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SEPTEMBER 2026

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Julie Jenkins

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Leaders
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Julie Jenkins **32** COVER STORY

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Who's in the Room?

Recently, I was spending time with a REALTOR® who shared something about Real Producers that has stuck with me.

She said, “I love coming to a Real Producers event because it really boils down to **who's in the room.**”

She explained that when she looks around and sees a room filled with top-producing agents, the conversation is different. It's elevated. These are like-minded professionals who understand what it takes to build a successful real estate business. Instead of simply exchanging business cards, they're sharing ideas, learning from one another, and looking for ways to collaborate.

Then she said something that captured the other side of the Real Producers community.

“I also love that your partners aren't in the room begging for my business. They're actually taking the time to build relationships and get to know me. And I know your partners are recommended by top agents, so I appreciate that they're already vetted.”

I loved hearing that because, in a few sentences, she described exactly what we hope happens when we bring this community together.

Our Preferred Partners make Real Producers possible. But their role here is about much more than appearing in the pages of a magazine.

It's about being in the room.
There's something powerful that happens when you repeatedly bring good people together.

A lender and an agent have a conversation that has nothing to do with a loan. An inspector gets to know a REALTOR® before

there's ever a house to inspect. A title professional and an agent discover they share the same philosophy about taking care of clients.

No pitch. No transaction. Just a conversation.

Then, somewhere down the road, a need arises.

Instead of searching for a company, **you remember a person.**

You remember the conversation. You remember how they carried themselves. You remember that other successful agents have recommended them. There's already a foundation of familiarity—and an opportunity for trust to grow.

That's where the Real Producers model comes to life.

We create the introduction. Our REALTORS® and partners create the relationship. Great experiences build the trust.
And the best relationships work both ways.

Our partners have clients, friends, families, and networks of their own. As they get to know the REALTORS® in this community, they discover great professionals they can confidently refer, too.

One introduction can lead to a relationship. One relationship can lead to an opportunity. And over time, those opportunities create a community of people who know one another, support one another, refer one another, and ultimately serve their clients better.

That's not networking for the sake of networking. That's community working the way it should.

So the next time you come to a Real Producers event, take a moment and look around.

Meet an agent you don't know. Introduce yourself to one of our partners. Have a conversation without worrying about where it might lead.

Build the relationship before you need the relationship.
Because in the end, what makes Real Producers special isn't simply the magazine or the events.

It really does boil down to **who's in the room.**



Jeff White,
Owner/Publisher

NOMINATIONS/ Recommendations!



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 *Memphis Real Producers* magazine! Categories may include Top Producer, Rising Star, Team Leader, Broker, Giving Back to the Community, etc. To nominate a fellow REALTOR®, simply scan this QR code and follow the prompts. We look forward to receiving your nominations!



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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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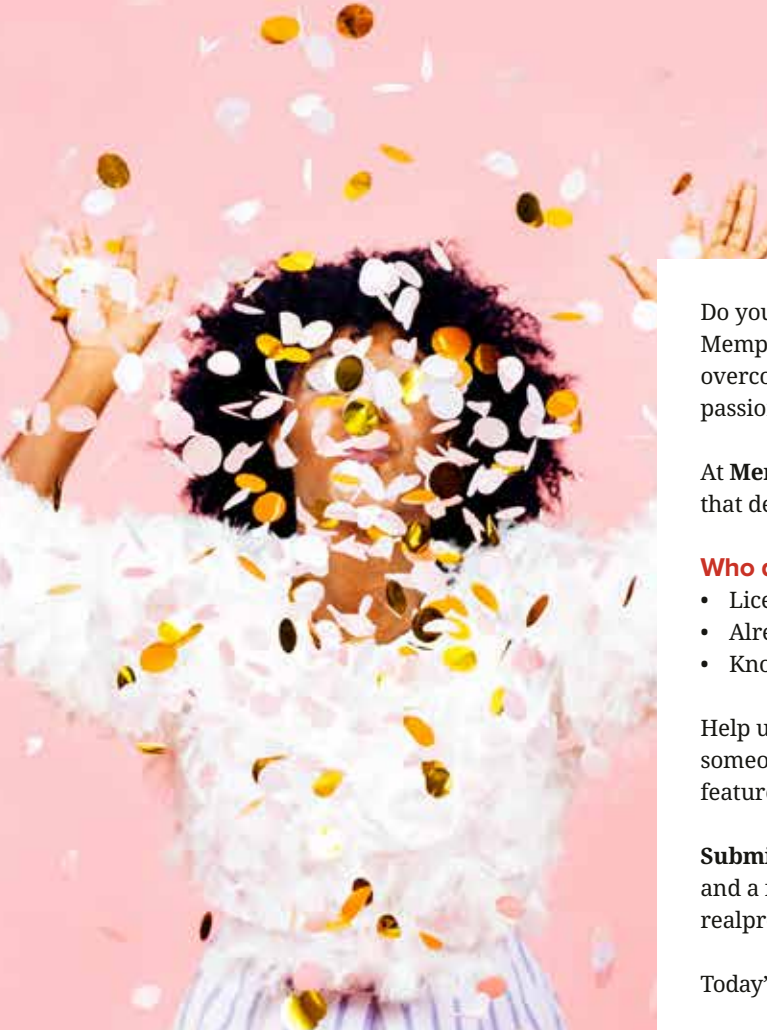


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Do you know an up-and-coming agent who's making waves in the Memphis real estate scene? Maybe they've crushed it in their first year, overcome major obstacles, or are just the kind of person who brings passion, professionalism, and purpose to everything they do.

At **Memphis Real Producers**, we're always on the lookout for new talent that deserves to be recognized—and we need your help to find them!

Who qualifies as a Rising Star?

- Licensed for 5 years or less
- Already making an impact in the industry
- Known for hustle, heart, and a hunger to grow

Help us shine a light on the next generation of top producers. Nominate someone you admire (or yourself!) and tell us why they deserve to be featured in an upcoming issue.

Submit your nomination today – just send us their name, brokerage, and a few lines about what makes them a star to Jeff.white@realproducersmag.com.

Today's rising stars are tomorrow's top producers! We'd love to meet them!

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Congratulations to Vicki Blackwell on her Celebrating Leaders feature this month!

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Michael Wiegert

WITH RENASANT BANK

BUILT FOR THE LONG RUN

BY JEFF WHITE
PHOTOS BY
CALEB NELSON

Markets change. Companies change. Rates rise and fall. Industries evolve.

But some things don't change.

Show up. Serve people well. Put in the work. Keep going.

For Michael Wiegert, Vice President of Mortgage Lending with Renasant Bank, that simple philosophy has shaped a career spanning more than three decades. It has carried him through acquisitions, economic downturns, a historic housing crisis and an industry that looks considerably different today than it did when he entered it in 1992.

His advice after all those years?

"Put in the work every day, and you should have success."

It isn't complicated. Doing it consistently is the hard part.

An Unexpected Starting Line
Born and raised in Memphis, Michael attended Memphis State University, earning his BBA in Finance in 1989 and MBA in 1992.

He didn't graduate with a lifelong plan to become a mortgage lender. Instead, opportunity opened a door.

"I wasn't sure what my path would be, but I got an offer at National Mortgage Company in Memphis right after finishing school," he recalls. "I've been in the mortgage industry ever since."

At the time, National Mortgage Company was one of the larger privately held mortgage companies in the country. Michael began managing a servicing portfolio held by the Resolution Trust Corporation, the government agency established in response to the savings and loan crisis of the 1980s. He was soon promoted to Mortgage Acquisitions Manager.

What started as simply the best opportunity he had out of college was becoming a career.

Then came a decision that revealed something about Michael's priorities.

National Mortgage Company was purchased by Boatmen's Bank, which was later acquired by NationsBank. When operations were consolidated in Louisville, Michael could either relocate or find another opportunity in Memphis.

By then, the decision wasn't just about a job. Michael was newly married to his wife, Susan. They

had a one-year-old child, and their families were in Memphis.

So Michael chose home.

Long before he spent his career helping other families find their way home, Michael made a defining decision about what home meant to him.

Choosing Well

In 1997, Michael became Vice President of Mortgage Lending at Oakland Deposit Bank in Fayette County. Five years later, he moved closer to home as Vice President and Production Manager with SouthTrust Mortgage.

Then the landscape shifted again.

SouthTrust was acquired by Wachovia Bank, and soon came the housing crash of 2008. With Wachovia ultimately failing, Michael once again found himself at a professional crossroads.

He had several offers, but he wanted to make sure his next move was the right one.

In September 2008, amid one of the most turbulent periods in modern financial history, Michael joined Renasant Bank as Vice President and Production Manager.





Nearly 18 years later, he can say simply, “It turned out to be the right move.”

Michael has been recognized as a top producer with Renasant for an impressive 17 consecutive years. He has also invested in his industry, serving the Mortgage Bankers Association of Memphis as Treasurer, Vice President, President-Elect and, in 2007, President.

Today, he works alongside Richard Collins, Chris Bowers, Kiera Harvey, Joyce Gillard and Jordan Saslawsky.

Through all the acquisitions, changing guidelines, fluctuating rates and economic cycles, one thing has remained important to Michael: the person on the other side of the transaction.

Remembering What the Keys Mean

After more than three decades in mortgage lending, another closing could easily become just another transaction.

Michael doesn’t see it that way—especially with first-time homebuyers.

“Sometimes we forget how big of a deal it is becoming a homeowner for the first time,” he

says. “I’m glad that I’m able to be a part of that.”

For those who work in real estate every day, contracts, appraisals, financing and closings can become routine. But there is nothing routine about receiving the keys to your first home.

That moment may represent years of saving, sacrifice, dreaming and planning.

Michael hasn’t forgotten that.

Built for the Long Run

Perhaps it’s fitting that Michael’s interests outside the office reward many of the same qualities that have defined his career.

About eight years ago, he started running. This year will mark his ninth consecutive St. Jude Half Marathon.

More recently, he entered the world of triathlon. Since December 2024, Michael has completed three Ironman 70.3 races—a 1.2-mile swim, 56-mile bike ride and 13.1-mile run.

There aren’t many shortcuts to a finish line like that.

You train. You prepare. You put in the miles when nobody is

watching. Then you get up and do it again.

It sounds a lot like Michael’s philosophy on business.

Put in the work every day.

The Place He Calls Home

For all Michael has accomplished professionally, his greatest constants have been outside the office.

He and Susan have been married for 31 years and have three daughters: Anna Grace, Elly and Olivia. Travel has always been important to the family, and even with their daughters grown, they still try to take one trip together each year, usually to Miramar Beach, Florida.

Michael’s Memphis roots run deep. A devoted University of Memphis fan, he spends fall Saturdays cheering for the Tigers and is also a Memphis Grizzlies season ticket holder.

There’s a common thread running through his story: loyalty.

To Memphis. To family. To his team. To his clients. And to a



“PUT IN THE WORK EVERY DAY, AND YOU SHOULD HAVE SUCCESS.”

company he joined during one of the most uncertain periods his industry had ever experienced.

There are faster ways to build a career. There are flashier ways to build a reputation. Michael Wiegert chose consistency.

For more than three decades, he has kept showing up.

Maybe that’s why endurance sports suit him so well. Whether the distance is 13.1 miles, 70.3 miles or a career measured in

decades, success rarely comes from one extraordinary moment.

It comes from thousands of ordinary ones.

Markets change. Companies change. Rates change.

The fundamentals don’t. Put in the work every day.

And when you’ve been doing that long enough, you may look back and realize just how far you’ve gone. 🏠



Rooted

IN SERVICE

BY JEFF WHITE
PHOTOS BY ELIZABETH
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The Remarkable Journey of Vicki Blackwell

Some people find real estate. Vicki Blackwell was found by it, nudged by a wise mother, driven by an unshakeable work ethic, and sustained for four decades by a simple but profound belief: that how you make people feel is the only thing that truly matters.

Today she is a managing broker at Crye-Leike Realtors in Olive Branch, Mississippi and one of the most respected figures in the Mid-South real estate community. But her story begins far from boardrooms and closing tables. It begins in a small town in Arkansas, population 4,000, where life was simple, purposeful, and rooted in something real.

A Country Upbringing That Built a Character

Growing up in Lonoke, Arkansas, Vicki learned early that life's richest rewards come from honest effort. She rode horses, worked in the garden, fished, played in the woods, and went to church every Sunday. On Sunday afternoons, her family visited the elderly in nursing homes, a quiet but lasting lesson in seeing beyond yourself.

"If you treat others fairly, help those who cannot help themselves, and give back to the community, you will find blessings in life," Vicki says. It's a philosophy she didn't just inherit. She built her entire career around it.

The Unlikely Beginning

Vicki's path to real estate wound through lifeguarding, a gun factory, a sewing plant, college radio advertising,

deli work, and a marketing role at AutoZone, where she traveled the country researching the competition. It was her mother, already a successful real estate broker, who finally convinced her to give it a try in 1986.

For years, her mother had been trying to nudge her toward the business. Vicki resisted. "I was scared of being self-employed," she admits. "I was not the pushy type to sell." Her mother's response cut right through that hesitation. "She said you are not pushing people to buy houses, you are providing a service to people." That single reframe changed everything.

Then came the bribe. Her mother offered to pay for her schooling and hand over a car if Vicki could sell one million dollars in real estate her first year. Vicki sold \$987,000, at a time when most homes were priced between \$50,000 and \$100,000. Her mother gave her the car anyway.

"I was so pumped up," Vicki says. "Real estate was my new passion."

She worked those first three years part-time, balancing it alongside her job at AutoZone. She wore her name tag everywhere, worked open houses every weekend, and talked to everyone she met. With no cell phones, no internet, and newspaper ads running \$100 a pop, building a business required showing up in person, consistently, and





with genuine care. After three years, the business had grown enough to go full time.

Weathering the Storms

Not every chapter was triumphant. In 1995, Vicki was preparing to marry and relocate out of state, and had effectively wound down her business in anticipation of the move.

When the engagement fell apart, she found herself starting over. She sat down and wrote letters, personal and honest, to everyone she knew, explaining her situation. The response was overwhelming. Former clients called everyone they knew. Within days, she was back in business and finished the year stronger than she'd

started it. That same year, she made another pivotal move: joining Crye-Leike Realtors, a decision she calls the best she ever made.

Then came 2008. The market collapsed. Income that had been strong nearly disappeared overnight. Her husband had left his corporate position in 2005 to launch a new business that hadn't yet hit its stride. They took second and third mortgages on their home. They borrowed. And they worked relentlessly until every debt was paid and they were back on solid ground.

"If you are willing to put in the work, you can make it," she says. No bitterness, no asterisks. Just a hard-won truth she's lived twice over.

A Legacy Written in Community

What sets Vicki apart isn't just her production. It's the breadth of her giving. In the 1990s, she worked to raise money for Memphis children born to drug addiction. In 2011, she received the Lion Heart Award for years of service supporting Youth Villages. In 2012, she earned the George Bush Volunteer Award. In 2018, the Rotary Club honored her with the Paul Harris Fellow Award for exceptional community service.

In 2013, she founded the Blackwell Animal Rescue Center, a 501(c)(3) charitable organization with a mission as straightforward as the woman behind it: rescue, rehabilitate, rehome.

Over the next 12 years, that mission played out more than 4,000 times, one animal at a time. Each one had a story. Each one found a second chance. For Vicki, it was never about the numbers. It was about the individual creature frightened in a cage who deserved someone to show up for them. Sound familiar?

These aren't footnotes to her career. They are her career, the full expression of a woman who has never separated professional success from personal responsibility.

The Long Game

Four decades in, Vicki Blackwell is not slowing down. As a managing broker, she now channels her energy into helping agents find their footing and realize their own dreams. "I like helping agents become successful," she says. "It makes me feel good to help others become successful and realize their dreams."

When she needs to recharge, she heads to her farm, the same kind of wide-open country she grew up in back in Lonoke. There are chickens to tend, ponds to sit beside, creeks to walk along, and a nearby lake for boating. The girl who grew up riding horses and working in the garden never really left. She just found a bigger way to serve the world around her.

She is now selling homes to the grandchildren of her original clients. That's not a statistic. That's a testimony.

“

If you treat others fairly, help those who cannot help themselves, and give back to the community, you will find blessings in life.”

The Woman Behind It All

No telling of Vicki's story is complete without her mother. Now 80 years old and still actively working as a broker at Crye-Leike, she is living proof that real estate is not just a career but a calling, one that can sustain a person for a lifetime if they pour themselves into it fully. She saw something in her daughter before Vicki saw it in herself. She was patient enough to wait, persistent enough to push, and wise enough to make the pitch irresistible.

The apple did not fall far from the tree. And the tree is still growing.

When asked what she wants readers to remember about her, Vicki doesn't hesitate. "The only thing that matters in this life we live is how we make others feel."

In a business measured by closings and commissions, Vicki Blackwell has always been measuring something else entirely, and by that measure, she's winning by a mile. ▀



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JEFF MCEVOY

Choosing to Be the Hero

BY JEFF WHITE
PHOTOS BY CALEB NELSON

HOME SURETY

TITLE & ESCROW

AS A CHILD, JEFF MCEVOY DREAMED OF BECOMING CAPTAIN AMERICA.

“I wanted to be a superhero,” he says. “That job was already taken, so becoming an attorney seemed like the next closest thing.”

It’s a line delivered with humor, but it also reveals something about the man behind Home Surety Title & Escrow. For more than three decades, Jeff has built a career around helping people solve problems, navigate difficult situations

and move confidently toward what comes next.

And while the costume may look different, the mission has largely remained the same.

A Career Built Around People

Born in Detroit, Jeff spent part of his childhood in Chicago before moving to Memphis around age 12. He went on to study Political

Science at the University of Tennessee before attending Cumberland School of Law and beginning his legal career in 1989.

His early legal experience included areas such as labor and divorce law, exposing him to situations where the issue on paper was often only part of the story. Behind every case was a person facing a decision, transition or challenge.

That perspective would serve him well in real estate.

Today, as owner and attorney of Home Surety Title & Escrow, Jeff brings more than 35 years of legal experience to an industry where transactions can sometimes become anything but routine.

“The most rewarding part of my business,” he says, “is helping a client buy a



dream—or helping them sell what may have become a nightmare.”

That ability to step into complicated situations is part of what separates Home Surety. Clients and real estate professionals aren’t simply working with a company processing closing documents; they have access to attorney-level knowledge when title, contract or legal issues arise.

Ahead of the Curve

Jeff’s career has spanned the Savings & Loan Crisis, the 2008 housing downturn, COVID-19 and now the emergence of artificial intelligence. Through each shift, he has learned the importance of adapting without

abandoning the principles that built the business.

In fact, Home Surety wasn’t simply an early adopter of technology in the closing industry—Jeff helped pioneer it.

In 2005, he helped found Shelby County’s e-Filing Register system. Two years later, he recorded Tennessee’s first electronically executed deed of trust.

That same forward-thinking approach continues today.

Home Surety has three Remote Online Notarization (RON) notaries, giving clients the flexibility to close from virtually anywhere. The firm has completed remote

closings involving clients in Tokyo, China and Panama, as well as a member of the military aboard a Navy ship at port.

For REALTORS®, that flexibility can mean much more than convenience. When travel, military service or an unexpected scheduling issue threatens to derail a transaction, technology can become the tool that keeps it together.

Home Surety also extends its reach through offices and partner attorneys across Memphis, Southaven, Germantown and Jackson, along with Tennessee and Mississippi capabilities and fluent bilingual Hispanic translators.

Security Behind the Convenience

As real estate has become more digital, Jeff believes convenience must be matched by security.

It represents an important distinction in Jeff’s approach: technology shouldn’t simply make a closing easier. It should make the process stronger.

Helping Shape the Industry

Some of Jeff’s most significant work happens well beyond a closing table.

He serves on the American Land Title Association Board of Governors, chairs ALTA’s Title Industry Political Action Committee and serves as Legislative Co-Chair for the Tennessee Mortgage Bankers Association. Those positions give him a voice in conversations with legislators, regulators and industry leaders shaping the future of real estate closings.

For Jeff, that involvement isn’t about collecting titles. Real estate sits at a complicated intersection of federal regulation, state law and local practice. Being involved in those conversations allows him to better understand what’s coming while advocating for consumers and the professionals who serve them.

It’s another example of a philosophy that has followed him throughout his career: don’t simply react to change. Help shape it.

The Steady Force Behind the Scenes

Jeff is also quick to recognize that Home Surety Title &



Escrow has never been a one-person story. His wife, Emily McEvoy, has helped build the company alongside him from its inception, becoming the steady force behind the scenes that keeps everything moving. A true jack of all trades, Emily wears countless hats, overseeing much of the administrative side of the business and making sure the details are handled and the office runs smoothly. Just as importantly, her door is always open. She is someone employees know they can turn to, whether they need an answer, a helping hand or simply someone who will listen. By taking care of so much behind the scenes, Emily gives Jeff the freedom to focus on what he does best—building relationships, bringing in business and thinking creatively about what’s next. Together, their strengths have helped

shape Home Surety into the company it is today.

And that same people-first approach extends throughout the team they have built.

Stacy Montegut, Director of Business Development, has been part of Home Surety for 11 years and has become a familiar face throughout the real estate community. Much of what she does comes down to relationships. She enjoys connecting with REALTORS® and lenders, supporting their success and building lasting partnerships with people who share Home Surety’s commitment to taking great care of their clients.

Beyond the Closing Table

For all his professional accomplishments, Jeff’s story isn’t defined solely by real estate.

Jeff and Emily have shared roughly four decades of

marriage. Away from the office, Jeff enjoys golf, hunting and fishing—opportunities to step outside the pace of practicing law and running a business.

But service seems to follow him wherever he goes.

Jeff has invested his time in organizations including Convergence Memphis and United Housing, with affordable housing becoming a particular passion. That commitment to serving others has also been recognized nationally. Jeff received the American Land Title Association (ALTA) Our Values Award for his commitment to integrity, service and advocacy—values that have been evident throughout both his career and his involvement in the community.

His philosophy can be summed up in a few words:

“Client is first. Do the right thing for others. Everything else will follow.”

And when asked what he ultimately hopes to be remembered for, Jeff doesn’t mention transactions, awards or years spent practicing law.

He wants to have made “a difference in my country, state, and community.”

Perhaps that childhood dream of becoming a superhero wasn’t as far-fetched as it seemed.

Because at its heart, Jeff’s career has been about solving problems, protecting people and stepping in when someone needs an advocate. Home Surety Title & Escrow has simply given him a different way to do it. No cape required. ➡



Chosen For the Moment

BY JEFF WHITE
PHOTOS BY ELIZABETH
LOONEY PHOTOGRAPHY

Julie Jenkins

Julie Jenkins has learned that some of the most important moments in real estate have very little to do with real estate.

Recently, Julie and her husband, Ronald, were helping close family friends—a brother and sister who had just lost their father. They had been entrusted with selling his home, but when Julie walked through the door, the weight of the moment caught her by surprise.

For a moment, she wasn't thinking about listing the property. She was thinking about her friends, their loss, and the memories inside those walls.

Julie took a deep breath, said a prayer, and remembered why she was there.

"I knew we were chosen for the job for a reason."

That belief—that people are placed in one another's lives for a purpose—has shaped Julie's journey since long before she sold her first home.

The Career Changed. The Calling Didn't.
Julie grew up in East Memphis and Bartlett before moving to Pensacola, Florida. She attended Pensacola Junior College, but an automobile accident unexpectedly changed the direction of her life.

Her recovery led Julie to massage therapy school, where she became a Licensed Massage Therapist and Chiropractic Assistant. For 18 years, she worked in chiropractic care in Florida and later in Cordova and Oakland, Tennessee.

She loved helping people feel better, reducing pain and helping them move toward healthier lives.

Years later, Julie can see how her first career prepared her for her second.

The profession changed. The heart behind it never did.
Both require listening and trust. Both often begin with someone facing a problem they don't know how to solve. And both allow Julie to meet people

where they are and help them move toward something better.

About a decade ago, Julie began praying about a career change. The answer came through her husband's aunt, Lola Putt, a top-producing REALTOR® with RE/MAX Experts whom Julie affectionately calls "Auntie."

Lola invited Julie into real estate and taught her the ropes. Before long, Julie realized she hadn't simply found another job.

She had found another way to serve.

Faith at the Center
Nearly a decade later, Julie remains with RE/MAX Experts, where she values the culture of leadership, relationships, encouragement, care, and prayer fostered by owner Sammie Knight, Broker Audrey Davis, and the entire team.

But ask Julie what she most wants people to know about her, personally or professionally, and she doesn't begin with production or awards.

She begins with Jesus.
"I am blessed to work each day to glorify my Lord and Savior, Jesus Christ," she says. "He is the reason for all."

Her faith shapes how she treats people, handles adversity, and keeps perspective when transactions get difficult.

And difficult transactions don't intimidate Julie. She enjoys meeting challenges head-on and finding a way



“I knew we were chosen for the job for a reason.”



“
**I am blessed
to work
each day to
glorify my
Lord and
Savior, Jesus
Christ. He is
the reason
for all.”**

forward. Her philosophy is equal parts faith and determination:

“Stay strong and be in prayer.”

These days, she gets to navigate those challenges alongside her favorite person.

Ronald is now a full-time REALTOR® as well, bringing 25 years of banking experience to the team. Together, they offer what Julie describes as Proven Success, Trusted Experience, and Exceptional Value.

Welcome to Fayette County

Julie moved to Fayette County in the mid-2000s and fell in love with the community. Today, she and Ronald specialize in Fayette County and surrounding areas.



And if there's one place Julie is especially passionate about, it's Somerville.

As the county seat, Somerville offers the kind of small-town community Julie loves to share.

The Court Square comes alive with events like the Cotton Pickin' Festival and Music on the Square. With local shopping, dining, entertainment, and a genuine sense of community, Julie is one of Somerville's biggest cheerleaders.

She doesn't simply sell homes there. She loves introducing people to the town and helping newcomers discover what makes Somerville special.

Julie prides herself on remembering properties both on and off the market, connecting the dots when something might be right for a client, and going above and beyond to meet individual needs.

Every client, property, and transaction is different.

That's exactly what keeps Julie passionate about the business.

Laughing, Crying, Praying

“Real estate is not just a transaction,” Julie says. “It's real life.”

It's a first-time buyer receiving the keys. A growing family preparing for a new baby. Relocation and new beginnings. Downsizing into another season.

And sometimes, it's helping a grieving family determine what comes next.



Julie sums up her approach simply:

“Laughing, crying, praying, rolling the sleeves up when it gets tough.”

Many of Julie's buyers and sellers have become friends through the years, and those relationships often lead to referrals from people who trust her with those they love.

“I am beyond thankful God uses me to help my clients in their time of need.”

Blessed Beyond Business

For all her passion for real estate, Julie's greatest joy is her family.

Ask about her favorite hobby and she laughs: “Is it safe to say anything with my husband?”

Julie and Ronald love the outdoors—hunting, fishing, hiking, kayaking, and paddleboarding.

Julie is an accomplished hunter herself and has even harvested a bull elk just over 230 yards with a muzzleloader.

She loves fishing from her kayak and hiking in national parks, with Grand Teton and Yellowstone among her favorites.

Closer to home, Julie enjoys walking her beagle, admiring the wildflowers Ronald planted, attending Christ Presbyterian Church in Somerville, and being involved in her children's activities.

Julie describes Ronald as a strong Christian leader in their home and speaks proudly of their son, Luke, a college baseball player at Walters State Community College, and their daughter, Raegan. She is grateful for their faith and character, as well as their athletic, musical, and artistic gifts.

“Wow,” she says. “I am so blessed!”

That gratitude extends beyond her family. Julie supports her church, local schools, missions, community causes, and St. Jude. If she could choose any superpower, she would cure cancer so families would no longer have to endure its devastating effects.

What It Means to Win

Julie's career has been marked by significant achievement. She is a Multi-Million-Dollar Club Lifetime Member and has earned recognition as a RE/MAX Chairman's Club member, four-time Platinum Club recipient, RE/MAX Hall of Fame member, and RealTrends honoree.

In 2025, Julie received the Rainmaker Award with RE/MAX Experts and was given How to Become a Rainmaker by Jeffrey J. Fox by a friend and mentor she deeply respects.

Still, her most important reading remains God's Word.

Her advice to other REALTORS® reflects the foundation behind everything she does: “Trust in God. Never give up. Stand firm.”

Then she adds the words of a friend and mentor: “Winners win.”

For Julie, winning isn't simply about production.

Sometimes it means keeping a difficult transaction together when it would be easier to quit.

Sometimes it means going above and beyond when nobody is watching. Sometimes it means earning enough trust that a client becomes a friend and later sends someone they love to you.

And sometimes winning looks nothing like a closing.

Sometimes it looks like walking into a quiet house with two grieving friends, feeling their sadness, saying a prayer, and rolling up your sleeves.

Her first career was about helping people through pain. Her second often is, too.

The circumstances are different, but the calling remains: to serve, encourage, stay faithful, and show up when someone needs her.

Julie believes God places people in one another's lives for a reason. After nearly a decade in real estate, she's learned that sometimes the greatest privilege isn't being chosen to sell the house.

It's being chosen to walk alongside the people inside it. Sometimes, you're simply chosen for the moment. 🏡

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