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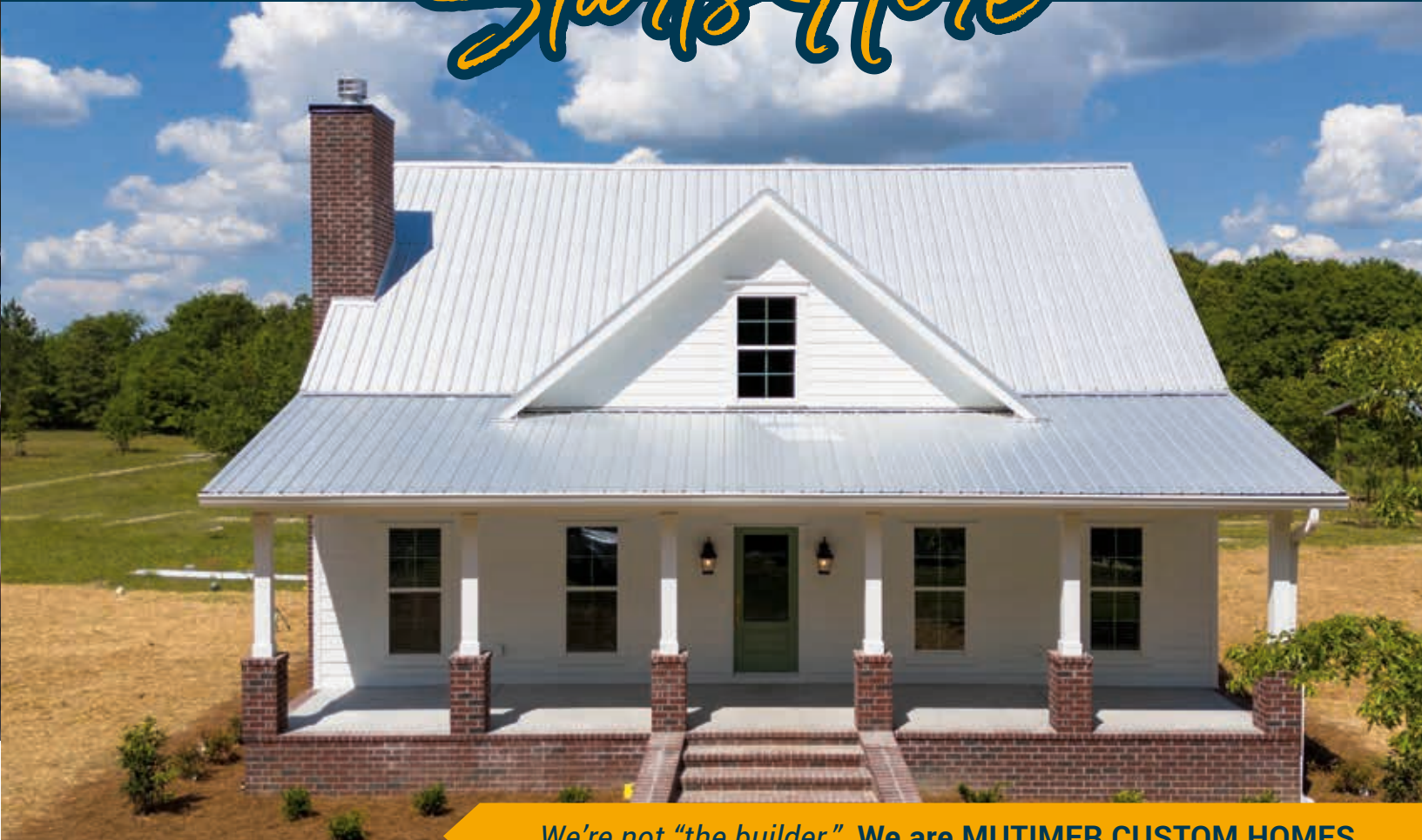
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Our Vision for Greater Augusta Real Producers

To foster a stronger real estate community where agents and preferred partners build meaningful relationships, communicate effectively, and treat one another with respect. Better collaboration leads to smoother transactions, happier clients, and greater opportunities for repeat business for everyone involved.



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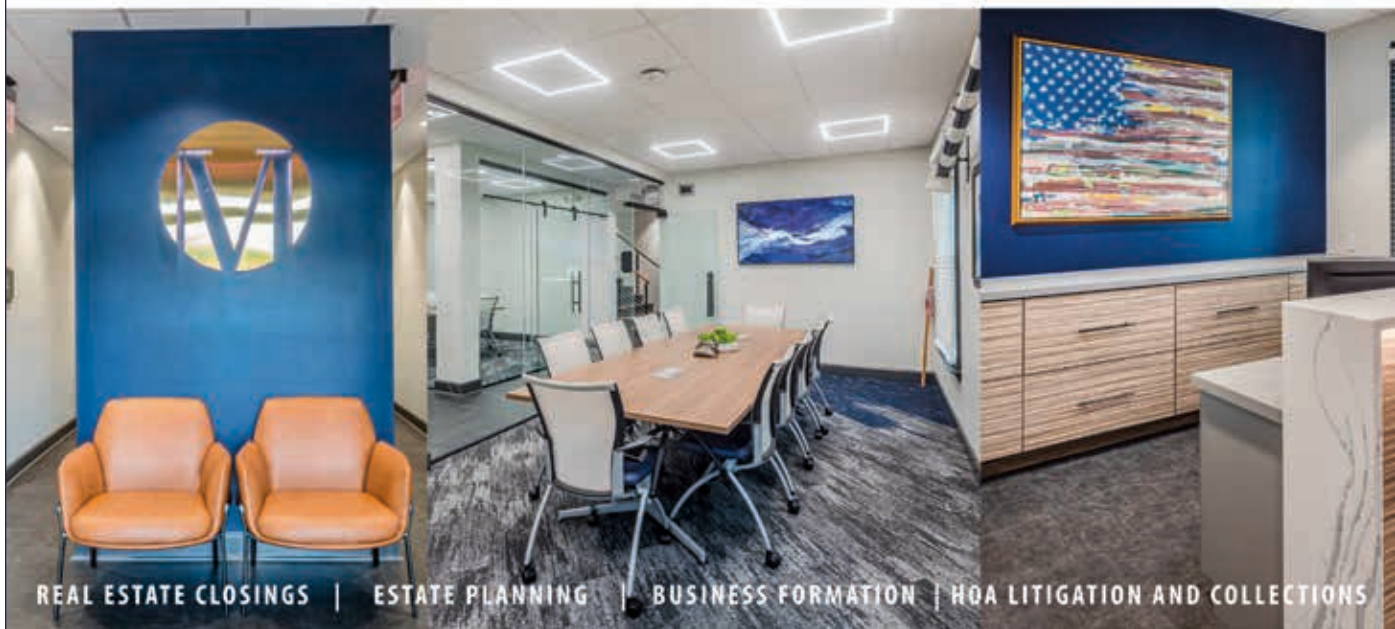

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FAQ



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

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

Q: WHAT KIND OF CONTENT WILL BE FEATURED?

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

Q: WHO ARE OUR PARTNERS?

A: Anyone listed as a "Preferred Partner" in the front of the magazine is funding and fueling this community



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

Q: DOES Real Producers HAVE EVENTS?

A: Yes! Along with the magazine, we will host quarterly events exclusive to this community, where you--the best of the best--get together at local venues to socialize, mastermind, deepen

connections, and better our businesses. We will communicate about events through the magazine and on social media. Stay tuned for info on our launch party this Fall!

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

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

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Seeing the Possibilities

From his first house flip to a thriving real estate career, **Drew Williamson** has built his business on vision, relationships, hard work—and an ability to see potential where others might not.

For Drew Williamson, real estate has always been about more than what is standing in front of him. It's about what *could* be.

Whether he is walking through a dated home with buyers who are struggling to see beyond its current condition, evaluating a potential investment property, or imagining how a renovation could completely transform a space, Drew has developed an eye for possibility. It is a skill that first drew him into real estate—and one that

has become a defining part of the career he has built since 2018.

Today, Drew is a Vice President and solo agent with Meybohm Real Estate, joining the company in February after previously building his career with Better Homes and Gardens. Over the past several years, he has averaged approximately 40 to 45 transactions annually and earned numerous sales and marketing honors along the way.

But real estate wasn't originally supposed to become his full-time career.

One Flip Changed Everything
A native of the Hephzibah/Augusta area, Drew graduated from Cross





Drew, Megan, Jackson and Jones Williamson

Creek High School before earning his Bachelor of Arts in Finance from Augusta State University. Before real estate, he worked in sales for Cardinal Health, selling and maintaining inventory management and reconciliation programs for independent pharmacies throughout Georgia, South Carolina and the Florida Panhandle. Still, there was something Drew had wanted to do for as long as he could remember: flip a house. Eventually, he did.

Drew found the property, researched the comparable sales and managed the renovation. When it came time to sell, he worked with a real estate agent—but found himself deeply involved in determining the listing strategy and price. The house

sold, Drew made his first profit, and he was hooked. “I decided I wanted to control all of my own deals,” he says.

Initially, obtaining his real estate license was simply a way to handle his own investment properties. Instead, something unexpected happened: clients began coming. His real estate business took off, and for the next three years, Drew doubled his annual commission. The timing also created an unusual opportunity. During COVID, travel for his Cardinal Health position was suspended, allowing him to work from home and devote more attention to his growing real estate business. When business travel eventually resumed, Drew faced a decision.

“There was no way I could give up my real estate career,” he says. “So I went all in and haven’t looked back.”

Seeing What Others May Miss

Drew’s experience renovating and flipping homes has given him a perspective that extends well beyond the typical showing. He understands that the right house does not always look perfect on the first walk-through. “The thing I believe sets me apart is my ability to see a house and envision my clients in that space—or how we can make it the home my clients want,” Drew says. A buyer may walk into a property and immediately rule it out because of an outdated kitchen, awkward room configuration or cosmetic issue. Drew often sees something different.

“Sometimes people can see a house and completely write it off when it may be exactly what they have been looking for with a few minor tweaks,” he explains.

That ability is especially valuable when budgets are limited. Rather than encouraging clients to stretch unnecessarily, Drew considers whether a less obvious property could be transformed into what they need while also putting them in a stronger financial position for the future.

Over the years, he has assembled a trusted crew that works on his flips and renovation projects. That network allows Drew to help clients understand what changes are realistic, what they may cost and how a home could be transformed.

Sometimes the solution is relatively simple. Other times, it means bringing a tired property completely back to life. For Drew, that is part of the fun.

“I could talk real estate, houses and renovations with someone all day if they would listen,” he jokes.

Building a Career Through Relationships

Drew’s production has been accompanied by industry recognition. While at Better Homes and Gardens, he was named Top Listing Rookie Agent in 2019 and went on to earn numerous Platinum Awards based on his sales achievements. His creative approach to promoting properties also earned him Creative Marketing awards several years in a row.

Since making the move to Meybohm, Drew has already been recognized consecutively among the company’s top agents of the month. But one quality Drew particularly values cannot be measured by an award: his relationships with other real estate professionals.

“I work really well with other agents,” he says. “That in itself is a fine art!” It reflects his broader respect for the profession. Drew believes an experienced, committed real estate agent brings tremendous value to a transaction—value that goes far beyond a commission.

Every deal is different. Every client has different circumstances. And seemingly small decisions can have significant consequences. “I think it is important to have someone

you trust who is truly turning over every stone and making sure the deal is the best one for you and your situation,” he says.

Finding Opportunity in a Difficult Season

That optimistic, solution-oriented approach was tested following the hurricane in 2024.

With damaged properties throughout the area and fewer homes available for buyers, the local real estate market slowed considerably. Drew describes 2025 as one of his most difficult years for transactions since entering the business. Instead of simply waiting for the market to recover, he adapted.

Drew already had crews handling his flips and renovations, so he expanded that side of the business. They began taking on more renovation projects, both for existing clients and for people who had never worked with Drew in a real estate transaction. What began as a response to a challenging market developed into another valuable component of his business. As real estate activity improved, the renovation work remained. It was a reminder of something that seems to run throughout Drew’s career: when circumstances change, look for the opportunity within them.

Faith, Family and the Meaning of Success

Ask Drew what motivates him, and his answer quickly turns from business to family. His wife, Meagan, and their two sons, Jackson, 9, and Jones, 7, are at the center

of his world. Drew and Meagan have been married for 11 years, and family life these days is wonderfully busy. Both boys love baseball, and Drew has coached them since T-ball. Basketball is another favorite, and most recently the family joined a hunting club after the boys spent several years asking to learn to hunt. There is only one catch. Drew is learning right alongside them. Between practices, games, school activities, pool days, family vacations, dinners and events, their calendar stays full—and that is exactly how they like it.

Drew also makes his marriage a priority, intentionally scheduling regular date nights with Meagan so the two can reconnect, catch their breath and spend time with friends. “She was literally created to be the best mom,” Drew says.

While Meagan isn’t a real estate agent, she is very much a part of Drew’s business. He relies on her eye for design when a project calls for it—and on her willingness to keep him humble when it comes to his social media posts.

The family attends Warren Baptist Church, and Drew also serves his community through his neighborhood POA board and the board of his sons’ school. His faith influences how he approaches both life and business, including his determination to bring a positive outlook into every transaction. He believes words matter and tries to be the person who looks for solutions rather than

contributing to fear or negativity. That perspective is also reflected in his definition of success.

“Success is doing what you were called to do and doing it to your best ability, helping others along the way, while enjoying life and all God has blessed us with.”+

Keeping It Real

Social media has become another way Drew

connects with clients and his community, but rather than presenting a perfectly polished version of life, he has discovered that people respond to authenticity. His social media platform, Fourth & Jones Home, is named after his sons. Fourth is from Andrew “Jackson” Williamson, IV and Jones is his youngest son’s name. Followers enjoy seeing the houses, renovations and





projects underway—but they also enjoy seeing Drew and his family simply being themselves.

“It has been fun over these last several years to be able to share parts of myself and my family that sometimes include real estate and other times just include our everyday life or us joking around,” he says.

For Drew, those everyday moments provide perspective. Careers grow, markets rise and fall, transactions close and another renovation always seems to be waiting. But the greatest measure of a good life is not found solely in production numbers.

“We all take our life and blessings for granted sometimes,” he says. “The fact that we get to wake up and have another shot at it every morning is

“

Sometimes people can see a house and completely write it off when it may be exactly what they have been looking for with a few minor tweaks.”

”



something that we should all be thankful for and continue to try our best each day.”

As for what comes next, Drew’s vision is clear: more clients, more transactions, more renovations and,

of course, more flips. His goal is ambitious—he wants to continue growing and become known as one of the very best at what he does.

Considering that his entire real estate career began

because he looked at one house and saw more potential than what was immediately visible, that goal feels fitting. After all, seeing what something *can become* has always been one of Drew Williamson’s greatest strengths. ■



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Tera AI

What If Your Next Real Estate Transaction Started With a Conversation?

Photography by Edgar Villeda, StrongShot Studio



Built in Augusta and designed for the way agents actually work, **TERA** is reimagining the real estate transaction around artificial intelligence, mobility and something remarkably simple: conversation.

A buyer walks out of a showing, turns to their agent and says four words every real estate professional knows: “**This is the one.**” For the client, the decision has been made. For the agent, another process is just beginning. Preparing the offer. Entering information. Managing documents. Tracking deadlines. Coordinating signatures. Following up. Moving between contacts, transaction

systems and signing platforms - all while continuing to advise the client, negotiate the deal and move on to the next appointment.

As a producing REALTOR® in Augusta, **Daniel Ijigbamigbe** experienced that friction firsthand.

And eventually, one question kept coming back to him: **Why can’t I just tell my transaction software what I need done while driving to my next appointment?**

That question became the foundation for TERA - **Technologically Enhanced**

Real Assistant - a real estate technology company being built around the idea that agents shouldn’t have to choose between serving their clients and managing the work behind their transactions.

Built From a Problem Daniel Was Living Himself

TERA wasn’t conceived by a technology company looking at the real estate industry from the outside. It grew from Daniel’s experience inside it. “The highest-value parts of our business happen between people,” Daniel says. “Advising a family, negotiating a deal, understanding the market and

“Advising a family, negotiating a deal, understanding the market and building trust- that’s where a great agent creates value. I kept asking why so much of our technology still requires agents to stop doing those things just to operate the transaction.”

building trust - that’s where a great agent creates value. I kept asking why so much of our technology still requires agents to stop doing those things just to operate the transaction.”

The contradiction became increasingly obvious. The more successful an agent becomes, the more administrative work that success can generate.

A client might decide to make an offer while the agent is standing in a driveway after a showing. But turning that decision into an executed transaction can require opening different systems, locating documents, entering information, coordinating signatures and then managing

everything that follows. Daniel began imagining a different experience.

What if an agent could communicate with transaction technology the way they might communicate with a highly capable assistant? What if the technology understood the context of the transaction, helped the agent execute the work and remained available wherever the agent happened to be? That became the bigger vision behind TERA.

Why “TERA”?

The name itself reflects that vision. **TERA stands for Technologically Enhanced Real Assistant.** Each part is intentional.

Technology is the engine, but the goal isn’t to put more technology in front of agents. It’s to use technology to create a more capable **assistant** behind them. And the word “Real” has particular significance.

TERA is being designed around real estate professionals, real transactions and the realities of how agents actually work, not around a hypothetical office environment where every transaction happens neatly behind a computer. The ambition is for TERA to increasingly function like an intelligent assistant that understands the professional, the transaction and what needs to happen next. In other words, TERA isn’t simply intended to become software an agent operates. The goal is to create an assistant an agent **works with**.

One Transaction Shouldn’t Require Five Different Experiences

That philosophy also explains why TERA brings contacts, transactions, documents and electronic signing into a more unified environment. From the agent’s perspective, these aren’t really





separate activities. The contact becomes part of a transaction. The transaction generates documents. Those documents require signatures. Those signatures create deadlines, responsibilities and additional steps.

Yet software can force agents to experience those pieces as disconnected activities simply because different systems were built to handle them. TERA approaches the transaction as a continuous workflow.

“The client, transaction, documents and signatures are all connected in real life,” Daniel says. “So we’re asking why the technology shouldn’t understand those relationships too.” The objective is to reduce unnecessary switching between systems and eventually give the agent a more intelligent view of the client, the transaction, the documentation and what requires attention next.

Your Transaction Doesn’t Stay at the Office. Why Should Your Technology? Real estate rarely happens behind a desk. Agents are driving between appointments, walking out of showings, hosting open houses, meeting clients at properties, negotiating deals after hours and sometimes managing several transactions simultaneously. TERA is available through web and mobile experiences because the transaction workspace needs to travel with the professional. But mobility is only part of the idea.

TERA also gives agents the option to interact with its smart assistant through **voice**, creating a more conversational, and potentially hands-free, way to execute and manage transaction workflows while on the go. Imagine walking out of that showing where the buyers just said, “This is the one,” and beginning the process by communicating with your transaction assistant.

Or asking for information about a transaction without stopping everything you’re doing to search through screens, files and folders. Or communicating what needs to happen next and allowing the technology to help move the workflow forward. The goal isn’t voice for the sake of having a voice feature. It’s reducing the distance between **what the agent needs done and getting it done**.

AI Isn’t the Story. Time Is. Artificial intelligence is becoming part of almost every technology conversation, but Daniel believes focusing exclusively on AI misses the larger point. **The real product TERA is trying to give agents back is time.** The opportunity often isn’t one dramatic automation that suddenly saves an agent eight hours. It’s five minutes here. Ten minutes there. One fewer login. One less search. Information that doesn’t need to be entered twice. A task that doesn’t have to be remembered manually. A document workflow that takes fewer steps. Multiply those small efficiencies across dozens of activities and multiple transactions, and minutes eventually

become hours. Those hours can go back into prospecting, negotiating, communicating with clients, building relationships, or simply having more of a life outside the business.

That’s where TERA’s artificial intelligence becomes particularly important. Rather than forcing an agent to repeatedly search for information or navigate through screens, TERA’s smart assistant is being designed to understand transaction context and help the professional act on it. The long-term shift is significant: **From an agent learning where everything is inside the software to the software increasingly understanding what the agent is trying to accomplish.**

Designing Complexity to Feel Simple That creates another challenge. Real estate transactions are complicated. Contacts, documents, signatures, tasks, deadlines, communications and compliance requirements can produce an enormous amount of information. So one of TERA’s most difficult design problems hasn’t been determining what else can be placed on the screen. It’s deciding **what doesn’t need to be there**.

“A clean interface isn’t about removing capability,” Daniel says. “It’s about understanding what the agent needs at that particular moment and making that action easy.” That principle has influenced the development of TERA’s interface. Instead of exposing every possible feature simultaneously, the goal is to increasingly use context to make the relevant information and actions easier to access.

Conversational AI could push that philosophy even further. If an agent can simply communicate what they need, navigating through layers of software becomes less important. The interface itself begins to disappear into the background.

Trust Has to Be Built Into the Product Making transaction technology easier to use means very little if agents cannot trust it with their clients’ information. Real estate transactions can contain

sensitive personal, financial and contractual data, making privacy and security fundamental to TERA’s development. The company’s approach is to treat security as part of the underlying architecture rather than something added after the product is built. That means protecting information as it moves through the platform and while it is stored, appropriately authenticating users, controlling access to transaction information and limiting unnecessary exposure of client data. It also means maintaining a clear principle around artificial intelligence: **The assistant should only be able to work with information the authorized user is permitted to access.** TERA’s security and compliance practices will continue evolving as the platform and its capabilities grow.

“If we’re asking real estate professionals to trust TERA with an important part of their businesses, that trust has to be earned,” Daniel says. “Security, privacy, compliance and accuracy can’t be afterthoughts.”

Georgia First TERA’s initial focus is Georgia. The company has been working through the appropriate process with the Georgia Association of REALTORS® (GAR) regarding access to the forms and resources necessary to build a compliant Georgia transaction experience. That process represents something larger about Daniel’s philosophy for the company. Build quickly but build correctly. TERA’s team continues developing the underlying technology, testing workflows and gathering feedback from real estate professionals while respecting the permissions required around proprietary forms and industry resources. Georgia provides TERA with an opportunity to build closely with the professionals it intends to serve before pursuing something much larger.

What Agents Taught TERA One of the more interesting discoveries during TERA’s early development was that agents don’t necessarily want more technology. They want **less friction**. That’s an important distinction. The instinct when building software can be



to continually ask: *What other feature can we add?*

But feedback from professionals has pushed the TERA team toward a different question: **How much easier can we make what the agent already has to do?**

Agents don’t want another complicated platform they have to study before it becomes useful.

They want technology that feels intuitive, reduces repetitive work and fits naturally into how they already conduct business. That insight has influenced TERA’s interface, mobile experience and investment in conversational and voice interaction.

Sometimes innovation isn’t giving someone another button. It’s eliminating the need to push the button at all.

How Does a Startup Compete With the Giants? Real estate technology isn’t an empty market. Large, established companies already have enormous advantages: customers, capital, integrations,

data, brand recognition and years of distribution. Daniel isn’t dismissive of those advantages. He simply doesn’t believe TERA should compete by trying to become a smaller version of an incumbent.

“We’re not going to beat established companies by copying what they’ve already built,” he says. “We have to rethink the interaction model.” Many established software platforms were created during an era when the fundamental assumption was that a human would sit down and operate the software. TERA is being built during the emergence of a different computing model - one increasingly shaped by artificial intelligence, mobile access and natural-language interaction.

That gives a younger company an opportunity. Instead of adding artificial intelligence around decades of legacy workflows, TERA can be designed around an **AI-native, mobile and conversational experience from the beginning**.

Being smaller also allows the company to stay closer to its users, iterate quickly



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REAL ESTATE WITH HEART Carol DUGGAN

Photography by Edgar
Villeda, StrongShot Studio

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For Carol Duggan, real estate has never been about simply buying and selling houses. It is about people, relationships, trust—and taking care of others.

A REALTOR® with Blanchard and Calhoun Real Estate Company, Carol began her real estate career in 2016 after spending 25 years as an emergency veterinary technician. Today, she is a Vice President and Broker, working as a solo agent and earning numerous multiple professional honors, including Leadership Council, the Chairman's Award, and Heroes Awards.

While her career path may have taken an unexpected turn, the heart of her work has remained remarkably consistent.

From Emergency Care to Real Estate

Carol spent a quarter of a century working in emergency veterinary medicine, a career that required compassion, quick thinking, attention to detail, and the ability to communicate with people during some of their most difficult moments. Eventually, she knew it was time to close that chapter of her life.

It was her son, Alexander, who suggested real estate. "He said I was so good at speaking with owners about their pets that I could also serve them well in real estate," Carol recalls. The idea resonated with her, although making the transition wasn't without some nerves. Medicine and real estate, after all, are two very different worlds—and Carol hadn't taken a



Carol with
her beautiful
Mom



Tony and Carol Duggan

state examination in a very long time. Fortunately, she passed with flying colors.

What she discovered was that many of the skills she had developed over 25 years in emergency veterinary medicine translated beautifully into real estate. Listening carefully. Communicating clearly. Staying calm under pressure. Paying attention to details. And, most importantly, caring deeply about the people she serves.



Carol with her father

Relationships Before Transactions

Carol's philosophy is simple: clients are never just numbers, contracts, or commissions.

She takes time to understand what matters to each person, listens to their concerns, communicates honestly, and guides them through the process with patience and confidence.

"I want them to feel that I'm truly in their corner—not just when we're under contract, but throughout the entire experience and beyond," she says. That philosophy has shaped the way she measures success.

For Carol, success isn't simply the number of homes she sells or the income she generates. It is knowing that she served her clients well, communicated honestly, followed through on her promises, and helped make an often stressful process easier.

The true measure is found in the relationships she builds, the trust she earns, and the referrals and repeat business that come from genuinely taking care of people. "Ultimately,



Carol with her son, Dr. Alexander Karl Duggan



Carol's furbabies: Charlie, Fynn, Doc and Fritz

success is having a thriving business without losing the personal connection that made me want to be in real estate in the first place."

A Personal Understanding of Moving

Carol's own upbringing gives her a unique perspective on the challenges many of her clients face. Born in Germany in the late 1960's to a military family, Carol experienced frequent moves growing up. Her family eventually settled in the Greater Augusta area in the late 1970s, giving her the opportunity to watch the area grow and evolve over the years. Having moved approximately every three years as part of a military family, Carol understands firsthand how overwhelming relocation can be. That experience has become especially meaningful in her work with clients.

She knows that moving isn't simply about changing an address. It can mean leaving behind friends, familiar surroundings, a community, and memories while trying to establish a new sense of home. Her goal is to make that transition easier by providing professional representation with a personal touch.

“
I WANT THEM
TO FEEL THAT I’M
TRULY IN THEIR
CORNER—
not just when
we’re under
contract, but
throughout the
entire experience
and beyond.”





Carol with her son Chandler

Detail-Oriented by Nature

Carol’s educational and professional background also contributes to her approach. She earned a Bachelor of Science in Biology with a minor in Chemistry, and her analytical background pairs naturally with her attention to detail.

In 2005, Carol and her husband, Tony, built their own home. Having personally experienced the home-building process gives her another perspective when working with buyers and sellers.

She understands the importance of the details that can easily be overlooked and uses that knowledge to help clients make informed decisions.

Carol holds several professional designations, including Accredited Buyer’s Representative (ABR), Seller Representative Specialist (SRS), Military Relocation Professional (MRP), and Pricing Strategy Advisor (PSA). She earned her Broker’s License in 2020 and is a member of REALTOR® associations at the local, state, South Carolina, and national levels.

Leading with Calm Confidence

Every real estate transaction comes with its own set of challenges. Carol has learned throughout her life that you don’t always have control over circumstances—but you can control how you respond to them.

There have been seasons when she didn’t have all the answers or know exactly what the next step would be. Rather than allowing uncertainty to stop her, she stayed grounded, remained willing to learn, surrounded herself with good people, and continued to show up. Those experiences taught

“

Ultimately, SUCCESS IS HAVING A THRIVING BUSINESS without losing the personal connection that made me want to be in real estate in the first place.”

her resilience, patience, and the value of trusting the process. They also influence how she works with clients.

“When my clients are facing their own uncertainty and big life transitions, I’m able to meet people where they are, listen, provide reassurance, and help them move forward with confidence,” she explains. That calm confidence is one of the qualities she brings to every transaction.

The Heart Behind the Business

Carol’s business is built around several principles: trust and relationships, personal attention, integrity, guidance over sales, community, calm confidence, and going the extra mile. She believes her job isn’t simply to sell a house. It is to educate, protect, guide, and advocate for her clients during one of the biggest decisions of their lives. Her favorite saying captures her philosophy perfectly: *“The most valuable real estate is the space you occupy in other people’s heart.”*

For Carol, those words are more than a favorite quote. They represent the way she wants to live and work. She credits her late German mother with instilling in her the importance of taking care of people, being kind, and doing business with heart. That philosophy continues to guide her today.

Life Beyond Real Estate

When Carol isn’t helping clients navigate the real estate market, she enjoys cheering on the Georgia Bulldogs, attending the Masters Golf Tournament, and visiting her sons in Athens and Atlanta.

She and Tony live in Appling with their four schnauzers—Fritz, Fynn, Doc, and Charlie. Carol is also the proud mother of twins, Alexander and Chandler. Her family, her love of the Augusta area, and her lifelong commitment to caring for others are all woven into the REALTOR® she has become. After years of caring for animals and their families in emergency situations, Carol has found a new way to serve.

Today, she brings that same compassion, patience, attention to detail, and steady presence to the people who trust her with their homes. For Carol Duggan, the future of her business isn’t complicated. It is about real estate with heart, relationships first, kindness, and taking care of people. And that’s exactly the kind of REALTOR® she strives to be. ▀

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