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A photograph of Francine Carstensen, a woman with long reddish-brown hair, wearing sunglasses, a bright pink blazer, a white cowl-neck top, and a matching pink skirt. She is sitting on a wooden railing outdoors, smiling at the camera. The background shows a blurred outdoor setting with trees and a building.

Francine
Carstensen

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Michelle Murrill, Southern View Media
We've really enjoyed partnering with *Mobile Bay Real Producers* to build our brand. Connecting with top real estate agents and contractors in the area has been both valuable and enjoyable.



Shannon Reichart, MDH Foundation Repair
We have been working with Robert for over 5 years now as part of the Real Producers community, supporting both Mobile Bay and Gulf Coast Real Producers. Each month, I am excited to receive my copy of

the latest edition to expand my personal and professional network here across Baldwin and Mobile Counties. I appreciate the monthly opportunities to attend the magazine parties. This has provided MDH with tremendous connections into other like-minded business owners and people making a difference here in our local community. I am so happy to be a part of Real Producers and the relationships we have made have proven to be invaluable.



Josh Hembree, Hembree Heating & Air
Mobile Bay Real Producers does a phenomenal job showcasing the people behind the success in our real estate community. In a world that can feel transactional, they

bring it back to relationships—and that matters.

It's more than a magazine. It's a connector, a spotlight, and a reminder that great business is built on great people.



Ronny Reeves, Elite Inspections Group
Real Producers isn't just a magazine it's a community. The relationships, exposure, and opportunities it's created for my business have been truly valuable, and I'm proud to be a part of it.

Also, Robert is a stand-up guy who genuinely cares about the people he brings together, and that's what makes this platform so special.



Romilee Broussard, Allstate Insurance Agency
I've enjoy being part of Real Producers because of the community it creates. It's inspiring to be surrounded by professionals who are passionate about

serving their clients and improving our local market. I also appreciate how the community comes together to celebrate each other's successes and support one another along the way. The relationships built through this network truly make a difference for the families we all work to support.



Jordan Erwin, APS Foundation Repair
Real Producers Magazine has been a valuable partner for APS foundation repair business. Through their community, we've built strong relationships with top agents and gained steady, meaningful exposure. It's been a great

way to stay connected and grow locally.



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Romilee Broussard

PROTECTING WHAT MATTERS MOST

PHOTOS BY BRANDON MORGAN,
DREAM HOME PRODUCTIONS

How ROMILEE BROUSSARD Is Building a Business of Trust, Service, & Opportunity

In the fast-moving world of real estate, success rarely happens in isolation. Behind every smooth transaction is a network of professionals working together to guide families through one of the most important financial decisions of their lives. Among those trusted professionals is **Romilee Broussard**, owner of **Broussard Agency, Inc.**, who has built a thriving insurance agency rooted in service, education, and meaningful relationships.

Since opening her agency on **November 1, 2016**, Romilee has dedicated herself to helping families across the **Gulf Coast—from Alabama to Louisiana—protect what matters most**. Through her leadership, the Broussard Agency has grown into a trusted resource for homeowners, buyers, and real estate professionals alike.

But Romilee's story is about far more than insurance policies and business growth. At its core, it's a story about purpose, resilience, and the power of giving.

"I especially love watching women and moms grow into successful licensed agents & **BUILD FINANCIAL STABILITY FOR THEIR FAMILIES.**"

Protecting Families and Supporting Real Estate Professionals
As **Agency Owner of Broussard Agency, Inc.**, Romilee leads a team of licensed professionals who specialize in protecting clients through **auto, home, life, and retirement insurance solutions**.

Her agency plays an especially important role in the real estate process. Working closely with realtors and lenders, the Broussard Agency helps ensure buyers have the protection they need when purchasing a home—and that insurance issues don't derail a transaction at the last minute.

"Our team focuses on education," Romilee explains. "We want homeowners to truly understand their coverage and feel confident that they are protected."

One way they help accomplish that is by moving quickly and proactively during a real estate transaction.

The agency provides **fast insurance quotes for buyers**, conducts **coverage reviews**, and helps identify potential insurance issues early in the process. Using tools such as **aerial imagery and inspection research**, the team can sometimes spot property concerns—such as roof condition or hazards—that might affect underwriting.

"If we identify something that could create a problem,"



Romilee says, "we work with the realtor and the buyer to educate them on how it can be resolved so the transaction can move forward smoothly."

That responsiveness has earned the trust of many realtors throughout the Gulf Coast.

From Romilee's perspective, protecting that trust is critical.

"Realtors refer their clients to us because they trust that we will take care of their buyers the same way they would," she says. "We understand that our job is also to protect their credibility."

Growing a Business That Creates Opportunity

When Romilee opened her Allstate agency in 2016, she began with a modest book of business. Over the years, the agency has grown steadily into a thriving organization serving hundreds of families throughout the region.

But for Romilee, the most rewarding part of that growth isn't simply expanding the client base.

It's creating opportunities for others.

"One of the most fulfilling parts of owning this agency is being able to provide careers

“I want to be that kind of leader for my team. If people say the same thing about me someday, **THEN I’LL KNOW I’VE SUCCEEDED.**”

for people on my team,” she says. “I especially love watching women and moms grow into successful licensed agents and build financial stability for their families.”

As agency owner, Romilee’s responsibilities stretch far beyond sales. She oversees **operations, marketing, team training, payroll, HR, and community outreach**, while also coaching department leaders within the agency.

Her leadership philosophy is strongly influenced by the book **The Go-Giver**, which emphasizes the principle that success comes from consistently creating value for others.

“I actually have everyone on my team read it with me,” she says. “It’s how I try to live my life—both personally and professionally.”

The idea is simple: when you serve others well, success naturally follows.

Lessons from Family and Early Career

Romilee’s path to entrepreneurship was shaped long before she opened her agency.

Growing up in **Louisiana**, she spent much of her childhood watching her mother run a **family-owned restaurant business**. From an early age, she witnessed firsthand the determination, resilience, and work ethic required to run a successful small business.

“My mom would do whatever it took to make that business succeed,” Romilee recalls. “She had incredible drive and urgency, and she never gave up no matter what challenges came her way.”

Those lessons left a lasting impression.

“At the time, I didn’t realize how much that experience was shaping me,” she says. “But as I’ve grown as a business owner, I find myself becoming more and more like her.”

Before launching her agency, Romilee also gained valuable experience working in the **financial industry** at a **credit union**, where she served as an **assistant manager and loan officer**. That role provided a strong foundation in finance, lending, and customer service—skills that translate naturally into the insurance and real estate worlds.

Later, she spent several years as a **stay-at-home mom**, focusing on raising her children before deciding to pursue entrepreneurship.

In 2016, she took the leap.

Today, she leads her agency with the same strength and heart that inspired her growing up.



“My mom’s employees and customers loved her,” she says. “I want to be that kind of leader for my team. If people say the same thing about me someday, then I’ll know I’ve succeeded.”

Partnerships That Strengthen the Real Estate Community

Romilee is also passionate about supporting the real estate professionals who serve their communities every day.

Beyond assisting with insurance coverage, she regularly hosts events designed to strengthen relationships within the industry.

One of her favorites is “**Love You Latte**,” a coffee-themed





Romilee's roots on the Louisiana bayou also continue to shape her lifestyle. Being near the water feels like home, and many weekends are spent relaxing on the family's **houseboat**.

She also enjoys quiet moments doing puzzles and spending time outdoors.

And then there's a unique hobby that often surprises people.

"I love going frogging with my brother," she says with a laugh. "Yes, I catch bullfrogs with my bare hands—and yes, I know how to cook them!"

Giving Back with Purpose
Community involvement is deeply personal for Romilee.

She is a passionate **advocate against domestic violence**, supporting organizations that help individuals and families facing those challenges. Through her business platform, she encourages both volunteering and financial contributions to causes that make a meaningful difference.

A Life Rooted in Family and Gratitude
Outside the office, Romilee's greatest joy is her family. She is the proud mother of **Caden and Emilee**, and she also cherishes her **two bonus children, Lexye and Braxton**. Her partner **Charlie** has been a steady source of support as she balances the demands of running a business.

To Romilee, these efforts are simply part of doing the right thing.

"Business should always be about relationships and people," she says.

community gathering where realtors and professionals can connect while enjoying complimentary coffee.

"I just want to spread kindness and bring people together," she says.

She also hosts **free professional headshot days** for realtors—an opportunity for agents to refresh their marketing photos while networking with peers.

"These events are really about building community," Romilee explains. "When we support each other, everyone benefits."

She also enjoys giving back to the industry by **teaching**

continuing education classes for realtors, sharing insights that help professionals better serve their clients.

Outside the office, Romilee's greatest joy is her family. She is the proud mother of **Caden and Emilee**, and she also cherishes her **two bonus children, Lexye and Braxton**. Her partner **Charlie** has been a steady source of support as she balances the demands of running a business.

"He's my rock at the end of the day," she says. "He keeps me grounded and reminds me what truly matters."

Building Something That Lasts
Looking ahead, Romilee's vision is both ambitious and deeply personal.

She hopes to expand the agency's reach across the Gulf Coast, eventually operating locations in **both Alabama and Louisiana** so she can serve even more families.

But growth, for her, isn't only about the size of the business.

It's about impact.

"As the agency grows, it allows us to create more career opportunities for our team," she says. "It allows them to reach their own goals too."

Ultimately, Romilee hopes to build something meaningful—a company that protects families, empowers employees, and strengthens the communities it serves.

"At the end of the day," she says, "my goal is simple: take care of people the way I want to be taken care of."

And in an industry built on trust, that philosophy may be the greatest protection of all. 🏠

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Francine Carstensen

PHOTOS BY TYLER BONNER, CAPTURE BY TYLER

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How Francine Carstensen Found Her True Calling in Real Estate

Sometimes the most rewarding careers are the ones we discover after life takes an unexpected turn. For Francine Carstensen, a solo agent with Elite Real Estate Solutions in Daphne, Alabama, real estate became not only a new profession—but the passion-driven second chapter she was meant to pursue.

Since entering the real estate industry in 2019, Francine has built a strong reputation across Baldwin County for her professionalism, honesty, and relentless work ethic. Since joining Elite Real Estate Solutions in 2022 she has helped 115 families either buy or sell a home and she has consistently been in the top ten with Elite—a testament to the trust she has earned from clients and colleagues alike.

Yet for Francine, the numbers only tell part of the story.

“This is my second act,” she says. “I do this because I love it. At the end of the day, our clients make our business, and we are in this business to serve.”

A Foundation Built on Leadership and Experience

Before stepping into the world of real estate, Francine built an impressive career in the automotive industry, developing the leadership and business skills that would later become the backbone of her success as a Realtor.

She began her career with CarMax, where she worked as a Sales Manager. From there, she expanded into the broader automotive technology sector, working for DealerTrack, which eventually became part of Cox Automotive. During her 15 years in the



industry, Francine held multiple roles including Sales Trainer, Product Manager, and Quality Assurance Manager.

Those positions required organization, attention to detail, leadership, and problem-solving—skills that translate seamlessly into real estate.

“Working in the automotive retail environment taught me how to solve problems and work with people,”

Francine explains. “Real estate is very similar. Every client has a unique situation, and helping them navigate it successfully is incredibly rewarding.”

Her professional background also shaped her approach to client service. She learned early in her career that respect, accountability, and integrity are non-negotiable.

One of the most important lessons she carries with her came from a mentor



she worked with during her time at CarMax and later at DealerTrack.

“There are two things you never mess with when working with colleagues,” she says. “Their time and their money.”

It’s a philosophy that continues to guide how she works with both clients and fellow professionals today.

Turning a Setback into Opportunity

Like many successful real estate professionals, Francine’s entry into the industry began during a moment of transition.

When her corporate position was downsized, it forced her to rethink the next phase of her career. Her husband, Carl, offered a suggestion that would ultimately change everything.

Because the couple already owned several investment properties, real estate had always been part of their lives. Over the

years they had explored multiple aspects of property ownership, including long-term rentals and vacation rental properties, before eventually transitioning them all into long-term investments.

“My husband suggested I get my real estate license,” Francine recalls. “Since we already had investment properties, it seemed like a natural step.”

What started as a practical idea quickly became something much more meaningful.

“That decision really began my second career,” she says. “And I truly believe it’s my passion.”

Francine began her real estate journey at a smaller brokerage before gaining additional experience at two other companies. Eventually she found her professional home at Elite Real Estate Solutions, where she has now been for three years.

A Driven Professional Who Puts Clients First

Ask Francine what has led to her success, and her answer is simple: drive and dedication.

“I believe in hard work and getting to the goal line,” she says. “As a Realtor, you’re playing a very important role in people’s lives. Every client deserves your focus and attention when they are buying or selling a property.”

That commitment to service is what she believes sets her apart.

Francine is known for being honest with her clients—even when the conversation is difficult.

“I tell people the hard truths,” she says. “But I also work extremely hard for them and make myself available.”

Her clients appreciate that transparency and reliability. Few things make her

“

As a Realtor, you’re playing a very important role in people’s lives.

Every client deserves your focus and attention when they are buying or selling a property.”

happier than hearing how much someone loves the home she helped them find—or receiving a referral from a satisfied client.

Those moments are what make the long hours and unpredictable nature of real estate worthwhile.

A Leader in the Industry

In addition to serving her clients, Francine is deeply involved in the broader real estate community.

She currently serves as MLS President, helping guide important initiatives that impact the local real estate market. This year alone has brought a significant challenge: the transition to an entirely new MLS system, a process requiring extensive meetings, testing, and preparation ahead of the rollout.

“It’s been a big commitment,” she says, “but it’s important work that helps move the industry forward.”

Francine also holds an impressive list of professional designations, including:

- **CRS (Certified Residential Specialist)**
- **ABR (Accredited Buyer’s Representative)**
- **PSA (Pricing Strategy Advisor)**
- **RENE (Real Estate Negotiation Expert)**
- **SRS (Seller Representative Specialist)**
- **SFR (Short Sales and Foreclosure Resource)**
- **AI Certification**





“

My goal is to keep selling real estate as long as it's fun. **When it stops being fun, I'll stop.**”

In addition, she is a Baldwin County Certified Specialist in three key market areas: The Eastern Shore, The Resort, and The Rural areas—a distinction that highlights her knowledge of the region's diverse markets.

Looking ahead, Francine plans to continue growing professionally and is currently working toward earning her Broker's license.

Life Beyond Real Estate

Despite a demanding schedule, Francine makes time for what matters most.

She and her husband Carl, whom she married in 2003, share a strong partnership that extends into her real estate career as well. Their son Lars will turn 18 this May, marking an exciting milestone for their family.

They also share their home with a beloved Boston Terrier, Junebug - a breed close to Francine's heart. She is actively involved with the Alabama Boston Terrier Rescue, supporting efforts to care for and place dogs in loving homes.

Her community involvement also includes membership at St. Margaret's Church in Foley and volunteer work through Elite Gives Back, a charitable initiative supported by her brokerage.

When she does find a moment to relax, Francine enjoys the simple things: walking her dog, spending time at the beach, reading, and enjoying quiet downtime with family and friends.

“My husband is incredibly supportive,” she says. “He's always willing to help—



whether it's putting a sign in the ground, making a repair, or just listening after a long day. Real estate can feel like a roller coaster sometimes.”

Enjoying the Ride

For Francine, the future is about continuing to grow while enjoying the journey.

“My goal is to keep selling real estate as long as it's fun,” she says with a smile. “When it stops being fun, I'll stop.”

Until then, she plans to keep doing what she does best—serving clients, building relationships, and helping people achieve one of life's most meaningful milestones: finding the place they call home.

Because for Francine Carstensen, real estate isn't just a career.

It's a passion, a purpose, and proof that sometimes the best chapters in life come in the second act. ❏

Susan Bibby & Danielle Mize

LEADING WITH CARE, EXPERIENCE, & COMMITMENT AT COASTAL RESORT REALTY



puts people—not production numbers—at the center of every transaction. Their philosophy is simple but powerful: when clients succeed, relationships grow—and those relationships become the foundation for lasting impact.

Together, they represent a steady and trusted presence in a coastal market where experience and attention to detail matter more than ever.

A Shared Vision for Serving Clients Well

Susan Bibby began her real estate career in 2001, bringing with her a strong professional background as a **paralegal**. That experience helped shape her attention to detail, contract awareness, and ability to guide clients confidently through complex transactions.

Danielle Mize entered real estate from another valuable perspective—**real estate investing**. Her firsthand understanding of property ownership and investment strategy gives her insight into what buyers and sellers are truly looking for when making decisions along the coast.

Both women entered the industry with a desire to build something of their own.

“I was ready to own my own business and was very interested

in real estate,” Susan explains. “Seeing friends succeed in the profession helped confirm that this was the right path.”

That decision ultimately led them to leadership roles at Coastal Resort Realty, where their partnership continues to shape the brokerage’s personalized and service-driven culture today.

The Strength of a Boutique Brokerage

In an industry often dominated by large offices and high-volume teams, Susan and Danielle intentionally lead a **boutique brokerage model** designed to provide focused, individualized service.

“We are a small company offering dedicated residential services in Alabama and Perdido Key, Florida,” they explain. “That allows us to stay closely connected to each transaction and each client.”

This approach ensures that buyers and sellers receive direct communication, thoughtful guidance, and hands-on attention throughout the process—something that continues to distinguish Coastal Resort Realty in a competitive coastal market.

For Susan and Danielle, success isn’t measured by scale alone. It’s measured by relationships.

PHOTOS BY
STEPHEN HINDS,
EYESKY PHOTO
& VIDEO

In real estate, leadership often shows itself not in size, volume, or visibility—but in consistency, care, and the relationships that last long after closing day. That is exactly the kind of leadership Susan Bibby and Danielle Mize bring to the Gulf Coast through their work at **Coastal Resort Realty** in Gulf Shores, Alabama.

As Brokers in Charge, Susan and Danielle have built a reputation rooted in service, trust, and a boutique approach that



Defining Success Through Client Experience

Ask either of them how they define success, and the answer is immediate and clear.

“Getting great feedback from clients and helping them achieve their goals.”

That mindset shapes everything they do.

Real estate along the Gulf Coast often involves second homes, investment properties, relocation decisions, and major lifestyle transitions. Susan and Danielle understand the responsibility that comes with guiding people through those moments.

Their goal is not simply to complete transactions—it’s to support clients from beginning to end and beyond.

“We care about each client’s successful transaction and helping them through completion and afterward to build a lasting relationship.”

That “beyond closing” philosophy is one of the defining characteristics of their leadership.

A Foundation Built on Experience and Values

Susan’s story began in the small town of **DeKalb, Mississippi**, before she attended the **University of Alabama** and eventually made her way to the coast. She moved to Orange Beach in 1985 after meeting her husband, Jim, in Livingston, Alabama—a decision that would anchor both her personal life and professional future in one of the Gulf Coast’s most dynamic real estate communities.

Today, Susan and Jim are proud parents of two sons, Justin and Caleb, and grandparents to three grandchildren. Outside of work, Susan enjoys reading with her



book club and spending time gardening—activities that reflect the same steady patience and care she brings to her clients.

Danielle, originally from **Birmingham**, shares a similarly strong connection to family and community. She and her husband Jeff are parents to Cody, Chandler, and Cailey, and she enjoys boating and spending quality time with family whenever possible.

Together, both women reflect the values that continue to shape Coastal Resort Realty’s culture: commitment, consistency, and community.

Motivation That Comes From Serving Others

When asked what keeps them motivated after years in the industry, their answer returns once again to people.

“Helping our clients achieve their goals makes it all worth it.”

They also operate from a guiding principle that continues to influence how they do business every day:

“Do unto others as you would have them do unto you.”

That philosophy is more than a quote—it’s a leadership style. It influences how they communicate, how they negotiate,

“We care about each client’s successful transaction and helping them through completion and afterward to build a lasting relationship.”

and how they build relationships with clients, agents, and partners throughout the Gulf Coast market.

Supporting the Community They Call Home

Susan and Danielle's commitment extends beyond real estate transactions into the broader community they serve.

Both are active in supporting their **church and missionary efforts**, reflecting a desire to invest not only professionally but personally in the lives of others.

That commitment to service reinforces the trust clients place in them—and strengthens the relationships that define their brokerage's reputation.

Recognizing the Value of the Real Producers Community

As experienced Brokers in Charge, Susan and Danielle also recognize the importance of platforms that celebrate and connect top agents across their market.

"What Real Producers does is exceptional," they share. "It focuses on who Realtors really are and what we do. Most people

don't realize the time and care invested in each transaction."

Their perspective reflects a deep respect for the profession and the people who serve within it.

Looking Toward the Future

Even with years of experience behind them, both Susan and Danielle continue to look ahead with purpose and vision.

For Susan, the future is about legacy.

"Helping our clients achieve their goals makes it all worth it."

"My goal is to leave something meaningful for my family through business and work ethic."

Danielle is looking forward to enjoying the future of spending time with her husband and making new memories with her



family. Danielle's favorite quote is: "People will forget what you say but always remember how you made them feel."

Together, they continue to lead Coastal Resort Realty with the same values that brought them into real estate in the first place: integrity, service, and commitment to helping people reach their goals.

And along the Gulf Coast, those are exactly the qualities clients remember most. ▾

SUSAN BIBBY & DANIELLE MIZE
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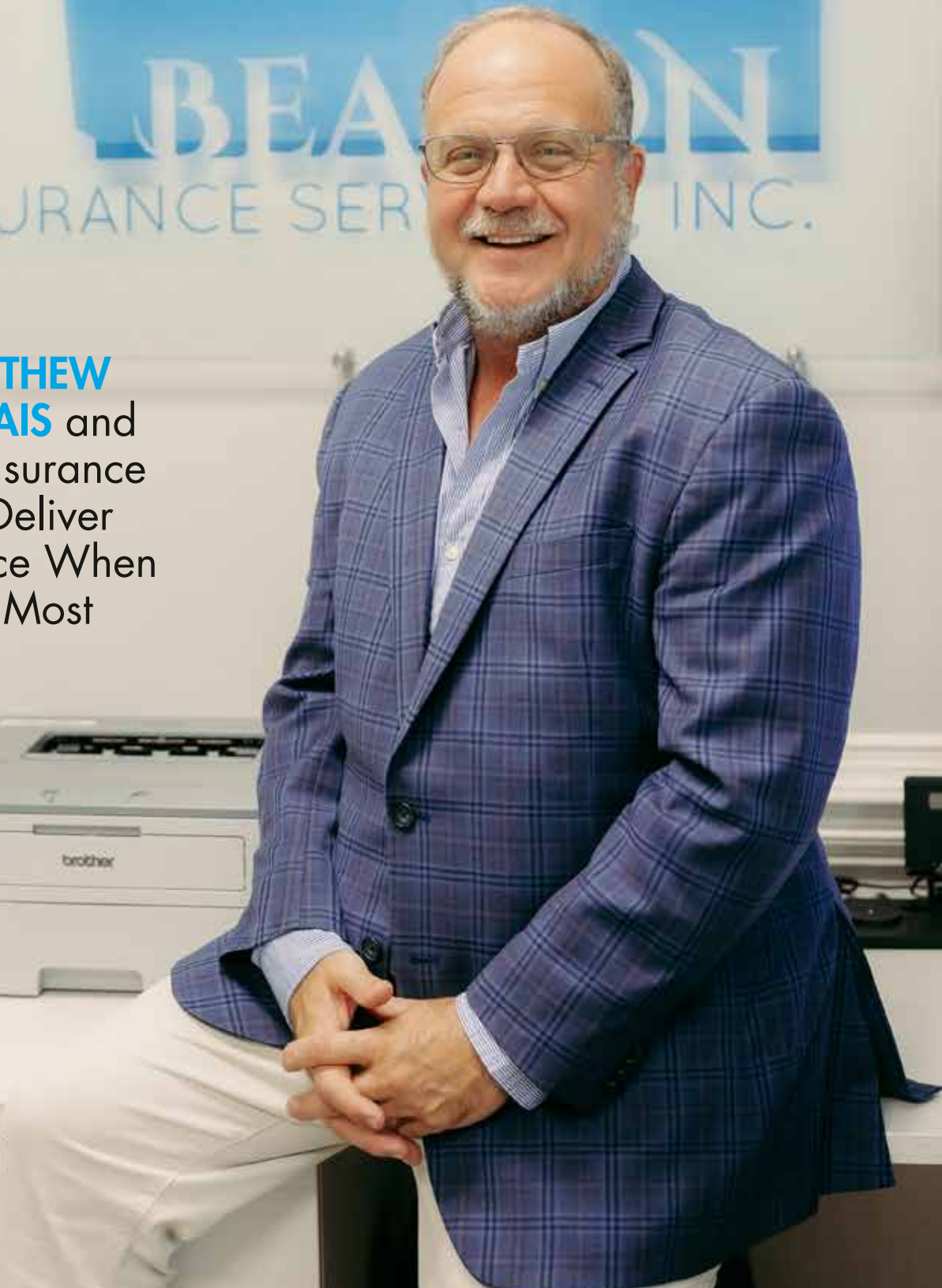
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BEACON INSURANCE SERVICES, INC.

A Trusted Advisor in a Complex Market

How **MATTHEW LANGLINAIS** and Beacon Insurance Services Deliver Confidence When It Matters Most



PHOTOS BY TYLER BONNER, CAPTURE BY TYLER

In real estate, every successful transaction depends on a network of professionals working together behind the scenes. While buyers and sellers often focus on price, negotiations, and timelines, one critical piece can make or break a deal: insurance.

For over three decades, **W. Matthew Langlais**, CEO and Principal Agent of **Beacon Insurance Services, Inc.**, has built his business around ensuring that piece is handled with precision, expertise, and care.

With **31 years of experience serving Coastal Mississippi and Alabama**, Matthew has established Beacon as a trusted name in both personal and commercial insurance—particularly in markets where risk is anything but ordinary.

Expertise Where It Matters Most

Operating in coastal regions brings unique challenges that many insurance providers simply aren't equipped to handle. From wind exposure to flood

risk, properties along the Gulf Coast require a deeper level of understanding and strategic coverage.

That's where Beacon Insurance Services stands apart.

Known for its expertise in **catastrophic property risks**, Beacon specializes in insuring:

- Condominium associations
- Restaurants
- Artisan contractors
- Commercial property owners
- Coastal homeowners

Rather than offering one-size-fits-all policies, Matthew and his team focus on **customized protection strategies**

designed to match the realities of each property and client.

"In our market, you can't afford to guess when it comes to coverage," Matthew explains. "Every property has its own set of risks, and it's our job to make sure those risks are properly addressed before they become problems."

A Team Approach to Service

One of Beacon's greatest strengths is its **team-based approach**.

In Alabama, Beacon is supported by a diverse group of professionals who bring a wide range of experience and perspective to the table:

- **Greg Peterson**, former NBC 15 Mobile desk anchor





- **Avery George**, former professional golfer turned personal lines agent and marketing specialist
- **Robby Davis**, pastor and commercial lines producer specializing in churches and nonprofits
- **Joy Dodich**, life insurance specialist

Together, this team creates a well-rounded, relationship-driven experience for clients.

“Our role is to make the insurance portion of the transaction as smooth as possible. We want agents to feel confident that when they bring us into a deal, it’s going to stay on track.”

“We’ve built a team that covers every angle—personal, commercial, and life insurance,” Matthew says. “That allows us to serve our clients not just for one transaction, but for every stage of their life and business.”

A Valuable Partner to Realtors

For real estate professionals, timing is everything. Delays in insurance can stall a transaction, create uncertainty, and in some cases, jeopardize a closing altogether.

Beacon Insurance Services was built to eliminate those roadblocks.

The team works closely with realtors and buyers to provide:

- **Fast, reliable homeowners insurance quotes**
- **Property reviews for potential coverage concerns**
- **Access to multiple top-rated insurance carriers**
- **Specialized guidance for coastal, windstorm, and flood coverage**

“Our role is to make the insurance portion of the transaction as smooth as possible,” Matthew explains. “We want agents to feel confident that when they bring us into a deal, it’s going to stay on track.”

That responsiveness and reliability have made Beacon a trusted partner for realtors across the Gulf Coast.

“Successful partnerships come down to trust, speed, and communication,” he says. “If we can help agents close deals while protecting their clients, we’ve done our job.”

Built on Relationships, Not Transactions

At its core, Beacon Insurance Services is not just about policies—it’s about people.

Matthew emphasizes that the company’s success has always been rooted in three key principles: **Availability. Advice. Relationships.**

With **six experienced personal lines agents** readily available, clients and realtors alike have access to guidance when they need it most.

“We don’t just want to quote a policy and move on,” Matthew says. “We want to be a resource our clients can rely on long after the transaction is complete.”

That long-term mindset is especially important for clients with complex insurance needs, including business owners, property managers, and investors.

“These clients aren’t looking for the cheapest option,” he explains. “They’re looking for the right protection—and someone they trust to help them make informed decisions.”

Leadership Rooted in Experience

Matthew’s approach to business is grounded in both education and experience.

A graduate of **The University of Southern Mississippi**, he earned a **Bachelor of Science with an emphasis in Banking and Finance**, providing a strong foundation for understanding risk, investment, and long-term planning.





Over the years, that foundation has translated into a leadership style focused on **education, integrity, and service.**

“At Beacon, we’re driven by a commitment to serve, educate, and protect,” he says. “We believe in doing business the right way—through honesty, responsiveness, and building lasting relationships.”

Life Beyond the Office

Outside of work, Matthew enjoys a life that reflects the very region he serves.

Family, church, and community are central to his life, along with a love for **live music, travel—especially trips to Mexico—and anything connected to the water or beach.**

“At Beacon, we’re driven by a commitment to serve, educate, and protect. **We believe in doing business the right way—through honesty, responsiveness, and building lasting relationships.**”

That connection to the Gulf Coast lifestyle gives him a unique perspective when working with clients who are not just buying property, but investing in a way of life.

A Steady Hand in an Uncertain Market

In an industry where change is constant and risks can be unpredictable, having the right insurance partner is essential. For realtors, that means working with someone who understands the urgency of transactions.

For homeowners and business owners, it means having confidence that their investments are protected.

For Matthew Langlinais and the team at Beacon Insurance Services, it means continuing to do what they’ve done for over 31 years:

Provide clarity in complexity. Deliver service with integrity. And build relationships that last.

CONTACT US!

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Hannah Moss Bertram and Darren Bertram

BUILT ON FAITH, FAMILY, AND A SHARED DREAM:
The Rising Star Journey of Hannah and Darren Bertram

PHOTOS BY BRANDON MORGAN, DREAM HOME PRODUCTIONS



In real estate, success often begins with a passion for homes, but the most meaningful careers grow from something deeper—purpose, perseverance, and a genuine desire to serve others. For **Hannah Moss Bertram and Darren Bertram**, that passion has evolved into a promising new career as a husband-and-wife real estate team with **Realty Executives Bay Group in Saraland, Alabama.**



Though their licenses are recent—**Darren becoming licensed in March 2025 and Hannah in July of the same year**—their connection to real estate began long before they ever imagined becoming Realtors. Today, their business reflects not just professional ambition, but a lifelong fascination with homes and a heartfelt mission to help others navigate one of life’s most important milestones.

Together, they represent exactly what a **Rising Star** in real estate looks like: motivated, authentic, and driven by service.

A Passion That Started Long Before the License

For Hannah and Darren, real estate wasn’t a sudden career change—it was something they had loved for years.

Both remember being kids and picking up **Coldwell Banker real estate magazines from the front of Walmart**, flipping through the pages and marking the homes they dreamed of buying one day.

“It’s funny looking back,” they say. “Even as kids we were fascinated by homes.”

That childhood curiosity evolved into something more meaningful when they began their own journey toward homeownership.

Shortly after they were married in **May of 2014**, the couple started trying to purchase their first home. The process,

however, wasn't as easy as they had hoped. While they had a supportive lender, they soon realized that **credit challenges meant their dream of homeownership would have to wait.**

Instead of giving up, they used that time to learn.

"We spent our weekends driving around Mobile and Baldwin County dreaming about where our first home would be," Hannah recalls. "We went to open houses constantly and were always sending houses back and forth to each other on Zillow."

The experience deepened their appreciation for real estate and the emotional journey behind every home purchase.

Finally, in **June of 2015**, their dream came true when they bought their first home.

Since then, the Bertrams have **bought and sold three homes themselves**, gaining firsthand insight into the excitement—and challenges—of the homebuying process.

Those experiences ultimately inspired them to take the next step.



Turning Passion into Purpose

The couple's decision to become Realtors was rooted in a desire to help others who were once in their same position.

"We want to help young couples like we once were," they say. "People who are navigating the homebuying process for the first time."

Their goal isn't simply to help clients buy or sell a property—it's to build **lifelong relationships** with the people they serve.

"We want our clients to become friends," Hannah explains. "And we want to be there for them not just for their first home, but for every chapter after that."

For Hannah, the decision to enter real estate also carried a deeply personal purpose connected to her professional background.

Before becoming a full-time Realtor, Hannah spent **15 years working in the legal field as a paralegal**, including **eight years specializing in probate law**. During that time, she

often saw families struggling through the emotional process of handling a loved one's estate.

"I saw firsthand the heartache families experience when they have to sell a loved one's home," she says. "I realized I could combine my knowledge of probate with my love for real estate to help guide families through that process with compassion."

Darren's career path also brings valuable perspective to their team. For nearly **16 years he has worked at AM Calvert as an operator**, developing the discipline, reliability, and work ethic that translate well into the real estate world.

Together, they form a complementary partnership built on trust, communication, and shared goals.

Early Success and Strong Momentum

Although they officially entered the industry in **2025**, Hannah and Darren are already building impressive momentum.

Between **March and December of 2025**, they closed **four transactions totaling \$1.289 million in sales volume**.

The pace has only accelerated in **2026**.

Already this year they have **closed four transactions totaling \$1,045,000**, with **three additional closings scheduled by early April totaling another \$735,000**.

For a team still in its first full year, the results reflect both hard work and a growing network of clients who trust them with their real estate journeys.

Still, for the Bertrams, success is about far more than numbers.

"Success means building something meaningful together," they say. "Serving our clients well, earning their trust, and helping families find the place they'll call home."

“**SUCCESS MEANS BUILDING SOMETHING MEANINGFUL TOGETHER.** Serving our clients well, earning their trust, and helping families find the place they'll call home.”

Faith, Purpose, and a Shared Mission

What drives Hannah and Darren is deeply rooted in their personal values.

For Hannah, inspiration comes from a favorite Bible verse, **Esther 4:14:**

"Perhaps this is the moment for which you were created."

"That verse has always guided how I try to live my life," she





says. “When I’m helping someone buy or sell a home, I want to approach that moment like it’s exactly what I was created to do.”

For Darren, motivation comes from a simple but powerful philosophy:

“Do something you love and you’ll never work a day in your life.”

Working side-by-side with his wife has turned that idea into reality.

“I love getting to help people open and close chapters of their lives,” he says. “Every home has its own character and story.”

A Business Built on Passion

Ask Hannah and Darren what sets them apart, and their answer is simple.

They genuinely love real estate.

“Looking at homes, discussing their value, the character, the potential—that’s something we’ve enjoyed doing together for the past twelve years,” they say.

Now, instead of it just being a hobby, they get to turn that passion into a career centered on helping others.

“We literally eat, sleep, and breathe real estate,” Hannah laughs. “And we love every minute of it.”

Rooted in Family and Community

Outside of real estate, the Bertrams’ lives revolve around family.

Both are graduates of **Satsuma High School** —Darren from the **Class of 2005** and Hannah from the **Class of 2008** —and both have deep roots across Mobile County.

Today they live in **Creola, Alabama**, in the very home **Darren’s grandparents built and where he grew up**, a place filled with family history and memories.

They are the proud parents of **Brody (17)** and **Hattie Jean (10)**.

Family time often means trying new restaurants around Mobile and Baldwin County, relaxing on the back porch listening to music, or enjoying **college football weekends** together.

Both Hannah and Darren are also **avid readers**, always eager to dive into a good book when time allows.

And even when they aren’t officially working, they still find themselves exploring neighborhoods, discovering hidden gems, and imagining the potential in homes across the region.

Building a Family Legacy

Looking ahead, Hannah and Darren have big dreams—not just for their real estate business, but for their family.

Their goal is to eventually grow the business into something they both do **full-time together**, while also expanding into **rental properties, home flips, and new construction projects**.

And they may already have the next generation ready to join.

“Our daughter Hattie is our mini agent in training,” Hannah says with a smile. “She plans to get her license one day and join us.”

Their dream is to build something truly special—a **family real estate business** that allows all four of them to work together while serving their community.

“We want to create something that lasts,” Darren says. “Something we can be proud of.”

A Rising Star with a Bright Future

Though still early in their careers, Hannah and Darren Bertram are already proving that passion, purpose, and partnership can create powerful momentum.

They approach every client with the same enthusiasm that first drew them to real estate years ago—flipping through house magazines and dreaming about the possibilities.

Today, those dreams are becoming reality.

And as they continue to grow their business, one thing is certain: this Rising Star team is just getting started. 🏡

CONTACT US!

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FAQ

Welcome to *Real Producers!* Some of you may be wondering what this publication is all about, which is why we have created this FAQ page. Here, we will answer the most commonly asked questions from around the country regarding our program. My door is always open to discuss anything regarding this community — this publication is 100% designed to be your voice!

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 300 agents in the Mobile Bay Area. We pulled the MLS numbers (by volume) from Jan. 1, 2021, through Dec. 31, 2021, in Mobile and Baldwin Counties. We cut the list off at number 300, and the distribution was born. For this year's list, the minimum production level for our group is \$7 million in 2021. The list will reset at the end of 2022 for next year and will continue to update annually.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: The process is simple. Every feature you see has first been nominated. You can nominate REALTORS®, agents, affiliates, brokers, owners,

or even yourself. Office leaders can also nominate real estate agents. We will consider anyone you bring to our attention because we don't know everyone's story, and we need your help to learn more.

A nomination currently looks like this: Email us at robert.orso@realproducersmag.com with the subject line "Nomination: (Name of Nominee)" and explain why you are nominating the individual. Maybe the person has an amazing story that we need to tell, or perhaps someone overcame extreme obstacles, is an exceptional leader, has the best customer service, or gives back to the community in a big way. The next step is an interview with us to ensure a good fit, and then we put the wheels in motion for our writer to conduct an interview and for our photographer to schedule a photo shoot.

Q: WHAT IS THE COST TO FEATURE A REALTOR®, AGENT, OR TEAM?


A: Zero, zilch, zippo, nada, nil. **The feature costs nothing**, my friends, so nominate away! We are not a pay-to-play model. We share real stories of Real Producers.

Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a preferred partner in the front of the magazine is a part of this community and will have an ad in every issue of the magazine, attend our quarterly 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 preferred partner you see in this publication. We won't even meet with a business that you have not vetted and stamped for approval, in a sense. Our goal is to create a powerhouse network for the REALTORS® and agents in the area and for the best affiliates so we can grow stronger together.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: If you have a recommendation for a local business that works with top real estate agents, please let us know.

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