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Agent Spotlight
**BETH
BALDWIN**



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PROFILES



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Kevin Torcia, Goosehead Insurance, The Torcia Agency

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Hello September, A Season of Gratitude & Grit!

September signals a fresh start — a shift from the easy pace of summer to the focused rhythm of fall. It's a month that asks us to lean into gratitude for what we've accomplished, while also fueling us with grit for what's still to come.

In our Real Producers community, that balance of gratitude and determination is everywhere. We're constantly inspired by the dedication of our agents, the support of our partners, and the sense of purpose that ties it all together. Together, we continue to raise the bar for what collaboration can look like in this industry.

As we embrace the season ahead, we're already looking forward to one of our favorite events of the year—our **Gala on November 5th**. It's an opportunity to celebrate the accomplishments of our incredible community, strengthen relationships, and enjoy an evening filled with great conversations and well-deserved recognition. We can't wait to gather with everyone for another unforgettable Real Producers celebration.

As we enter this new season, let's remember:

"Consistency turns vision into victory."

Here's to a fall filled with focus, faith, and forward motion.



Kristin Brindley
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KEVIN. Torcia

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THE TORCIA AGENCY TAKING THE LEAP, OWNING THE OUTCOME

When Kevin Torcia left a decade-long career inside a corporate insurance call center, he wasn't simply changing jobs. He was betting on a vision.

For ten years, he learned the insurance business from the inside out. He developed the discipline, industry knowledge, and sales experience that would eventually prepare him for entrepreneurship. But over time, he realized something was missing.

He wanted ownership. More importantly, he wanted the freedom to build an agency that reflected his values, his leadership style, and his commitment to service.

"After 10 years, I decided to leave and pursue my own agency," Kevin says.

In February 2020, he did exactly that. What began as a leap of faith quickly evolved into one of Virginia's most successful Goosehead Insurance agencies. Today, The Torcia Agency stands as the number-one Goosehead

agency in Virginia, serving clients throughout the region and building a reputation as a trusted insurance partner for Realtors, lenders, and homebuyers alike.

Yet if you ask Kevin what he is most proud of, the answer is not rankings or production numbers. It's the team.

Making Insurance Easier

For many Realtors, insurance can be one of the most unpredictable parts of a transaction. A property with an older roof. A difficult

underwriting situation. A tight closing timeline. A buyer who waits until the last minute. Any one of those issues can create stress for everyone involved.

Kevin recognized early on that Realtors didn't just need another insurance agency. They needed a partner.

That philosophy continues to shape everything The Torcia Agency does today. Rather than simply quoting policies, the team focuses on becoming an extension

of the transaction itself. Their goal is to communicate early, identify obstacles before they become problems, and help clients navigate the insurance process with confidence.

"We keep Realtors informed every step of the way," Kevin explains. "Our goal is to help keep the deal on track."

That commitment has become one of the agency's biggest differentiators. With access to a broad network of insurance carriers, the team can often find solutions for situations that might otherwise create delays or roadblocks. More importantly, they understand the importance of communication.

The result is a smoother experience for buyers, lenders, and Realtors alike.

The People Behind the Process

As the agency has grown, Kevin's role has evolved. While he once worked directly with clients every day, his focus now centers on ownership, leadership, business development, and supporting the people who make the agency successful.

"Seeing my team succeed is the most rewarding part of what I do," he says. "Their growth is a direct reflection of what we're building together."

Today, that team includes a diverse group of professionals whose backgrounds span law enforcement and lending, automotive service, sales management, and insurance leadership. At the center of the operation is Kelly, who has spent the past five years helping build the agency's systems, processes, and internal infrastructure. Often referred to as Kevin's right hand, she oversees day-to-day operations while helping create



an environment where agents can thrive.

“My goal is to create an environment where our agents can focus on helping clients while the structure, support, and strategy behind the scenes keep everything running efficiently,” Kelly explains.

Justina plays a critical role in marketing, business development, and partner engagement. With more than 25 years of industry experience, she helps strengthen referral relationships, coordinate events, and ensure the agency remains connected to the community it serves.

“What I love most about The Torcia Agency is that it truly values partnership, community, and taking care of people the right way,” she says.

The sales team brings equally diverse experiences and perspectives. Jeremiah approaches insurance much like a financial advisor approaches investments, helping clients build protection strategies tailored to their unique needs. Jordan enjoys helping first-time homebuyers find coverage that gives them peace of mind while creating solutions for even the most challenging situations. Brook’s background in law enforcement brings a service-oriented mindset to both personal and commercial insurance. Jason focuses heavily on building relationships with both clients and referral partners, believing the best partnerships are never transactional.

“Treat them like you would friends and family,” he says.

David brings more than four years of experience to the team and regularly helps Realtors and lenders navigate closing timelines while educating clients



“WE KEEP REALTORS INFORMED EVERY STEP OF THE WAY. OUR GOAL IS TO HELP KEEP THE DEAL ON TRACK.”

on the importance of addressing insurance early in the process.

Donovan rounds out the group with a background that includes consumer lending, credit underwriting, life insurance, and military service. His focus is on helping clients better understand their coverage while contributing to the agency’s family-like culture.

Together, the team creates something greater than any one individual could accomplish alone.

A Culture of Growth
One of the most impressive aspects of The Torcia Agency is not simply its growth, but how that growth has been achieved.

The culture emphasizes accountability, collaboration, and continuous improvement. Team members support one another, share knowledge, and celebrate each other’s successes. That environment has allowed the agency to scale while maintaining



the personalized service that helped build its reputation.

For Kevin, that has always been the goal. A successful agency is not built around one person. It’s built around strong people working toward a common mission.

“I believe a successful business requires a strong, trustworthy team that shares the same commitment to service,” he says.

That philosophy continues to guide every hiring decision, process improvement, and growth initiative.

Beyond the Business

While Kevin spends much of his time focused on leadership and growth, his most important role remains at home. Alongside his significant other, Ana Faust, he enjoys building a life centered around family and creating meaningful memories with their children, Aiden, Brayson, and Giselle.

Whether they’re riding bikes, hiking, or simply spending time outdoors together, those moments provide balance and perspective.

“We love being outside as much as possible,” Kevin shares.

He also enjoys snowboarding and staying active, finding opportunities to recharge while embracing the same energy and determination that have fueled his professional success.

For Kevin, family serves as a reminder of why the work matters in the first place.

Looking Ahead

The Torcia Agency has already achieved remarkable success, but Kevin is not slowing down. After reaching \$20 million in written premiums, he has set his sights on an ambitious new target.

“In the next five years, the goal is \$50 million,” he says.

While growth remains a priority, the mission remains unchanged: create an exceptional experience for clients, become an indispensable partner for Realtors, and continue building a team that people are proud to be part of. At its core, The Torcia Agency is about more than insurance. It’s about relationships, trust, and helping people navigate important moments with confidence.

And for Kevin Torcia, that mission continues to drive everything they do. ▀



CONTACT US!

Ready to partner with a team that brings clarity, confidence, and care to every transaction? Connect with Kevin Torcia and the team at (757) 425-1566 or teamtorcia@goosehead.com to learn how his team can support your clients and keep every deal moving forward.





ELIZABETH “BETH”

BALDWIN

BY GEORGE PAUL THOMAS
PHOTOS BY PHILIP ANDREWS

A Career That Grew from Life Itself

“I had no intention of making real estate my career,” Beth Baldwin admits with a smile. Yet more than two decades later, what began as a practical shift toward family life has evolved into something far more enduring. Her story is not one of a carefully plotted path, but of a steady unfolding, shaped by relationships, consistency, and a genuine care for the people she serves.

Rooted in Quiet Strength
Beth’s journey began in Goochland, Virginia, where she was raised with a strong sense of responsibility and a naturally reserved personality. While she is

known today as confident and approachable, that confidence was built over time. Early on, she was more comfortable observing than speaking, but her education at Randolph-Macon College and early career in Human Resources began to shift that. Working with companies like Scott & Stringfellow and SUPERVALU, she stepped into leadership roles, led trainings, and learned to communicate with confidence. What once felt uncomfortable became second nature through consistency and resilience.

At home, raising a family shaped her in equally meaningful ways, teaching

patience, empathy, and balance. These combined experiences would later define how she connects with clients.

In 2003, Beth made a pivotal shift into real estate, seeking more flexibility for her family. What began as a part-time administrative role quickly evolved. Within weeks, she had her first buyer under contract, revealing a natural ability to connect, guide, and serve. That unexpected start became a lasting calling.

A Business Built on Relationships
Over the past 22 years, Beth has built a business that

reflects her personality and values. Her approach is rooted in attention, consistency, and what she describes as “Unreasonable Hospitality.” For her, that means going beyond the expected, offering not just guidance, but presence. Clients know she is in their corner, not only during a transaction, but long after it is complete.

Her work is largely referral-based, a reflection of the trust she has cultivated over time. She is known for telling the truth about the market, even when it is not what someone

hopes to hear. That honesty, paired with thoughtful guidance, has created lasting relationships. It is not uncommon for her to stay in touch with clients through lunches, events, and simple check-ins. Over the years, those connections have come full circle, as she now helps the children of past clients find homes of their own.

Professionally, Beth serves as an Associate Broker and leads a small, close-knit team. Alongside her is her Director of Sales, Sarah Strobel, who manages operations, marketing, and transactions, and buyer agent, Laura Klein, whom Beth mentors with intention. While she operates primarily as a solo agent, her team adds strength and support to her business without losing its personal touch.

Her numbers reflect consistency and growth, with over \$20 million in sales volume across 51 transactions last year and a projected \$25 million this year. She has been recognized as a Five Star Professional for 12 consecutive years, earned Virginia Living All-Stars honors in 2023 and 2024, and has remained a top-producing agent at Virginia Capital Realty for the past eight years. Yet for Beth, those milestones are simply byproducts of doing the work the right way.

Life Beyond the Business
Outside of real estate, Beth’s world is centered on family and connection. She has been married to her husband, Clyde, for 33 years, and together they have raised two children, Sarah and Cole, both now



married and building lives of their own. Their family has grown in both size and closeness, creating a rhythm of shared experiences and traditions.

She finds joy in the simple things that bring people together. Line

dancing, beach vacations, boutique shopping, and wine tasting all play a part in her life outside of work. Daily walks and exploring new restaurants offer moments of pause in an otherwise busy schedule. At home, their Rhodesian Ridgeback, Trubie, adds energy and personality to the household.

Though she lives somewhat outside the main areas where she works, often commuting 45 minutes to serve her clients, she values the balance her location provides. It is a reminder that home is not just where you work, but where you feel most grounded.



Proud to work alongside my daughter, Sarah Strobel, our Director of Sales



Real estate requires discipline, structure, and a willingness to do the work consistently. Building a strong system, seeking mentorship, and managing finances wisely are essential. There are no shortcuts, only steady effort. 📌



Beth also stays connected to her community through charitable efforts, supporting animal shelters, youth associations, and causes that matter to her clients. Giving back, for her, is a natural extension of the relationships she builds.

A Steady Perspective on Success

Looking ahead, Beth's goals remain both personal and professional. She hopes to travel more, with Ireland at the top of her list, and to continue growing her business in a way that feels sustainable and aligned with her values. There is no rush to redefine what already works. Instead, her focus is

on refining, improving, and staying consistent.

Rooted in the wisdom of Dr. Tina Seelig, who noted that "Fortune favors a prepared mind," her professional philosophy is both straightforward and unwavering. This guiding principle profoundly influences her approach to leadership, communication, and client service. For her, implementing structure, honesty, and clarity goes beyond mere business strategy; these attributes truly mirror her core identity.

For those entering the industry, her advice is grounded in experience.



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Brandon Allen

BY LAUREN REESE
PHOTOS BY PHILIP ANDREWS

A REPUTATION THAT SPEAKS FOR ITSELF

At just a few years into his real estate career, Brandon Allen has already built something many agents spend decades chasing: trust, momentum, and a reputation people remember.

Born and raised in Midlothian, Virginia, Brandon has always carried the energy of someone who genuinely enjoys people. Outgoing, confident, and naturally magnetic, he is the kind of person who can walk into a room and instantly make others feel comfortable. That personality, combined with a relentless work ethic and a calm, solution-oriented mindset, has quickly positioned him as one of the Richmond area's rising real estate professionals.

But Brandon's story is not about overnight success. It is about consistency, relationships, and building a career rooted in trust.

Finding Purpose Through Homeownership

Before real estate, Brandon worked at Alloy Wheel Repair Specialists RVA, learning the value of hard work, discipline, and showing up every day ready to perform. At the time, he

did not necessarily envision himself becoming a Realtor. That changed when he purchased his first home.

"The buying and selling process completely fascinated me," Brandon recalls. "I realized how impactful homeownership really is, and I wanted to help other people experience that."

What started as curiosity quickly became conviction. In September 2021, Brandon officially launched his real estate career, stepping into an industry that immediately felt aligned with his personality and long-term vision.

From the beginning, he understood that real estate was about far more than houses. It was about guiding people through life-changing decisions with honesty, clarity, and confidence.

"Buying or selling a home is one of the biggest moments in someone's life," he says. "I take that responsibility seriously."

A Fast Rise Built on Hustle

Like many successful agents, Brandon's early days in real estate required persistence and patience.



I AM NOT HERE TO JUST COMPLETE TRANSACTIONS. I AM HERE TO GUIDE THEM, EDUCATE THEM, AND HELP THEM MAKE THE BEST DECISION POSSIBLE."





He focused on learning the business, staying consistent, and building genuine relationships throughout the Richmond community.

He also credits one person in particular for helping shape his growth: mentor James Nay.

“Having someone like James to learn from has been huge for me,” Brandon says. “Watching how he approaches people, business, and leadership pushed me to elevate my own standards.”

That mentorship, paired with Brandon’s own drive, produced results quickly. In 2025, he closed

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57 transactions totaling more than \$23 million in volume. Along the way, he earned recognition as Rookie of the Year in 2022, Richmond Preferred Realtors recognition through Richmond Magazine in 2023, and Elite Agent status at Real Broker in 2025.

Yet despite the production and accolades, Brandon



remains grounded in what matters most to him: people.

“I want clients to know they have someone in their corner,” he explains. “I am not here to just complete transactions. I am here to guide them, educate them, and help them make the best decision possible.”

That philosophy shapes every part of his business. Brandon is known for his responsiveness, strategic thinking, and ability to stay calm under pressure. He prides himself on strong communication and making sure clients



always understand what is happening throughout the process.

“I treat every deal like it is my own,” he says. “That level of care matters.”

Life Beyond Real Estate

While Brandon’s career continues to grow rapidly, his greatest joy today has nothing to do with production numbers.

In April 2026, Brandon and his wife, Samantha, welcomed their daughter, Estie Rose Allen, into the world on Easter Sunday. Becoming a father has shifted his perspective in the best possible way.

“It is hard to even put into words,” he says with a smile. “Everything feels different now. Better.”

Family has become the center of his world. Whether it is spending quiet nights at home, enjoying lake days, taking trips to the beach, or watching movies together, Brandon treasures the moments away from work just as much as the busy days inside it.

Their home would not be complete without Kash and Koda, the couple’s two German Shepherds, who bring equal parts energy and loyalty to the household.

Outside of family life, Brandon enjoys golfing with friends, watching sports, and continuing to challenge himself personally. One of his long-term goals is to become a scratch golfer, something he talks about with the same competitive determination he brings into business.

If real estate had not found him, Brandon believes he likely would have pursued something in the medical field, another career centered around helping people through important moments in their lives.

That desire to serve extends into his community involvement as well. Brandon actively supports organizations, including Crater Community Hospice and Ask Gala, believing strongly in giving back to the community that continues to support him.

Looking Ahead

For Brandon, the future is about more than just growth in sales volume. It is about building something lasting.

Professionally, he hopes to continue expanding his



business while maintaining the same people-first approach that got him here in the first place. Personally, he wants to build a strong life for his family, grow a portfolio of rental properties, and continue creating freedom through real estate.

His mindset is reflected in the quote that continues to guide him:

“Good, better, best. Never let it rest. ‘Til your good is better and your better is best.”

It is simple, direct, and consistent. Much like Brandon himself.

When asked what advice he would give to aspiring top producers, he answers without hesitation.

“Just go out there and hustle,” he says. “Every day is a new opportunity. Stay true to yourself, stay kind, and keep showing up. The results will follow.”

For Brandon Allen, success is not about being the loudest person in the room. It is about being the one people can count on when it matters most. ▀

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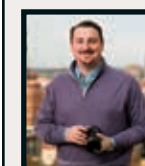
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Individual Closed Data as reported by MLS from Jan. 1 to Jul. 31, 2026

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
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Disclaimer: Information based on MLS closed data as of Aug 5, 2026, for residential sales from January 1, 2026, to July 31, 2026, in Greater Richmond, Virginia, by agents licensed in our service area, which includes Hanover, New Kent, Henrico, Charles City, Chesterfield, Powhatan, Goochland, and King William Counties. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

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