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Agent on Fire
SARAH SIMMONS

Agent on the Rise
SARAH STROHSCHEIN

Partner Spotlight
KARLA GILTNER WITH CURRIE ROSE INTERIORS

Wendy Mullins

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AN EYE FOR DESIGN. A MIND FOR BUSINESS.

Wendy MULLINS

BY ELIZABETH MCCABE
PHOTOS BY ALLIE SANTOS, POWERED BY VANTAGEPOINT3D AND MEDIA

Wendy Mullins may be one of the few REALTORS® who can legitimately say her real estate education began before she could walk.

Her parents were renovating homes when she was a baby, and her mother still tells the story of painting a house with one hand while bouncing Wendy's baby seat with her foot.

"I joke that I got into real estate when I was about five, probably earlier," says Wendy, a real estate professional at Atlanta Fine Homes Sotheby's International Realty. "I literally grew up around real estate."

Apparently, she did. Today, Wendy is ranked in the Top 5% with the Atlanta Realtors® Association and is the number one advisor for homes sold in the North Atlanta office.



California Roots

"I grew up in Pasadena, California," says Wendy. A second-generation real estate agent, Wendy followed in her father's footsteps.

"My dad was an active agent in the Los Angeles area who began flipping homes and eventually moved into residential, multifamily and commercial development. He loved the art of the deal and the energy around real estate," she explains.

Wendy went on to attend the University of Utah, where she majored in Consumer Economics. "It was a great foundation for real estate, understanding how people make decisions, how markets behave and the economics behind consumer behavior."

After graduation, it was full steam ahead. With her father's encouragement, she got her license right out of college. Her first position was with a development at Jeremy Ranch, just outside Park City, Utah, where she wore a lot of hats, from office management to supporting land sales.

Then Wendy made her mark in commercial real estate. She spent 10 years with Colliers International, specializing in site selection and representing national retailers including Starbucks, Costco, and Barnes & Noble. She also represented developers in land sales and retail leasing development.

"It was an incredible education in location, demographics, consumer behavior and how to evaluate the potential of a property."

In addition to real estate, Wendy bloomed and blossomed as a successful entrepreneur. She built a successful e-commerce home furnishings business and later became a marketing consultant working with a variety of businesses.

When COVID hit in 2020, marketing budgets essentially shut down overnight. "Mack and I were engaged at the time," says Wendy. With Mack in the mortgage business and her father in real estate, they both kept telling her, "You need to get back into real estate." She listened.



In 2020, Wendy returned to real estate on the residential side. She explains, “I quickly realized that everything I had done in between suddenly had a place - commercial real estate, marketing, design, e-commerce and running a business. It wasn’t really a career change. It felt more like coming home to the business I had grown up in.”

Finding Her Niche

Wendy feels fortunate that she found a brokerage that she loves. “When I met with Atlanta Fine Homes Sotheby’s International Realty, the level of support really stood out. The marketing, operations, technology, leadership and resources were simply at a different level. It has allowed me to stay very hands-on with my clients while becoming significantly more efficient behind the scenes,” she explains.

Wendy loves the intersection of real estate and design. She serves on Windward’s Modifications Committee in Alpharetta, a community of roughly 2,500 homes, where she handles many of the exterior requests involving color and design. As a Certified Color Expert, she completed roughly 70 paint, color and roof consultations last year in 2025.

“It’s a completely different side of what I do, but I love helping people make smart decisions about their homes,” she explains. Of course, she also sold 32 homes.

Wendy has built a strong presence in one of Downtown Alpharetta’s smaller neighborhoods, with approximately 130 homes. Over the past three years, she has sold 14 homes there and is preparing to list her 15th. She knows the neighborhood well and has built lasting relationships with many of its homeowners. Her background in design also plays an important role, particularly in how she prepares and stages homes to make the most of their space. It’s a personal, hands-on approach that has led to continued referrals and repeat business within the community.

Passionate about first-time homebuyers, Wendy jokes, “They’re my favorites because they still listen to me.” They ask questions, are eager to learn, and she helps shape decisions that can impact their financial future for decades.

Color and selling homes? That’s the best of both worlds for Wendy, who thrives on variety.

“One day I’m talking paint undertones and roof colors, the next I’m analyzing an offer for a luxury buyer or helping someone buy their very first home. I genuinely love all of it. There’s never a dull moment,” she laughs.

Home, Family + Community

Wendy and her husband, Mack, have four young adult children whom they raised in Alpharetta and Milton. Their youngest two are twins who recently headed off to college, while the family is also looking forward to a daughter’s wedding in 2027.

“This isn’t just the market where I work,” Wendy says. “It’s where we built our life.”

Mack has spent more than 30 years in the mortgage and capital markets industry and is an Executive Vice President with Capital City Home Loans. He is also a musician who releases original rock music as The CEO.

When Wendy slows down, she enjoys design, sports, travel and sunset cruises around Windward Lake on the family’s electric pontoon boat. She even started the Windward Mahjong Society after learning to play.

Community matters to Wendy, too. She created Windward’s Dogtoberfest, an event that has drawn approximately 1,000 people while supporting animal rescue and adoption organizations, including Angels Among Us Pet Rescue and Furkids.

For Wendy, relationships ultimately remain at the heart of her business. “Treat it like a business, but never forget it’s a relationship business,” she says. “Know your numbers. Know your market. Keep learning. Stay consistent.”

Her career path, she believes, prepared her perfectly for what she does today. Commercial real estate taught her how to analyze property and value. Marketing taught her strategy and positioning. Entrepreneurship taught her about ROI, project management, design, operations, leadership and consumer behavior.

Residential real estate brought it all together. “I’m grateful for the recognition that has come with the growth of my business, but the part that means the most to me is repeat business,” Wendy says.

Perhaps that is fitting for someone who began learning real estate before she was old enough to understand what it was.

Wendy may have followed her father’s footsteps into the business, but somewhere along the way, she made the path distinctly her own.






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SARAH STROHSCHEIN

BY ELIZABETH MCCABE
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READY FOR **ANYTHING**

Life can change in an instant.
The best thing is to be prepared well in advance.



Some people freeze when life throws them a curveball. Sarah Strohschein isn't one of them. When the sports world came to a screeching halt during COVID, so did the career she had spent nearly two decades building. Overnight, stadiums went dark, events disappeared, and the sales role she'd poured herself into was suddenly gone.

For many people, that would have meant waiting. Hoping. Wondering what came next. Sarah didn't have that luxury.

"I was single and responsible for my own livelihood," she says. "I wasn't someone who was going to sit around and be furloughed."

Fortunately, years earlier, her sister, a successful Charlotte REALTOR®, had convinced Sarah to get her real estate license. It had been sitting in the background since 2018, never really used while Sarah thrived in the sports industry. Until the exact moment she needed it. She made the pivot, jumped in with both feet, and never looked back. Turns out that "backup" real estate license wasn't a backup after all.

Six years later, Sarah has become one of Atlanta's rising real estate professionals, proving that sometimes the biggest opportunities arrive disguised as uncertainty. If there's one thing Sarah has learned, it's this: she's never been afraid to bet on herself.

Made in Minnesota

Born and raised in Minnesota, Sarah played collegiate volleyball at St. Cloud State University while earning her marketing degree, learning the discipline that comes with being a student-athlete.

After graduation, she entered Saks Fifth Avenue's executive training program, where she learned to manage budgets, profit and loss, and the day-to-day responsibilities of running a business. That experience led her to the Carolina Panthers organization, where she spent the next 15 years overseeing the retail operation and helping shape the fan experience. Looking back, Sarah realizes her career has been defined by one consistent trait: She's not afraid of change.

A Risk Taker

"Some of the biggest decisions I've made may have looked risky to others," she says. "But once I make a decision, I don't spend a lot of time second-guessing it."

That meant moving across the country, changing industries, and starting over. Real estate simply became the next chapter. Not exactly the career plot twist she had planned, but it worked out pretty well.

Today, Sarah has found her niche helping buyers and sellers throughout Intown Atlanta, a city she has watched transform firsthand. She moved there in 2016, just as the Atlanta BeltLine was beginning to evolve into one of the city's defining destinations.

"It's been amazing to watch," she says.

What excites her most isn't simply selling homes. It's helping newcomers discover the personality of Atlanta. "I really believe Atlanta has something for everyone," she says. Every neighborhood has its own rhythm, culture and character, and Sarah enjoys helping clients find the one that fits them best. Ask her about Atlanta neighborhoods and don't expect a two-minute answer. She genuinely loves introducing people to the city.



That same optimism? That’s what shapes the way she approaches life. “I’m wired to look for solutions instead of focusing on problems,” she says. “It’s not what happens to you. It’s how you respond.” It’s a mindset that has carried her through every career transition.

Reputation + Relationships

While many newer agents focus primarily on closing transactions, Sarah focuses on building a lasting reputation. “I run this like a business,” she says. Her advice to newer agents is simple: “Don’t wait until you have a successful business to start running it like one.”

She believes professionalism matters because real estate is a relationship business. Today’s co-op agent could very well be the agent sitting across the negotiating table next month. “You run into the same top agents again and again,” she says. “Your reputation matters.”

Faith + Fun

A woman of faith, Sarah starts every morning with a devotional, motivational reading and a workout. “It’s important to start my morning with a routine. The days take over themselves,” she says.

Travel is another passion. She enjoys the lock-and-leave condo lifestyle, which gives her the freedom to travel frequently and take a meaningful trip each quarter, often traveling with another real estate agent so they can both continue working while exploring somewhere new. Vacation? Absolutely. Completely unplugging? Not a chance.

“We don’t stop working when we’re there,” she laughs. “The laptops always come with us.”

Sarah’s independence has shaped both her personal and professional life. When she moved to Atlanta, she built a new life and community from the ground up, an experience that reflects the self-reliance that has defined much of her journey.

Her closest friends know her simply as “SAS,” a nickname that has naturally become part of her personal brand.

Making A Difference

Giving back is important to Sarah, and through Engel & Völkers, she has the opportunity to support organizations including Special Olympics, Children’s Healthcare of Atlanta and the Atlanta Community Food Bank. “I value giving back to the community and being part of a company that creates opportunities for us to do that.”

Life has taken her from Minnesota to Charlotte to Atlanta. From college athletics to professional sports. From retail executive to one of Atlanta’s rising real estate professionals. Every move opened a new door, and Sarah has never been afraid to walk through it.

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Karla GILTNER

WITH CURRIE ROSE INTERIORS

THE ART OF MAKING A HOUSE FEEL LIKE HOME

PHOTOS BY ALLIE SANTOS

For Karla Giltner, interior design has always been about much more than choosing the right colors, furniture or finishing touches. As founder and president of Currie Rose Interiors, she has built a career around the idea that the spaces we live in can influence how we feel, connect and experience life.



Karla spent much of her early years living in multiple places before attending the University of Nevada Las Vegas, where she earned degrees in interior architecture and psychology. That combination would prove to be a natural fit for someone fascinated by both beautiful spaces and the people who inhabit them.

"I have always understood that a home is much more than a collection of beautiful things," she said. "It creates a feeling and your environment is related to your overall well-being."

That philosophy eventually became the foundation for Currie Rose Interiors, but the road to building the company included several different chapters.

Before launching the business, Karla worked as a designer, served as a social worker for a nonprofit and spent 15 years as a stay-at-home mother raising her three daughters. Her family relocated frequently for various opportunities, and along the way, she remained active in her communities.

She volunteered with organizations supporting children and families, offered her design experience on residential projects, helped plan events and chaired committees and organizations within her community and church.

Those experiences helped shape the way she approaches business today. For Karla, design, real estate and human connection are all intertwined.

"I was drawn to the intersection of design, real estate and human emotion, the ability to transform a space in a way that changes how someone experiences it," she said.

Today, Currie Rose Interiors is a full-service interior design and home staging firm serving the Atlanta market and beyond. The company handles vacant and occupied staging, interior design, events and special projects. What began as a passion has grown into a team of 12 and counting, supported by strong relationships throughout Atlanta's real estate community.

Building that team is one of Karla's proudest accomplishments.

"I intentionally surround myself with dynamic people who bring different strengths, perspectives and ideas to the table," she said.

Mentorship is also a major part of the company culture. Through a partnership with Jacob's Ladder Group, four young men have worked alongside the Currie Rose team for more than a year, assisting with a variety of duties.

Her professional accomplishments include leadership positions within the local RESA Atlanta Chapter, recognition as a Top 10 Short-Term Rental Styling Company in the nation and recognition as one of the Top 100 Most Influential People in Real Estate Staging. Her work has also been featured in Modern Luxury, and she has contributed to notable design and community events. She is a Master Level Home Staging Professional, Certified Color Consultant and ASP Designated Stager.

Yet accolades are only one piece of the story. Karla credits her grandmother and uncle as major influences throughout her life, particularly when it comes to business. She also knows firsthand that growing a company requires resilience.

"There have been seasons when I have had to learn to trust myself, make difficult decisions, build the right team and understand that growth often requires letting go of the way things have always been done," she said.

Today, she is passionate about thoughtful growth. She wants to expand Currie Rose Interiors' luxury interior design portfolio, strengthen relationships with Atlanta's leading real estate professionals and continue developing young talent.

For Karla, the most rewarding part of the business ultimately comes back to people.

"Absolutely I love seeing a beautiful room come together, but the greatest reward has been the impact our work can have on our clients, our real estate agent partners and our team," she said.



> **Success is not about what you build for yourself; it's ultimately about what you help build in others."**

That people-first approach also extends beyond the business. Community service and philanthropy are deeply important to Karla and her family. She and her daughters are members of the National Charity League and support more than 40 local philanthropy partners through their chapter. She also supports organizations including Jacob's Ladder Group, Atlanta Ballet and educational institutions such as SCAD, UGA, Life University and Kennesaw State University.

Outside of work, family remains at the center of her world. Karla and her husband have three daughters, and the family enjoys traveling, creating traditions, entertaining and cooking together. She also loves beautiful hotels, flowers and floral arranging. Baking, however, is best left to her daughters.

Her advice to others is just as intentional as her approach to design: Think bigger, stay teachable and invest in relationships. "As you become successful, bring others with you," she said. "Achievement is wonderful, but creating opportunities for other people gives that achievement meaning."

Ultimately, Karla hopes Currie Rose Interiors will be remembered for more than beautiful spaces. "I want to be remembered for building something meaningful; not simply a successful company," she said.

And perhaps that is the perfect description of the philosophy behind Currie Rose Interiors. Beautiful design may be what catches the eye, but relationships, mentorship, integrity and kindness are what make the work meaningful.

As Karla puts it, "Success is not about what you build for yourself; it's ultimately about what you help build in others."









Your Local Resources



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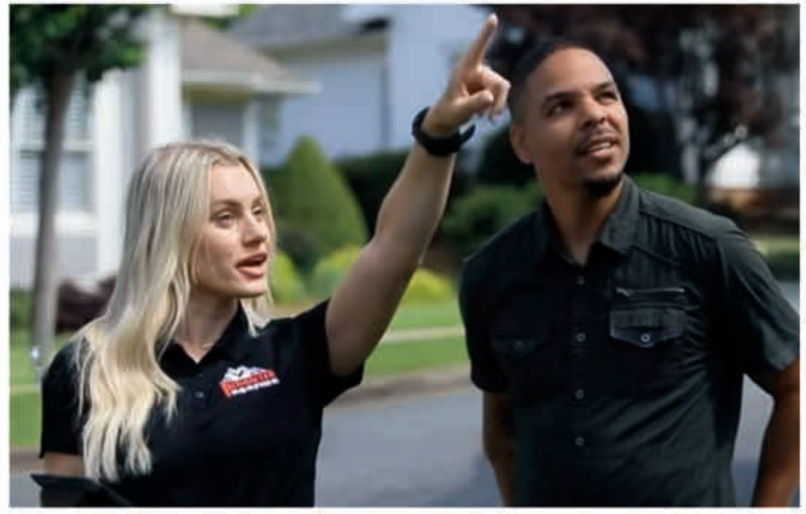


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Sarah Simmons

Building a Business, a Family and a Life on Her Own Terms

PHOTOS BY
VISUALLY SOLD

For Sarah Simmons, real estate was not exactly part of the original plan. Her career journey has taken her from New Orleans to Georgia, through healthcare and infection control sales, across the country and eventually into a business built around relationships, creativity and community.

Born and raised in New Orleans, Sarah grew up surrounded by the architecture, color, food and storytelling that make the city so distinctive. When her family moved to Roswell when she was 15, the contrast was memorable.

“There seemed to be more pine trees than people,” she jokes. “Now it seems a little of the reverse.”

Today, Roswell is home and, most importantly, where she has chosen to raise her family.

Sarah attended the University of Georgia and initially planned to pursue physical therapy. Instead, her career took her from working for a major food and wine broker serving the airline and cruise industries to infection control sales, where she eventually owned a franchise representing a new technology during EPA testing.



The job took her from hospitals and NFL locker rooms to Las Vegas hotels and the Mississippi State Capitol. It also gave her opportunities to speak to larger audiences, discovering a love of teaching she would eventually bring into real estate.

“Every stop along the way prepared me for real estate,” she says. “It taught me marketing, relationship building, problem-solving, and most importantly, how to create opportunities instead of waiting for them.”

Today, Sarah also enjoys speaking to other real estate professionals about building a business, creating opportunities and understanding their value, most recently addressing more than 500 women at a women-only real estate conference.

“For me, speaking isn’t about standing on a stage and telling people how to run their business. It’s about sharing what I’ve learned and hopefully helping someone else get where they want to go a little faster.”

Real estate first came up when Sarah and her husband, Mark, moved to Spring Hill, Tennessee. Mark suggested she get her license, but Sarah was focused on growing her infection control business and knew they eventually planned to return to Roswell.

After moving home and starting a family, her priorities shifted. One day, while driving the back roads of Mississippi between appointments, Sarah found herself pumping breast milk in her car and eventually having to pour it out because it would not survive the summer heat.

That was the moment everything clicked. By the time Sarah earned her real estate license, she and Mark had three children under 3. She jumped into an entirely new career and, just five minutes after announcing it on Facebook, landed her first client and a $615,000 transaction (same home valued at over $1million today).

“I remember thinking, ‘This is going to be easy,’” she says. She quickly discovered otherwise, but that first transaction showed her the power of relationships and social media to build a business.

Today, marketing remains one of Sarah’s favorite parts of real estate. From professional photography and videography to paid advertising, direct agent outreach and social media, she is constantly looking for creative ways to put listings in front of the right buyers. Social media also allows future clients to know exactly who they are hiring before they ever meet her.

“I think of social media as my evergreen résumé,” she says. “People can see who I am, how I work and how I market before they ever pick up the phone.”

Her approach to business is straightforward: Every client deserves the same level of service, regardless of price point. Whether selling a $265,000 townhome or a multimillion-dollar estate, she brings the same professional marketing, strategy and personal attention.

“Luxury service shouldn’t be reserved for luxury price points. It should be the standard.”



> *“It’s your business, not your brokerage.”*

That philosophy has helped Sarah build a business driven largely by relationships, repeat clients and nationwide referrals while becoming one of the top-producing eXp Realty agents in Georgia. Despite that growth, she has intentionally remained a solo agent, supported by an incredible transaction coordinator, allowing her to stay personally involved with every client.

Her business may be serious, but Sarah certainly does not take herself too seriously. She loves making people laugh, telling stories and being involved in her community. If she is not working, she is probably in her minivan keeping up with three kids and their sports schedules.

“What’s a hobby?” she jokes.

When she does find free time, Sarah enjoys friends, volunteering at her children’s school, audiobooks and creating social media content. Her background as a theater kid also explains why making reels satisfies her creative side.

Family remains at the center of everything. Sarah and Mark intentionally chose to raise their three children near both sides of their family, with her parents living in the same neighborhood. Mark, affectionately known online as “my sign guy,” has been one of her biggest supporters.

Sarah’s commitment to community extends beyond real estate. As Chair of Roswell Friends of Children’s Healthcare of Atlanta, she along with several other women in her neighborhood has helped support the organization through sponsoring the golf tournaments, holiday mailbox decorating, Boo signs and countless volunteer hours, helping raise hundreds of thousands of dollars for Children’s Healthcare of Atlanta.

For Sarah, giving back is personal. As a mother of three, supporting an organization dedicated to caring for Georgia’s children and families feels especially close to home.

One client story perfectly captures her approach to business. A longtime friend once told her he would never use her because he had been taught not to mix friendship and business. Sarah did not push.

“It’s okay. They’re not going anywhere. Just give me time to show him what I can do,” she remembers saying.

Two years later, she sold his home for top dollar and eventually helped his sister and parents with their real estate journeys, too. The experience reinforced something Sarah already believed: Trust cannot be forced or rushed.

“Show up consistently, do good work, and over time people will decide for themselves who they trust,” she says.

That belief has also shaped how Sarah views success in an industry constantly offering agents a new blueprint for how their businesses should look. Her advice is simple: “It’s your business, not your brokerage.”

For Sarah, that has meant building a high-performing business without sacrificing the relationships, family and community that mattered enough to make her change careers in the first place. She has built it on her own terms, leaning into what she does best, staying close to her clients and never losing sight of why she started.

At the end of the day, houses may be what she sells, but people are what matter most.

“If my clients remember that I showed up, told them the truth, worked harder than they expected, and genuinely cared about their family, then I’ve done my job,” she says.

And if she could add one superpower to make it all easier? Teleportation.

After all, when you spend as much time in the car as Sarah does, a little extra time would be pretty super.







RP

2025

BY THE NUMBERS

WHAT GREATER ATLANTA'S TOP 5% AGENTS SOLD

*Based on MLS Data

SALES VOLUME

$21,767,000,000

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BEHIND THE BUSINESS

Real Conversations, Real Lessons, Real Connections

PHOTOS BY VISUALLY SOLD



Success in real estate is often measured by sales volume, transactions, and recognition. But behind every successful business is a story filled with challenges, pivotal decisions, lessons learned, and relationships that helped shape the journey.

That was the focus of our October 1st **Behind the Business Mastermind,** where we brought together some of Metro Atlanta's top real estate professionals for a morning of candid conversations, shared experiences, and meaningful connections.

Rather than focusing solely on production numbers or traditional strategies for growing a real estate business, we wanted to explore what happens behind the scenes. What were the turning points that changed the trajectory of these businesses? What challenges emerged as success grew? What would these leaders do differently if they were starting over today?

Our panelists, including **Tamra Wade, Kelly Rosen, and Mike Price,** offered valuable perspectives on the realities of building and sustaining a successful real estate career. Their willingness to share both the victories and the struggles created an authentic conversation that resonated with the room.

One of the biggest takeaways from the morning was that success rarely follows a straight line. Growth requires adaptation, difficult decisions, and a willingness to continually evolve. Just as importantly, the relationships built along the way often become some of the most valuable assets in any business.

Beyond the discussion, the event created another opportunity for our Real Producers community to connect. Agents strengthened existing relationships, and developed new connections with fellow professionals who understand the demands of today's real estate market.

These are the moments that remind us why Real Producers exists. While our publication recognizes the accomplishments of the market's top-performing agents, our events create opportunities to build relationships that extend well beyond the pages of the magazine.

We extend a sincere thank you to our outstanding panelists for sharing their time, experiences, and insights. We are equally grateful to our **sponsoring business partners,** whose continued investment in the *Greater Atlanta Real Producers* community makes gatherings like this possible. A special thanks to Kristen Skebe for serving as our moderator and conducting an insightful conversation.

And to every agent who attended, thank you for showing up, engaging in the conversation, and contributing to the energy in the room.

Our hope is that everyone left with more than a few great ideas. We hope they left with a renewed perspective, stronger relationships, and encouragement for whatever chapter comes next in their business.

Because behind every successful business is a story worth sharing, and a community worth building.

Thank you to our Preferred Partners supporting this event

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SAVE THE DATE: DECEMBER 2ND

Mark your calendars for our next ***Greater Atlanta Real Producers*** **event!**

Join us on **December 2nd at 10:00 AM** at the **Atlanta Board of REALTORS®** for another opportunity to connect, learn, and grow alongside some of Metro Atlanta's top real estate professionals.

More details and registration information coming soon. We look forward to seeing you there!

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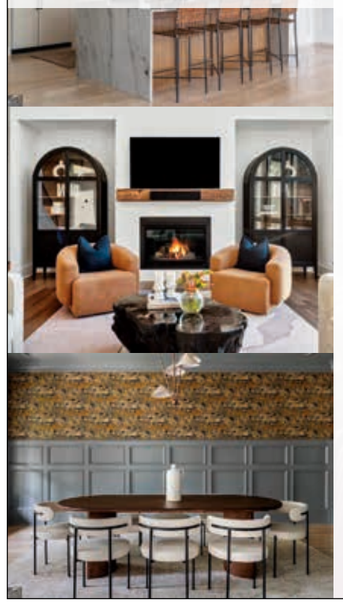
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