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WHO REALLY

Runs THE Show?

Oliver — Editor-in-Cat
Sadie — Director of
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Let's be honest. We spend a lot of time in Real Producers celebrating some pretty impressive people.

Top-producing agents. Successful business owners. Community leaders. People who negotiate complicated deals, lead teams, solve problems, and somehow keep a hundred plates spinning at once.

But this month, we're recognizing the ones who are actually in charge.

The dogs who interrupt Zoom calls.

The cats who believe laptops were designed specifically as heated beds.

The four-legged "assistants" who have absolutely no respect for deadlines, appointments, personal space, or freshly cleaned clothes.

Welcome to our **Pets of Real Producers** edition!

We had so much fun seeing your submissions and hearing the stories behind the animals that are part of your families. And while this edition is definitely meant to be lighthearted, there's something pretty great underneath it all.

Pets have an incredible way of connecting people.

You can know someone professionally for years and then suddenly discover you're both crazy dog people, or that the person sitting across from you at an event has a rescue with an unbelievable story. Walls come down. Conversations get easier. We get to know the person behind the business.

And really, that's what Real Producers has always been about.

Yes, we celebrate success. But more importantly, we want to create opportunities for the people in our real estate community to **know one another better**. Because when that happens, relationships grow, trust grows, and our entire community becomes stronger.

So this month, enjoy something a little different.

Meet the pets. Read the stories. Laugh at the photos. And if you happen to recognize someone at our next event because you remember their dog instead of their sales volume, I'd say this edition did its job.

A huge thank-you to everyone who shared a piece of your family with us. And, of course, thank you to our Preferred Partners who make Real Producers possible and allow us to continue telling the stories of this incredible community.



Now, if you'll excuse me, I have a feeling several of our featured pets are expecting royalties.

Jeff White
Owner/Publisher



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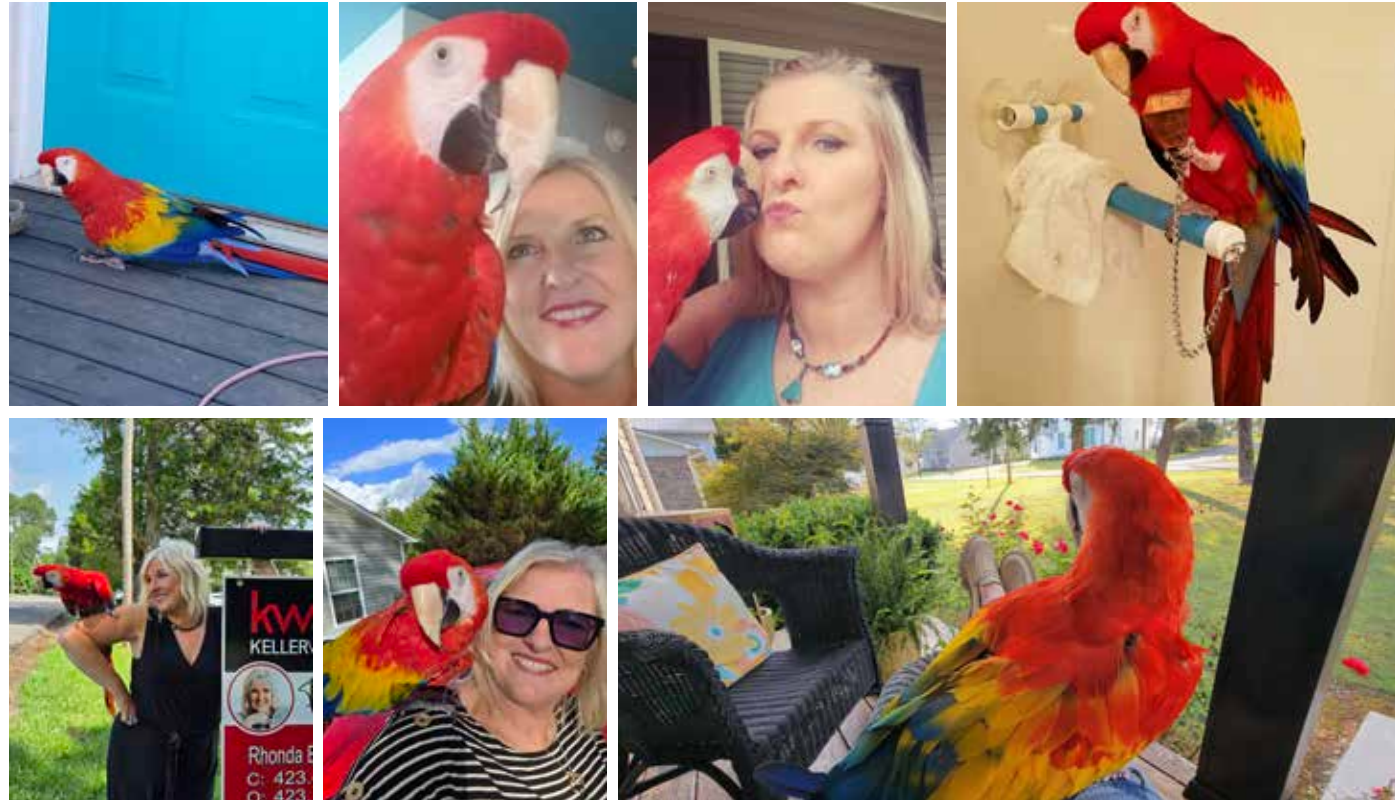


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Cookie:

The Bird Who Calls the Shots



At 40 years old, Cookie the Scarlet Macaw has more personality than some people real estate agent Rhonda Bullard King knows. She is smart, funny, stubborn, spoiled, and very clear about who belongs in her circle.

Cookie came from an abusive situation before becoming part of the life of Rhonda's husband, Chad, about 20 years ago. When Rhonda and Chad got together, Cookie came with him. Over time, she decided Rhonda was one of her people, too. It is a small circle: Cookie is devoted to Chad and Rhonda, though she has warmed up to a few family members who care for her when they travel.

For everyone else, Rhonda offers some friendly advice: keep your fingers away from Cookie's beak. She can bite hard when she wants to. Rhonda learned that firsthand!

Life with Cookie is rarely quiet or predictable. She loves to play ball and spend time with her people, but she also has a destructive streak. If she can climb to something, chew it, or put a hole in it, she probably will. Leaving Cookie out unsupervised is an invitation to discover what she has decided to remodel.

One of her more surprising quirks is that she never learned to fly. That means Cookie can join Chad and Rhonda outside to enjoy the sunshine. She seems perfectly content to stay close, take in the scene, and keep an eye on everyone.

Cookie is also a food critic. Chicken nuggets, mandarin oranges, and eggs are among her favorites. When she gets something especially good, she lets out an appreciative "Mmmmm!" She talks, too, but asking her to say something is unlikely to work. Cookie performs on Cookie's schedule.

At 40, Cookie could outlive both Chad and Rhonda, a thought that still amazes them. What matters most is the life they share with her now. Knowing where Cookie's story began makes the trust she has placed in them especially precious.

She is loud, messy, demanding, loving, and completely one of a kind. She keeps Chad and Rhonda laughing, keeps them on their toes, and is every bit a member of the family.

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The PETS of REAL PRODUCERS

The Four-Legged Power Players

We spend every month telling the stories of some pretty incredible people in real estate. But this month, we're finally featuring the ones who are REALLY running the show.

The dogs riding shotgun to showings. The office mascots greeting clients. The horses who hear all the real estate drama. And, at least in Chattanooga, the rabbit, goat, cow, macaw and tarantula keeping everybody on their toes.

They remind us to slow down, get outside, enjoy the ride and occasionally stop taking ourselves quite so seriously.

Meet the Pets of Chattanooga Real Producers.

ICE A FOREVER FRIEND WITH FOUR HOOVES

Whitney was nine years old when Ice came into her life. He was three.

People warned her about the unpredictable, tightly wound horse that might “get her hurt.” Instead, the two grew up together — and Ice became what Whitney calls her “heart horse.”

Over the years, Ice showed Whitney that he would do almost anything she asked, not simply because he was trained to do it, but because of the trust between them.

Perhaps nothing illustrates that bond better than Whitney’s wedding photos.

Ice had severe asthma, and Whitney hadn’t ridden him in more than a year. There had been no rehearsal involving her enormous wedding dress. It was dark, diesel truck headlights and a camera flash provided the lighting, and Ice was literally stepping on the tulle.

For many horses, it could have been a recipe for disaster.



Human: Whitney Harvey
Real Estate Partners Chattanooga, LLC
TENNESSEE WALKING HORSE | AGE 25

Not Ice.

Today, Whitney is 31 and Ice is 25. More than two decades after they first met, theirs is a relationship built on trust, memories, lessons and a whole lot of love.

ICE’S ADVICE:
“Spend more time in nature and give yourself grace.”

LIFE IS BETTER BECAUSE...
“My pet loves me unconditionally and is a forever friend.”



Human: Sarah Barrott
BHGRE Signature Brokers
MINI BERNEDOODLE | AGE 1

BELLE FINDING JOY, ONE SNUGGLE AT A TIME

Belle entered Sarah’s life during a season of profound loss.

When Sarah lost her baby and her arms felt empty, Belle became the little companion she could hold, love and snuggle.

Sometimes the animals who enter our lives can’t change what happened. They simply meet us where we are, stay close and somehow make the next day a little easier.

For Sarah, Belle became that source of comfort.

BELLE’S ADVICE:
“Don’t take things too seriously. Take a breath and learn to enjoy the good moments. Trust that everything works out.”

LIFE IS BETTER BECAUSE...
“She came to me when I lost my baby.”

WINSLOW

BIG PERSONALITY, EIGHT TINY FEET

Human: Alexandra Theis
Keller Williams Realty / Abode
Southeast Properties
**APHONOPELMA
CHALCODES | AGE 10**

Winslow probably isn't the pet most people expected to see in this issue.

And that's precisely the point.

Alexandra began keeping tarantulas out of curiosity. Over time, that curiosity became a genuine passion. She discovered that different species have their own behaviors and personalities and found herself fascinated by caring for them and watching them grow through each molt.

More importantly, tarantulas taught Alexandra something about the misunderstood.

Where many people immediately see something scary, Alexandra sees a fascinating animal deserving the same care and respect as any other pet.

She even finds something calming about simply watching a tarantula quietly go about its business.



WINSLOW'S ADVICE:
"Don't be afraid to stand out. Find your niche, be patient, and build a web of great relationships. And if all else fails, offer your clients free pest control — I work for crickets."

LIFE IS BETTER BECAUSE...
"My pet made me fall in love with the misunderstood."

THE RYAN MAY TEAM PACK

THE DOGS WHO BUILT A DOG FAMILY

Humans: Darlene Brown / Ryan May Team
Real Estate Partners Chattanooga LLC
**SOPHIE(3), STANLEY(7),
LOLA(5), IZZY(14) & CALI(8)**

It all started with Izzy.

Before Izzy came along, Darlene readily admits she wasn't exactly a "dog person." Then one little dachshund changed everything.

Today, the team's four-legged family has grown right alongside its real estate family. Darlene and Buck have Stanley and Sophie. Ryan and Courtnie have Cali and Izzy. Laura Kate and Max have Lola — fittingly the newest canine addition belonging to the newest member of the real estate team.

Cali even makes occasional office appearances as unofficial team mascot.

They are there for the busy days, celebrations, quiet evenings and sometimes even workdays — reminders that no matter how hectic real estate gets, there's nothing quite like coming home to someone who's thrilled to see you.



THE PACK'S ADVICE:
"Don't forget who you're really selling the house to... the pets!"

LIFE IS BETTER BECAUSE...
"Our pets remind us to slow down, enjoy the little things, and never underestimate the power of a warm welcome."

COOKIE

THE PACKAGE DEAL

Human: Rhonda King | KW Cleveland
SCARLET MACAW | AGE 40



When Rhonda married her husband, she got a package deal.

His name wasn't Cookie. Hers was.

Cookie, a Scarlet Macaw, had previously been rescued from an abusive home, so trusting people didn't come easily. And she certainly wasn't immediately convinced about Rhonda.

It took months to earn her trust.

Today? They're best buddies.

Cookie has an enormous personality, a particular fondness for chicken nuggets, mandarin oranges and eggs, and only talks when she feels like it. Give her a treat she really likes, though, and you might get her signature review:

"Mmmmmm!"

After 40 years, Cookie knows a thing or two about people, patience and perseverance.

COOKIE'S ADVICE:
"Don't squawk about the market! Just bring snacks, be patient, and persevere!"

LIFE IS BETTER BECAUSE...
"She adds personality, laughter, a little chaos, and a whole lot of love."

SAILOR

THE FAMILY MEMBER THEY NEVER KNEW THEY NEEDED

Human: Ashley Ballezzi | Real Broker
LABRADOODLE | AGE 1

Ashley had never really owned a pet.

Then she and her husband bought a new home with a fenced backyard and attended a local Chattanooga fundraiser where a Labradoodle puppy named Sailor happened to be one of the live auction items.

The couple agreed on their absolute maximum bid.

Then somehow, they won.

What began with an auction paddle quickly became one of the greatest blessings in their new home.



Sailor rarely leaves Ashley's side, always wants to be touched or loved and has become the little shadow Ashley never realized she needed.

Sometimes you buy the house first.

Then the house helps you find the family member who makes it feel like home.

SAILOR'S ADVICE:
"Never underestimate the power of being friendly, persistent, and a little needy."



DOLLY

THE REAL ESTATE ASSISTANT

Dolly entered Wendi's life during a difficult season and quickly became far more than a pet.

She became her sidekick.

Dolly is Wendi's workout partner, snuggle buddy, riding companion, ball player and real estate greeter. She rides in the golf cart as Wendi's caddy and happily joins in on whatever adventure happens to be next.

She has a little attitude, plenty of sweet kisses and apparently a smile capable of winning over just about anyone.

In other words, she may have accidentally become Wendi's best real estate assistant.

DOLLY'S ADVICE:

"Kindness and smiling at people goes a long way!"

LIFE IS BETTER BECAUSE...

"She is my best friend, assistant, soccer girl, workout partner and snuggle buddy."

Human: Wendi Stott
Keller Williams Realty
DACHSHUND | AGE 3



ELLA

A LITTLE LOVE ON FOUR LEGS

Human: Sherri Pratt | Horizon
Sotheby's International Realty
MIXED BREED | AGE 6½

After suddenly losing her Bluetick Hound, Sherri was missing the companionship of a dog. In 2021, she made an appointment at McKamey and spotted a four-month-old black-and-white puppy.

She knew Ella was going home with her.

Today, Ella is admittedly a bit of a Velcro dog — which suits Sherri just fine. She goes everywhere she can with her family and brightens their days simply by being there.

ELLA'S ADVICE:

"Everything will be OK."

BAMA

ENJOY THE RIDE



Human: Chuck Jones
RE/MAX Real Estate Professionals
CHOCOLATE LAB | AGE 3

Bama isn't particularly concerned about the destination.

He just wants to come along.

Whether he's heading to work with Chuck, riding in the truck or even joining him on the jet ski, Bama is happiest when he's part of whatever is happening.

He's never met a stranger, either. Bama has a way of treating everyone like an old friend and reminding Chuck to appreciate simple things, enjoy the ride and never pass up an opportunity for an adventure.

BAMA'S ADVICE:

"Treat everyone like a friend, get excited about every new door that opens, and never underestimate the value of a good ride around the neighborhood."

LIFE IS BETTER BECAUSE...

"Bama makes every day an adventure and everyone a friend."



TUCKER

TREATS, TAILS & TAKING OVER

Human: Tiffany Crawford | eXp Realty LLC
YORKIE | AGE 7

Tucker isn't simply Tiffany's dog. He's her ride-or-die, co-pilot, adventure buddy and traveling mascot.

He also apparently owns the house and graciously allows Tiffany to live there.

TUCKER'S ADVICE:

"Always keep dog treats in your car. You never know when your next client might have four legs and a wagging tail."



KAY & KIRBY

THE FIRST BABIES

Human: Brittani Bednarski
RE/MAX Real Estate Professionals
MALTIPOOS | AGE 11

For 11 years, Kay and Kirby have been alongside Brittani through life's ups and downs.

They were her first babies, and all these years later they still greet her after a long workday with the same unconditional excitement and affection.

Sometimes "man's best friend" really does say it best.



GUNNER

SEEK THE JOY

Human: Whitney Proctor | Real Broker
**LABRADOR RETRIEVER
AGE 7**

Gunner is Whitney's first dog who has been completely hers.

Full of energy and enthusiasm, his wagging tail makes stressful workdays a little less stressful and reminds Whitney to find happiness in ordinary moments.

GUNNER'S ADVICE:
"Life isn't that serious. Live a little."

BELLA

THE BACKYARD'S FURRY SECURITY GUARD

Human: Cynthia Blackwell | TVFCU
WEIMARANER | AGE 10

Personal space? Bella has never heard of it.

For 10 years, she's been attached to Cynthia's hip, serving as companion, backyard squirrel security guard, scratch-requester, car-ride enthusiast and outdoor adventure buddy.

Life with Bella may occasionally be loud, but it's never boring.

BELLA'S REAL ESTATE CHECKLIST:
Big yard. Good driveway. Sunny napping spot. Plenty of room to follow your humans from room to room.



KDUBS

THE BUNNY BEHIND THE FRONT DESK

Meet KDubs — aka KW — the Mini Lop who may have been destined for Keller Williams.

Fully litter-box trained and equipped with floppy ears and a big personality, KDubs occasionally joins Jessica at the Keller Williams Downtown front desk, where he has become a favorite among agents and staff.

KDUBS' ADVICE:
"Never Trust a Cocoa Puff."

We'll let the rabbit owners explain that one.



Human: Jessica Pierard
Keller Williams Downtown
MINI LOP | AGE 4

NUGGET

CHATTANOOGA'S SMALLEST CELEBRITY

Human: Alexis Scott
Keller Williams Greater Downtown Realty
CORGI | AGE 10

Nugget isn't merely cute.

He's award-winning cute.

The little celebrity proudly claimed the "Smallest Corgi" award at the Annual St. Elmo Corgi Parade and, according to Alexis, is loved by all.

NUGGET'S ADVICE:
"Install more dog doors!"



BAILEY

WAGGING, WANDERING & RELAXING

Humans: Robert & Teresa Young | RE/MAX Experience
GOLDEN DOODLE | AGE 7

Bailey has been part of Robert and Teresa's lives since he was two months old.

He's tagged along to look at homes and land, traveled on family vacations and shared countless ordinary moments in between. Whether squeaking his favorite lamb or enjoying one of his special spa days, Bailey brings joy wherever he goes.

BAILEY'S ADVICE:
"Learn how to relax."



KARMANN

BUILT FOR THE ROAD



Human: Sabrena Smedley
| Zach Taylor Real Estate
TEACUP MALTESE | AGE 14

Karmann was named after Sabrena's collectible VW Karmann Ghia, and she's apparently inherited the road-trip gene.

At 14, she still loves adventure, riding in the Karmann Ghia and making sure she receives the pampering she deserves.

KARMANN'S ADVICE:
"Always adhere to the Golden Rule — and spoil your dog."



PICKLES

SPREADING A LITTLE JOY

Human: Corey Ballew | Real Broker
CORGI | AGE 2

Miss Pickles is Corey's third dog, but this relationship has brought something new: watching his daughter develop her own special bond with the family dog.

Pickles greets Corey when he comes home, sits at his feet while he works, joins him for morning walks and happily settles in for movie nights.

She also shakes her entire body with excitement when meeting someone new.

PICKLES' ADVICE:
Be genuine. Be caring. Appreciate people. Spread joy — and recognize who is open to connecting with you.

WILLA JEAN



THE SWEETEST SENIOR ON THE WELCOME COMMITTEE

Human: Becky English
The Agency Chattanooga
BOXER | AGE 12

From the moment she was adopted, Willa Jean has been one of the most loyal and loving dogs Becky has known.

At 12, she still has responsibilities. Willa serves as official greeter at The Agency Chattanooga and enjoys spending time with her senior friends at Camp Bow Wow.

WILLA'S ADVICE:

"Take more time for yourself and especially to pet your furry friends!"

KATE

LIFE IN THE FAST FUR LANE

Human: John Foreman
Keller Williams Realty
WELSH TERRIER | AGE 5

With three boys in the house, Kate needed to be tough enough to keep up.

Mission accomplished.

She's rough enough to handle whatever the boys dish out, sweet enough to cuddle afterward and crazy enough to keep everybody entertained.

KATE'S ADVICE:

"Keep moving... fast!"



DIESEL

MOO-VING TO HIS OWN BEAT

Human: Bayli Young Williams
SimpliHOM

MINI COW | AGE 1

Diesel packs an enormous personality into a very small cow.

He follows the family around like an oversized dog, keeps everyone laughing and has become part of the memories Bayli's girls are making as they grow up on the farm.

DIESEL'S ADVICE:

"Don't follow the herd, and the grass isn't always greener in the other pasture."

We feel like Diesel has been waiting his entire life to say that.



ADDIE

DIFFERENT BY DESIGN

Human: Kaitlynn Creasman Edens
SimpliHOM

**NIGERIAN DWARF GOAT
AGE 1**

Addie came to the farm at just four days old.

The runt of her litter, she became a bottle baby and developed an unusually close bond with Kaitlynn. Today she follows her around the yard like a puppy, sits beside her on the porch and steals snacks whenever the opportunity presents itself.

Given the choice between goats, donkeys, cows and people, Addie chooses people.

ADDIE'S ADVICE:

"Don't let being different hold you back from what you are meant to be!"

YOGI BEAR

SEVEN GRANDKIDS APPROVED

Yogi Bear has seven very enthusiastic grandkids to love.

Whether they’re running around him, playing with him, climbing on him or simply looking for some Yogi affection, he is right in the middle of the action.

Watching the grandkids grow up alongside a dog who loves them just as much as they love him has made Yogi something much bigger than a pet.

He’s family.

YOGI’S ADVICE:
“Stop chasing every lead and start taking care of your people. Be loyal. Show up. Make friends everywhere you go.”



Human: Markietta Munck-Tilley
RE/MAX Experience
MALTIPOO | AGE 9



ROXIE & JASPER

NEGOTIATE FOR TREATS

Human: Angel Clark | Bender Realty
BOXER & GOLDEN DOODLE

Roxie and Jasper bring unconditional love, comfort and the kind of greeting that makes coming home better.

They do have a few non-negotiables when evaluating real estate.

THEIR ADVICE:
“Make sure the new house has a big fenced-in yard to play — and don’t forget to negotiate for treats!”



TUCKER

PUT IT IN PERSPECTIVE

Human: Susan Castle
Horizon Sotheby’s International Realty
PREMIER MIX | AGE 3

After a day filled with showings, negotiations and phone calls, Susan sometimes wants nothing more than quiet.

Then she opens the door.

Tucker greets her as if she’s the most important person in the world. A few minutes throwing a ball in the backyard, one happy face and a wagging tail later, the day’s stress doesn’t seem quite so important.

TUCKER’S ADVICE:
“Keep chasing that ball and relax! Everything’s going to be OK!”

MISS MABEL

BIG LITTLE-DOG ATTITUDE

Human: Jennifer Douglass
KW Cleveland
PIEBALD MINIATURE DACHSHUND | AGE 2

Miss Mabel may be small, but she brings plenty of personality.

Sweet, funny, loyal and equipped with what Jennifer calls her “big little-dog attitude,” Mabel has a way of making ordinary days better.

MISS MABEL’S ADVICE:
“Be loyal, stay patient, and always greet people like you’re genuinely happy to see them.”



BOOMER

STAY CURIOUS

Human: Brandon Ferguson
Synergy One Lending
BERNEDOODLE | AGE 4

Boomer brings joy to the Ferguson household and keeps the kids entertained.

His philosophy for REALTORS® is equally uncomplicated:

BOOMER'S ADVICE:
“Like our pets, stay curious.”



TANK

MORE THAN JUST SNUGGLES

Human: Jessica Garrett
Mighty Oaks Realty
GOLDENDOODLE | AGE 7

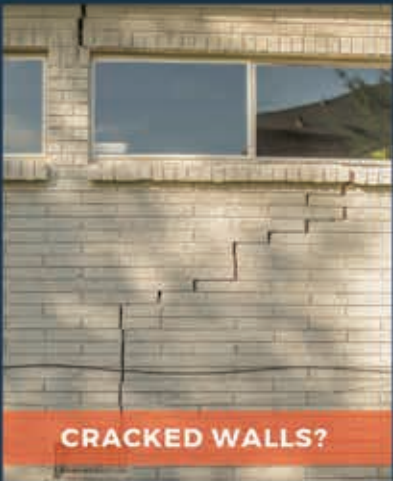
Tank's résumé includes gardening assistant, school-pickup companion, professional snuggler, pool lifeguard and fetch specialist.

In the summer, you'll find him helping in the garden or keeping watch over the kids by the pool.

TANK'S ADVICE:
“Being servant-hearted and eager to serve will show your clients they are more than a transaction to you.”



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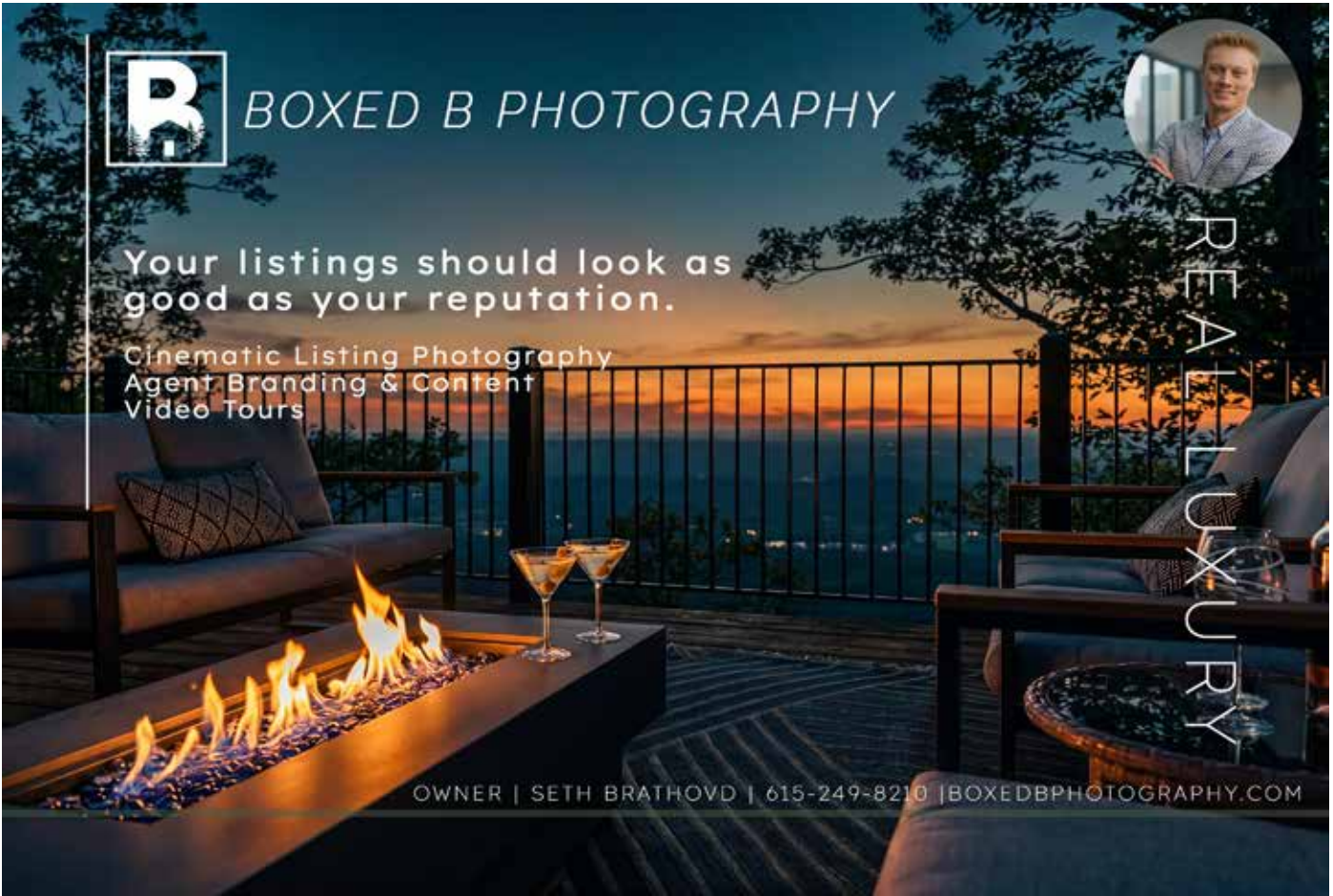
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For those who may be new to Real Producers, or if you are just curious, here are some quick facts about Chattanooga Real Producers:

The Heartbeat: We seek to elevate the culture of our local real estate community by **INSPIRING** us to **KNOW ONE ANOTHER BETTER**, creating stronger **CONNECTIONS**, more trusted relationships, and more repeat business for everyone involved.

Distribution: This magazine is sent free of charge to the top 300 agents in the greater Chattanooga area based on MLS productivity. Within this area, there are over 3,000 active agents, but everyone who receives this publication is part of an elite group. You are remarkable. Just to be in this group is truly a badge of honor!

Content: This is all about you, the Chattanooga real estate community. We do personal and unique stories on members of this community, giving you a platform to inspire others. Our goal is to go beyond the numbers and take a deep dive into the personal side of the industry, to inspire us to know one another better. It costs absolutely nothing for a real estate agent to be featured in the publication. But to be featured, an agent must be nominated by a peer or leader in the Chattanooga real estate community. We are always taking nominations and encourage you to nominate individuals who are making a huge impact on our local real estate market.

Our Partners: Anyone listed as a “preferred partner” in the front of the publication is a part of this community. They will have an ad in every issue, attend our 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 single preferred partner you see in this publication. We do not meet with businesses until they are vetted by one of the agents in our community and receive a “stamp of approval.” If you are looking to add to your arsenal of incredible vendors, look no further.

Networking Events: Along with the monthly publication, we host various social networking events where top agents, along with our top preferred partners, get together at reputable local venues to rub elbows, mastermind, have a good time and strengthen our greater Chattanooga community. We communicate information about the events through the publication, texts, emails and social media.



Nominate Your Favorite Agent: We are always accepting nominations for feature stories! If you know a colleague who is absolutely on fire and deserving of celebration, we would love to feature them in an upcoming edition of *Chattanooga Real Producers* magazine! Categories may include Top Producer, Rising Star, Team Leader, Broker, Making a Difference, REALTOR® on Fire, etc. To nominate a fellow REALTOR®, simply scan this QR code and follow the prompts. We look forward to receiving your nominations!



Recommend Your Favorite Vendor: What makes our preferred partners different than any other “vendors list” is that we only partner with businesses that have been vetted and recommended by top agents. In other words, our preferred partners are trusted businesses that can be considered the best in their particular industry. Don’t see your favorite on our list? We would love your recommendations! Scan this QR code and recommend your favorite affiliate business and be sure to state what you love about them! We look forward to receiving your recommendations!



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