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Remembering Sean Walker

BY ROBERT ORSO

Sean Walker’s life was a remarkable example of what it means to lead with faith, serve with honor, and love without reservation. On June 3, 2026, the Mobile Bay community lost not only a respected Realtor, but also a devoted husband, father, grandfather, veteran, mentor, and friend whose impact will be felt for generations.

For those who knew Sean, his character spoke louder than his accomplishments. His quiet strength, unwavering integrity, and genuine concern for others earned him the respect of clients, colleagues, neighbors, and friends alike. Whether helping a family find the perfect home or simply offering encouragement to someone in need, Sean approached every relationship with kindness, honesty, and humility.

Faith was the foundation upon which Sean built his life. A devoted member of Christ the King Catholic Church, he faithfully served as a CCD teacher for ten years, helping guide young people in their faith and sharing the love of Christ with patience and compassion. He believed that faith was meant to be lived every day, and he demonstrated that belief through his service to others, his commitment to his church, and the example he set for his family.

Sean’s dedication to service began long before his career in real estate. He proudly served more than twenty years in the United States Army, retiring with the rank of Sergeant First Class (E-7). Throughout his military career, he embodied the Army values of duty, honor, integrity, leadership, and selfless service. Those same principles remained with him throughout his life, shaping the way he led his family, conducted his business, and treated everyone he encountered.

Following his military retirement, Sean built a successful career in real estate where he became known for his professionalism, work ethic, and genuine desire to help others. Clients trusted him not simply because of his knowledge of the market, but because they knew his word could be trusted. His reputation was built one relationship at a time, reflecting the same commitment to excellence that defined every chapter of his life.

Away from work, Sean embraced life with enthusiasm. He loved spending time outdoors, enjoyed cheering on Alabama football, and treasured moments shared with family and friends. Yet nothing brought him greater happiness than being “Pop Pop” to his two grandsons. His family was the center of his world, and the love he poured into his wife of 29 years, Michelle, his children Brody, Blaine, and Chloe,



and his growing family created a legacy far greater than any professional achievement.

Sean’s passing leaves a tremendous void, but his influence continues through the countless lives he touched. He leaves behind a legacy of unwavering faith, honorable service, steadfast integrity, and unconditional love. While his earthly journey has ended, those who knew him find comfort in the assurance that he has been welcomed into the eternal presence of the Lord he faithfully served.

Sean Walker will be remembered not only for what he accomplished, but for who he was—a man of character, conviction, and compassion whose life reflected the very best of faith, family, and service. His memory will continue to inspire all who had the privilege of knowing him.

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For many homeowners, purchasing an investment property is one of the biggest financial decisions they'll ever make. But owning rental property is only half the equation. Protecting that investment and the people who call it home, requires experience, consistency, and care.

That's exactly where 1South Property Management comes in.

Led by Qualifying Broker Sherry Andress, the Mobile-based company specializes exclusively in single-family residential property management, providing comprehensive services that help homeowners maximize their investments while ensuring tenants have quality homes they can truly enjoy.

"Our goal is simple," Sherry says. "We want to provide homeowners with quality tenants and provide tenants with quality homes."

It's a mission that guides every decision the company makes.

Built on Relationships

Sherry's path into property management began long before she became a broker.

After years spent working in customer service and sales, she earned her real estate license in 2008 through the Academy of Real Estate. Along the way, she worked with several brokerages throughout Mobile, learning from every broker and agent she encountered.

"Every broker and even several agents I've worked alongside played a part in my growth," she says.

Her career took a significant turn in 2019 when she began working primarily with real estate investors after joining iXL Real Estate. A high school friend from Grand Bay, who was actively flipping homes, asked her to write a purchase contract on one of his investment properties.

That single transaction opened the door to an entirely new side of the business.



“He introduced me to several other investors, and that’s when I realized I’d found my niche,” Sherry says.

She earned her broker’s license in 2022, and shortly afterward another opportunity presented itself. Jerardo Rodriguez, owner of both iXL Real Estate and 1South Property Management, approached her about leading the property management company, an opportunity that felt like a natural next step given that many of her investor clients already trusted 1South to manage their properties.

“I was honored, to say the least,” she says.

Today, Sherry and her team of five work every day with one goal in mind: making 1South Property Management the very best

company for both homeowners and tenants.

That commitment goes beyond simply collecting rent.

The company conducts regular exterior property inspections along with annual interior inspections to help homeowners protect one of their largest financial investments. They also maintain strong relationships with local Realtors by paying referral fees to every brokerage that refers homeowners needing property management services, and when those owners are ready to sell, they’re referred back to the original agent.

“We believe in protecting those relationships,” Sherry says. “The referring agent keeps their client.”

Investing in People

Like real estate itself, property management is constantly evolving.

Sherry has watched rental prices fluctuate dramatically over the years while insurance premiums and property taxes have continued climbing. Those

“We believe in protecting those relationships. The referring agent keeps their client.”

changes have reinforced her belief that successful property management requires balance.

“I think homeowners need to find a happy medium,” she says. “Pricing at the very top of the market isn’t always the best long-term strategy if it means losing quality tenants.”

That people-first philosophy influences every aspect of the business.

For Sherry, success isn’t measured simply by occupancy rates or rental income. It’s knowing homeowners can trust that their





investments are being cared for while tenants have safe, well-maintained places to live.

Outside the office, Sherry's passion for helping others continues.

An outdoor enthusiast who loves spending time on the river and enjoying life on the water, she treasures time with her family, especially cheering on her grandson Nathan at baseball games alongside her other grandson, Asher, her sons Nick and Michael, daughter-in-law Courtlyn, and her mother, Debra, affectionately known as "Mawmaw."

She also has a heart for serving her community through animal rescue. Sherry regularly volun-

teers with and donates to local animal shelters, assists with fostering rescue dogs, and advocates for spaying and neutering to help reduce the number of abandoned and neglected animals throughout the area. In addition, she sponsors local youth athletic associations, while 1South Property Management proudly supports community events including annual Easter egg hunts and fall festivals.

Whether caring for investment properties, helping families find quality housing, or giving back to her community, Sherry believes the work is ultimately about serving people well.

And that's precisely what makes 1South Property Management

more than a property management company.

It's a trusted partner committed to protecting homes, investments, and relationships every step of the way. 🐾

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Jeff Jones

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Every Chapter Has a Purpose

An Unexpected Journey

Long before Jeff Jones became one of Mobile's top-producing REALTORS®, he was known for something entirely different.

For 13 years, Jeff traveled the country as the drummer for the contemporary Christian band Big Daddy Weave. He performed more than 1,500 concerts, visited 49 states, and spent countless nights living out of a six-foot bunk on a 45-foot tour bus.

From the outside, it looked like a dream career.

But while playing before thousands of people, Jeff realized his heart was quietly moving in another direction.

"I found myself on stage with a divided mind," he says. "I knew I wasn't doing what I needed to be doing anymore."

After leaving the band in 2013, Jeff tried professional speaking, traveling nationwide to leadership conferences for organizations such as DECA and FBLA. While he enjoyed encouraging students, one frustration remained—being away from the people who mattered most.

A final trip to a public speaking career camp in Las Vegas brought clarity.



He returned home to Mobile determined to pursue the passion that had been quietly growing for years: real estate.

Building a Business with Purpose

Jeff officially entered real estate in January 2020,

joining Keller Williams Mobile. Just a few years later, he has become one of the area's most respected solo agents.

In 2025 alone, Jeff closed 58 transactions totaling \$17.9 million in sales volume.

He has also maintained his position as Keller Williams Mobile's top solo agent for five consecutive years and set the brokerage's solo-agent production record with more than \$26 million in volume during 2023.

Despite those accomplishments, Jeff measures success differently.

“Knowing you’re doing something you enjoy, something that aligns with your gifts and impacts other people—that’s success.”

His business may bear only one name, but Jeff is quick to recognize the person who helps keep everything running smoothly. His full-time licensed assistant, Avery Smith, has worked alongside him for more than five years.

With a smile, Jeff jokingly calls her his “paid accountability partner.”

“My biggest motivator is knowing I’m capable of more,” he says. “I’m only in competition with myself.”

Rather than focusing on short-term wins, Jeff continually invests in

long-term growth through business consultants and brand strategists who help him refine his vision and strengthen his business.

People Before Properties
Ask Jeff what separates him from other agents, and his answer has very little to do with production.

Instead, it begins with advice he once received from fellow REALTOR® Paul Carter.

“Try to talk them out of buying the house.”

That simple statement became one of the cornerstones of Jeff’s business.

“I tell every buyer I’ll never try to sell them a house,” he says. “If I can talk them out of it, then it probably wasn’t the right home to begin with.”

It’s an approach rooted entirely in trust.



Jeff understands that buying or selling a home is often the largest financial decision someone will ever make. His responsibility isn’t to convince clients to move forward—it’s to help them make the right decision.

“I don’t ever want there to be regrets sitting at the closing table.”

That same philosophy extends to every relationship he builds. Many of his clients begin as strangers and leave as friends, something Jeff considers one of the most rewarding parts of his career.

His current focus is continuing to strengthen that client experience by expanding a trusted network of vendors who can quickly prepare homes for the market while also

developing better systems to make relocating to Mobile as seamless as possible for out-of-town buyers.

Prepared for This Calling
Looking back, Jeff sees how every season of his life prepared him for real estate.

Growing up in Mobile, graduating from Davidson High School, earning a full scholarship to study drums at the University of Southern Mississippi, and later completing a psychology degree at the University of Mobile all contributed skills he now uses every day.

He jokes that his psychology degree prepared him for real estate better than he ever expected.

“A large portion of my day is spent counseling people



“My biggest motivator is knowing I’m capable of more. I’m only in competition with myself.”





“
I’m thankful
for this career
and for every
opportunity to
help someone
through one
of life’s biggest
decisions.”

Squishy, Kitty, and Winnie. Jeff also enjoys grilling on his Kamado Joe, where salmon and ribeye steaks are family favorites.

Professionally, Jeff is expanding another passion through his “Living in Mobile” media brand. Along with his existing *Living in Mobile* and *Faith in Mobile* podcasts, he plans to continue creating content that highlights the people, places, and stories that make Mobile unique.

At 52 years old, Jeff believes he’s only getting started.

“I wake up every day believing today will be the best day I’ve ever had,” he says. “I’m thankful for this career and for every opportunity to help someone through one of life’s biggest decisions.”

through a stressful process,” he says. “I love taking away as much of that stress as I can.”

That servant’s heart carries into every aspect of his business.

His advice to newer agents is refreshingly simple.

“Treat this like a job, and it will become the highest-paying job you’ve ever had.

Every single day, I go to work. The results aren’t the focus—the work is.”

His favorite quote reflects the same mindset:

“If you do what everyone else does, you’ll get the same results everyone else gets.”

The Best Is Still Ahead
Jeff and his wife of 25 years, Stephanie, are entering an

exciting new season. After nearly three decades with the Mobile County Public School System, Stephanie recently retired and plans to join Jeff in real estate.

Together with their children, Hannah and Addison, they enjoy weekend getaways, discovering new restaurants, and simply spending time together—including time at home with their three cats—

It’s that mindset—one built on gratitude, purpose, and serving others—that continues to shape not only Jeff’s business, but also the legacy he’s building throughout the Mobile community. 🏡

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Built Through Determination

Success isn't always measured by how quickly you arrive at your destination. More often, it's defined by your willingness to keep moving forward when the road becomes difficult.

For Casady Johnson, resilience has been the foundation of everything she's built.

Since entering real estate in 2021, Casady has grown from a new agent into a managing broker at Rezults Real Estate Services, earning recognition as a top listing agent, top recruiter, and top closing agent along the way. In 2025, she closed more than \$2.8 million in sales

across 14 transactions. By the halfway point of 2026, she had already surpassed \$7 million in sales volume with 29 transactions—proof of the momentum she's created through consistency and determination.

Yet for Casady, success has never been about awards alone.

"I wanted the opportunity to build something of my own

and create a better future through hard work," she says.

That vision continues to guide every decision she makes.

Growing Through Every Challenge

Like every successful agent, Casady's journey has included difficult seasons.

She has experienced rejected offers, contracts that unexpectedly fell

apart, personal obstacles, and moments that tested both her confidence and perseverance. Rather than allowing those setbacks to define her, she chose to let them shape her.

"Every obstacle taught me to adapt, work harder, and never give up," she says.

Those experiences eventually led her beyond selling homes into brokerage leadership,



real estate investing, and mentoring newer agents.

“What sets me apart is that I lead from experience,” Casady explains. “I’m not

just a Realtor or managing broker. I’m also an active investor and business owner who has built my career through hard work and perseverance.”

Today, she’s passionate about expanding her rental portfolio, flipping homes, and continuing to grow her brokerage. But perhaps the most meaningful milestone

of this season has nothing to do with production numbers.

Her daughter recently earned her real estate license.

“Helping mentor her while serving as her broker is something I’m incredibly proud of,” Casady says.

Watching the next generation begin building their own future has given her an even deeper appreciation for the opportunities real estate provides.

She hopes every agent she mentors understands one simple truth.

“Do not give up,” she says. “Hustle until you no longer need to introduce yourself.”

Building a Legacy

Ask Casady what motivates her, and her answer comes without hesitation.

“My family.”

She and her husband are raising four children—Salina, Ethan, Kaleb, and Madalynn—and every goal she pursues is rooted in creating opportunities for them.

“Everything I do is about creating a better life and building a legacy my family can be proud of,” she says.

Whether traveling together, relaxing by the pool, or simply enjoying everyday life alongside their two Dobermans and rescue bulldog, family remains the center of everything she values.

That commitment extends beyond her own home.



“
EVERYTHING I
DO IS ABOUT
**CREATING A
BETTER LIFE
AND BUILDING
A LEGACY** MY
FAMILY CAN BE
PROUD OF.”



“I WANT PEOPLE TO REMEMBER ME NOT JUST FOR THE BUSINESS I’VE BUILT, BUT FOR THE IMPACT I’VE MADE AND THE WAY I’VE TREATED OTHERS ALONG THE WAY.”

For the past four years, Casady has volunteered with Big Brothers Big Sisters of America, mentoring two young girls who, she says, have become like family.

“It’s been one of the greatest blessings of my life,” she says.

She is also an active member of Rise Church, where her faith continues to strengthen both her personal life and professional journey.

Casady’s work ethic extends beyond her career and family life. She also loves to exercise—often found at the gym on early mornings.

Looking ahead, Casady plans to continue growing her brokerage while mentoring agents who share her commitment to integrity, professionalism, and exceptional service. Personally, she hopes to keep creating memories with her

family while building lasting financial freedom through real estate investing.

Through every chapter, one goal remains constant.

“I want people to remember me not just for the business I’ve built, but for the impact I’ve made and the way I’ve treated others along the way.”

It’s a perspective that perfectly reflects how Casady defines success.

Not by sales alone.

But by the lives she touches, the opportunities she creates, and the example she leaves for others to follow. 🏡

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HALEY GLASS

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The Door That Changed Everything

There are moments in life that don't make sense until you look back.

For Haley Glass, one of those moments appeared as an ordinary Facebook post advertising a free real estate class. At the time, she was pursuing a psychology degree with dreams of becoming a school counselor, but something didn't feel right. She loved learning, yet she couldn't ignore the quiet feeling that she wasn't where she was supposed to be.

As her family grew, so did the desire to build something of her own—a career that would allow her to serve others while remaining present for the people who mattered most.

That Facebook post felt like an unexpected invitation.

"I honestly felt like God was opening a door I wasn't expecting," Haley says.

She enrolled in real estate classes that very week, completed the coursework in only three months, and passed her licensing exam on the first attempt. The day became even more unforgettable when she learned she was expecting her third son.

"It felt like God was saying, 'I've got you.'"

Looking back now, Haley sees that day as the beginning of something far greater than a career. It was the beginning of a calling.

Growing Through Every Season
Before real estate, Haley spent her career auditing hotels. While it may seem like an unlikely stepping stone, she now credits those years with preparing her for exactly what she does today.

The work sharpened her organizational skills, taught her the importance of details, and developed a level of customer service that still defines her



business. More importantly, it taught her how to connect with people from every background imaginable.

"My husband jokes that I can run into Target for one thing and come back knowing the cashier's life story," she says with a laugh.

That genuine curiosity about people has become one of her greatest strengths.

After earning her license, Haley immersed herself in learning everything she could. She attended every class

her brokerage offered during her first several months, determined to build a strong foundation rather than simply chase a paycheck.

Her commitment paid off quickly. Just two months into her career, she earned her first listing from the very first open house she hosted.

Still, success didn't eliminate struggle.

Like many agents, Haley eventually reached a point where difficult transactions and the constant demands



of the business left her emotionally exhausted. By the beginning of 2025, she was seriously considering leaving real estate altogether.

Then she met Brooks and Hon Beck.

During her interview with Beck Properties, Haley openly admitted she wasn't sure she even wanted to stay in the industry.

Instead of agreeing with her doubts, they reminded her of something she had forgotten.

Her potential.

That conversation became another turning point.

Since joining Beck Properties, Haley says they've challenged her to think differently—not just about selling homes, but about building a sustainable business and a fulfilling life.

Perhaps the greatest lesson they've shared is one she now carries into every part of her career.

"You can't pour from an empty cup."

Learning to establish healthy boundaries, value her own time, and recognize the

expertise she brings to every client has renewed both her confidence and her passion for the business.

Home Is More Than a Place

Ask Haley what motivates her, and the answer comes quickly.

"First and foremost, God."

Her faith has become the anchor that carries her through uncertain seasons, reminding her that every challenge has purpose and every opportunity is worth stewarding well.

That perspective influences the way she serves her clients. Whether someone is purchasing their first home, searching for more space for a growing family, or beginning a completely new chapter, Haley understands that she's helping write one of the biggest stories of their lives.

As a Midtown Mobile resident, she especially enjoys introducing newcomers to the city's character, history, and charm.

"I don't just want people to find the right house," she says. "I want them to find a community they'll love calling home."

Family remains the heartbeat behind everything she does.

Haley and her husband, Cory—her high school sweetheart—have been married for 13 years and are raising three energetic boys: Ronan, River, and Reece. Their home is loud, busy, and filled with the kind of joyful chaos that makes life memorable.

Cory has become an unofficial member of the business, helping stage listings, tackle projects, and encourage Haley through every season. Her Aunt Karen has also played an invaluable role, caring for their youngest son and making it possible for Haley to continue building her career.

Then there are the moments that remind her why every late night and long day is worth it.





Whenever the family drives past one of Haley's billboards, one of the boys inevitably shouts from the back seat:

"There's Mom!"

Those simple words mean more than any sales award ever could.

Outside of work, the Glass family loves spending time on their new boat, visiting the river or beach, traveling

together, playing games around the kitchen table, and making memories wherever life takes them. Haley also enjoys staging homes, hunting for vintage décor at thrift stores and estate sales, and finding creative ways to make every listing feel warm and inviting.

Looking ahead, Haley hopes to continue growing not only her own business but also the people around her. She dreams of one day coaching newer

agents or building a collaborative team where encouragement, education, and generosity remain at the center of everything they do.

"Relationships will always outlast transactions," she says.



.....
"Relationships
will always
outlast
transactions."
.....

For Haley Glass, real estate has become so much more than selling houses.

It's about opening doors—for families searching for home, for agents discovering their confidence, and for herself as she continues walking through every opportunity God places in front of her. 🏡

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D. J. LEHMAN

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MAKING REAL ESTATE EDUCATION SIMPLE

A New Direction

Long before D. J. Lehman began teaching future real estate professionals, she was building relationships in an entirely different industry.

D. J. came from the hair business, where several of her clients happened to be RE-ALTORS®. As they sat in her chair, they often shared stories from their work—celebrating closings, venting about difficult transactions, and talking through the daily realities of the business.

No matter whether the story was exciting or frustrating, D. J. noticed one thing: they all seemed to genuinely love what they did.

That enthusiasm stayed with her and eventually inspired her to explore real estate for herself.

What began as curiosity grew into a career, then a calling. Today, D. J. is a partner, administrator, and instructor at Real Estate School of Mobile, where she helps students enter the industry, strengthen their knowledge, and take the next step in their careers.

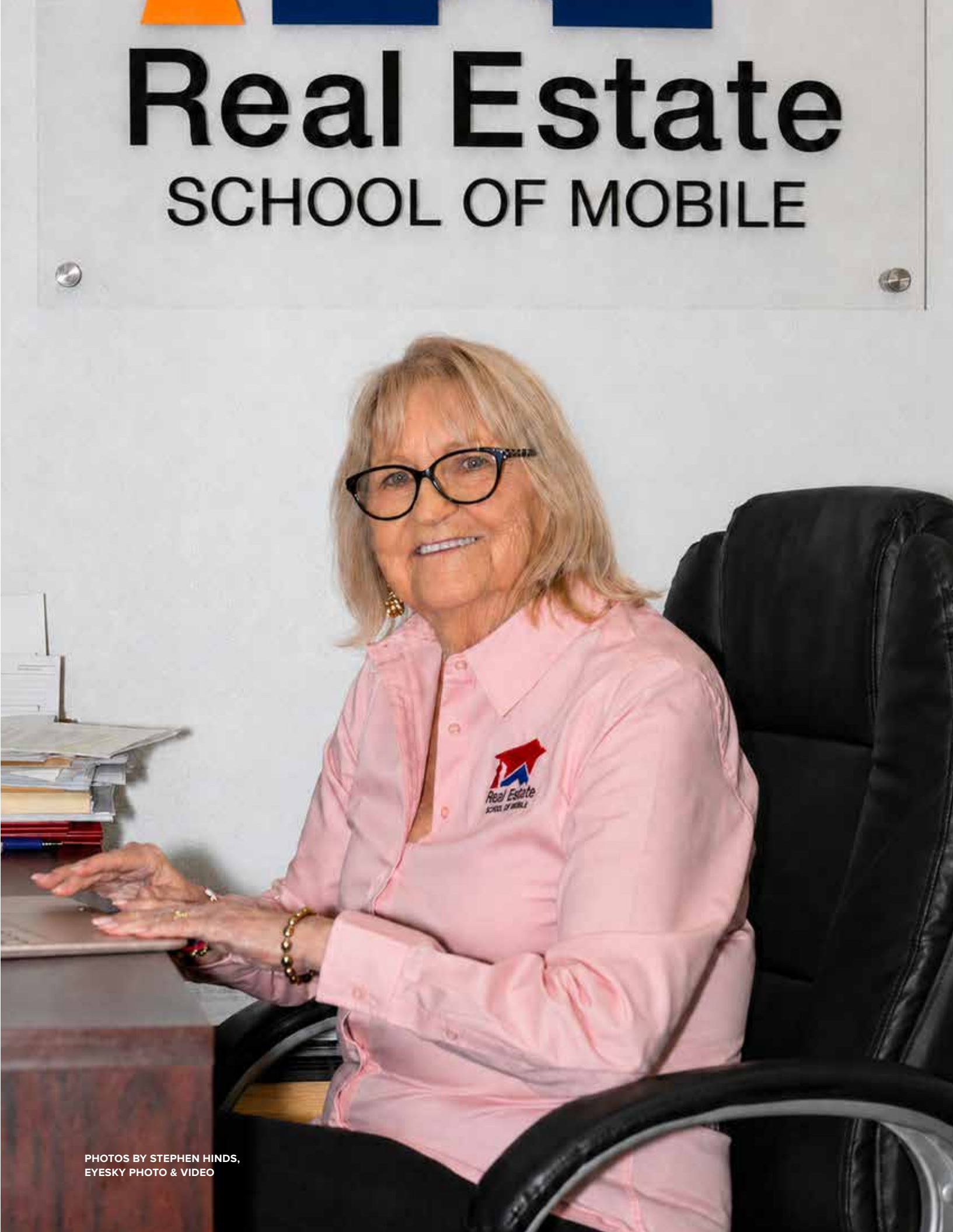


“I love this business,” she says. “I love all aspects of it.”

Education for Every Stage

Real Estate School of Mobile provides education for professionals at several points in their real estate journeys.

The school offers prelicense classes for those preparing to enter the industry, post-license education for newly licensed agents, broker classes for agents ready to advance their careers, and reciprocal-license instruction for professionals moving into the Alabama market.



PHOTOS BY STEPHEN HINDS,
EYESKY PHOTO & VIDEO



“I’m a simple girl,” she says. “I like to break everything down and keep it simple for my students.”

That practical, approachable teaching style has become one of the school’s greatest strengths.

“One and Done”

At the heart of D. J.’s teaching philosophy is a simple motto: “One and Done.”

Her goal is for every student—whether pursuing a salesperson license, broker license, post-license education, or reciprocal license—to take the state exam and pass it on the first attempt.

That goal requires more than presenting information from a textbook. It means helping students truly understand the material, recognize how it applies in the real world, and feel confident when test day arrives.

D. J. understands that entering real estate can feel overwhelming. Students are expected to learn contracts, laws, terminology, ethics, calculations, and procedures, often while balancing work and family responsibilities.

Her role is to make that process feel manageable.

Located at 907 Hillcrest Road, Suite J, in Mobile, the school currently operates from one location. D. J. works alongside instructor Tori Turner, with another instructor expected to join the school in October.

Although the school itself opened in September 2025, D. J. is far from new to the classroom. She began teaching at another real estate school in 2016, gaining years of experience and learning from instructors she deeply respected.

When the opportunity came to help create Real Estate School of Mobile, she saw the chance to build an educational experience around the way she believes students learn best.



“I’M A SIMPLE GIRL. I LIKE TO BREAK EVERYTHING DOWN AND KEEP IT SIMPLE FOR MY STUDENTS.”



Rather than overcomplicating lessons, she breaks difficult concepts into clear, practical steps. Her focus is not simply on getting students through class, but on preparing them to begin their careers with a strong foundation.

“We are all about the students and the REALTORS®,” D. J. says. “We know how hard they work in this business to be successful.”

Celebrating Student Success

For D. J., the most rewarding part of her work is seeing people succeed.

That might mean watching a student finally understand a difficult concept, hearing that someone passed the state exam, or seeing a former student begin building a successful real estate career.

Because D. J. also works in real estate, she understands that education does not end when someone earns a license. The industry continues to evolve, and professionals must continue learning if they want to serve clients well.

She finds fulfillment not only in seeing students reach their goals, but also in watching buyers and sellers achieve theirs.

At the center of it all is her belief in homeownership.

D. J. believes owning a home creates comfort, stability, and opportunity for families—especially children. To her, real estate is about much more than property. It is tied to security, belonging, and the American Dream.

That belief gives purpose to both her teaching and her real estate work.

Encouragement Along the Way

D. J. is quick to credit the people who encouraged her to take this step.

She is especially grateful to Jerardo Rodriguez of IXL Real Estate, who once asked her, “What do you think about starting a school here?”

That conversation planted a seed that ultimately helped lead to Real Estate School of Mobile.

She also expresses deep appreciation for Annie Powell, who has believed in her since 2009 and shared years of guidance and wisdom.

“WE ARE ALL ABOUT THE STUDENTS AND THE REALTORS®. WE KNOW HOW HARD THEY WORK IN THIS BUSINESS TO BE SUCCESSFUL.”



Those relationships reflect something D. J. understands well: careers are rarely built alone. The right encouragement, offered at the right time, can change the direction of someone's life.

Now, through her own work, she has the opportunity to offer that same encouragement to others.

Rooted in Family

Outside the classroom, D. J. describes herself as a homebody.

When she is not teaching or working in real estate, she enjoys caring for her plants, tackling projects around the house, or simply relaxing on the porch.

She and her husband, Dwayne, have been married for 38 years. Their son,

Toby, is also a REALTOR® and serves as D. J.'s partner in her real estate business.

Real estate has become not only a profession for D. J., but also a family connection and a way to help others build stronger futures.

As Real Estate School of Mobile continues to grow, her vision remains focused and uncomplicated: teach clearly, support students fully, and help them succeed the first time.

For D. J., every license represents more than a professional milestone. It represents a new beginning—and the opportunity for someone else to build a meaningful career in an industry she truly loves. 🏡

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Michelle Murrill, Southern View Media
We've really enjoyed partnering with *Mobile Bay Real Producers* to build our brand. Connecting with top real estate agents and contractors in the area has been both valuable and enjoyable.



Shannon Reichart, MDH Foundation Repair
We have been working with Robert for over 5 years now as part of the Real Producers community, supporting both Mobile Bay and Gulf Coast Real Producers. Each month, I am excited to receive my copy of the latest edition to expand my personal and professional network here across Baldwin and Mobile Counties. I appreciate the monthly opportunities to attend the magazine parties. This has provided MDH with tremendous connections into other like-minded business owners and people making a difference here in our local community. I am so happy to be a part of Real Producers and the relationships we have made have proven to be invaluable.



Ronny Reeves, Elite Inspections Group
Real Producers isn't just a magazine it's a community. The relationships, exposure, and opportunities it's created for my business have been truly valuable, and I'm proud to be a part of it. Also, Robert is a stand-up guy who genuinely cares about the people he brings together, and that's what makes this platform so special.



built on great people.

Josh Hembree, Hembree Heating & Air
Mobile Bay Real Producers does a phenomenal job showcasing the people behind the success in our real estate community. In a world that can feel transactional, they bring it back to relationships—and that matters.

It's more than a magazine. It's a connector, a spotlight, and a reminder that great business is



through this network truly make a difference for the families we all work to support.

Romilee Broussard, Allstate Insurance Agency
I've enjoy being part of Real Producers because of the community it creates. It's inspiring to be surrounded by professionals who are passionate about serving their clients and improving our local market. I also appreciate how the community comes together to celebrate each other's successes and support one another along the way. The relationships built



Jordan Erwin, APS Foundation Repair
Real Producers Magazine has been a valuable partner for APS foundation repair business. Through their community, we've built strong relationships with top agents and gained steady, meaningful exposure. It's been a great way to stay connected and grow locally.

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Welcome to *Real Producers!* Some of you may be wondering what this publication is all about, which is why we have created this FAQ page. Here, we will answer the most commonly asked questions from around the country regarding our program. My door is always open to discuss anything regarding this community — this publication is 100% designed to be your voice!

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 300 agents in the Mobile Bay Area. We pulled the MLS numbers (by volume) from Jan. 1, 2021, through Dec. 31, 2021, in Mobile and Baldwin Counties. We cut the list off at number 300, and the distribution was born. For this year's list, the minimum production level for our group is \$7 million in 2021. The list will reset at the end of 2022 for next year and will continue to update annually.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: The process is simple. Every feature you see has first been nominated. You can nominate REALTORS®, agents, affiliates, brokers, owners,

or even yourself. Office leaders can also nominate real estate agents. We will consider anyone you bring to our attention because we don't know everyone's story, and we need your help to learn more.

A nomination currently looks like this: Email us at **robert.orso@realproducersmag.com** with the subject line "Nomination: (Name of Nominee)" and explain why you are nominating the individual. Maybe the person has an amazing story that we need to tell, or perhaps someone overcame extreme obstacles, is an exceptional leader, has the best customer service, or gives back to the community in a big way. The next step is an interview with us to ensure a good fit, and then we put the wheels in motion for our writer to conduct an interview and for our photographer to schedule a photo shoot.

Q: WHAT IS THE COST TO FEATURE A REALTOR®, AGENT, OR TEAM?

A: Zero, zilch, zippo, nada, nil. **The feature costs nothing**, my friends, so nominate away! We are not a pay-to-play model. We share real stories of Real Producers.

Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a preferred partner in the front of the magazine is a part of this community and will have an ad in every issue of the magazine, attend our quarterly 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 preferred partner you see in this publication. We won't even meet with a business that you have not vetted and stamped for approval, in a sense. Our goal is to create a powerhouse network for the REALTORS® and agents in the area and for the best affiliates so we can grow stronger together.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

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