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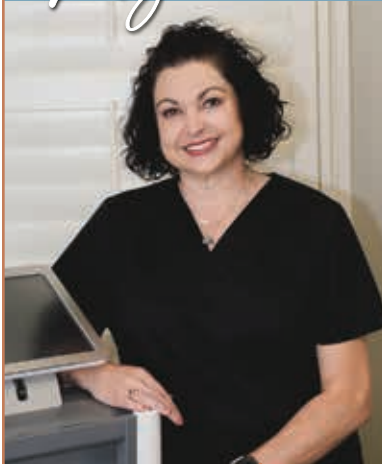
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Why Did My INSURANCE RATE Go Up (Again)?

BY BENJAMIN LEONARDS, OWNER/AGENT OF CORE INSURANCE



If you’ve opened your renewal notice in recent years and felt your stomach drop, you’re not alone. It’s become the most common phone call I get, and honestly, one I understand completely. Nobody in Acadiana wants to talk insurance over their morning coffee, but this year it seems unavoidable. So we sat down with Benjamin Leonards, owner of Core Insurance, to get some straight answers on what’s happening and what homeowners can actually do about it.

Q: Benjamin, why do rates keep climbing even for people who haven’t filed a claim?

It’s not really about you. It’s about Louisiana, and it’s about the cost of goods. We sit in one of the highest risk zones in the country for hurricanes, and after the string of storms we’ve seen over the past few years, many carriers pulled back or left the state entirely. Fewer companies willing to write policies here means less competition, and less competition means higher prices for everyone, good driving record or clean claims history or not. I tell clients all the time, this isn’t personal, it’s geography. The other major factor in the absence of major catastrophes is replacement cost. In the last 6 years, the cost to rebuild homes or replace parts on vehicles has skyrocketed. As a result, so have insurance payouts on claims.

Q: So there’s nothing homeowners can actually do?
There’s plenty you can do. The biggest mistake I see folks make is assuming their current carrier’s renewal price is the only option. It rarely is. Every carrier prices risk differently, and one company’s “high risk” street might be another company’s average day. I always tell clients in Lafayette, Broussard, Youngsville, wherever, that shopping your policy every year isn’t disloyal, it’s just smart. Loyalty to a carrier doesn’t pay your mortgage. Loyalty to your bottom line does.

Q: What else moves the needle on price?
Roof age and condition matter more than people realize right now. A lot of carriers have gotten stricter about roofs older than ten or fifteen years, so if yours is getting up there, it might be worth a quick inspection before renewal season catches you off guard. Distance to a fire station or hydrant matters too. Bundling home and auto still helps in most cases. And for anyone near a flood zone, understanding your NFIP options versus private flood coverage can save real money, especially since private flood markets have opened up quite a bit here recently.

Q: Is there anything people are doing that’s actually hurting them without realizing it?
Absolutely. I see people let their policy auto-renew year after year without ever picking up the phone. Or they focus only on premium and forget to check what they’re actually covered for. A cheaper policy that leaves you underinsured after a storm isn’t a good deal; it’s a bigger problem waiting to happen. I’d rather walk a client through their coverage line by line than have them find out what’s missing after a claim. We want to hear from clients!

Q: What would you tell someone feeling stuck or overwhelmed by all this?
Talk to someone who actually works for you, not for one company. That’s the whole reason I got into this business. As an independent agent, I’m not tied to a single carrier’s rates or rules. I can shop your policy across multiple companies and actually compare apples to apples. I grew up here, I raise my family here, and I want my neighbors protected without getting squeezed every time a storm rolls through the Gulf.

Q: Any final advice for our readers?
Don’t wait for a bad renewal notice to make a change. If it’s been more than a year since someone actually reviewed your coverage, that’s reason enough to have the conversation now. A quick call costs nothing, and most people are surprised by what a second look can turn up, sometimes better coverage, sometimes real savings, often both.





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A NOTE FROM THE PUBLISHER

Providing a platform to celebrate and unite the top real estate professionals across Acadiana!

BY DRAKE ABSHIRE

What Will They Remember?

One of my favorite parts of putting this magazine together each month is having the opportunity to meet and learn from so many incredible real estate professionals. Every interview is different. Every story is unique. Some agents have built their business through referrals, others through social media, open houses, or years of community involvement. There isn't one formula for success, and that's one of the things I love most about this industry.

But after talking with so many top-producing agents over the years, I've noticed something that doesn't show up on production reports or awards lists. The agents people remember aren't always the ones with the biggest sales numbers. They're the ones who made someone feel seen.

Think back to the last time you received exceptional service. It may not have even been in real estate. Maybe it was a server who remembered your favorite drink, a local business that followed up after your purchase, or someone who took an extra few minutes to answer your questions without making you feel rushed. You probably don't remember every detail of the transaction itself. What you remember is how they made you feel.

Real estate is no different.

Years from now, your clients probably won't remember the exact interest rate they locked in or every detail of the contract. But they'll remember whether you answered the phone when they were stressed, celebrated with them at the closing table, or reassured them when something unexpected happened. Those are the moments that stick with people.

It's often the little things.

Remembering their children's names. Sending a handwritten note. Checking in a few months after closing—not because you need something, but because you genuinely care.

Recommending a trusted local contractor or simply asking how they're settling into their new home. Those small moments tell clients something important: *I wasn't just another transaction.*

As I was reflecting on this month's issue, another thought came to mind.

What if you had to start over tomorrow?

Imagine your CRM disappeared. Your social media accounts were gone. Your website, marketing materials, signs, and contact lists all vanished overnight. Where would you start?

I don't think the best agents would spend their first day rebuilding a website or designing new business cards.

They'd start by calling people.

They'd reconnect with past clients, referral partners, neighbors, friends, and colleagues. They'd grab coffee, attend community events, and invest in the relationships they've built over the years. Because at its core, that's what every successful real estate business is built on.

Relationships.

Technology will continue to evolve, and new tools will continue to change the way we do business. They can help us work smarter and serve our clients better, but they can't replace trust. Your greatest business asset is your reputation.

It's the promises you've kept, the problems you've solved, and the relationships you've continued to nurture long after the closing table. Those are the things no technology can ever take away.

As you flip through this month's issue and read the stories of the outstanding professionals featured in these pages, I hope you'll think about more than

production numbers or awards. Those accomplishments are worth celebrating, but they're only part of the story.

The real measure of success is when a past client confidently tells a friend, "*You have to call my Realtor.*" Not because you had the flashiest marketing or sold the most homes, but because you were dependable, knowledgeable, and genuinely cared.

And that's the kind of legacy worth building.

Thank you always,



DRAKE ABSHIRE

Owner/Publisher

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Where ARE THEY NOW?

SAM HAYES



Since we last featured you, what has changed the most in your business or personal life?
Since my last feature in *Acadiana Real Producers*, my business has grown in ways I never imagined. Becoming the listing agent for *Legendary Contractors* launched me into the luxury real estate market, something I once only dreamed of. Through every success and every challenge, my passion for this business has only continued to grow, and I'm more excited than ever for what the future holds.

What accomplishment or milestone are you most proud of since we saw you last?
I was incredibly blessed and honestly shocked to be named the *2025 Acadiana Real Producers Peer of the Year*. This award meant so much to me because it was voted on by my fellow Realtors, a group of truly outstanding agents here in Acadiana. Knowing that my peers chose me made this recognition especially meaningful, and it reaffirmed just how fortunate I am to be part of such an incredible real estate community.

What's next for you?
What's next? That's a loaded question...LOL. Honestly, I just want to keep learning and growing. I still discover

FAST FACTS

Years in Real Estate:
3 years, 8 months

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Solo Agent

Favorite Local Restaurant:
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Favorite Weekend Activity: Spending time with friends and family when I'm not working. But if I'm being honest...my favorite weekend activity is taking a nap!



something new every day, and I don't think that will ever stop in this constantly evolving industry. My biggest goal has always been the same: taking care of my clients. Without their trust and without God, none of this would be possible. I'm excited to see where this journey leads next.



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CHEE FORE

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OF THEIR
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— Eleanor Roosevelt

Jennifer DUHON

Sharing the **Sunshine**

JENNIFER DUHON'S favorite quote continues to inspire her remarkable real estate career, as her dreams have never been limited to one title. On any given weekday, Jennifer might be mentoring and training agents, managing the office, guiding a family through a custom home build, or negotiating on behalf of a longtime client.

Somehow, she balances each responsibility with the same steady, sunny demeanor that has defined her 13-year career at Century 21 Action Realty while being a full-time mom. As her business continues to scale, Jennifer remains first and foremost a Realtor who believes relationships and genuine care will always outlast any market cycle.

Pivoting To Her Purpose

A proud Lafayette native, Jennifer spent a decade working in administration at Cajun Wood Products, where she gained an inside look at the construction process by collaborating with builders and designers on custom cabinets.

"Being in the shop, I got to see the plans come to life," Jennifer recalls. "I watched draftsmen draw the design and then went on site to watch them go from slabs to complete. That was so rewarding."

When the cabinet company downsized, Jennifer saw the opportunity to turn that longtime fascination into a career. Encouraged in part by the success of her cousin at Century 21, she decided to take the leap into real estate herself in 2013, a decision that quickly proved to be the ideal fit.

Equally important was finding the right brokerage from day one. Jennifer credits her longtime broker, Mary McCubbin, for providing the training, encouragement, and support that helped launch a career she has never considered taking elsewhere.

"Without that training I don't think I would have been nearly so successful," Jennifer acknowledges gratefully. "That was my biggest blessing going to work for Century 21... It was a great fit from the very beginning."

Many Hats, One Goal

While Jennifer’s responsibilities at her brokerage have evolved over the years, she continues producing at a high level as a solo agent. Last year alone, she closed 47 transactions totaling nearly \$9.3 million in sales. Along the way, she has also earned multiple Century 21 Masters Awards, including most recently the prestigious Masters Diamond Award in 2025, as well as being voted Times of Acadiana’s Best Realtor in both 2019 and 2020.

Despite her many roles, Jennifer has never been interested in creating dependence. Her greatest satisfaction comes from equipping newer agents with the knowledge and confidence to build successful businesses of their own while remaining available whenever they need guidance.

“I absolutely love training new agents to be independent to do what I do and then be on repeat for themselves by encouraging them,” she grins.



“
Focusing on the clients’ needs and being the trusted expert is what separates good agents from great agents.”





“

I have met the most incredible people, and I wouldn't give it up for anything!”

That same servant-leader mindset influences what fills her cup as well; not awards or production, but the lives she's privileged to impact along the way.

“I define success as the sincere desire to help others,” she offers. “This career has shown me the ups and downs of life; it isn't always sunshine and rainbows. I have stood beside clients through difficult times, navigating the loss of a loved one, going through divorce, and facing foreclosure. Each of my clients holds a special place in my heart.”

Solid Foundation

Jennifer's background continues to shape the way she serves clients today. In addition to

specializing in land sales and relocation, she has represented builder Mitch Studebaker of CM Development LLC exclusively for more than seven years, guiding clients from lot selection through the final stages of construction while noting Mitch has been “an intricate part” of her business.

Rather than simply helping buyers find a house, Jennifer enjoys walking alongside them throughout the entire building process. Her familiarity with construction, combined with years of experience coordinating builders, designers, and timelines, allows her to anticipate challenges before they become obstacles.

She also knows that communication is often what clients remember long after closing day. With roughly 75 percent of her business

coming from repeat clients and referrals, Jennifer has built her reputation on careful attention to detail, consistent follow-up, and advocating fiercely for those she represents.

“My passion and dedication to the industry sets me apart: to my clients, real estate partners, and peers,” Jennifer emphasizes. “But my clients really appreciate that I fight for them and their best interests.”

Her approach has remained remarkably consistent throughout her career: listen carefully, communicate clearly, and never lose sight of what's most important.

“Focusing on the clients' needs and being the trusted expert is what separates good agents from great agents,” Jennifer advises aspiring top agents.

Anchored By Family

Beyond office duties, Jennifer's happiest moments are spent with her husband, Shane, whom she's been happily married to for 26 years, and their close-knit family that includes their son, Patrick; daughter, Sophie; and their niece, Morgan, whom they lovingly raised as their own. Morgan has also blessed them with their energetic three-year-old grandson, Luca.

Jennifer treasures the example set by her own parents, Patrick and Cynthia Webb, who recently celebrated 54 years of marriage and who continue to inspire her with their enduring love when they visit regularly.

When she's able to dial back from work, Jennifer heads straight for the water. Whether relaxing on a beach, venturing offshore to fish, or planning the family's next adventure, travel has also become one of her favorite ways to recharge. Next up? Alaska for Round #2.

“We're going to Anchorage to see the grey and orca whales, and then to go halibut and salmon fishing,” she grins. “Shane and I went last year for our anniversary and decided the kids would love this place ... so we're going back!”

Looking ahead, Jennifer plans to continue thoughtfully expanding her business while remaining adaptable and open-minded in an ever-changing industry.

“I feel like I have found my calling and I'll retire doing what I love and serving the community,” she concludes. “I enjoy the handholding and giving encouragement throughout the entire process. I have met the most incredible people, and I wouldn't give it up for anything!” ■



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JANSEN ALBARADO

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WRITTEN BY JESS WELLAR
PHOTOGRAPHY BY WESLEY
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Whether it's a last-minute repair or a concerning item on a home inspection report, Freedom Electric has earned a reputation throughout Acadiana for responding quickly while communicating honestly.

Since launching the Scott-based company in 2019, owner and Master Electrician Jansen Albarado has grown Freedom Electric into a thriving family-owned business with three service trucks on the road, a five-star Google rating, and a loyal following who know they can count on straightforward advice.

"I try to make the Realtor's job easier by being willing to speak directly with the buyer or seller when it helps," Jansen offers.

"Electrical issues can be technical, and sometimes it is easier for me to explain the problem, the safety concern, and the options directly instead of making the Realtor be the middleman and repeat something when they're not an electrician. Realtors really appreciate that."

No Stranger To The Industry
Raised in Scott, Jansen grew up in a family of entrepreneurs. His father owned a painting, carpet cleaning, and maid service business with several rental properties, while his brother operates his own business serving the local real estate community.

"By the time I was about 15, I was training older workers on carpet cleaning

POWERING PEACE OF MIND



jobs," Jansen recalls. "That upbringing taught me work ethic very early. My dad also taught me a lot about entrepreneurship without me even realizing it at the time."

After high school, Jansen earned two associate degrees—an Associate of Applied Science in Technical Studies, with a concentration in Electrical Technology, from South Louisiana Community College, and an Associate of Applied Science in Industrial Instrumentation Technology from SOWELA Technical Community College in Lake Charles. His father-in-law, an industrial electrician, helped guide and encourage him toward a career in the electrical field. While continuing his education, Jansen worked full-time for a separate commercial electrical contractor.

Determined to avoid student debt, he sold his beloved 1960s Chevy truck to pay for school — a sacrifice he still jokes about today. His career eventually led him into industrial electrical work and offshore

commissioning projects before an unexpected decision permanently changed his direction.

"During a slow period in the oilfield, I obtained my electrical license and started booking residential service work," Jansen remembers. "I had about two weeks of jobs lined up when the offshore company wanted me to leave immediately for Israel. I told them I could go after the work I already had booked, but they needed me right away."

"I decided not to go, stayed with the work I had committed to, and that was the beginning of Freedom Electric full-time in July 2019," he continues. "After that, I ran with the business wide open and I now have over 13 years of electrical experience."

Honesty Is The Standard
Serving Lafayette and the surrounding communities, Freedom Electric now handles everything from electrical repairs and generator installations to

“CUSTOMERS REMEMBER WHEN YOU SAVE THEM MONEY AND TELL THEM THE TRUTH.”



International (BNI) Ragin’ Revenue chapter, believing that strong local relationships help strengthen both businesses and the region as a whole.

On the horizon, Jansen plans to continue expanding Freedom Electric with more trucks on the road while never losing sight of the principles that have earned the company its outstanding reputation.

“Going forward, I believe homeowners will continue needing more power, safer systems, generator options, EV charging, and electrical upgrades as homes and lifestyles continue to change,” Jansen concludes. “The future for Freedom Electric is to continue growing while keeping the same focus on service, safety, honesty, and taking care of our customers.”

inspection-related work for Realtors, helping transactions stay on schedule to close.

Today, the business includes five field employees, along with Jansen’s wife, Amber, who oversees office operations. As the company has grown, one principle has remained constant though: taking care of people, both inside and outside the organization.

“One thing that is important to me is that this company does not just support my family,” Jansen explains. “It also helps support the families of the people who work here. I do not take that lightly. I want our technicians to be taken care of because when our team is happy and supported, they

take care of our customers the right way.”

That same people-first philosophy extends to every service call. Whether the job involves a simple repair or a major electrical upgrade, Jansen wants customers to feel informed, respected, and confident in the recommendations they receive.

“I believe in being honest, even when it costs us the job,” he emphasizes. “There have been plenty of times where a customer thought they needed something expensive and I told them they did not need it. Sometimes that means I price myself out of work, but it also builds trust. Customers remember when you save them money and tell them the truth.”

Working with top Realtors has become one of the cornerstones of Freedom Electric’s business because Jansen understands the pace and pressure that often accompany a real estate transaction.

“Most of the time when a Realtor calls, they are working within a due diligence period, an inspection period, a buyer or seller negotiation, or a closing deadline. I understand that they need answers quickly, clear documentation, and a contractor who can help keep the process moving,” Jansen notes.

Whenever possible, Freedom Electric can provide estimates directly from an inspection report, allowing agents to receive answers without

waiting for an additional site visit. If the scope of work is larger or less defined, Jansen prefers to inspect the property personally so everyone involved has an accurate understanding of the work required.

That emphasis on prompt communication and realistic recommendations has become one of the company’s biggest differentiators, along with turnaround times that prioritize the Realtor’s deadline rather than the contractor’s convenience.

“Realtors should also know that I understand closings and payment timing,” he elaborates. “There are times where we are okay with being paid after closing, even if that means 30 to 60 days out, depending on the situation.

“The goal is to be an honest, friendly contractor who helps fill the gap and makes the process easier for the Realtor and their client.”

Electrifying Acadiana’s Future

Jansen and his wife, Amber, have been together since high school and will celebrate seven years of marriage this November. Together they are raising their two young children, Hank and Camille, while balancing the responsibilities of both family life and a growing business. Their Christian Catholic faith also remains central to everything they do, and attending church together each Sunday provides an important opportunity to stay grounded.

As much as he enjoys hunting, fishing, golf, pickleball with Amber, and cheering on his favorite sports teams, Jansen says some of his most rewarding moments come from introducing his children to the same outdoor experiences he enjoyed growing up.

“When something clicks and you can see their eyes light up, it is one of the most fulfilling feelings,” he grins.

Giving back to the Acadiana community is equally important. Freedom Electric regularly supports local charities, youth baseball teams, religious-based golf tournaments, and other community organizations whenever possible. Jansen also recently joined the Business Network





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Elaina Thrasher

Real Estate Journey & Achievements

What inspired you to take the leap into real estate, and what was that first year like for you?

I never dreamed of becoming a Realtor. After years in restaurant management, I wanted more control over my future and the opportunity to build something that reflected the effort I put in. Ironically, I stumbled into a real estate recruiting workshop after applying for a social media position and thought, “Why not?” Knowing most new agents don’t make it through their first year motivated me to prove I could. That first year taught me resilience, discipline, and the value of building relationships over shortcuts.

What’s one transaction or client experience that had a lasting impact on you?

The transaction that impacted me most wasn’t a luxury home or a record-breaking sale. It was a client purchasing her first home with a VA loan. On closing day, her mom, partner, and family surrounded her with tears, hugs, and endless gratitude. In that moment, I realized I hadn’t just helped someone buy a house. I had helped a family achieve a dream. That’s the feeling I strive to create with every client I serve.

If you could go back and give your rookie self one piece of advice, what would it be?

I’d tell myself to get comfortable being uncomfortable. Make the calls, start the conversations, and don’t wait until you feel ready because that day may never come. I still get nervous before certain conversations, and that’s okay. Confidence doesn’t come before action. It comes from showing up consistently, learning from your mistakes, and having the courage to do it again tomorrow.

What’s a personal milestone or achievement in your career that you’re most proud of?

My proudest achievement isn’t an award or a sales milestone. It’s earning the trust of the people who know me best. When my friends and family need a Realtor, they call me without hesitation and confidently refer the people they love. To me, that’s the greatest compliment.

Awards are appreciated, but trust is earned, and that’s the achievement I’ll always value most.

What’s the best piece of advice a mentor or colleague has ever given you?

One of the best pieces of advice I’ve received came from my mentor and team lead, David Wenger: “The best agents are the ones who can manage both their own emotions and their clients’ emotions.” That has shaped the way I approach every transaction. Buying or selling a home is deeply emotional, and my role goes beyond negotiating contracts. It’s about helping clients separate emotion from facts, understand their options, and make confident decisions that align with their goals.

Challenge and Growth

How do you handle difficult clients or challenging personalities in negotiations?

I handle difficult situations one conversation at a time. Real estate is emotional, so I focus on separating facts from emotions while making sure my clients feel heard and understood. Then I bring the conversation back to their goals. I’d rather help my clients achieve the outcome they want than help them win an argument.

How do you stay resilient when deals fall apart or the market shifts unexpectedly?

When a deal falls apart, I remind myself that it’s not the end of the journey, just a change in direction. My focus quickly shifts from what was lost to what’s next because my clients are counting on me to find another solution. I entered real estate during one of the toughest markets in recent years, which taught me that you can’t control the market, only how you respond to it. Resilience isn’t about avoiding setbacks. It’s about refusing to let them define your next opportunity.

What’s a challenge you’re still working on overcoming in your career today?

One of my biggest challenges is balancing the clients I have today while continuing to grow the business

I'll need tomorrow. As my business grows, so do the responsibilities. I've learned that growth requires structure, so I'm intentional about time blocking, prioritizing tasks, and creating systems that allow me to serve my clients well while continuing to build for the future.

How do you handle difficult clients or challenging personalities in negotiations?

I handle difficult situations one conversation at a time. Real estate is emotional, so I focus on separating facts from emotions while making sure my clients feel heard and understood. Then I bring the conversation back to their goals. I'd rather help my clients achieve the outcome they want than help them win an argument. That's what gets everyone to the closing table.



What's a misconception people have about being a realtor that you wish more people understood?

One of the biggest misconceptions is that all Realtors provide the same level of service, or that our job is simply opening doors and collecting a commission. In reality, much of our work happens behind the scenes through negotiations, legal documents, problem-solving, communication, and client advocacy. Success in this business isn't measured by the hours people see. It's measured by the hours they don't. That's what protects our clients and gets them to the closing table.

What's a misconception people have about being a realtor that you wish more people understood?

One of the biggest misconceptions is that all Realtors provide the same level of service, or that our job is simply opening doors and collecting a commission. In reality, much of our work happens behind the scenes through negotiations, legal documents, problem-solving, communication, and client advocacy. Success in this business isn't measured by the hours people see. It's measured by the hours they don't. That's what protects our clients and gets them to the closing table.

Personal Insight

What's a personal or business slogan that keeps you motivated every day?

A phrase that keeps me motivated is, "Be the person your younger self needed you to become." When I look back at who I was, I don't measure success by awards or sales. I measure it by the person I'm becoming. My goal is to be honest, kind, hardworking, dependable, and someone others can count on. I hope my younger self would be proud, knowing I'm still growing and striving to become the woman I always dreamed of being.

Where do you see yourself in five years, both personally and professionally?

Professionally, I hope to be mentoring and encouraging other agents, helping them build meaningful careers and believe in themselves the way others once believed in me. Personally, I hope we've built our dream home, traveled with my husband and kids, and maybe

even have a greenhouse full of rare plants. More than anything, I hope I'm still growing, still learning, and building a life I'm grateful to wake up to every day.

How do you balance the hustle of real estate with your personal life and self-care?

If I'm being honest, it's something I'm still learning. There are seasons in real estate where there's no such thing as balance. Sometimes my business demands more of me, and other times my family does. I've learned that instead of chasing perfect balance, I need to be intentional with the time I have. For

me, balance isn't about splitting my time equally. It's about making sure the people who matter most know they're my priority when they're with me.

What's one non-negotiable daily habit that helps you stay focused and successful?

Without a doubt, it's reviewing my CRM every day. Every morning, I go through my active clients, pending transactions, follow-up tasks, and deadlines to ensure nothing is overlooked. Consistent follow-up is one of the most important parts of this business. I've learned that great service doesn't happen by accident. It

comes from systems, consistency, and daily discipline, and my CRM is the foundation that keeps it all together.

What's one thing your clients would be surprised to learn about you?

Most people are surprised to learn I'm a huge plant enthusiast, especially when it comes to collecting rare plants. Gardening is how I slow down, recharge, and clear my mind. Looking back, I think that's one reason I love real estate too. Both require patience, consistency, and care. You can't rush growth. You invest in it every day, and over time, the results speak for themselves. 🌱



"You can't rush growth."



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WRITTEN BY JESS WELLAR
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Saving The Day

When an air conditioning system fails in the middle of summer, homeowners aren't just looking for a repair; they're looking for someone they can trust to solve the problem quickly and correctly.

"What's most fulfilling is bringing relief to people," Joseph Savoy, Jr. explains. "The nickname I was given in this industry is 'AC Superman.' You can see this reflected on our company logo, too; we want you to feel like AC Superman was here, and he definitely saved the day!"

Since launching Savoy AC Service in 2017, Joseph has built a reputation throughout Acadiana and beyond for expert troubleshooting, responsive service, and doing the job right the first time. Today, the Lafayette-based company serves much of Louisiana with a team Joseph personally trained, a 4.9-star Google rating, and a promise to treat every customer like family.

Knowledge Makes the Difference

Joseph's fascination with HVAC began long before he started his own business.

"I was always interested in HVAC," he recalls. "I like those guys who kinda create weather for the inside of your home."

Growing up on Lafayette's Northside, Joseph credits much of his success to the people who believed in him before he believed in himself.

"What led me to where I am now is a love for what I do and a never-give-up attitude, all thanks to my parents, Joseph and Geraldine," Joseph shares.

One teacher in particular changed the course of his education after discovering he learned best through music. That breakthrough transformed him from a struggling student into an honor graduate, eventually earning a 3.9 GPA in electronics at Louisiana Technical College, a 4.0 GPA in HVAC at Blue Cliff College, and later an opportunity to teach HVAC there for four years.

"What led me to where I am now is a love for what I do and a never-give-up attitude that my parents instilled in me," Joseph acknowledges. "But Mrs. Sharon Pierre unlocked the secret that would turn me from a C, D, F student to a straight A student."

After 15 years in the HVAC industry, Joseph's confidence in troubleshooting became one of the biggest reasons he decided to open his own business.



"I was motivated by what people were telling me I couldn't do — so I did it," he laughs. "My troubleshooting is through the roof; I can usually solve an issue in 5-10 minutes."

No Guesswork

That technical background continues to set Savoy AC Service apart today. Joseph firmly believes today's HVAC systems require far more than experience gained in the field; they demand time in the classroom and an understanding of increasingly sophisticated technology.



We are a well-oiled machine & never afraid of a CHALLENGE.”

“What sets my business apart is our extensive knowledge of HVAC and electronics, which gives us an upper hand on troubleshooting the electrical circuit of the system,” Joseph explains.

“Additionally, because I have been an HVAC Instructor myself, I have poured into my guys everything that I know: the commitment to our customers, our attention to detail, and continuing education to stay up to date on the latest techniques.”

The bar has been set intentionally high, and great expectations extend throughout the company. Joseph has personally trained every employee except his son, Gabriel, who graduated from Blue Cliff College as well, and he readily credits his son for helping lay the foundation for the family business. Together, the seven-person team has earned a reputation for responding quickly, often arriving within an hour, while refusing to compromise on quality or safety.

“We are a well-oiled machine and never afraid of a challenge,” Joseph says with pride. “Everybody on the team gives input that counts, and we all have an extremely high standard to live up to every day with every customer.”

For Realtors, dependable HVAC service can make the difference between a smooth closing and a delayed transaction. Joseph understands that urgency and wants agents to know they have a reliable partner when inspection issues suddenly arise.

“Realtors should also know the job will be done correctly with no shortcuts, and always using safe practices,” he says. “We are a 4.9 Google star-rated company for a reason. I only have one bad review, and that was from a guy I refused to haggle with on price!”

Joseph also believes the future of the industry belongs to technicians like himself, willing to keep learning to stay ahead of the curve. That proactive mindset has fueled Savoy AC Service’s expansion across Louisiana, with plans to add more employees as demand continues to increase.

Giving Back Along the Way

While Joseph works hard to build a successful company, he measures success by far more than business revenue. His



wife, Nicole, and children — Gabriel, Chrisynthia, and Bria — remain his greatest motivation, and he takes particular pride in working alongside Gabriel each day.

Outside of running the business, Joseph enjoys family gatherings filled with food, music, laughter, and fellowship. Whether relaxing at the beach, attending a sporting event, or fervently hoping for the return of the Ice Gators to the Cajundome, he appreciates any opportunity to spend quality time together.

Beyond his own family tree, Joseph has found other meaningful ways to invest in the next generation. Given his own life experience with an influential teacher, his company proudly supports local educators through appreciation events, has donated 20 walkie-talkies to JW Faulk Elementary to improve campus safety, and Joseph himself has spent the past decade driving an elementary school bus simply because he enjoys encouraging young people.

“I love being able to make a positive impression on a kid — especially the ones who are struggling or just need someone

to talk to,” he shares. “My elementary kids are the best! They’ll give me a hug and sometimes even pick me a flower from next to the bus stop.”

Looking ahead, Joseph plans to continue expanding Savoy AC Service while launching AireTight Testing any day now, a duct leakage and building envelope testing company that will provide another valuable resource for Realtors as new construction testing requirements continue to pile up.

“I am just waiting on the equipment and should be up and running within the next month or so!” Joseph concludes. 🏠

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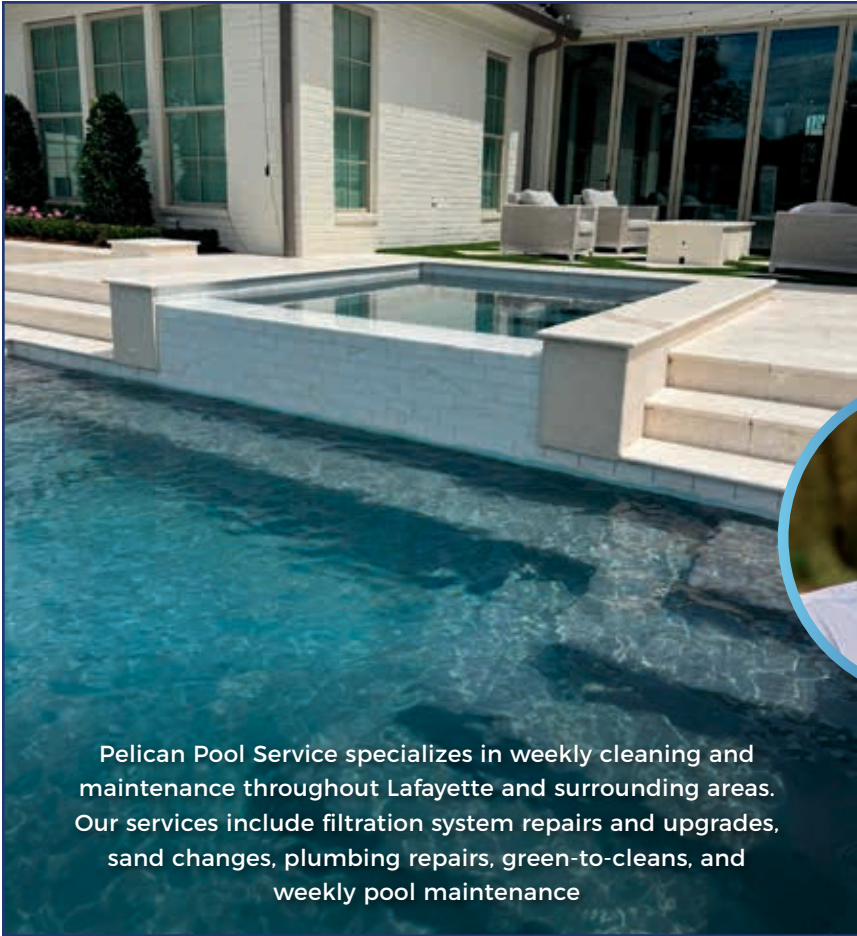




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