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COVER STORY Brosnahan

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FAQ

ALL ABOUT GREATER AUGUSTA REAL PRODUCERS

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 300 agents in Greater Augusta based on volume for the previous year and our Preferred Partners receive a tangible copy of the magazine. There are thousands of agents in the region, and you, in this elite group, are the cream of the crop. Just to be included in this group is an accomplishment that testifies to your hard work, dedication, and proficiency.

Q: DO REAL ESTATE AGENTS HAVE TO PAY FOR MAGAZINES OR EVENTS?

A: NO! The magazine and events are FREE to agents and funded by the preferred partners who advertise.

Q: WHAT KIND OF CONTENT WILL BE FEATURED?

A: This is all about you. We'll do personal and unique stories on members in the community, providing you with a platform to inspire others. As we grow, we'll add fresh content focused entirely on you. It costs absolutely nothing for a REALTOR® to be featured. We are not a pay to play model; we write real stories, about Real Producers, and we're always accepting nominations. We will consider anyone brought to our attention-- we don't know everyone's story so we need your help to learn about them!

Q: WHO ARE OUR PARTNERS?

A: Anyone listed as a "Preferred Partner" in the front of the magazine is funding and fueling this community and is an essential part of it. They are the top professionals in their industry. They will have an ad in every issue of the magazine and attend our events. One or many of you have recommended every single Preferred Partner you see in this publication. Our goal is to create a powerhouse network, not only for the best REALTORS® in the area, but the best affiliates as well, so we can grow stronger together.



Q: DOES Real Producers HAVE EVENTS?

A: Yes! Along with the magazine, we will host quarterly events exclusive to this community, where you--the best of the best-- get together at local venues to socialize, mastermind, deepen connections, and better our businesses. We will communicate about events through the magazine and on social media. Stay tuned for info on our launch party this Fall!

Q: HOW CAN I RECOMMEND A BUSINESS OR FEATURE STORY?

A: If you are interested in contributing, nominating REALTORS® to be featured, know of top-notch Preferred Partners who you believe should be a part of our community, or would simply like to network, feel free to email me. I look forward to hearing from you!

Email: Freda.Baker@N2co.com

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Ruth Brosnahan

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For the past seven years, **Ruth Brosnahan** has served as the managing broker of **Riverhaven Real Estate**, helping hundreds of clients buy and sell properties while steadily growing her firm—and her love for the work. While her professional success is undeniable, what truly defines her career is a simple philosophy: people always come first.

Her journey into real estate began not as an agent, but as an investor nearly 15 years ago. After acquiring multiple single-family rental properties, she decided to earn her real estate license—initially as a way to deepen her own investing knowledge. At the time, she believed real estate was primarily about selling, something she openly admits she disliked. What she discovered instead changed everything.

Late in 2015, while caring for her youngest child during midnight feedings, she completed her real estate coursework online and took on her first clients. To her surprise, she loved the work. Real estate, she realized, wasn't about convincing people to buy or sell—it was about guiding them through one of the most stressful and significant seasons of their lives. As a natural nurturer, that role fit her perfectly. "Houses are great," she says, "but helping people through stress and uncertainty is the real reason I do this job."

Every Property Is an Investment
Though she continues to work actively as an investor, Ruth serves a wide range of clients—from first-time buyers to seasoned investors and families in every stage of life. Her investing background gives her a distinct advantage, allowing her to analyze deals with a sharp financial lens. She encourages all clients to view their homes as investment properties, whether they plan to live in them or not. This mindset helps clients focus not only on emotional fit, but also on long-term growth potential—strengthening their financial future while meeting their immediate needs.

Lessons From a Big Family
Coming from a family of 62 people, Ruth learned early how to multitask,

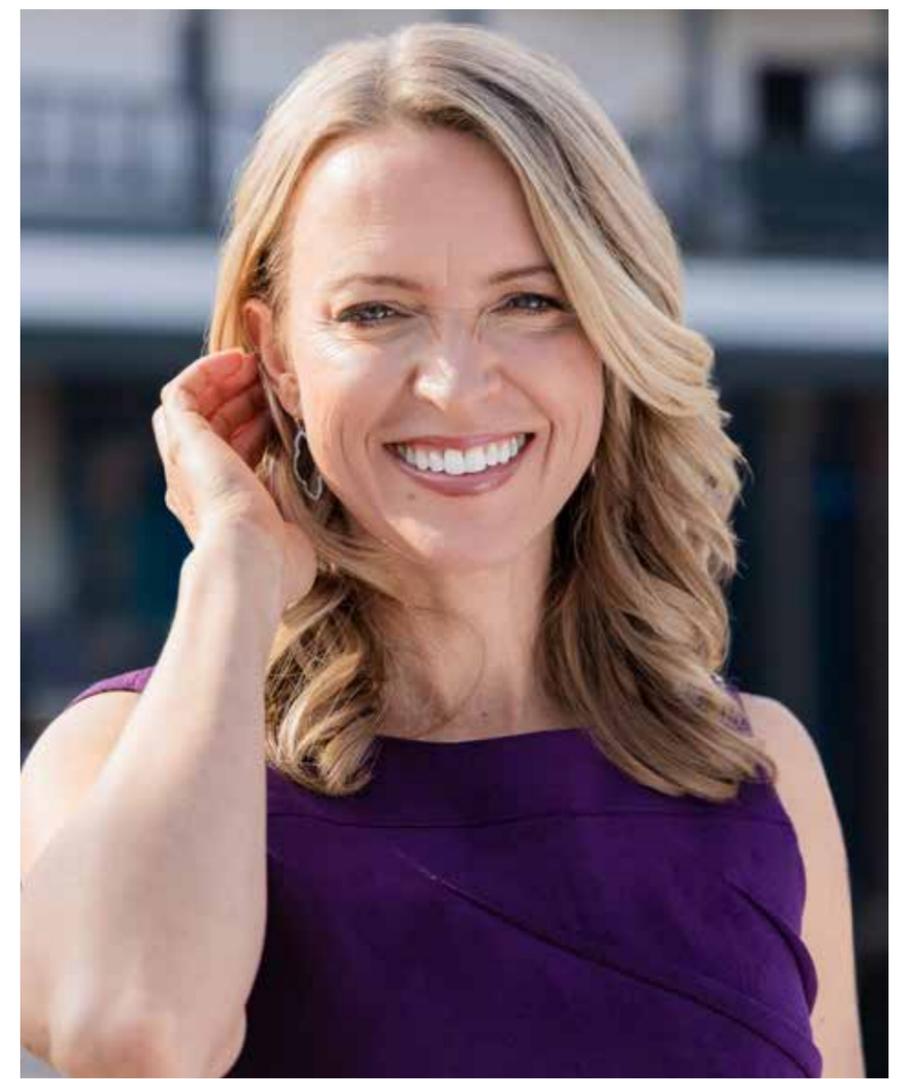
“**Houses are great, but helping people through stress and uncertainty is the real reason I do this job.**”

adapt, and care for others. Those lessons became foundational in both her personal life and professional success. One of her greatest influences is her younger brother, Reid, who has Down syndrome. His joy, optimism, and ability to find goodness in each day have shaped her worldview and challenged common misconceptions about success. Her family experiences reinforced values of unselfishness, perseverance, and hard work—qualities she believes

prepared her more than anything else for a career in real estate.

Motherhood as Preparation
A single mother of one son and five daughters, Ruth credits motherhood with teaching her patience, persistence, and resilience. She has experienced profound loss, including the death of a daughter in infancy, and deep challenges that followed. Through years of uncertainty and hardship, she learned to prioritize what truly matters. "I don't think it can be overstated," she says. "People matter most. People matter most."

She believes being good with people is fundamental to success in any business—especially real estate. Her children, now ranging in age from 10 to 25 (including two "bonus" children





clients. Through the **Homes for Heroes** program, she has given back more than \$200,000 in commission, supporting those who serve and sacrifice for others. Ultimately, while she is driven to excel in real estate, her greatest motivation is being useful—to God, to her community, and to the people she serves.

Health Is Wealth

Outside of work and family, Ruth prioritizes health and connection. She is deeply involved in the Deaf community, having studied American Sign Language since childhood and working as a sign language interpreter for over 30 years.

An avid athlete, she enjoys running, hiking, biking, paddleboarding, weightlifting, and yoga—often starting her day before sunrise to fit it all in. She competes regularly in local races, frequently winning her age group and sometimes finishing first overall. She also coaches a local youth running team and is currently pursuing an ambitious goal: running 1,000 miles by the end of 2026.

A Career Built on Care

At the heart of Ruth's career is a deep belief that real estate is not about property alone—it's about people, relationships, and stewardship. Through hard work, compassion, and unwavering integrity, she has built a business—and a life—that reflects her values. In a fast-paced industry driven by numbers and outcomes, she stands out by remembering what matters most: caring for people first, and trusting everything else to follow.

through marriage), have watched her navigate long hours, failed closings, and high-pressure moments. Her goal is not perfection, but example: to show them that meaningful work, though hard, is worth the sacrifices it requires.

The Best Things in Life Are Hard

Having faced her mother's death from cancer and living with chronic back pain due to scoliosis, Ruth believes hardship deepens empathy and strengthens faith. For her, success is not defined by accolades or income alone, but by continual growth—personally,

professionally, and spiritually. "The best things in life," she tells her children, "are usually the hardest."

Giving Is Living

Service is central to how Ruth measures success. Guided by the belief that helping others leads to lasting fulfillment, she has sponsored a refugee family from Ukraine, forming friendships that have deeply impacted her life.

Coming from a military family herself, she has a special heart for military





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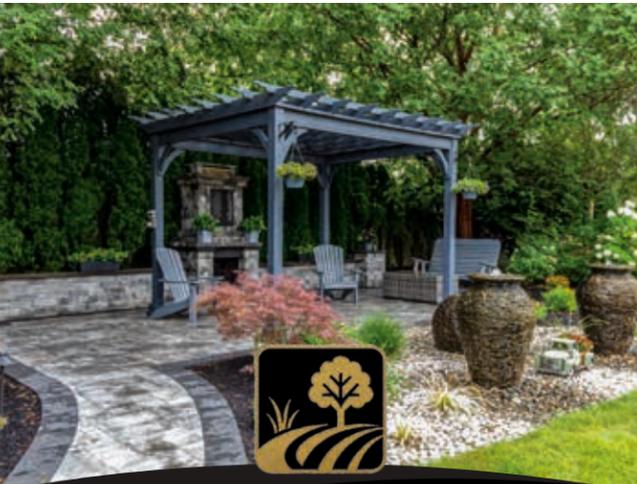


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TINA CARNEAL & MADDIE PODISH

ACHOSA HOME WARRANTY LLC

STORY BY JACKI DONALDSON
PHOTOGRAPHY BY SUSIE FOWLER, FOWLER STUDIOS



Achosa Home Warranty Senior Sales Executive Tina Carneal knew in 2022 that she needed to bring someone on board to meet the demand in her booming Virginia territory. She'd been rapidly increasing her home warranty reach since she began working with the one-of-a-kind Achosa in July 2020, and she set her sights on a young woman she knew would shine in serving real estate professionals and their clients. "If I'm going to work with someone every day, I want to be sure I like the person and know that we have a similar work ethic," shares Tina, who approached her ideal candidate—her daughter, **Maddie Podish**.

Maddie knew a bit about her mom's work. She'd helped behind the scenes since Tina joined the home warranty industry in 2012, so she already had a foot in the door. Ready to embark on a new career, Maddie took a chance, and on February 13, 2023, the mother-daughter home warranty team became official.

Together, Tina and Maddie are championing the merits of **Achosa**, a company launched in 2018 with a mission to bring



greater choice and transparency to the home warranty industry. The home warranty model, which empowers homeowners to take control of their claims process, has a rock-solid reputation, and Tina and Maddie are proud to sing its praises. "We provide peace of mind to homeowners by protecting the major systems and appliances in their homes when they fail due to normal wear and tear," they explain. "One of the things that sets us apart is that homeowners get to choose a service provider they know, like and trust." Aptly named, Achosa means "the power to choose."

Using the Achosa warranty is as simple as the client making three phone calls to the claims department: (1) call to report the problem and receive a service order number, (2) call back

once the service provider has diagnosed the issue and (3) call when the job is done so Achosa can pay the provider directly over the phone with a credit card. "We are so grateful for our claims department," Tina and Maddie comment. "Our average claims wait time is less than 10 seconds."

Equipping clients with the power to choose—versus traditional home warranty coverage that typically requires homeowners to use in-network repair professionals—results in faster response, stronger communication, trustworthy contractor relationships and higher quality work. Achosa pays service providers full retail rates, and parts are sourced locally, keeping claim dollars in the local economy and reducing homeowner wait time. Achosa

pays service providers when they complete the work and are still in the home, only after the homeowner is satisfied. Having previously worked for a traditional home warranty company for eight years, Tina finds Achosa to be a breath of fresh air, and Maddie, in her role as Senior Sales Executive, is already a champion of the company that is transforming the industry.

Tina and Maddie are doing their part to drive the transformation. Tina's hustle has earned her Diamond Elite Performer status, and Maddie has helped grow the business by an average of over 15% each year, now earning her the title Diamond Performer. "She is killing it as one of the youngest Achosa reps," Tina says. "I was not selling home warranties at age 26 like she is." Maddie credits Tina for laying the foundation for her to succeed. "If she hadn't done the groundwork for the years before I joined her, I would not have this opportunity," she remarks. "I hope I can give back like she's given to me."

After experiencing significant growth and success in Virginia, Tina saw an opportunity to broaden their reach even further. That momentum allowed her to relocate to the Greater Augusta area, where she is now focused on expanding Achosa's footprint and sharing the Achosa Difference with a new region of real estate professionals and homeowners. "It's exciting to take what we've built and replicate that in a new market," Tina shares. "Our goal is to elevate the experience for both REALTORS® and their clients by delivering the same trusted, reliable service for which we've become known."

Although she is nowhere near retiring, Tina realizes that Maddie has more time ahead of her and is committed to helping her make

“ We provide peace of mind to homeowners by protecting the major systems and appliances in their homes when they fail due to normal wear and tear.”



Tina and Maddie are elevating the concept of choice, trust and efficiency in serving homeowners and real estate professionals. With Tina's seasoned expertise and Maddie's fresh perspective, they are changing the home warranty landscape through their impact on the lives they touch.

Did you know?

Tina worked for the Virginia Peninsula Association of REALTORS® for seven years before she started in the home warranty field. Maddie previously worked in healthcare for six years and works as a writer and social media coordinator for several Real Producers publications. Tina is a proud mom of two—her son, Triston, currently serving in the United States Air Force, and Maddie. Maddie and her husband, Thomas, are high school sweethearts who began dating at age 16. She is a proud mom of their son in heaven, Kane Wolfe Podish and the young couple is now expecting their second child in July 2026.



a name for herself. “The day will come when I exit, and I don’t want people to think, ‘Tina left the industry; now what do we do?’ I want them to say, ‘Tina left the industry, and her daughter is doing such a phenomenal job that we’re not going anywhere.’”

Being an integral part of solving a homeowner’s problem when something fails is part of what Tina finds most rewarding about

her work. “We get the home back up and running on the same day and help the client avoid headaches and save money,” she notes. “The other part is seeing my daughter grow in the field.” Maddie reports that supporting her real estate partners is one of her biggest joys. “I’m their biggest cheerleader,” she states. “ Their clients become our clients. It’s all about uplifting the real estate industry as a whole.”

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Gerilyn de Laurentys

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LEADING WITH FAITH, KINDNESS, AND CONNECTION



For Gerilyn de Laurentys, real estate has never been about transactions—it's about people. A Vice President and Associate Broker with Meybohm Real Estate and a valued member of The Frontgate Group, Gerilyn has built a career rooted in relationships, service, and faith, proving that success follows naturally when care comes first.

Gerilyn began her real estate journey in 2016, stepping into the business

during a pivotal moment for her family. After her husband, Sean, decided to step away from real estate following a decade of working alongside his mother, longtime Realtor Nanda de Laurentys, Gerilyn felt called to continue the legacy. Encouraged by her husband and inspired by her background in relationship-driven sales, she obtained her license and began mentoring under her mother-in-law. "Whether it's helping someone find the right skincare or the right home, it's all about building

relationships and helping people," Gerilyn says.

By 2019, she stepped out on her own—driven not by comparison to others, but by a desire to prove to herself that she could grow something meaningful. Today, that commitment has translated into both professional success and community impact. In 2024 alone, Gerilyn closed just under \$8 million in sales while donating more than \$20,000 to causes close to her heart, including



The Mosaic Center, Mosaic Church, God Loves Me 2, and Water Mission. Her dedication has not gone unnoticed. In 2021, she was nominated for Realtor of the Year and received the Agent Rockstar Award for her outstanding community service. She was also part of the first graduating class of RGA's Leadership Academy in 2022.

Gerilyn is quick to credit the power of teamwork. As part of The Frontgate Group—formed in 2020—she thrives in an environment built on encouragement, authenticity, and collaboration. She speaks fondly of teammates Kristen Stouffer, Ashley Wilson, and Wendy Powell, whose creativity, humor, and heart help keep the group connected and top-of-mind with clients.

"We love being real and not taking ourselves too seriously," Gerilyn shares. "Life is meant to be enjoyed."

When asked how she defines success, her answer reflects the values that guide both her business and her life. "Success is making people feel special and spreading kindness," she says. "When clients refer their friends and family to me because they trust I'll take care of them, that's how I know I've touched lives."

Faith plays a central role in Gerilyn's journey. She believes deeply in trusting God's direction, listening carefully, and stepping forward with confidence—even when it requires courage. That faith has helped her overcome one of her greatest personal challenges: negative thinking. Through intentional mindset work and surrounding herself with positive people, she's learned to shift her perspective and focus on growth. "I don't compare myself to other Realtors," she explains. "I compare myself to last year's Gerilyn."

Outside of real estate, Gerilyn's life is just as full and vibrant. Born in England and having lived across the globe—including Ethiopia, Honduras, Guatemala, Thailand, and Maryland—she brings a rich international perspective to everything she does. She holds a bachelor's degree in Spanish and International Studies and has a special love for Salamanca, Spain, where she once studied.

Family is her anchor. Gerilyn and Sean are celebrating 20 years of marriage this



year and are raising two sons, Patrick (17) and John Henry (14), alongside a lively pack of Yorkies—Bella, Bellatrix (Trixie), Bellini, and Bourbon. In her downtime, she enjoys traveling, crocheting, knitting, cooking, baking, playing games with her parents, collecting pocket knives, and reminiscing about racing her Dodge Challenger Hellcat at the Jackson racetrack.

Community service remains a cornerstone of her life. In addition to supporting multiple charities, Gerilyn and her family recently began attending

First Christian Church in downtown Augusta, with hopes of helping restore the historic building and its mission. Looking ahead, Gerilyn envisions a future built on legacy. Her goal is to grow her business into a referral-based model over the next decade, allowing her the freedom to travel, expand her charitable efforts, and mentor women to grow in confidence, purpose, and faith.

“Focus on loving people like Jesus,” she says. “Everything else will fall into place.” And judging by the impact she’s already making, it clearly is.



“Success is making people feel special and spreading kindness.”




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