’s incredibly rewarding.

Adam - Working with people to help them accomplish their goals— especially our agents and brokers. It is rewarding than seeing them succeed.

**What do you like least about the real estate industry today and why?**

Michael - The long hours can get tiring at times but we honestly love what we do so there’s not a whole lot we don’t like about it.

Adam - Selling homes in subdivisions. I need to stay on dirt.

**How do you achieve a work/life balance?**

Michael - I don’t have a good answer for this – it’s a never-ending battle that we discuss frequently. The work never stops, which we are extremely thankful for. We work hard but we try to find time to play hard also.

Adam - It comes back to surrounding myself with the right people. I have five business partners in our brokerage and each of us stay in our lane to collectively achieve our goals. Alongside that, I’m supported by an assistant and a dedicated in-house team who take pride in their roles for the greater good of the brand.

**If you were not in the real estate industry, what would be your chosen career and why?**

Michael - I honestly can’t imagine doing anything else. However, if I had to pick, it would probably be opening



some type of land improvement business. It’s rewarding to watch a property that’s been sitting dormant for years and years come to life.

Adam - I was previously in the medical field and wished that I worked in the outdoors. That was nearly 10 years ago, and I cannot imagine another career.

**Do you have any new hobbies?**

Michael - Not exactly. We still enjoy everything outdoors – traveling, hiking, hunting, fishing, & boating.

Adam - Our brokerage has become my new hobby.

**What is the best vacation you have been on in the past 5 years?**

Michael - I went moose and caribou hunting in the Northwest Territories. Basically off the grid for 10 days – gone from home for 15

days. It was a bucket list trip that I had dreamed of for a long time.

Adam - Taking my daughters and wife to Disney on a couple of occasions and going on an elk hunt to New Mexico with my dad.

**If you could help any celebrity buy a home, who would it be and why?**

Michael - We listen to mainly country music in our home and I feel like we are most like those folks. I would probably like to help a country star find a nice hunting club or big hunting tract to enjoy with their family and friends.

“ I think it is important to know that none of the life updates above would be possible without my business partners. When we started in the summer of 2022, we opened in a spare office in my dad’s building. We had one desk, two chairs and moving boxes for a filing cabinet. To look back on what it has become is something I can not put into words. Our goal is to see the continued, intentional growth with the right people across the lower 48.

– ADAM HESTER ”

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# Vicki WELCH

WRITTEN BY SUSAN MARQUEZ  
PHOTOS BY ABE DRAPER PHOTOGRAPHY



While she was attending Hinds Community College, Vicki Welch took an aptitude test, and the results showed that she would be good at real estate. She always thought she'd like it, but it took her a few years to get there. "I also thought I'd like to be a weather girl, because I have always had a fascination for weather. When there is a big weather event, I am still glued to the TV."

Raised in South Jackson, Vicki graduated from Wingfield High School and moved to Madison County when she was in her early 20s. She worked at Southern Farm Bureau for several years, then went to work for Gulf Guaranty Insurance in the software department. When the company was bought out by a worldwide corporation, Vicki stayed home for the next year and a half with her then-kindergartener.

While at the grocery store one day, Vicki ran into Gloria Clyatt, who had been her Realtor®. They began talking, and Gloria told Vicki she should get into real estate. That aptitude test from many years before flooded into her brain. "We went to lunch, and she gave me so much information. I realized that day I wanted to do this."



Vicki got her license in 2008 and joined Gloria at Weichert Realtors. “It was great working there because I always had Gloria to watch my back. She was a big help to me when I was getting started in this business.” Gloria eventually retired, and Vicki moved to Realty ONE Group Prime. “I’m still blessed to be friends with Gloria.”

From the time she started working in real estate, Vicki was drawn to this work. “I love the people, and I’ve gotten to know so many – from clients to other agents, as well as home inspectors, photographers, and others who are connected to the real estate industry. Before I got into this, I had no idea how many people it takes to make this industry run.” Because she knows so many people in so many different fields, Vicki says

friends will call her for advice on repairmen. “When someone calls asking for a recommendation for an electrician, I know they trust me, and that’s such a good feeling. The people with whom I do business are the people I trust. I’m picky about who I work with because they are a reflection on me.”

From day one, Vicki says she has always loved her work in real estate. “I have never minded working weekends or evenings. She knows that





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comes with a trade-off. I enjoy the flexibility my work allows me to have during the week.”

That flexibility is important for a mother. “I have one daughter who is now 25 years old. She graduated from Ole Miss in 2022, then went to Australia to live for a year. She came back to the States to go to flight attendant school.

She has now graduated, and she is based in Hoboken, New Jersey. This is her first month with United Airlines. She was bitten hard by the travel bug, something she got from me. I’m looking forward to traveling with her in the future.

Spending time with family and friends is important to Vicki.

“I feel like my time is precious, and I want to spend it with people who make me happy. I am more intentional these days.” Some of her interests include thrifting and antiquing, as well as doing DIY projects. “I also love going to dinner with friends. Honestly, I have such a good life, and I’m so grateful for it.”



# DEES HINTON

## SHARES HIS STORY AT THE N2 CONFERENCE



At the end of January, franchise owners from across the country gathered in Orlando for the annual The N2 Company Real Producers national conference — three powerful days of training, vision casting, collaboration, and connection. It's always a time designed to sharpen leadership, strengthen culture, and inspire growth across markets nationwide.

This year, one of our very own took the stage.

Dees Hinton, former owner of *Central Mississippi Real Producers*, delivered something far more meaningful than strategy or systems. He delivered his story.

And it was one no parent should ever have to tell.

Within just 14 months, Dees lost two of his adult daughters, Allison and Kristin, to cancer. Two vibrant lives. Two daughters he loved deeply. Two unimaginable goodbyes in barely more than a year. Today, he continues to cherish and love his daughter Harley, who remains a bright and treasured part of his life — a living reminder of both the fragility and the gift of family.

As he stood before a room full of franchisees, there was no pretense, no polish — just honesty. He shared that prior to losing Allison and Kristin, he had never experienced the loss of someone truly close to him. Grief was unfamiliar territory. The depth of pain

was something he could not have prepared for.

Yet in the middle of unimaginable heartbreak, Dees spoke about something steady.

Faith.

He shared how the past several years have driven him closer to Jesus than ever before. Not because he suddenly had answers — in fact, he openly acknowledged that he still does not understand why such things happen. There are questions that remain unanswered. There are days that are still heavy. And yet, even as he continues to love and lead his family, faith has remained his anchor.

What has changed, he said, is his grounding.

Where confusion could have taken root, faith has anchored him. Where despair could have defined him, trust has steadied him. His relationship with Christ has become not just something he believes in, but something he leans on daily.

In a conference typically centered around growth

metrics, business development, and leadership excellence, Dees offered a reminder that transcended professional success. He reminded everyone in that room that life is fragile. That platforms and profits matter far less than people. That influence carries responsibility. And that hope is not found in circumstances, but in something eternal.

There wasn't a dry eye in the room.

What made his testimony so powerful was not simply the tragedy he endured, but the perspective he carries forward. He did not stand on stage as someone who has "moved on." He stood there as someone still walking through grief — still

loving his family deeply — but walking with faith.

For those of us in the Real Producers family, his words echoed deeply. We spend our days highlighting top producers, celebrating achievement, and building community among the best in our markets. But at the core of what we do is something bigger: Connection. Real relationships. Real people walking through real life.

Dees' message was an encouragement to all who heard it: we don't know what the future holds — but we know Who holds the future.

In a world that often feels uncertain, that truth steadies the soul.

We are proud of Dees for his courage to share, for his vulnerability to lead with authenticity, and for the legacy of faith and resilience he continues to model. His testimony was more than a speech. It was a reminder that even in the darkest valleys, hope remains.

And that message will continue to resonate far beyond those three days in Orlando.





# CMR COMMITTEES SET THE PACE FOR 2026

CMR's committees recently met to map out priorities and programming designed to support members at every level of business. The result is a strong, intentional slate of events for 2026.

### A Peek at What's Ahead:

- March 24th, 4-6 PM, **Affiliate Gumbo Cook-off**
- March 25th, 9 AM, **Broker Roundtable: Appraisal Panel**
- April 2nd, 8 AM, **General Membership Meeting**
- April 28th, 4-6 PM, **Affiliate Crawfish Boil**
- May 7th, Time TBD, **5K Fun Run**
- May 26th, 9 AM, **Broker Roundtable: Contracts with Ron Farris**

Details and registration: [cmr.realtor/events](http://cmr.realtor/events)

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