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# TOAST to the TOP

BY REBECCA RAMSEY  
PHOTOS: BETH WARREN PHOTOGRAPHY  
LOCATION: THE ADELENE

The BOC-RP Class of 2026 was celebrated at our Toast to the Top event by Concord Title, Everything Cool Estate Sales, HomeTeam Inspections, and Keyrenter Knoxville.

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Ron Corum and Julie Ford chatting Karen Packett and Sharon Ebanks in background.



Wes McConkey, Susan Bentley, Darle Canova and Nina Lecroy with Lori Gray watching.



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Karen Packett, Bobby Sanford, and others connecting.

# CHASE DREWS

MaX House  
Brokered by eXp Realty

BY LUCY REYNOLDS  
PHOTOS BY CRICKETPIX REAL  
ESTATE PHOTOGRAPHY

## FINDING HIS HOME IN KNOXVILLE REAL ESTATE

In a little more than three years as an agent with MaX House Brokered by eXp Realty, Chase Drews has become quite a success—in spite of not knowing anyone in Knoxville when he began.

He used to travel the country in his past work for Harley Davidson, but he had never been to Tennessee. “I felt a pull, if you will,” he recalled. “I think it was God telling me to come out to Tennessee, to take a look. I toured Knoxville, saw the Smoky Mountains, and fell in love. It’s just beautiful out here. The people were so friendly, and I could see myself living here. So I made the move.”

After also working in the entertainment industry for the Walt Disney Company and Universal Studios, Chase was accustomed to giving high effort and producing high-quality work. He had always had an interest in real



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estate, and he found himself talking to a friend's dad, a broker, about a potential career in the industry. "He encouraged me to get into it," Chase explained. "So I did the licensing, took my test, and transitioned out of my previous job. I met with Britany Boatwright and her team, and from there, we just kind of skyrocketed. I've been full-time ever since, and I haven't looked back."

"I'm a firm believer that anyone is capable of finding success in this business if

you're willing to put the work in," he remarked. "I didn't have a sphere of influence here; I didn't know anybody, so I had to wake up early every morning, get to work, make my dials, make my connections, be a part of the community, and just develop that pipeline."

In his brokerage, Chase credits systems and procedures with helping him succeed. "Time blocking is super important for me, knowing what I'm doing from when I wake up

to when I go to bed," he explained. "When I'm not on that schedule, I find myself not being as efficient. For longevity and developing a big business over time, you've got to have your systems in place, and that's something Britany has been able to do very well. Our brokerage, our team, is a well-oiled machine."

Chase is one of the first mentors at the brokerage, and he has taken a couple of mentees under his wing for training. In his own first year, he did 24 deals—like drinking from a fire hydrant, as he describes it—so he knows the importance of having someone with experience to answer your questions.

"We have good, healthy competition on our team," he said. "I've been one of the top producers for the last three years. I know what I'm trying to get to, and I see that you can actually obtain that level of success if you work at it."

In his spare time, Chase is an athlete. After playing basketball in college, his biggest sport now is volleyball. "Playing beach

“FOR LONGEVITY  
AND DEVELOPING  
A BIG BUSINESS  
OVER TIME,  
YOU'VE GOT  
TO HAVE YOUR  
SYSTEMS IN PLACE.”

volleyball is one of my favorite things," he exclaimed. "There's a great community of people who play here in Knoxville. I play at least once or twice a week and play in several tournaments around the area. Last month, I played in a week-long sand volleyball tournament in Florida."

Working out daily, Chase makes health and wellness part of his normal routine. He works with a coach, and he also prioritizes eating well. "Longevity training is something I'm very much interested in," he said. "I want to be able to play volleyball into my 50s and 60s."

Chase's faith is one of the biggest parts of who he is, so he reads the Bible every single day and attends a weekly men's Bible study. He just finished an audio book of Dale Carnegie's *How to Win Friends and Influence People*. Currently, he's reading *Extreme Ownership* by Jocko Willink and Leif Babin as well as *The Bible Diet*, a recommendation from his dad.

At the end of the day, Chase is more than pleased with his career in real estate. "It's a really cool profession," he said. "It's a lot of hard work, but I've found a lot of enjoyment out of it. I love helping people, and real estate is a really cool way to communicate with new people." ❖

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Located within The Station at 104 Hotel Road - just steps from Fountain City Lake and Park - The Adelene offers both charm and convenience in one of North Knoxville's most beloved areas. But what truly sets the space apart is the heart behind it.

Founded by sisters Haley, Riley, and Baily, The Adelene began as a dream years in the making. When the opportunity to restore the historic building came along, they knew it was something special. With the support of their husbands, the project quickly became a full family effort - filled with long days, late nights, and, as they've said, "more gallons of paint than we ever hoped to see."

That care and intention are felt the moment you walk through the

doors. Flooded with natural light and designed with versatility in mind, The Adelene is a blank canvas for everything from weddings and styled shoots to corporate gatherings, showers, and personal celebrations - including hosting BOC Real Producers' recent *Toast to the Top* celebration, where the space truly shined.

The venue includes the full 2,500 sq ft space, including the bright, airy Broadway Room and the moodier, editorial-style Hotel Room, giving guests a dynamic, all-in-one experience.

Beyond the space itself, The Adelene offers a thoughtfully curated collection of furniture, décor, and backdrop options, making it easy to bring any vision to life. From romantic draping and candlelit



“What started as a dream to bring more light and connection to North Knoxville has become a space where people can gather, create, and celebrate what matters most.”

details to modern lounge setups and statement photo areas, each event can feel completely unique without the stress of sourcing every detail.

Equally appealing is the accessibility. With event rental rates starting at \$250 and flexible weekday options, The Adelene makes an elevated experience feel approachable. Studio rentals and memberships are especially popular among photographers, content creators, and small business owners looking for a bright, reliable space to create - offering both flexibility and value for those who need ongoing access.

At its core, The Adelene is about connection - celebrating the stories, milestones, and people that make each gathering meaningful. As a family-built business with deep roots in the community, the sisters have created more than a venue - they've created a space where creativity thrives and moments are beautifully brought to life.



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# Holly Bennett Clark

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BY LUCY REYNOLDS  
PHOTOS BY AMY SULLIVAN PHOTOGRAPHY

When Holly Bennett Clark worked as a sales manager at the Hilton Hotel in College Station, Texas, she learned a phrase that has significantly shaped everything she's done since: *"The answer is always yes. Now what's the question?"* She quickly recognized that it wasn't just a hotel policy. It's a crucial strategy for every business where people are at the center.

Now Holly owns Clarkmore Lending, powered by Edge Home Finance, in East Tennessee—where people are very much the center. She is very intentional about the name of her business. She says "Clarkmore Lending powered by Edge," because the distinction is important. Holly is the business. She sets the tone, makes the decisions, and answers directly to her clients. Working as a broker rather than an individual lender means she keeps the ball in her court. "I don't like saying no to anything," she emphasized.

Holly describes her career like a tree with many branches. She worked hotel front desks through college, pulling three-to-eleven shifts so she could study during the slow evening hours—interestingly, she studied archeology.



Location: AR Homes model in Windriver



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I think it's really important to talk about hospitality, because every business is a service business.





If you're doing all the things you're supposed to do for service, then good things will always come.

”

Later, she moved into hotel sales and management, then into banking when she needed hours that made sense for raising her two boys. Eventually, the combination of banking experience and her service-first mindset pointed her toward mortgages, and she's been in the lending business full-time since 2014.

Today, however, she's careful not to minimize her years working in hotels. "I

think it's really important to talk about hospitality," she explained, "because every business is a service business. And if you are not treated fairly in a service business, what do you do? You go on to the next one." When she's sitting across from someone digging into their bank statements and credit card history, she's very aware of the importance of that relationship.

Beyond her own clients, Holly also spends significant time advocating for the lending industry at the state level through the Tennessee Mortgage Bankers Association. She's on the Future Leaders committee and has made the trip to Washington, D.C. to push for important reform. Last year, she helped advance legislation around trigger leads—the practice that allowed credit bureaus to sell a

borrower's information the moment their credit was pulled, which resulted in a flood of unsolicited calls at one of the most stressful moments of a home purchase. She was in the room when U.S. Congressman John Rose helped move that bill forward. "I really feel like I had a hand in that," she described, "and it's exciting to be part of helping to make change."

For Holly, there's a critical balance between self-interest and self-sacrifice. "I'm never going to be doing 600 deals a year—but on the other hand, that person who does 600 deals a year doesn't have time to do advocacy work the way I do. I'm taking on something for our entire industry."

Away from lending, Holly's life took a turn she didn't see coming three years ago. Shortly after her mother's passing in the spring of 2023, her husband, Jordan, spotted a 20-acre property in Blount County and decided they were destined to live on a farm. Holly, a self-described city girl, had reservations, especially so soon after losing her mom. Her family had previously built a house on half an acre in Alcoa, but soon they found themselves moving to the country. Now they have two dogs and two cats and 17 cows, Red Angus and Black Angus (and Holly admits that number keeps climbing every time she tells the story!).

Her sons are 17 and 19 now, very independent and self-sufficient, and Holly has settled into a kind of quiet she has earned after years of loading up a camper and traveling the Southeast to watch her boys compete in dirt bike races. These days, she and Jordan love watching movies together and traveling, especially for their wedding anniversary in September and their dating anniversary in December.

Holly's faith runs through every part of her life—her family, her clients, her advocacy work, her farm. "I believe that if you're doing the right thing, you're saying yes, and you're doing all the things you're supposed to do for service," she summarized, "then good things will always come." ❖

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TOP PRODUCER

# Sharon Ebanks

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*From Hospitality to  
Home Sales Success*

BY LUCY REYNOLDS  
PHOTOS BY BETH WARREN  
PHOTOGRAPHY

**B**efore Sharon Ebanks ever showed a home or negotiated a closing, she was working her way up in hotel management. As it turns out, however, that background in hospitality—the long hours, the constant problem-solving, the continual focus on making people feel cared for—was the best training she could have had for a career in real estate. “It was all the things we cover in real estate,” she described, “especially organization and customer care. It was a great foundation.”

Now a top producer at Keller Williams Realty brokered out of the Farragut/Hardin Valley office, Sharon is heading into her seventh year in the business. She



At her home office

came into real estate the way a lot of people do...gradually, and then all at once. Her daughters grew up and moved out, and her hospitality career had run its course, so she was ready for something new. "I was always interested in real estate," she explained, "and so it just seemed a natural progression. Being able to help people make really big decisions in life just fills my cup completely."

Listening to Sharon's accent, it's obvious she's not originally from East Tennessee. Born on the Caribbean island of Roatán

in the Bay Islands and raised in New Orleans, she's quick to point out that she has lived in Tennessee for 37 years now. She says she has a "three Cs accent"—Caribbean, Cajun, and country, depending on the day.

She moved to Tennessee in her younger years following a former partner. She put down roots in the area and eventually met her husband at a bookstore in Maryville, introduced by a mutual friend. According to Sharon, he's an introvert to her extrovert, the yin to her yang, as she puts it, and he supports her career

from a comfortable distance. "He's like, 'I'm very proud of your career. I'm very proud of you. However, I am not a REALTOR, and my life is not to be lived in the public,'" Sharon said. "I may get two or three photos of him a year. In fact, my girlfriends tease me regularly that my husband just might be imaginary."

In truth, Sharon and her husband live in Fountain City, where she was drawn by the larger lots that let her garden as well as the short drive to downtown Knoxville where she does most of her socializing. She loves older homes, which she traces directly to growing up in New Orleans, where new construction was rare. She loves the old architecture, the charm, and the sense that a house has already lived a life. So it makes sense that she has built a career in helping other people find homes that mean something to them.

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With her foundation in sales, Sharon sees herself as a helper, a builder, and a connector. "Real estate is a career that really mirrors the things that I'm passionate about and who I am as an individual," she remarked. "It's a wonderful career where I get to meet wonderful clients who become my family. I form really good and lasting relationships with them, as they do with me, and that's how I like to run my business."

Her basic business philosophy isn't glamorous, but it's effective. She started her real estate career just as the pandemic was upending everything, and her response was quite direct. "I'm a big believer in just putting on your pants and going to work," she explained. "Do the work. That's a motto of mine. *Just do the work.* It doesn't matter what the job is...just show up, do the work, and everything else will fall into place."

“ IT DOESN'T MATTER WHAT THE JOB IS...JUST SHOW UP, DO THE WORK, AND EVERYTHING ELSE WILL FALL INTO PLACE. ”

A high-energy person, Sharon is up by 5:30 every morning, and she runs at full speed until she sleeps. In her limited free time, she loves gardening and reading—and she guards her personal peace with real intention. She deliberately spends time with people who feed her spiritually, intellectually, and emotionally, rather than anyone who drains her energy or her joy.

She sees herself still working five years from now, but with more time carved out for her charitable work in the

community. "I'm super passionate about giving back to people and giving back to the community," she emphasized, "and that's something Keller Williams is known for. I specifically joined KW for that reason; you know, God, family, business."

In fact, she recently began developing a new community-focused initiative at Keller Williams—the name and details are still taking shape—but knowing Sharon, it will be up and running and making a difference in no time at all. ▀



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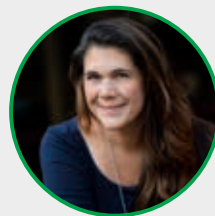
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