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Person of Interest: **Gretchen Fitzsimmons**

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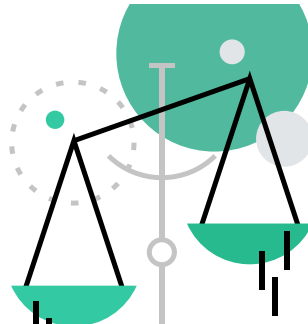
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Matt Polisenio
Publisher
I'm thankful for modern razors.



Megan Menke
Editor
I'm thankful for coffee, memes, Bravo, good friends, my beautiful daughter and my hubby!



Jodi Perry
Community Manager
It's not where you are in life, it's who you have by your side that matters! I'm extremely grateful for my family!



Kristen Staback
Brand Ambassador
I'm thankful to be able to live my life every single day.



Emily Daniel
Brand Ambassador
I'm thankful for running, wine, naps, travel, hockey, reading and most importantly leggings.



Adam Sanner
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► publisher's note



com·mu·ni·ty
ka'myōōnadē/
noun: community

1. a group of people living in the same place or having a particular characteristic in common. “Nashville’s real estate community”
2. the people of a district or country considered collectively, especially in the context of social values and responsibilities; society. “preparing individuals for a successful life in the community”
3. a feeling of fellowship with others, as a result of sharing common attitudes, interests, and goals. “the sense of community that Nashville real estate can provide”

Welcome to the Nashville Real Producers community. It is my honor to serve by bringing educational and inspirational excitement to you, your teams, and your brokerages here in our

monthly magazine. We look forward to highlighting your accomplishments, encouraging your dreams, and delivering to you the recognition for your continued excellence in serving the many clients to you work with on the daily basis.

Our goal is to create platforms to connect and forums to communicate within the top producing realtor community in Middle Tennessee. In the months and years to come, I hope to get to know each and every one of you on a personal level, to see you at our events, provide online tools to help grow your business, and to learn how to best serve you moving forward. Welcome to the one place in Nashville where we have nothing to sell you. Welcome to Nashville Real Producers!

If you are interested in contributing or nominating realtors for certain stories, know of a vendor who should be part of our program, or just want to get to know each other better, please email me directly below. I look forward to hearing from you.

Matt Polisenio
Founder of *Nashville Real Producers*



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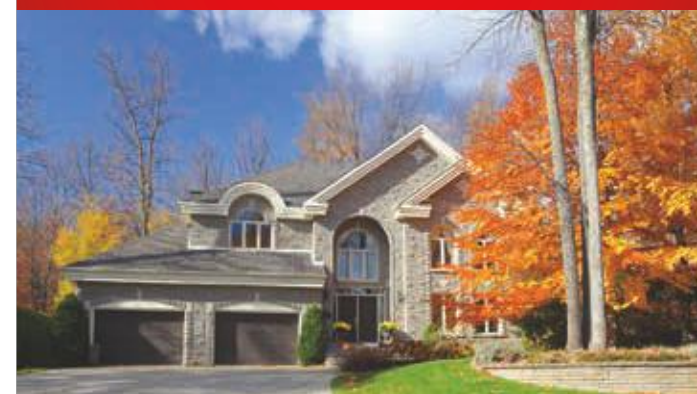


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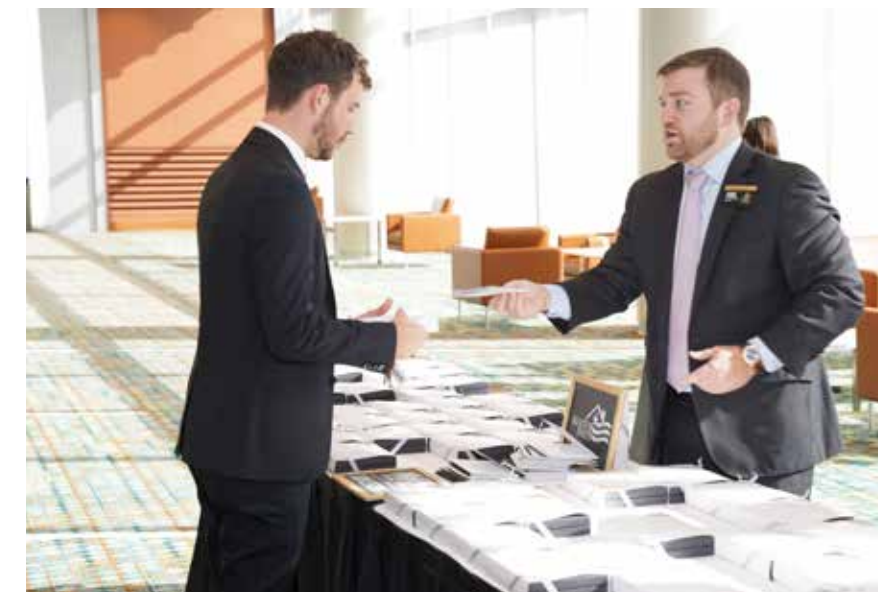
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►► association news

Greater Nashville REALTORS® hosts several membership meetings a year. These meetings are the perfect opportunity to network with fellow REALTORS®, hear up-to-date news and information from industry experts and earn the famous awards points! At these meetings, new members are welcomed, educational achievements recognized and association business, such as voting on by-laws, is conducted. Topics and speakers range from the installation of incoming association officers and directors to a panel of the area's mayors discussing regional topics. Events are open to all licensed real estate agents and provide REALTORS® with tools to maximize their businesses.

Join us on December 4 at 11:30 at the Music City Center.



2020 WCAR Board of Directors Installation & Celebration



Please join us for a night to Celebrate as we install our 2020 Board of Directors. The evening will include the installation of the new Board of Directors, entertainment, heavy appetizers, desserts, drinks and a champagne toast to the new Board.

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Thu, November 21, 2019
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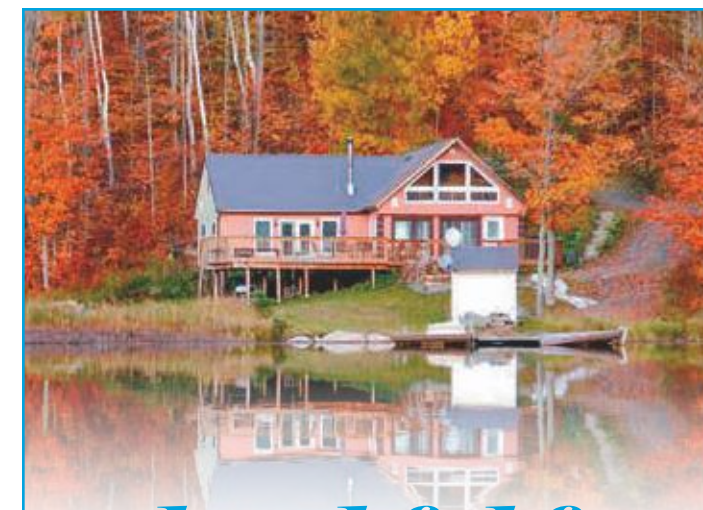
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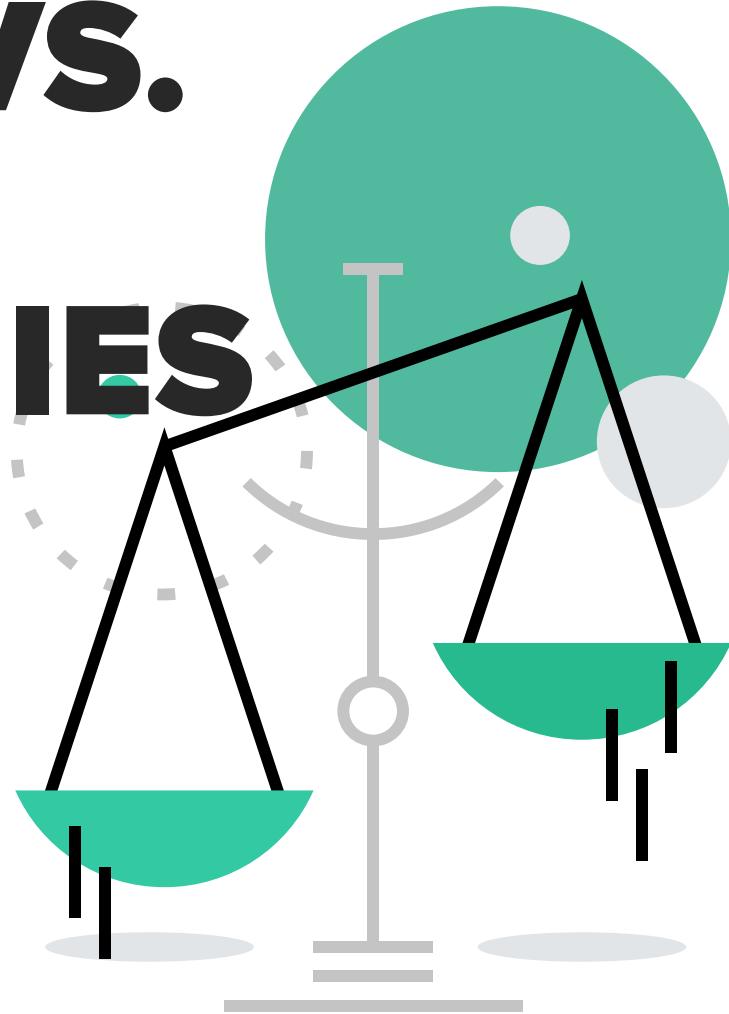
What Every Investor Should Know About

PUBLIC VS. PRIVATE COMPANIES

▶▶ investor insights

By Alan Hardee, JD, MBA, CFP

Every day we hear in the news about how the stock market is doing. We hear things like, “the market was up 172 points today”, and “the market hit 27,000 for the first time today.” What are they really talking about? They’re talking about the Dow Jones Industrial Average, which is an index that only reflects the stock prices of the 30 largest U.S. companies ... huge companies like Exxon, Verizon, IBM, Walmart, and Apple. To learn why this is so important, take 60 seconds to read the rest of this.



We also hear a lot about how the S&P 500 is performing, which is a better reflection of how the stock market is doing since it’s an index comprised of the 500 largest U.S. companies, not just the top 30.

Taking it a bit further, there are only about 3,700 U.S. companies that are publicly traded on the New York Stock Exchange or the NASDAQ. That means that regardless of whether you’re a do-it-yourself investor or have an investment account with a broker, you have about 3,700 U.S. stocks to choose from when you invest in the stock market

and there are tens of millions of investors chasing those same stocks. Most stock mutual funds, including those in 401k plans, are investing primarily in these 3,700 companies. So, to put all of that into perspective, the Dow Jones represents less than 1% of all U.S. stocks that are publicly traded and the S&P 500 represents less than 15% of these publicly traded companies.

Now, let me share a few numbers that will likely shock you. Those 3,700 publicly traded companies represent less than 2% of all U.S. companies

that have \$10 million or more in annual revenues. That’s not a typo. The other 98%, over 200,000 companies, are private companies whose stock is NOT publicly traded, meaning that you can’t invest in any of them through your 401k or brokerage account unless you work with a firm like ours who has access to the private investment markets. Many of these private companies are very large, as **87% of U.S. companies with 500 or more employees are private companies.**

While most investors have portfolios that are limited to investments in the 2%, the public companies, investors who have discovered private equity, i.e., investing in private companies, have transitioned from the children’s menu of investing to the adult menu. Finding attractive investment opportunities in a universe of 200,000+ private companies is much more appealing to us than settling for non-negotiated stock purchases in a universe of only 3,700 publicly traded companies. And when you consider that private equity has outperformed the public stock market for the last three decades, you can understand why many successful individual and institutional investors tend to make private equity a significant part of their investment portfolio.

Why have investments in private equity had a tendency for decades to outperform public companies? One simple reason is that when you have tens of millions of investors chasing only 3,700 public stocks, it’s much more difficult to find that great stock purchase opportunity that hasn’t already been discovered. With private equity, on the other hand, you have a relatively small group of private equity firms picking and choosing from a much larger universe of private companies. Investments in private companies are almost always negotiated and there are plenty of private companies out there who are waiting in line for a private equity firm to buy some or all of the equity in their company. It’s

nice to be in the buyer’s shoes when there are a large number of sellers looking for a deal.

Helping qualified investors integrate private equity investments into their portfolio is what we’re known for at Brookwood Wealth.

Alan is the Founding Principal of Brookwood Wealth Management in Brentwood, TN.

Sources for data: Bloomberg, Investment Company Institute, National Center for the Middle Market.



**L. Alan Hardee,
JD, MBA, CLU®, CFP®**

To schedule a confidential consultation at our Brentwood office, Alan can be reached at (615)513-6605 or alan@brookwoodwealth.com

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MIKE NICHOLS

with Benchmark Realty



Thirty-two years ago, Mike Nichols life changed when real estate was introduced into his life.

Prior to entering into the real estate industry, Mike was raised in a military family and lived in various countries all over the world. He had the opportunity to explore new cultures and build friendships that have lasted a lifetime. Throughout high school, he played sports and was involved in music and received a music scholarship to a junior college. After junior college, he moved to Nashville and graduated in 1984 from Belmont University with a Bachelor's Degree in Business Administration. While in college, Mike interned at MCA Records and the William Morris Agency. Upon graduation, he landed a job working at MTM Records where he oversaw video production and promotion at the label. When the record label started cutting back on their staff overhead in 1987, one of his friends recommended he get into real estate and that there was a national builder that was hiring for their introduction into the Nashville market.

GemCraft Homes, the 8th largest builder in the country from Houston, Texas, came to Nashville in the late 1980s. Mike applied for a position there and went through a formal inter-

view process, psychological profiling and then received an offer as an onsite sales professional. After obtaining his license, they flew Mike out to Houston for additional training at the corporate headquarters before starting his onsite sales position in Nashville.

After a few years in the business, Mike joined MI Homes, a Columbus, Ohio firm, to sell new construction homes in the Nashville market. In 1991, after obtaining his broker license, Mike started Mike Nichols Realty. After five years of having his own company, he was approached to become the principal broker for ERA Woodmont Realty. After many years at Woodmont and through their transition becoming Prudential Woodmont Realty, Mike left to join Richard Courtney in the Fridrich and Clark Music Row office.

Having been involved with the Greater Nashville REALTORS® for many years and participating in their first Leadership Class, Mike became the President of the Greater Nashville REALTORS® in 2009 and also accepted the position as the Principal Broker of the Zeitlin InTown office in the Gulch.

In 2012, Mike met Phillip Cantrell, the owner of Benchmark Realty. Phillip was looking to open a new Benchmark Realty office in Nashville. At the time,

Benchmark was not quite ready yet but was engaged in a preliminary search for a principal broker to head up the new office. In 2013, the Benchmark Realty Midtown office was opened with Mike Nichols as principal broker. The office has now grown to over 200 agents in his one office, with over 1,200 in the company. In 2018 the Benchmark Realty Midtown office closed over 1800 transactions with over \$625 million dollars in sales volume making it one of the top individual real estate offices in Middle Tennessee.

Mike is incredibly passionate about growing the office and helping his agents become the best that they can be. "One of the most rewarding parts of this business is seeing the office grow to become one of the most productive offices in Middle Tennessee in just six years." His favorite part about being a broker is helping his agents work their way through a difficult or challenging transaction. "I enjoy helping the agents navigate the transaction when they run into problem situations. I love helping guide the process through a problem to a successful conclusion." Mike wants to be remembered for being responsive, fair and honest. "When an agent calls, I answer. If I miss their call, I call them right back." At Benchmark Realty, they are all about policy, procedure, helping keep agents out of trouble, and setting the standard (or benchmark). When he worked for the different builder companies, they were all about paperwork and details.

For fun, Mike likes to spend his time on the lake or traveling. His 15-year-old daughter attends Hillsboro High School and participates in Hillsboro High School Marching Burros Band where Mike is a proud corporate sponsor. He loves BBQ and recently became a certified judge for the World Championship BBQ Festival at Memphis in May.

When asked what is some advice that he would give to an up and coming top producer, Mike said, "Answer your phone. Have good systems in place to grow your business. Have a plan. Get up early. Go to the office. Try to live a balanced life." Some advice he would give to someone who wants to become a broker and open an office would be, "make sure that you are surrounded by great support staff and hire agents that are ethical and professional. If you find out that you hired a bad agent, terminate them quickly. Understand all aspects of the transactions."

"I am so proud of ALL the agents in Nashville that do it the right way! Keep it up! You make our industry stronger and you make Nashville a better place to live!" – Mike Nichols

John Bell

with Bell Law Settlement Services

Briefly describe exactly what your company does/the services it provides.

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How and why did you decide on this particular industry?

I am a native Nashvillian (not many of us left), graduated from Nashville School of Law, and in

the real estate industry because of the desire to serve the clients from my home town and build a team that can provide for their families. This industry gives us a “vehiele” that increases our giving to the organizations we support.

What sets your business apart from similar ones? (Do you have a particular motto, creed or basic principle that drives your business?)

We enjoy solving problems for our REALTOR® referral partners. Our

first line is communication, communication with our referral partners of course, but also all the players in the transaction. This way we can eliminate errors consistently. We have the most robust closing technology in the industry and are one of the only companies in town doing online remote closings. Our goal is to offer a white-glove concierge service to our referral partners and their clients.

Doing the right thing is integral to our culture. We do business with the

referral partners that we LOVE to allow us to ENJOY pouring massive value into them. We believe success is the bi-product of our ability to identify with needs. Our motto is “Closing with a Cause”, which allows us to give back to the local Military Veteran community. We lead with our purpose which is, serving the underserved.

What do you most want the top producing REALTORS® to know about your business?

We want them to know that we are

going to love them and cater to their needs by focusing on building THEIR business. Our firm is attorney owned so we can meet all real estate legal needs of our partners. We offer a white-glove concierge full-service representation. We want you to be able to say, “I have an attorney” and know you are protected by years of experience and practice.



What do you find most fulfilling about your work?

Watching our REALTOR® partners grow and flourish by allowing us to leverage our network for resources and opportunities. When we can introduce and facilitate relationships that take our partners to the next level of healthy success. Using our experience and skills to guide like-minded business people in the right direction of exponential improvement.

What significant changes have you seen take place in your profession through the years?

Technology in real estate is changing the landscape of the industry. Lead generation, marketing, and software assistance are allowing us to locate, communicate, and manage our potential clients. We are proud to be one of the first title companies to attack the RON (remote online notarization) process and utilize Qualia, a high-tech closing platform. Bell Law Settlement Services is proud to be two steps ahead of the trends.

Tell us about your family and what you all enjoy doing together.

I have three amazing sons, two beautiful and gifted daughters- in -law and two grandsons I attend Crosspoint Church and love to be involved in the local community. My sons and are active in coaching inner-city youth in the East Nashville Athletics Association.

When you aren’t working, what’s your favorite way to spend time?

I live in downtown Nashville and enjoy the vibrancy of living in such a dynamic city. I attend Titan and Predator games and enjoy all of the musical offerings this city delivers. I enjoy networking with other industry professionals and attending social events to expand my connections and outreach to new relationships. Being around people that enjoy our southern hospitality is the easiest way for me to remember that I am from one of the greatest cities in the nation. I am also active in Big Brothers Big Sisters and on the board of the ALIAS Chamber Ensemble, an amazingly talented chamber featuring many of the Nashville Symphony’s most talented artists.

How would you define success?

My ultimate definition of success is healthy fulfillment in my personal and professional life. Knowing that I am creating a legacy that can be respected and appreciated by everyone in the community. Feeding my passion with unselfish servanthood and using my platform to encourage others to do what they love and exceed their goals and self-expectations.

What do you want to be remembered for?

I want to be remembered for establishing a reputation for always doing the right thing. Building a business that other businesses can build on a solid foundation and that I used my expertise to coach and mentor other entrepreneurs to reach their goals and dreams.

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DAVID KOELLEIN

►► area expert

Written by **Emily Daniel**
Photos by **Adam Sanner**

One of the best things about a career in real estate is the multitude of ways to be successful. REALTOR® come from almost every background from teaching to the hospitality industry to police work. What defines success varies from one Realtor to the next. It's truly a career you can make your own for your own lifestyle.

David Koellein, Compass, showcases that as well as anyone. "When you run your own business, your business has to be a reflection of your own personality. You ask the question – Who am I, therefore what is my business," David shares. David's business mirrors his own personality and lifestyle. He knows what works well for him in life and translates it into a successful business. David is quick to tell you he's not interested in doing hundreds of transactions a year. His goal, and where he works best, is between 20–30 transactions. David has a wealth of career experience and a steady demeanor, both of which allow him to expertly help his clients navigate a complex real estate transaction.

David grew up in the greater Nashville area and received his undergraduate degree from David Lipscomb University. He knew he wanted to pursue a graduate degree, and, at the urging of one of his professors, applied to Harvard University. David graduated with a master's degree in urban planning from Harvard's Graduate School of Design. "I got in a little unexpectedly, and it really seemed like something one shouldn't turn down," offers David. His time there was very difficult and a lot of hard work, but he finished with an incredible education that prepared him for his career and life. "You couldn't pay enough



money to repeat the experience. You also couldn't pay me enough to take it away," shares David.

After Harvard, David returned to Nashville and took a job with the Metropolitan Housing and Development Agency (MDHA) in their strategic planning office. "I really loved that job. It allowed me to work with many people in the industry, and we really laid the groundwork for what Nashville would become during that time," says David. His next career move led him to work with Giarratana Development for a few years, before becoming a professor and department chair at O'More College. A combination of his career experience and education, perfectly positioned David to obtain his real estate license in 2014.

David had some friends in the real estate industry and decided it was a good next move for him. He doesn't believe in having a master plan for his life. "Life is much too unpredictable to have it all planned out. You do the thing that's in front of you to do and when it feels right to pivot, you pivot. I'm grateful to have been trained with the capacity to know how to pivot," offers David.

When he's not working with clients, David enjoys traveling, especially internationally, and experiencing the world. He's passionate about giving back to the community. And he enjoys time with his friends and family and those closest to him. If you ask him his ideal downtime, it includes a nice meal, a book, and a Sazerac.

“

I'M GRATEFUL
TO HAVE BEEN
TRAINED WITH THE
CAPACITY TO KNOW
HOW TO PIVOT.



Gretchen Fitzsimmons

person of interest

Written by **Megan Menke**
Photos By **Adam Sanner**



Connecting through the *Kitchen*

Gretchen Fitzsimmons, REALTOR® with The Ashton Real Estate Group at RE/MAX Advantage, has always loved cooking. It started as a child, her Dad was a big cook and she has memories of those times with him. Gretchen has two children, Kendal (16) and Luke (18), with her husband of 23 years, Terry. When her children were younger she was a stay at home Mom but wanted to pick up a small side job. She started working for Johnny Haffner Catering. “He is a talented chef and I learned a lot during that time working for Johnny, I have so much respect for him, I just love his cooking!”

In 2012 Gretchen started working for a contract to close company that her good friend owned, she got her Real Estate license and then became a REALTOR® shortly after. In 2015 she started with The Ashton Group at RE/MAX Advantage. “My first week I went to the office and brought food for everyone.” Four years later, you can always count on Gretchen to show up with something yummy and likes to try out different recipes on the office staff. She is known for her famous Carmelitas, a salted caramel bite that will satisfy any sweet tooth. Some of her other favorites are maple bacon and a spicy chicken alfredo pizza with fresh spinach.

Shortly after starting her Real Estate career, she realized when clients would be in the car with her they would need snacks. She realized a homemade snack would be even better. When a client came

into town with teenagers she decided to bring the family carmelitas as a snack. She said it made the teenagers very happy and helped the parents focus on house hunting. Gretchen realized it would also be a good way to stay in touch with past clients. “I want to be strategic so I take food to the offices of my past clients. I show up right before lunch with appetizers. It is a great way to get referrals from past clients, and it’s a great way for me to stay in touch.”

Gretchen hosts quarterly dinners at her house, “Dinner at Midtown” where she invites over 10 friends and everyone helps prepare the dinner. Most recently she had everyone bring their kids and got them involved as well. She also hosts a yearly Ugly Sweater Party. Gretchen enjoys cooking for her church and has hosted an omelet bar for the staff, helped with the men’s breakfast, and cooked for the youth at camp. You can tell when talking to Gretchen she has such a passion for using her love of cooking to connect with those around her, even her children. “As my kids have got older, we have a monthly date night each month, where we have one-on-one time together. Sometimes we go to cooking classes at Whole Food or Sur La Table. It was important to me to have intentional time with each of them.”

Gretchen is on track to do close to \$14 million this year and closed \$10.9 million last year. “I love my broker, Debra Beagle, she is a great leader and teacher, she always sets us up for success.” Gretchen loves the podcast, *Start With A Win*, hosted by RE/MAX Chief Executive Officer, Adam Contos. There are many contributing factors to her success but I think it is safe to say that Gretchen has mastered the art of client care by using a tool she loves to connect with her clients.



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Thanksgiving

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Richard Bryan

» cover story

Written by Emily Daniel
Photos by Adam Sanner

Love, Compassion & Kindness

Richard Bryan, Fridrich & Clark Realty, has been serving clients in the greater Nashville area for 30 years. He's a legend in real estate circles for his ability to consistently close over 100 transactions a year with the help of only a few

assistants. His name and stellar reputation are well known by homeowners and the industry. Richard has earned multiple designations, awards, and accolades through the years, including being named one of the top REALTORS® by Greater Nashville REALTORS® every year with the diamond award.

Ask Richard what the secret to his success is and most likely he'll tell you he's not exactly sure. Richard isn't one for complicated systems or the newest technology available. He is a proponent of good, old-fashioned hard work. He works six days a week and often 60+ hours per week. "It's a lot of work," shares Richard. "But I really enjoy what I do, especially getting to work with my clients, many of them have done multiple transactions with me through the years."

A large part of Richard's business is referral and repeat business based, but he does still do some advertising. "I still do some print advertising, clients at some price points want to see their house advertised this way," offers Richard. He also holds an open house almost every single weekend. Public open houses have been a cornerstone of Richard's business and brought him many lifelong clients. "Open houses have been a key part of my business, I find them very beneficial to meeting new potential clients," says Richard. In some cases, Richard can trace multiple deals back to a single interaction at an open house.

Richard's hard work mentality keeps him near the top of the standings every month. He attributes some of his success to growing up in Nashville and his long career in real estate. "I have a unique perspective on the city because I've lived and worked here for so

...

...

long. I've seen so much growth and gotten to watch the city grow first hand," shares Richard.

Offering advice to newer agents in the business, Richard says, "Make sure this is an industry you really love. Not just selling houses, but make sure you really like people – your clients and find an office where you like other people." Richard is quick to point out how much time and commitment a successful career in real estate requires, but says the people make the work worth it for him.

His peers in the industry look at Richard with respect and awe. Christie Wilson, owner of The Wilson Group, is one of Richard's friends and marvels at his success, but she's not surprised by it. "When I was selling more and managing less, Richard and I would often call each other to see who had driven the most miles on a Saturday," reflects Christie. "Richard treats everyone the same. It can be a multimillion-dollar home in Belle Meade or a piece of property an hour outside of the city, and Richard will work just as hard for both homeowners."

Work ethic, commitment to delivering the best service to his clients and longevity in his career are just a few of the reasons for Richard Bryan's continued success in real estate. But the real secret



“

It can be a multimillion-dollar home in Belle Meade or a piece of property an hour outside of the city, and Richard will work just as hard for both homeowners.

is the way he cares for and respects all people.

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DAVE BROWN

►► coach's corner

Dave Brown is a Founding Partner, keynote speaker and executive coach with Southwestern Consulting, which is a multi-million dollar international consulting firm. In addition to being one of the all-time sales record holders for the 160-year-old direct selling company, The Southwestern Company, he is a record-breaker in most every game he plays.

Dave was a 9-time State Champion, a 2-time National Champion, Texas Athlete of the Year and an All-American volleyball player.

Through his experiences, Dave has learned how to help others develop a desire for competition and the ability to persist and persevere to propel themselves to higher levels of performance.

Dave also specializes in showing sales teams the secrets of making prospecting easier and more effective. As the author of the audio book Painless Prospecting and creator of the powerful video series “42 Days to Prospecting Power,” Dave lives what he speaks. Dave has knocked on over 50,000 cold doors and has made over 100,000 busi-

ness-to-business cold calls over the last 10 years in his sales career.

He will show your audience how to have the persistence and drive needed to take their sales to a higher level. More than a motivational speaker, he couples mindset change with techniques that attendees can implement immediately to make prospecting more fun, efficient and effective.

Keynotes /Programs on Painless Prospecting

Uncover the secrets of making prospecting fun and effective! Learn how to overcome call reluctance, reach top decision makers and get returned phone calls...all in 60 minutes.

To book a complimentary sales training event for your team, contact Dave at dbrown@southwesternconsulting.com



Weekly Insight and Tips For Top Producers

PROSPECTING POWER THE 3D NAME

Welcome to article #1 of your 42 Articles to Prospecting Power! I love that you are investing in yourself by reading and applying these techniques in your business!

Today we're going to talk about the 3-Dimensional Name (3D Name).

Have you ever been working with somebody and you just can't seem to connect with them? Or you're trying to get through to a prospect because you know you have your amazing and incredible product or service that is going to help them so much, but they never call you back? You ever been there? It hurts doesn't it?

The 3-Dimensional Name technique helps you connect with everyone you speak with quickly and effectively. And will also make the voicemails you leave for people so much more powerful. Here we go!

A 3D name is a name with 3 components/ dimensions to it.

1. The person's name
2. A fact about that person
3. A true story about that person and you (i.e. why this person ended up working with you)

Example:

You're on the phone, you're prospecting and talking to somebody about what you do and how it can help them, but you're just not connecting. Your piece of the conversation would sound like this: “Hey Tom, about two weeks ago I was working with Jon Adams, maybe you know Jon, he works at Gold Bank down the street? Well, Jon said what he loved about me was the fact that I went the extra mile for him. He said he loved that I did whatever it takes to get him what he needed. And if you'd have me Tom that's the caliber of service I'd provide for you, just like I do for Jon.”

Did you catch those three things? His name (Jon), a fact (he works at Gold Bank) and a story (what he loved about working with me).

Sometimes in sales, we use names incorrectly and it comes across as name dropping which sounds and looks tacky. The 3D Name gives you accelerated credibility to set up an appointment with that person you are prospecting. How excited are you to try this?!

Let me leave you with a quote, let's call it your Prospecting Golden Nugget. “Prospecting failure occurs when we sacrifice what we want most for what we want now.”

So, let's go out and make some phone calls or knock on those doors and use as many 3-dimensional names as you can, great results to follow!

Southwestern Consulting Coaching

PROGRAM TESTIMONIALS

Dave is the prospecting pro. I greatly benefited from the insights that he shared in his 42 Days to Prospecting Power. Recommend without reservation Dave's coaching program to other sales and service professionals.

Jack Eyer
Relax, It's Handled

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Branch Manager
NMLS ID# 188233
615.921.2008



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TEAM PRICHARD CLIENT TESTIMONIAL

Jared and Kelley were always available to answer my questions and concerns. A solid team all the way to the finish line. Very knowledgeable and communicated all the layers of the process in purchasing our property. An absolute pleasure to work with.

- STEVEN S.



ANNA COOK

Branch Manager
NMLS ID# 957445 GA LIC# 43075
615.921.2019



teamcook@summitfunding.net • www.summitfunding.net/acook
174 SAUNDERSVILLE ROAD, SUITE 102 | HENDERSONVILLE, TN 37075

TEAM COOK CLIENT TESTIMONIAL

Anna's team was extremely responsive, even on a weekend -- getting back to me within under an hour with information critical to my client's decision process... they also got the transaction processed so quickly that we were able to close early which was hugely beneficial to my client and a win for all parties!

- TINA P

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TOP 300 STANDINGS

Teams and Individuals Closed Date From Jan. 1, 2018 - Sep. 30, 2019

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Bernie	Gallerani	117	\$42,366,182	249	\$74,359,956	366	\$116,726,138
2	Erin	Krueger	22	\$9,688,750	332	\$82,250,414	354	\$91,939,164
3	Gary	Ashton	222	\$75,435,836	15	\$7,084,896	237	\$82,520,733
4	Josh	Anderson	64	\$30,727,610	124	\$51,442,469	188	\$82,170,079
5	Steve	Fridrich	14	\$36,485,515	16	\$34,718,076	30	\$71,203,591
6	Mark	Deutschmann	102	\$53,892,326	13	\$11,737,762	115	\$65,630,088
7	Richard	Bryan	46	\$33,972,900	47	\$30,424,609	93	\$64,397,509
8	Jessica	Simpson	164	\$60,138,291	0	\$0	164	\$60,138,291
9	George	Weeks	117	\$37,553,672	74	\$20,700,593	191	\$58,254,265
10	Laura	Baugh	21	\$42,013,000	9	\$15,552,484	30	\$57,565,484
11	David	Huffaker	107	\$33,757,086	80	\$21,460,055	186	\$55,217,142
12	Lisa	Cahalan	66	\$51,221,500	3	\$1,684,450	69	\$52,905,950
13	Mary	Kocina	32	\$46,796,120	3	\$4,395,274	35	\$51,191,394
14	Glenda	Victory	103	\$25,807,794	85	\$22,887,742	188	\$48,695,536
15	Susan	Gregory	55	\$35,249,373	24	\$12,429,425	79	\$47,678,798
16	Rustin	Randall	12	\$3,689,900	157	\$41,394,634	169	\$45,084,534
17	Kitt	Pupel	98	\$39,065,809	12	\$4,343,363	110	\$43,409,172
18	Kyle	Felts	38	\$17,100,600	55	\$25,751,654	93	\$42,852,254
19	Dan	McEwen	49	\$30,936,103	12	\$8,872,049	61	\$39,808,152
20	Sheri	Smith	20	\$26,584,000	9	\$13,203,000	29	\$39,787,000
21	Donnel	Milam	21	\$11,359,900	59	\$27,438,917	80	\$38,798,817
22	Grantland (Grant)	Hammond	80	\$32,820,014	10	\$5,284,600	90	\$38,104,614
23	Kelly	Dougherty	35	\$22,439,600	22	\$15,642,494	57	\$38,082,094
24	Allen	Huggins	28	\$21,003,850	25	\$16,934,654	52	\$37,938,504
25	Amanda	Bell	106	\$21,376,962	80	\$16,093,422	186	\$37,470,384
26	Ann	Hoke	82	\$24,463,274	44	\$12,677,433	126	\$37,140,707
27	Steve	Nash	74	\$15,541,750	106	\$21,514,097	180	\$37,055,847
28	Paula	Hinegardner	22	\$24,341,650	12	\$12,653,750	33	\$36,995,400
29	Alex	Helton	42	\$14,834,109	52	\$21,367,076	93	\$36,201,185
30	Tim	Thompson	27	\$18,259,051	13	\$17,853,900	40	\$36,112,952
31	Kayla	LeVan	106	\$22,159,102	64	\$13,457,025	170	\$35,616,128
32	Kyrstin	Frate	71	\$17,057,754	93	\$18,320,008	164	\$35,377,762
33	Ralph	Harvey	104	\$33,766,468	3	\$884,000	107	\$34,650,468
34	Laura	Stasko	110	\$27,434,059	29	\$6,585,645	139	\$34,019,704

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Jeramie	Taber	29	\$9,475,916	104	\$24,478,276	133	\$33,954,192
36	GWEN	DOWLAND	83	\$23,031,449	41	\$10,915,163	124	\$33,946,612
37	Richard	French	12	\$25,563,449	7	\$8,154,000	19	\$33,717,449
38	Beth	Molteni	11	\$17,455,000	13	\$16,243,629	23	\$33,698,629
39	Eddie	Cox	52	\$16,338,600	45	\$16,861,790	97	\$33,200,390
40	Debbie	Melvin	69	\$30,983,350	3	\$1,173,700	72	\$32,157,050
41	Brianna	Morant	48	\$16,996,900	34	\$14,620,671	82	\$31,617,571
42	Chad	Wohlers	35	\$18,429,100	21	\$12,898,900	56	\$31,328,000
43	Chuck	Payne	103	\$25,499,592	23	\$5,603,709	126	\$31,103,301
44	Tiffany	Fykes	47	\$17,573,750	32	\$13,196,259	79	\$30,770,009
45	Tim	Kyne	38	\$28,394,780	4	\$2,302,264	42	\$30,697,044
46	Robert	Drimmer	31	\$13,690,750	38	\$16,128,542	69	\$29,819,292
47	Heather	Eisenmann	56	\$12,782,054	80	\$16,926,899	136	\$29,708,953
48	Nina	Lampley	18	\$6,294,700	88	\$23,221,320	106	\$29,516,020
49	Shelly	Bearden	11	\$9,118,850	18	\$19,976,649	29	\$29,095,499
50	Tiffany	Klusacek	83	\$14,234,750	74	\$14,582,804	156	\$28,817,554

Disclaimer: Information is pulled directly from MLS. New construction or numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually. Nashville Real Producers does not alter or compile this data, nor claim responsibility for the stats reported to/by MLS.

TOP 300 STANDINGS

Teams and Individuals Closed Date From Jan. 1, 2018 - Sep. 30, 2019

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Lorraine	Mineo	26	\$21,046,297	8	\$7,422,488	34	\$28,468,785
52	Tommy	Davidson	61	\$17,586,831	39	\$10,665,511	100	\$28,252,342
53	Lindy	Gaughan	41	\$16,617,700	27	\$10,782,748	68	\$27,400,448
54	Susanne	Flynn	67	\$26,517,890	1	\$454,995	68	\$26,972,885
55	Starling	Davis	22	\$15,195,640	15	\$11,540,800	37	\$26,736,440
56	Bill	Henson	9	\$11,228,900	12	\$14,672,581	21	\$25,901,481
57	Michael	Griffis	74	\$17,343,168	37	\$8,355,585	111	\$25,698,753
58	AJ	Hastings	40	\$18,638,140	15	\$6,995,658	55	\$25,633,798
59	Amber	Stormberg	37	\$16,230,900	10	\$8,970,743	47	\$25,201,643
60	Christina	Reneski	42	\$18,352,550	15	\$6,844,968	57	\$25,197,518
61	Ciera	Netherton	51	\$10,867,926	75	\$14,106,788	126	\$24,974,714
62	Hagan	Stone	19	\$9,487,075	27	\$15,265,154	46	\$24,752,229
63	Alexander	Brandau IV	30	\$13,544,802	22	\$11,205,038	51	\$24,749,840
64	Amy	Mabry	58	\$19,622,160	18	\$4,609,500	76	\$24,231,660
65	Debra	Butts	60	\$15,343,945	41	\$8,649,393	101	\$23,993,338
66	Sara	Evers	14	\$5,817,050	43	\$18,112,692	57	\$23,929,742
67	Martin	Lovelace	21	\$11,882,790	16	\$11,951,650	37	\$23,834,440
68	Sonya	Sparkman	27	\$18,393,987	7	\$4,936,520	34	\$23,330,507
69	McClain	Franks	25	\$21,818,763	2	\$1,386,150	27	\$23,204,913
70	Tim	King	15	\$12,401,755	11	\$10,775,817	26	\$23,177,572
71	Chip	Kerr	23	\$14,440,400	12	\$8,715,765	35	\$23,156,165
72	Shauna	Brooks	16	\$15,973,200	11	\$7,102,800	27	\$23,076,000
73	Grace	Clayton	11	\$10,070,500	12	\$12,812,800	23	\$22,883,300
74	Brett	Jacobson	37	\$19,839,324	5	\$2,927,148	42	\$22,766,472
75	Jessi	Sgarlata	14	\$5,291,900	38	\$17,405,812	52	\$22,697,712
76	Chad	Hornick	12	\$14,006,321	7	\$8,623,801	19	\$22,630,122
77	Aaron	Armstrong	25	\$10,269,000	30	\$12,222,226	55	\$22,491,226
78	Missy	Chandler	81	\$20,084,484	12	\$2,325,450	92	\$22,409,934
79	Jaime	Wallace	74	\$17,464,766	25	\$4,854,900	99	\$22,319,666
80	Allen	Perry	27	\$11,539,100	23	\$10,382,930	50	\$21,922,030
81	Ivy	Arnold	22	\$15,386,084	8	\$6,455,000	29	\$21,841,084
82	Greg	Crockett	15	\$3,707,800	71	\$18,071,513	85	\$21,779,313
83	Clay	Kelton	28	\$9,870,418	24	\$11,775,234	52	\$21,645,652
84	Courtney	Mahy	43	\$19,074,100	5	\$2,339,500	48	\$21,413,600

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	WHIT	CLARK	6	\$5,172,094	8	\$16,129,711	14	\$21,301,805
86	Beth	Brown	21	\$7,175,750	37	\$14,016,046	58	\$21,191,796
87	Joni	Wilson	20	\$20,150,845	1	\$982,899	21	\$21,133,744
88	Darin	Cunningham	9	\$4,712,084	60	\$16,208,135	69	\$20,920,219
89	Jack	Miller	46	\$9,015,572	34	\$11,710,527	80	\$20,726,098
90	Maria	Holland	17	\$10,016,221	19	\$10,630,609	36	\$20,646,830
91	Lydia	Armistead	9	\$4,604,775	23	\$15,990,009	32	\$20,594,784
92	Lisa	Swint	24	\$10,786,000	20	\$9,675,394	44	\$20,461,394
93	MacKenzie	Strawn	29	\$12,772,086	16	\$7,681,400	45	\$20,453,486
94	Karen	Morgan	11	\$11,867,405	10	\$8,476,372	21	\$20,343,777
95	Tammy	Nauman	28	\$8,702,425	29	\$11,171,099	57	\$19,873,524
96	Damon	Smith	18	\$8,224,550	29	\$11,530,441	47	\$19,754,991
97	Jimmy	Jernigan	99	\$15,010,512	45	\$4,610,453	144	\$19,620,965
98	Nathan	Matwijec	9	\$6,029,950	23	\$13,480,400	32	\$19,510,350
99	Lisa Culp	Taylor	18	\$18,026,414	4	\$1,471,483	21	\$19,497,898
100	Derek	Huggett	19	\$8,138,350	29	\$11,222,170	48	\$19,360,520

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TOP 300 STANDINGS

Teams and Individuals Closed Date From Jan. 1, 2018 - Sep. 30, 2019

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Suzy	Mills	13	\$8,052,000	19	\$11,148,954	32	\$19,200,954
102	Ann	Buchanan	25	\$10,542,000	25	\$8,630,517	50	\$19,172,517
103	Casey	Zink	40	\$14,730,044	12	\$4,371,903	52	\$19,101,947
104	Allyson	Woosley	10	\$6,294,900	23	\$12,724,699	33	\$19,019,599
105	TAD	CRAIG	48	\$13,384,200	18	\$5,405,741	66	\$18,789,941
106	Justin	Tucker	33	\$10,567,900	25	\$8,091,800	58	\$18,659,700
107	Lisa	Peebles	5	\$4,694,000	11	\$13,869,125	16	\$18,563,125
108	Suzan	Hindman	6	\$5,071,600	15	\$13,451,520	21	\$18,523,120
109	Carl	Montgomery	27	\$9,204,752	29	\$9,294,177	56	\$18,498,929
110	MITCHELL	BOWMAN	50	\$18,050,758	1	\$249,900	51	\$18,300,658
111	Marla	Richardson	16	\$9,896,500	16	\$8,126,106	32	\$18,022,606
112	Mark	Perry	70	\$14,612,412	13	\$3,133,813	83	\$17,746,225
113	Corbi	Parker	10	\$8,155,320	13	\$9,501,067	23	\$17,656,387
114	Joseph	Goodman	42	\$13,200,850	13	\$4,434,075	55	\$17,634,925
115	Whitney	Musser	7	\$5,405,500	12	\$12,117,023	19	\$17,522,523
116	Stacey	Graves	12	\$10,253,900	5	\$7,251,283	17	\$17,505,183
117	Bud	George	26	\$7,853,900	27	\$9,606,425	53	\$17,460,325
118	Sherry	Bowman	29	\$8,871,623	28	\$8,546,196	57	\$17,417,819
119	Sydney	Hedrick	63	\$13,337,762	19	\$3,904,641	82	\$17,242,403
120	Glenn	Street	46	\$12,093,250	18	\$5,130,696	64	\$17,223,946
121	Ben	Jenkins	10	\$11,277,804	7	\$5,926,762	17	\$17,204,566
122	Allen	DeCuyper	23	\$10,126,975	11	\$7,059,806	34	\$17,186,781
123	Michelle	Patterson	35	\$10,132,799	24	\$7,034,841	58	\$17,167,640
124	Jon	Vaughn	63	\$15,797,350	5	\$1,322,650	68	\$17,120,000
125	Christie	Wilson	26	\$13,497,950	7	\$3,581,611	32	\$17,079,561
126	Jason	Crosslin	11	\$3,103,800	59	\$13,907,008	70	\$17,010,808
127	Steven	Justice	7	\$9,306,170	4	\$7,599,950	10	\$16,906,120
128	Frank	Miles	16	\$6,437,150	29	\$10,336,675	45	\$16,773,825
129	Travis	Chapman	19	\$13,478,933	4	\$3,252,828	23	\$16,731,761
130	Jennifer	Bickerstaff	25	\$13,360,619	10	\$3,323,655	35	\$16,684,274
131	Jamie	Hagan	29	\$13,545,746	7	\$3,108,042	36	\$16,653,788
132	Bruce	Jones	19	\$11,094,304	6	\$5,532,500	25	\$16,626,804
133	Valerie	Hunter-Kelly	58	\$9,301,742	41	\$7,305,850	99	\$16,607,592
134	Martin(Marty)	Warren	16	\$12,496,109	6	\$4,091,454	22	\$16,587,563

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Courtney	Yates (Team Yates)	35	\$9,975,050	21	\$6,521,441	56	\$16,496,491
136	Hannah	Dills	12	\$6,144,875	18	\$10,346,101	30	\$16,490,976
137	Trish	Woolwine	20	\$11,413,100	7	\$5,040,900	27	\$16,454,000
138	Wendy	Elmer	15	\$4,232,200	36	\$11,983,113	51	\$16,215,313
139	Dana	Griscom	5	\$2,615,875	14	\$13,582,675	19	\$16,198,550
140	Loy	Hardcastle	20	\$12,734,572	8	\$3,327,952	28	\$16,062,524
141	Michelle	Sampson	40	\$12,046,634	11	\$3,949,800	51	\$15,996,434
142	Kevin	Wilson	13	\$6,064,050	23	\$9,870,015	36	\$15,934,065
143	Hannah	Price	66	\$13,920,561	9	\$1,952,100	75	\$15,872,661
144	Steven	Russell	28	\$7,100,517	30	\$8,761,880	58	\$15,862,397
145	Megan	Jernigan	9	\$2,715,420	32	\$13,104,431	41	\$15,819,851
146	Michael	Williams	52	\$15,545,114	1	\$270,890	53	\$15,816,004
147	Carrie	Smith	22	\$12,646,599	6	\$3,154,150	28	\$15,800,749
148	Stephanie	Caddo	14	\$3,903,700	40	\$11,837,216	54	\$15,740,916
149	Patricia	Kennedy	48	\$9,416,890	37	\$6,299,338	85	\$15,716,228
150	Ben	Wilson	33	\$9,969,102	19	\$5,733,603	52	\$15,702,704

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TOP 300 STANDINGS

Teams and Individuals Closed Date From Jan. 1, 2018 - Sep. 30, 2019

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Amy	Rooks	31	\$11,388,130	8	\$4,294,286	39	\$15,682,416
152	Leigh	Gillig	32	\$14,630,310	2	\$975,000	34	\$15,605,310
153	Brandon	Knox	25	\$13,200,406	7	\$2,398,500	32	\$15,598,906
154	Courtney	Henderson	27	\$5,758,250	46	\$9,833,979	72	\$15,592,229
155	Andrew	Mansour	34	\$11,340,263	12	\$4,209,618	46	\$15,549,882
156	Margaret	Dixon	31	\$15,474,655	0	\$0	31	\$15,474,655
157	Blake	Berry	9	\$3,097,825	33	\$12,343,070	42	\$15,440,895
158	David	Dorris	23	\$12,594,662	6	\$2,843,900	29	\$15,438,562
159	Jessica	Warner	22	\$6,612,600	28	\$8,819,203	50	\$15,431,803
160	Courtney	Jenrath	8	\$7,552,500	12	\$7,841,400	20	\$15,393,900
161	Angela	Durr	11	\$7,110,969	17	\$8,216,500	27	\$15,327,469
162	Brandon	Butler	24	\$14,574,076	2	\$687,930	26	\$15,262,006
163	Michael	Waggoner	11	\$6,344,500	18	\$8,889,780	29	\$15,234,280
164	Alex	Sloan	21	\$14,022,500	2	\$1,205,000	23	\$15,227,500
165	Holly	Black	22	\$8,205,700	19	\$6,995,246	41	\$15,200,946
166	John	Hendon	15	\$6,053,900	18	\$9,112,614	33	\$15,166,514
167	Avé	Hart	42	\$11,874,235	12	\$3,265,900	54	\$15,140,135
168	Alice	Charron	11	\$6,917,100	15	\$8,093,149	26	\$15,010,249
169	Lana	Pargh	15	\$5,321,650	22	\$9,677,550	37	\$14,999,200
170	Traci	Johnson	18	\$6,030,100	22	\$8,952,207	40	\$14,982,307
171	Yvonne	Kelly	22	\$14,384,400	1	\$507,875	23	\$14,892,275
172	Ashley	Griffith	34	\$7,112,725	40	\$7,774,415	73	\$14,887,140
173	Andy	Beasley	15	\$11,985,700	6	\$2,901,300	21	\$14,887,000
174	MIKE	GRUMBLES	22	\$8,521,900	11	\$6,353,877	33	\$14,875,777
175	Vini	Moolchandani	9	\$3,771,498	24	\$11,103,136	33	\$14,874,634
176	Brian	Cournoyer	8	\$3,712,586	16	\$11,123,495	23	\$14,836,080
177	Tom	Fussell	9	\$7,490,340	9	\$7,316,849	18	\$14,807,189
178	Kassie	Holley	28	\$12,253,321	6	\$2,497,412	34	\$14,750,733
179	Terri	Rutherford	13	\$5,457,300	28	\$9,281,505	41	\$14,738,805
180	Charles (Charlie)	Neese	14	\$8,246,400	10	\$6,483,895	24	\$14,730,295
181	Mary Beth	Thomas	8	\$9,135,500	7	\$5,589,000	14	\$14,724,500
182	Debra	Spaulding	45	\$13,849,996	3	\$838,405	48	\$14,688,400
183	Tara	Tyner	34	\$12,658,212	5	\$2,029,070	39	\$14,687,282
184	Kellye	Potter	18	\$10,991,453	7	\$3,649,000	25	\$14,640,453

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	John	Lott	7	\$5,206,862	12	\$9,423,000	19	\$14,629,862
186	Lacey	Newman	10	\$9,649,000	7	\$4,978,471	16	\$14,627,471
187	Christian	Black	34	\$6,996,800	34	\$7,627,299	68	\$14,624,099
188	Mara	Thompson	8	\$4,625,800	12	\$9,982,017	20	\$14,607,817
189	Cecilia	De Luca	33	\$12,013,584	7	\$2,593,794	40	\$14,607,378
190	Ken	Adams	32	\$7,122,427	28	\$7,451,440	60	\$14,573,867
191	Ashley	Boykin	17	\$9,601,516	9	\$4,905,750	26	\$14,507,266
192	Stephanie	Sexton	24	\$14,484,213	0	\$0	24	\$14,484,213
193	Melanie	Baker	10	\$10,900,482	6	\$3,580,690	16	\$14,481,172
194	Ken	Nelson Jr.	35	\$8,857,553	24	\$5,596,300	59	\$14,453,853
195	Brandon	Hannah	15	\$5,112,400	22	\$9,337,800	37	\$14,450,200
196	Mitch	Umbarger	35	\$6,251,645	46	\$8,058,935	81	\$14,310,580
197	Kelly	Rowland	11	\$13,048,807	1	\$1,245,187	12	\$14,293,994
198	John	Longbrake	39	\$14,288,250	0	\$0	39	\$14,288,250
199	Aaron	Joyce	15	\$5,201,395	24	\$9,046,246	39	\$14,247,641
200	Bradley (Brad)	Pennington	13	\$10,957,352	4	\$3,249,234	17	\$14,206,586

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TOP 300 STANDINGS

Teams and Individuals Closed Date From Jan. 1, 2018 - Sep. 30, 2019

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Jennifer	Claxton	17	\$5,797,050	19	\$8,409,440	36	\$14,206,490
202	John	Jones	37	\$13,072,535	4	\$1,119,395	41	\$14,191,930
203	Amber	Conrad	6	\$4,990,811	11	\$9,191,309	17	\$14,182,120
204	Jay	Nelson	22	\$8,455,707	16	\$5,707,923	38	\$14,163,630
205	JENNY	ORR	31	\$8,265,359	19	\$5,878,200	50	\$14,143,559
206	Caroline	Rigsby	21	\$11,590,000	5	\$2,496,700	26	\$14,086,700
207	Pam	Bodiford	23	\$10,025,405	7	\$4,059,300	30	\$14,084,705
208	Scott	Knabe	7	\$4,447,000	22	\$9,618,800	29	\$14,065,800
209	Janet	Brazelton	45	\$10,853,002	12	\$3,109,208	57	\$13,962,210
210	Daryl	Welch	66	\$10,526,284	25	\$3,429,569	91	\$13,955,853
211	Terri	Williams	28	\$11,143,398	7	\$2,805,710	35	\$13,949,108
212	Katt	Hughes	34	\$11,615,070	7	\$2,264,276	40	\$13,879,346
213	Amanda	Beam	13	\$4,452,750	18	\$9,404,456	31	\$13,857,206
214	ANITA	TATE	31	\$10,626,852	8	\$3,229,000	39	\$13,855,852
215	Adam	Helton	18	\$5,451,223	26	\$8,398,260	44	\$13,849,483
216	Glen	Daniel	31	\$8,803,650	16	\$5,040,300	47	\$13,843,950
217	Ella	Romstad	28	\$9,684,330	12	\$4,155,588	40	\$13,839,918
218	Kriste	Simmons	42	\$7,964,393	29	\$5,865,473	71	\$13,829,866
219	Lara	Kirby	22	\$5,976,875	24	\$7,848,005	46	\$13,824,880
220	Eddie	Ferrell	17	\$5,269,635	22	\$8,499,100	39	\$13,768,735
221	Pamela	Miller	17	\$10,500,406	5	\$3,267,669	22	\$13,768,075
222	Brian	Brown	32	\$6,686,367	34	\$6,978,479	66	\$13,664,846
223	Georgia	Evans	46	\$13,118,900	2	\$538,400	48	\$13,657,300
224	Michael	Gomez	8	\$2,458,800	32	\$11,049,270	40	\$13,508,070
225	Season	Hutchins	4	\$12,742,900	3	\$754,430	7	\$13,497,330
226	Gina	Sefton	12	\$9,716,040	5	\$3,762,874	17	\$13,478,914
227	Vicki	Hertel	22	\$7,323,800	18	\$6,099,055	40	\$13,422,855
228	Caitlyn	Wilson	13	\$8,576,998	8	\$4,810,058	21	\$13,387,056
229	Mike	Estes	7	\$2,417,400	22	\$10,937,917	29	\$13,355,317
230	Neena	Westerbeck	12	\$4,913,444	20	\$8,417,442	32	\$13,330,886
231	Jeff	Checko	9	\$4,226,850	11	\$9,061,700	20	\$13,288,550
232	Jerry	Diaz	12	\$5,135,777	19	\$8,122,290	31	\$13,258,067
233	Brandon	Bubis	13	\$5,321,008	15	\$7,905,461	28	\$13,226,469
234	Brad	Elam	12	\$2,911,250	33	\$10,313,611	45	\$13,224,861

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Phillip	Drone	13	\$9,711,650	8	\$3,473,664	21	\$13,185,314
236	Brittney	Testerman Griffith	20	\$7,741,875	16	\$5,428,342	36	\$13,170,217
237	Flor	Melgar	12	\$2,808,500	45	\$10,285,740	57	\$13,094,240
238	Vicky	Crigger	19	\$7,233,804	6	\$5,841,753	25	\$13,075,556
239	Garrett	Beasley	14	\$8,560,889	7	\$4,486,368	21	\$13,047,257
240	Amy	Pappas	6	\$3,919,000	10	\$9,050,825	16	\$12,969,825
241	April	Blue	11	\$4,155,300	21	\$8,809,199	32	\$12,964,499
242	Scott	Zeller	29	\$8,055,419	14	\$4,902,300	43	\$12,957,719
243	Adrienne	Arnett	21	\$8,574,800	12	\$4,322,470	33	\$12,897,270
244	Stephanie	Soper	7	\$4,588,750	7	\$8,303,000	14	\$12,891,750
245	Keri	Cannon	8	\$3,611,237	10	\$9,273,600	18	\$12,884,837
246	Barbara	Moutenot	11	\$4,485,350	10	\$8,378,000	21	\$12,863,350
247	Brett	Tesnow	17	\$8,493,676	8	\$4,319,671	25	\$12,813,347
248	Tim	Bennett	8	\$4,625,800	10	\$8,125,991	18	\$12,751,791
249	Mark	Holleman	38	\$9,101,200	12	\$3,619,000	50	\$12,720,200
250	Lynne	Cole	31	\$6,561,100	26	\$6,158,700	57	\$12,719,800

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TOP 300 STANDINGS

Teams and Individuals Closed Date From Jan. 1, 2018 - Sep. 30, 2019

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
251	Greg	Farricielli	41	\$10,214,632	9	\$2,469,830	50	\$12,684,462
252	Roger	Sweeney	35	\$9,001,063	14	\$3,664,332	49	\$12,665,394
253	Kim	Weyrauch	36	\$7,018,014	28	\$5,635,141	64	\$12,653,155
254	Stephanie	Kleiner	13	\$7,098,000	12	\$5,534,963	25	\$12,632,963
255	Andrew	Day	9	\$10,451,500	5	\$2,124,250	14	\$12,575,750
256	Craig	Plank	31	\$9,626,293	10	\$2,946,188	41	\$12,572,482
257	Brent	Long	18	\$5,696,172	15	\$6,870,468	33	\$12,566,640
258	Thomas	Ore	35	\$6,643,450	35	\$5,883,567	70	\$12,527,018
259	Chris	Mannino	9	\$2,641,900	19	\$9,883,747	28	\$12,525,647
260	JOEY	MCCLOSKEY	21	\$8,026,900	11	\$4,489,225	32	\$12,516,125
261	Cindy	Garvey	10	\$4,800,120	13	\$7,705,900	22	\$12,506,020
262	Sam	Hatfield	19	\$6,903,500	17	\$5,572,900	36	\$12,476,400
263	Brandon	Parker	37	\$8,031,259	21	\$4,434,704	58	\$12,465,962
264	Carolyn	Akins	7	\$4,478,650	14	\$7,979,899	21	\$12,458,549
265	Dorothy	Havens	28	\$7,151,492	22	\$5,230,608	49	\$12,382,100
266	Kenny	Sallis	17	\$5,460,100	22	\$6,897,850	39	\$12,357,950
267	April	Harrington	13	\$3,444,650	30	\$8,888,870	43	\$12,333,520
268	Peter	Prosser	22	\$11,238,906	2	\$1,082,600	23	\$12,321,506
269	Chris	Harwell	12	\$9,557,544	4	\$2,746,608	16	\$12,304,152
270	Wil	Shults	3	\$680,500	30	\$11,618,455	33	\$12,298,955
271	Brad	Shoulders	15	\$7,357,750	12	\$4,939,500	27	\$12,297,250
272	Tonna	Heath	9	\$6,324,500	8	\$5,964,000	17	\$12,288,500
273	Todd	Ryan	33	\$10,743,625	5	\$1,537,027	38	\$12,280,652
274	Marcie	Nash	8	\$4,497,640	8	\$7,773,030	16	\$12,270,670
275	Thomas	Lochbihler	9	\$6,105,007	9	\$6,105,007	18	\$12,210,014
276	Becky (Rebecca)	Holtzclaw	26	\$8,619,153	11	\$3,575,808	37	\$12,194,962
277	William (Jake)	Griffin	13	\$5,899,320	9	\$6,288,300	22	\$12,187,620
278	Amanda	Harvey	12	\$7,413,100	8	\$4,770,590	20	\$12,183,690
279	Denise	Cummins	10	\$6,428,800	9	\$5,714,944	19	\$12,143,744
280	Tracy	Markham	22	\$9,558,303	6	\$2,566,001	28	\$12,124,304
281	Steve	Laviola	18	\$8,108,600	13	\$3,999,845	31	\$12,108,445
282	Krista	Jameson	13	\$6,636,400	11	\$5,440,589	24	\$12,076,989
283	Daniel	Hope	10	\$4,179,900	20	\$7,856,753	30	\$12,036,653
284	Erica	Turner	13	\$3,269,550	24	\$8,757,530	37	\$12,027,080

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
285	Jimmy D.	Dugger	32	\$6,491,200	28	\$5,533,400	60	\$12,024,600
286	Matthew	Carman	56	\$8,910,350	27	\$3,097,200	83	\$12,007,550
287	Tracey	Gracey	35	\$11,866,000	1	\$140,000	36	\$12,006,000
288	Toniann	Thompson	28	\$7,151,492	21	\$4,826,308	48	\$11,977,800
289	Steve	Reigle	37	\$9,439,850	10	\$2,537,500	47	\$11,977,350
290	Fiona	King	6	\$8,185,000	4	\$3,763,000	10	\$11,948,000
291	Alemu	Mindaga	15	\$3,370,000	31	\$8,567,784	46	\$11,937,784
292	Adam	Sharp	26	\$8,331,342	13	\$3,594,677	39	\$11,926,020
293	Sarah	Kilgore	6	\$5,449,000	11	\$6,471,962	16	\$11,920,962
294	Frances	Marcou	24	\$8,378,375	11	\$3,524,400	35	\$11,902,775
295	Teddy	Pins - Radius Residential	14	\$8,553,740	9	\$3,332,550	23	\$11,886,290
296	Stacy	Gee	16	\$4,386,250	25	\$7,494,348	41	\$11,880,598
297	Natalie	Harper	21	\$6,504,900	15	\$5,373,200	36	\$11,878,100
298	Jonathan	Harmon	27	\$6,609,048	19	\$5,264,629	45	\$11,873,677
299	Katie	Wiles	15	\$10,467,351	2	\$1,398,230	17	\$11,865,581
300	Mary	May	12	\$5,203,000	19	\$6,652,940	31	\$11,855,940

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*restrictions apply

Irina (Ira) Hines
SENIOR LOAN OFFICER
757-478-2022
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Thankful

In today's society the words thankful and blessed have become cliché, but at Concord Title, we are indeed thankful for so much, especially our agents. We have first-rate agents, and it's truly a blessing to share in the joy with clients as they buy and sell their homes.

Since it's Thanksgiving, we thought we would share Nick's mom's recipe for Easy Apple Dumplings. We are positive you will love them!

Easy Apple Dumplings		
Ingredients:	Instructions	
<ul style="list-style-type: none">• 2 Granny Smith Apples, cored and cut into quarters• 1 package of crescent rolls• 1 cup of sugar• 1 cup of orange juice• 1 stick of butter• 1 teaspoon vanilla• Cinnamon for sprinkling	<ol style="list-style-type: none">1. Preheat oven to 350 degrees.2. Wash, peel and slice each apple into quarters.3. Unroll and separate the crescent rolls into 8 sections.4. Wrap one crescent roll around each apple quarter starting with the wide end of the section.	<ol style="list-style-type: none">5. Place dumplings into a 9X9 baking dish, sprinkle with desired amount of cinnamon.6. Place butter, sugar, orange juice, vanilla in a medium saucepan and bring to a boil. Pour over the dumplings.7. Bake dumplings for 30-35 minutes until golden brown.
*10 ounces of 7-Up or Mountain Dew can be used in place of orange juice		



Nick Harris
Concord Title
Attorney



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