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Middle TN
Top 300
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Meet The Team



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Average Sales Volume Per Agent

14.5 BILLION
Sales Volume

42
Average Transactions Per Agent

Publisher's Note

On behalf of myself and the entire organization, I want to thank you for your continued support of *Nashville Real Producers*.

We've had a great year of learning, collaboration, and networking, and we're excited to keep that going. Most recently, we held our **Nashville Masterclass on February 11th: Real Estate Lead Generation and Conversion**, where Tiffany Fykes, Andy Hunt, and Aaron Joyce shared practical

strategies for attracting, nurturing, and converting leads.

As we continue to grow, we'd love your input on potential partners and nominations for REALTORS® to feature in the magazine.

Thank you for being part of *Nashville Real Producers*. We appreciate you.

Best regards,
Steve Campos



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Anna HOLLINGSWORTH



Photo By: Sam Phen

Real Estate with *Real Heart*:

Anna Hollingsworth's Approach to Building A Lasting Business Inspired by Personal Connection

Hailing from a small town in Northeast Alabama, an hour outside of Birmingham, Anna Hollingsworth's early years were shaped by the simplicity and close-knit community of her small town. In addition to her supportive community, Anna was inspired by watching her Family members run their own relationship-based businesses.

"My Grandfather was in real estate for over 40 years, and my Dad has been in the life insurance business for almost 40 years, Anna said. "I watched how they treated people at the office, at church, at sporting events, and at the grocery store. Who they were at the office is who they were 100 percent of the time. They were engaged citizens who invested in the

lives of others because they genuinely cared. People chose to do business with them because they trusted them first as friends and then as advisors."

But Anna didn't follow in her grandfather's footsteps right away. After earning a degree in public relations and public affairs, Anna's career began in the demanding world of politics. Right out of college she worked for a high-profile political figure in Tennessee — a role that required navigating multiple time zones, tight deadlines, and high-stakes communication. Though she gained invaluable experience in navigating crisis communications in a fast-paced environment, Anna eventually recognized that politics wasn't her long-term calling and decided to pivot.



Photo By: Sam Phen

When her husband's connection to Mark Deutschmann, founder of Village Real Estate and Core Development, presented an opportunity to interview for a role in their content and marketing department, Anna decided to take the interview. She got the job and quickly made the leap into a role and industry that she knew little about at the time. However, little did she know, that this step would soon inspire the biggest entrepreneurial shift of her life. For two years, she excelled in content marketing for Village, helping its agents succeed by elevating their own personal brands and curating brands for developments like 1260 Martin, Alloy, and CityLights. "I thought, 'If I'm doing this successfully for other agents, I could do this for myself and on my own terms,'" Anna recalls. That realization led her to make a risky move — resign from her full-time marketing position and take 6 months off to work toward getting her license — right after the birth of her first child.

Anna credits her early mentors, including Wesley Harvey and Kristy Hairston, with giving her the tools to thrive in real estate. "I asked questions and stayed curious," she shares.



Photo By: Sam Phen

Starting just a year before the COVID-19 pandemic, Anna faced a steep learning curve, but her determination and network helped her overcome those challenges. “It took about eight months to get my business running, but I learned that instead of dwelling on my lack of business I would focus my time and energy on building new relationships. I asked other seasoned agents to lunch, connected with mortgage brokers over coffee, and dropped in at title offices simply to introduce myself.”

“Resilience,” Anna notes, is a quality that serves REALTORS® best. “People will disappoint you in this business, but you can’t let that slow you down. There’s really no time for it if you want to remain consistent. There are so many other opportunities out there,” she explains.



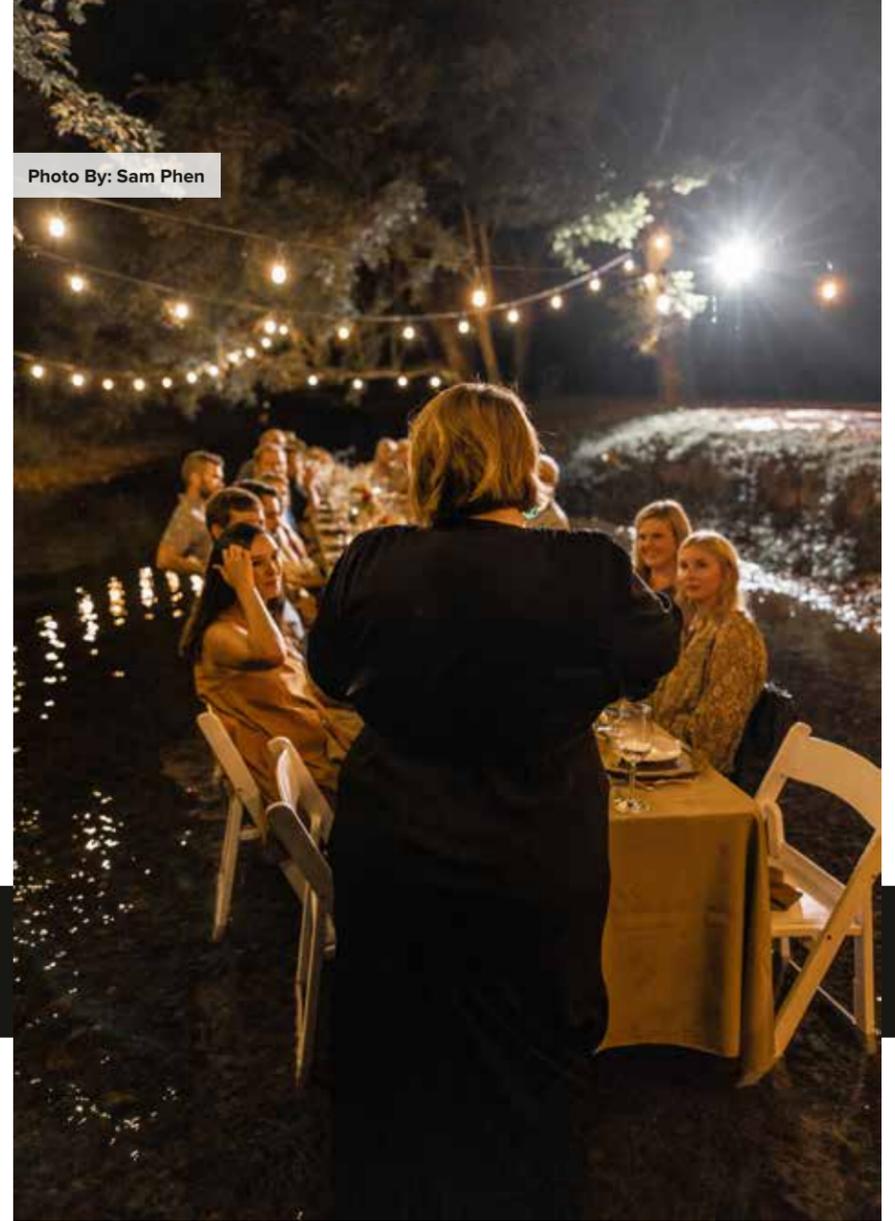
Photo By: Sam Phen

my past experiences with an agent? A REALTOR® should go the extra mile and genuinely care about not only your immediate goals but also your goals 10 years down the road. Finding the right real estate advisor should be a lifelong commitment of mutual trust and understanding.” With a blend of expert negotiation skills and a personal touch, Anna is an agent who not only achieves results but also builds meaningful, lasting relationships.

She equates her success to her relationships, a positive mindset, fantastic mentors, and the trust others have placed in her. “I want my clients to feel like they’re family and know they always have a seat at my table.”



Photo By: Sam Phen



In this market, experience matters.

It’s about finding creative solutions and having someone who truly has your best interests at heart.



Photo By: Sam Phen

Much like her dad and Grandad emulated, Anna’s approach to real estate is deeply personal, going far beyond transactions. She customizes each experience, from curating closing gifts that reflect her clients’ unique interests to creating meaningful moments—like hosting dinner parties at her home and unique experiences around town, like creek dinners.

Anna’s dedication to her clients is reflected in her consistent track record. With 95 percent of her business coming from repeat and referral clients, she emphasizes the importance of trust and connections. She describes her service as “concierge-level,” and prioritizes getting to know her clients through one-on-one meetings. “In this market, experience matters. It’s about finding creative solutions and having someone who truly has your best interests at heart.”

Her move to Compass was a strategic decision. After a successful tenure at

PARKS, Anna was drawn to Compass’s business-forward approach and Nationwide presence. “I love that I can pop into Compass offices when I travel,” she says. The transition also brought her full circle with mentors like Kristy Hairston, who inspired her early on in her career.

Beyond her professional life, Anna cherishes time with her husband, Eric and two boys — John Owen and Charlie. She loves traveling to Beaver Creek, Colorado, where she and her husband were married. “There’s something magical and peaceful about sitting by the fireplace in the snow. I’m a snow bunny,” she shares. Switzerland is another favorite destination, reflecting her love for both adventure and cozy retreats.

As Anna looks back on her journey, she offers valuable advice for anyone searching for the right agent: “Ask yourself, ‘What did I like or dislike about

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Kelly Rose

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Kelly Rose Harrell grew up in Morristown, a small town nestled in the valley of the Smoky and Appalachian Mountains in Northeast Tennessee. Her upbringing in a close-knit community taught her the value of hard work and working together.

As the youngest of four daughters in a family of educators, she learned early on the importance of education and drive. "In school, we were expected to step up and get things done ourselves. Whether it was decorating for prom or organizing events, it taught me the grit and work ethic I still rely on today," Kelly shares.

Her childhood experiences continue to shape her career. Many high school friends still send her referrals when someone relocates to Middle Tennessee. One former teammate and fellow agent in Knoxville has even become a trusted referral partner. Kelly's connection to her roots exemplifies her ability to nurture relationships over time.

After graduating from Tennessee Tech in Cookeville with a degree in interior design and a minor in art, Kelly began

her career at an interior design firm. She later moved to Asheville, North Carolina, where she worked for a commercial design firm. However, her passion for real estate began to take shape after she relocated to Nashville in 2003. While house hunting for her own home, she viewed over 30 properties in one weekend. That experience sparked her interest in becoming a REALTOR® and brought confidence that she would be a great agent. "I got my license in 2004, and it was an exciting, fast-paced time. The Nashville area was booming, especially areas like Spring Hill, East Nashville, and Murfreesboro. There was so much to learn, but I loved the challenge," she says.

Kelly's early years in real estate were marked by growth and balance. By 2008, she found herself negotiating a real estate deal just moments before giving birth. "We finalized the contract, and 45 minutes later, I had my baby," Kelly recalls. The years that followed were slower due to market changes and her focus on raising her four children. She shifted to referral work during that time, allowing her to maintain her career while prioritizing her family.

Photos By: Crystal Stephens



Kelly joined Compass in 2019, drawn by the brokerage's commitment to education and community. "The panels, classes, and collaborative environment at Compass are invaluable. It's a space where agents share knowledge and learn from one another," she says. Under the leadership of her team lead Bruce Jones and broker Kristy King, Kelly continues to grow her business, which thrives on relationships and referrals. She doesn't buy leads; instead, she focuses on genuine connections. "When you care for people and get to know them, everything falls into place," she believes.



Community involvement remains central to Kelly's life. From serving on PTO for 11 years, including event planning and VP roles to supporting her children's sports and activities, she stays active in the lives of those around her. Inspired by her late father's dedication to mission work, she organized a family-oriented trip to rural Montana to honor his legacy. "He taught me to always look for ways to help others. That's something I try to carry into my work every day," she reflects.

For Kelly, real estate is more than transactions; it's about connection and trust. She recalls advising a client against selling their home because it wasn't the right decision for their situation. "It's not just about making a sale. It's about doing what's best for your clients and showing them that you're loyal and trustworthy," she says. "Because they trust me, I know that they will hire me when the right time comes."

Looking ahead, Kelly is optimistic about the future. Despite the challenges of the past year for most agents, Kelly had her highest number of sales to date. She embraces her role as a problem-solver and finds joy in helping her clients navigate the ever-changing market. "Everyone wants to be heard, and as



an agent, you wear a lot of hats—counselor, advocate, strategist. If you can do that well, people will trust you."

Kelly's journey exemplifies the power of relationships and meaningful connections. Her philosophy is simple yet impactful: "People remember how you make them feel. If you invest in others, they'll invest in you." Through her commitment to her clients and her community, Kelly continues to make a lasting impact in Middle Tennessee real estate.

**“
THERE
AREN'T
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OFF IN REAL
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MY FAMILY.”**

Her return to full-time real estate brought new lessons. The market had picked up and Kelly jumped right back into the grind of real estate. Her competitive nature and desire to see her clients succeed have been key to her success. "I want my clients to win, whether it's getting the house or top dollar for their property." However, Kelly learned the importance of drawing boundaries to protect her work-life balance. "There aren't any days off in Real Estate, and I used to be on the phone working all hours of the night. I realized I needed to have more of a balance for my family," she explains.



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Jamie

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Jamie Hawkins Casey, a Vanderbilt graduate and Nashville resident since 2004, brings a wealth of knowledge from her diverse professional background in entertainment law, counseling, and healthcare marketing. “Each role taught me something invaluable — attention to detail, the power of listening, and how to position myself as an advocate for clients.” These experiences naturally translated into a thriving career as a Realtor®, where Jamie blends her meticulous attention to contracts with a heartfelt approach to helping clients.

Growing up in Birmingham, Alabama, Jamie admired her entrepreneurial father and compassionate mother, who instilled the values of hard work and kindness. “Watching my parents balance ambition with generosity made a lasting impact on me,” she reflects. A pivotal moment in her life came during high school when she survived a tragic boating accident. “It taught me how fragile life is and reinforced the importance of community and resilience.”

Jamie excelled academically and athletically, becoming a competitive tennis player and learning the value of teamwork and perseverance. “Tennis taught me to lose and win gracefully,” she says, a mindset that continues to shape her approach to challenges in both life and business.

After earning her degree, Jamie worked at Loeb & Loeb, an entertainment law firm, where she developed an affinity for contracts and detail-oriented work. Although she was accepted to law school, she pivoted, choosing a path that would allow her to combine her passions for people, problem-solving, and design. Real estate became the perfect fit. “I’ve always been drawn to helping people through transitions — real estate is so much more than just homes,” she says.

In 2016, Jamie obtained her license, aiming to build a business rooted in integrity, innovation, and relationships. “I started by saying ‘yes’ to every opportunity — whether it was assisting agents, developers, or clients. It was my way of learning and serving,” she recalls.

Jamie’s reputation for kindness and proven results has made her business primarily referral-based. She excels





for Realtor® moms and freely shares resources, embodying an abundance mindset. “Real estate should be relational, not transactional,” she adds. Her tailored approach ensures each client feels valued. “Over-communicating is key — I never want anyone to feel left in the dark,” she says. Her attention to detail and empathy shine through, creating unique and memorable client experiences.

Jamie’s daughter, Miller, is a constant source of inspiration, and her husband, Brian, is a steady source of joy. “I want Miller to grow up seeing her parents love what they do, while knowing family is most important.” Family time is a priority, whether going to the 12th South Farmer’s Market or dining at favorite spots like Lockeland Table and Locust. Her love for Nashville extends to volunteering as a Big Sister and showcasing the city’s best to clients and visitors alike.

Jamie’s vision for the future includes growing her family and continuing to elevate her business through partnering with Danielle Helling, to form



their team partnership, IN HAUS. Through it all, she remains curious, hard-working, and data-driven, ensuring her strategies are backed by both instinct and information. “I often say, ‘My gut says this, but let me check the data.’ It’s about combining intuition with facts to make the best decisions,” she shares.

Reflecting on her career, Jamie says, “I’m most proud of treating everyone — clients, agents, and vendors — with kindness and joy. That’s what truly matters.” As Jamie looks to the future, she remains focused on serving her clients and community with humility and grace. “I genuinely believe it’s important to listen more and talk less, and leave each person or place a little better than you found them.”



A note from her Broker:

“Jamie is a consummate professional and exemplifies raising the bar in our profession. Kudos to you, Jamie, for this recognition; the best is yet to come.”
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Soderholm

at crafting tailored solutions for her clients, supported by the cutting-edge tools and technology provided by Compass. “The Compass dashboard, business tracker, and marketing solutions have improved both my efficiency and my client’s experience.”

Selling in neighborhoods like Germantown, Green Hills, Oak Hill, and more is a highlight of her current work. Her enthusiasm for real estate also extends to mentoring, as she has developed and refined standard operating procedures for new agents and clients. “When I couldn’t find templates to guide me early in my career, I made my own. Now, I revise them weekly to keep them relevant.”

Jamie’s philosophy is rooted in curiosity and active listening. “I believe everyone has something to teach us,” she says. Her ability to connect has fostered strong relationships not only with clients but also with fellow Realtors®. She founded a coffee group

Congratulations
Jamie Hawkins Casey



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DARCEE ASTON

A Journey
from
Ranch Life
to Real
Estate
Excellence

Darcee Aston grew up on a ranch in Wyoming, where she learned the value of hard work and integrity. “My parents always taught me the importance of honesty and integrity and if you say you’re going to do something, you do it,” she shared. At 19, she moved to Orange County, California, where she began a new chapter. After attending cosmetology school, she transitioned into property management with The Irvine Company. “I loved building relationships and working with people,” Darcee recalled. Her experience there provided her with valuable skills in documentation, communication, and working with diverse personalities—skills she seamlessly applies to her real estate career.

In 2014, Darcee relocated to Middle Tennessee in search of new opportunities. Although the property management industry in our area differed from what she was accustomed to, she adapted and found her way into real estate. Initially, she interviewed for a front desk role at RE/MAX, but when that position didn’t align with her goals, she accepted an assistant role with Bruce Jones. Recognizing her potential, Bruce encouraged her to pursue her real estate license. “Getting started was a learning curve,” she said. While her background had prepared her well for working with people, navigating contracts was a new challenge. With determination





“
**DOGS ARE DRAWN
TO ME, AS MUCH AS
I AM TO THEM.**

I love being able
to help them find
better lives.”



and a strong foundation of skills, Darcee quickly adapted and excelled in her new role.

Darcee earned her license in 2016 and discovered her passion for helping people find their homes. Her first sale was a defining moment. “It was so much fun, and I realized how this career fulfills me because I know I’m helping people,” she said. Over time, she grew more confident, mastering the complexities of different transaction types and adapting to a constantly shifting market. Today, she thrives as part of a supportive team with The Exceptional Living Group, working alongside Bruce Jones, Kelly Harrell & Ray Tadena. “We have each other’s backs. If someone needs support, we’re there to help,” she explained.

Darcee’s accomplishments in real estate highlight her dedication to excellence. The Exceptional Living Group consistently ranks as one of the top small teams in the country. These milestones reflect her commitment to providing exceptional service. She takes pride in making transactions fun rather than stressful, often forming lasting friendships with her clients. “It’s not just about finding a house—it’s about finding the perfect place that truly feels like home,” she emphasized.

Outside of real estate, Darcee’s life revolves around her family and her love for animals. Her three



Photos By: Crystal Stephens



children—ages 32, 30, and 21—are her greatest source of pride. Her oldest son and daughter-in-law, along with her middle son left Orange County and joined her and her daughter in Tennessee, creating a close-knit family dynamic. “Having my kids here is such a blessing,” she said. Growing up on a ranch in Wyoming with golden retrievers and horses, Darcee developed a lifelong connection to animals. Today, she rescues and fosters dogs, often donating food, beds to local shelters. A portion of every commission she earns is

donated to no-kill organizations in Middle Tennessee. “Dogs are drawn to me, as much as I am to them” she shared. “I love being able to help them find better lives.”

Looking back, Darcee is proud of the life she has built. Purchasing her first home marked a turning point in her journey. “Had I stayed on my previous path, I wouldn’t have been able to achieve that,” she said. Her success in real estate is not just about accolades—it’s about the relationships she has built and the lives she has touched.

Reflecting on her journey, Darcee shared, “I want my clients to know I’m here for them every step of the way. My job isn’t just to help them buy or sell a house—it’s to make the entire process easier and more enjoyable for them.” Her ability to connect with people and her commitment to helping others—whether through real estate or animal rescue—define her approach to life and work. For Darcee, success is measured by the positive impact she leaves on those she serves.

CONGRATULATIONS
DARCEE ASTON



Jared Prichard

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Lane Gerhardt

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“The heartfelt appreciation from my clients is what gets me out of bed each and every day.”

Q: How long have you been in the mortgage industry?

A: I've been helping people finance their homes for 20 years. When I started, sub-prime loans were the fashion. I've made it through the Great Recession, the Nashville Boom, a pandemic, and now the high-rate environment. I'd like to say I've seen it all, but if there's one thing I've learned in 20 years, it's that you never know what's ahead. Preparation and honesty are the two most important qualities in a successful loan officer.

Q: What is your favorite part about what you do?

A: Simple. Closings. Many lenders don't attend closings. I never miss them. They are the culmination of hours of work; mine, my team's, the bank's, the customer's. Closing is where we celebrate. Closing is where we smile, hug, high-five and sometimes cry. The heartfelt appreciation from my clients is what gets me out of bed each and every day.

Q: How long have you lived in the Nashville area?

A: I've lived in Nashville for over 25 years. I've raised a family and had two successful careers. It's been so fun to watch my little city turn into a big city. For me, there's no other place I'd rather live.

Q: What does your life look like outside of work?

A: I work hard and live easy. I enjoy spending time with my family on the lake. I still enjoy dates with my wife of 23 years. I love live music and Nashville provides that in spades. And if I have nothing else to do, you can find me near the water trying to catch a fish.

Q: Why should someone choose your team?

A: When you do something for 20 years and you still have the passion to help people, you can do amazing things. My team has all of the qualities you would expect; customer service, timely responses, great communication. In addition to those basics, we excel at being creative and getting the tough deals done that other lenders can't do. Working at a well-respected bank, with many proprietary products, we can help virtually everyone. Whether you're a first-time buyer or moving into retirement, we can make it happen.

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Scott & Amy Coggins Doyle

Building a Legacy of Collaboration: The Agency Nashville

As the owners of The Agency's Nashville office, Amy Doyle and Scott Coggins aim to redefine the local real estate landscape through collaboration, service, and professionalism.

Amy and Scott's journey began in Memphis, where Amy started her career in real estate. Scott, who was working in corporate America with a background in tech, initially supported Amy by building her website. "When my corporate position was downsized, I decided to get my license to officially partner with her," Scott recalls. Together, they grew their business and saw the potential for exponential growth in Nashville. Their decision to move was strategic, supported by data showing the opportunity to grow tenfold in this thriving market.

Before establishing The Agency Nashville, Amy and Scott worked at various esteemed firms, including Fridrich and Clark. While they loved their time there, they aspired to own their own brokerage and represent the best brand in the business. After years of negotiation, they partnered with The Agency, a globally recognized brand with a strong social media presence and the visibility of a popular Netflix show. Their work now focuses on

bringing the brand's ethos to life in Nashville, educating clients and peers about their unique approach.

Scott finds motivation in the relationships they build through real estate. "The most satisfying part is helping clients in tough situations and closing deals that genuinely make a difference for them," he says. Amy adds that their approach is rooted in treating clients like family. "The little things we do—navigating the process with care and going above and beyond—show that we're invested in their success."

Both Amy and Scott credit their families for instilling the values that guide their business. Amy grew up in Jonesboro, Arkansas, where her parents ran a successful business. "They sacrificed a lot and instilled a strong sense of service in me," she says. Watching her parents handle challenges with grace left a lasting impression, shaping her approach to business and life. Scott's upbringing in Germantown, Tennessee, also played a

pivotal role. His parents were custom home builders, and his mother also owned her own real estate brokerage. "I grew up listening to them talk about clients and service. I spent many summers at a young age doing odd jobs at homesites and learned a lot from the subcontractors. Fortunately, that knowledge stuck with me," Scott explains.

This early exposure to the industry laid the groundwork for their future success. Amy's experience in sales and interior design complemented Scott's deep understanding of construction and project management, creating a dynamic partnership that thrives on collaboration and shared expertise. Amy and Scott's lives outside of work are as dynamic as their careers. Amy is passionate about weightlifting, dedicating three sessions a week to maintain mental clarity and achieve balance in her life. She also enjoys time with her family, which includes her daughter, grandson, and a 3-year-old Belgian Malinois



named Zora. Her personal protection K9 has become the office mascot for their Music Row location. “Real estate can be challenging, but training and spending time with my family help me stay grounded,” she says.

Scott’s background includes a high-stress career in law enforcement and military service, where he worked as a criminal investigator. His creative outlet has long been electronic dance music, which he began producing in the mid-2000s. “It’s a way to unwind and channel my energy after years of intense work,” he shares.

Their commitment to balance extends to their business philosophy. “If you don’t find time for personal well-being, it takes a toll,” Amy explains. For Scott, managing the demands of running a brokerage and serving clients requires effective time management. “We’re not just responsible for our clients but also for the success of our agents. That’s why we prioritize building a culture of collaboration.”

Since launching The Agency Nashville in January 2023, Amy and Scott have prioritized creating a collaborative and forward-thinking workplace. “We’ve observed the challenges in traditional brokerage models and are committed to doing things differently,” Scott explains. Their open-concept office is designed to foster communication and teamwork, offering agents a supportive and inclusive environment. “Our focus

“
You’ve got to escape
your comfort zone to grow.”

is on transparency and integrity—we have no room for cutthroat or divisive behavior,” he adds.”

Their efforts have already garnered attention. In addition to being featured in *Mansion Global*, *Medium*, and *Forbes*, their reputation for excellence continues to grow. Their growing reputation for excellence highlights their dedication to doing business the right way.

Amy and Scott are building more than just a business; they are creating a community. “We’re not brand

new to Nashville, but we’re bringing something new,” Amy says. Their emphasis on service, collaboration, and integrity is reshaping the local real estate market.

Reflecting on their journey, Amy shares a guiding principle: “You’ve got to escape your comfort zone to grow.” This philosophy has driven their success and inspires their approach to every client and transaction. For Amy and Scott, real estate isn’t just about closing deals—it’s about making a lasting impact, one relationship at a time.



“
If you don’t find time for personal well-being, it takes a toll.”

**CONGRATULATIONS
SCOTT COGGINS
& AMY DOYLE**

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THE Power OF SELF-TALK

Dave Brown, Southwestern Consulting

WRITTEN BY: DAVE BROWN



Start your year off right by leaning into what Dave shares about being persistent in sales and life. His book, *Servant Selling, The Handbook for Closing More Deals and Giving Your Customers Exactly What They Need* is a #1 Amazon Best Seller – find out why!



Ready for some shocking news? We're now entering the final month of the first quarter of 2025. If you are one of the many who created and committed to resolutions for the year – or at least updated your annual goals (which I hope you did!) – how are you doing with them? I've read some articles that says most resolutions fail by mid-February. Wow! Is this you?

Unless you're one of the lucky ones to find a leprechaun's secret pot of gold this month, you may need some motivation to get back on track or restarted. And I have the perfect tool for that.

WYDFLI!

An acronym that stands for When You Don't Feel Like It!

When I feel an urge to coast – or let myself get distracted by something that doesn't support my goals, here's what I say: "WYDFLI!" (Pronounced WID-fly.) In fact, I yell it: "WYDFLI!" We all yell it at the office: "WYDFLI!" "WYDFLI!" I even have a friend, Martine Cao, who tattooed it on his leg because this concept has changed his life, and he wanted to be reminded forever: WYDFLI!

Success comes from doing the things you don't want to do especially when you don't feel like doing them. When you procrastinate or cut corners to avoid a task, you're only hurting yourself. Not doing certain things will cost you—in experience, in clients, in confidence, and in sales.

WYDFLI!

During those times when you don't feel like doing something— when you don't want to make the next call, knock on the next door, practice your presentation, or research a prospect— yell it out and get to it!

When you make enthusiasm a habit, it changes who you are. With enthusiasm, you'll develop the persistence that you need to succeed at anything in life—especially sales, where it's easy to put off what you know you need to do.

The action of practicing WYDFLI enables you to serve your customers in the best way possible,

because you're engaging with them and exploring all the ways you can help! WYDFLI will improve everything from your career to your relationships:

- Don't want to pick up the phone? WYDFLI!*
- Don't want to work out today? WYDFLI!*
- Don't feel like eating right? WYDFLI!*
- Don't want to compliment your spouse? WYDFLI!*
- Don't feel like helping your kids with schoolwork? WYDFLI!*

It works with everything when you identify it, call it out, and choose to engage with persistence and enthusiasm especially when you don't want to do it. The bottom line is this: selling is an emotional process. My colleagues and I subscribe to the old saying that selling is a transference of emotion. That is so true. Sometimes the first person you need to sell is you. Sell yourself on engaging with persistence and enthusiasm, even when you don't feel like it (WYDFLI!) and watch your results – and goal or resolution completion rate – dramatically improve!

Like every month, I am forever appreciative for your time reading along. Here's to finishing a strong quarter! See you next month right back here. Appreciate you reading along!

Testimonial

"Dave is always 100% in the moment he is in and it shows. His love for people is only matched by his love by helping them hit their goals. If you want to maintain average habits, don't hire Dave and his company as your coach. They demand excellence and take your success personally. If you are afraid of accountability, don't hire Dave. He refuses to accept excuses and will push you to be better. If you are intimidated by your own potential, definitely don't hire Dave. He won't stop until he has drawn it out of you. However, if you are ready to swing for the fence in your career, hire Dave. I couldn't recommend him highly enough."

--Aaron Schafer, VP Sales & Business Development at SelfPublishing.com

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TOP 300 MIDDLE TN STANDINGS

Closed Date From Jan. 1, 2025–January 31, 2025

Rank	Name	Rank	Name
1	Bernie Gallerani	35	Shauna Brooks
2	Alexander Brandau IV	36	James Spencer
3	Erin Krueger	37	David Huffaker
4	Tom Sullivan	38	Kaleesha Shaik
5	Adam Sharp	39	Jack Gaughan
6	Chad Hornick	40	Curtis Groves
7	Tony Carletello	41	Linda Singletary
8	Kristie Gogo	42	Cindy Wallace
9	Steve Fridrich	43	Jack Hines
10	Suzy Mills	44	Eileen Giger
11	Brian Cournoyer	45	Tiffany Wingo
12	Elizabeth Evans	46	Natalie Stanley
13	George Weeks	47	Daniel Teague
14	Jason Cox	48	Christian LeMere
15	Savannah Chrisley	49	Greg Mabey
16	Sharon Kinser	50	Becky Andrews
17	Dale Nichols	51	Cameron Hunt
18	Tracy Baker	52	Hagan Stone
19	Gina Sefton	53	Ty Irby
20	Jesse Levin	54	Mona Wilson
21	Lorene Hetherington	55	Ryne Harper
22	Chip Kerr	56	Beth Ann Smith
23	Megan Jernigan	57	LeAnn Wood
24	Tristan Kinsley	58	Venkat Gaddam
25	Allen Huggins	59	Terri Williams
26	Gabriela Lira Sjogren	60	Jack Miller
27	Beverly Greenup	61	Sean Shariati
28	Beth Molteni	62	Allison Ulvila
29	Jay Adams	63	John Rochford
30	Susan Gregory	64	Dianne Rucker
31	Jonathan Hickerson	65	Lisa Culp Taylor
32	TK Vallepalli	66	Lynda Burge
33	Gary Ashton	67	Eddie Cox
34	Mary Kocina	68	Sherry Bowman

Rank	Name	Rank	Name
69	Staria Clark	85	Cliff O'Sullivan
70	Alec Leaman	86	Shane Nelson
71	Lacey Newman	87	Phil Bogard
72	Mark Deutschmann	88	Christopher Phillips
73	Steven Russell	89	Amanda Bell
74	Bud George	90	Frank Miles
75	Grace Clayton	91	Christy Bashlor
76	Scott Pettus	92	Tad Craig
77	Tim Thompson	93	Justin Tucker
78	Stephanie Mitchell	94	Tess Singer
79	Sara Gooch	95	Ciera Netherton
80	Maggie Lawrence	96	Graham Nichols
81	Cathie Renken	97	Greg Cooley
82	Susan Winter	98	Jessica Power
83	Martie Burnett	99	John Helton
84	Greg Fritz	100	Brianna Morant

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TOP 300 MIDDLE TN STANDINGS

Closed Date From Jan. 1, 2025–January 31, 2025

Rank	Name	Rank	Name
101	Blake Berry	135	Autumn Faughn
102	Russell Parrish	136	Justin Trent Maasen
103	Mickey Taylor	137	Andrew Day
104	Kyla Trainor	138	Ahmad Swade
105	Tolbert Wolly Legg	139	Ali Noel
106	Cher Worzala	140	Robert Drimmer
107	Starling Davis	141	Ann Hoke
108	Brittney Darby	142	Flint Adam
109	Marilyn Gross	143	Hany Attaallah
110	Alex Mindaga	144	Brad Elam
111	Lisa Davis	145	Sam Logan
112	Allison Ellis	146	Shelbi Aimonetti
113	Rhonda Baskin	147	Tyler Faulkner
114	Scott Hines	148	Brent McLay
115	Ed Cope	149	Elijah Montgomery
116	Jackie Adams	150	Michelle Patterson
117	Ryan Tombul	151	Kelsey Henry
118	Jesse Carr	152	John Hitch
119	Leigh Gillig	153	Maggie Bond
120	Tiffany Fykes	154	Molly Mason
121	Sarah Oglesby	155	Keith Pillatsch
122	Greg Sanford	156	Chad Wohlers
123	Wayne Thurmon	157	Charles Parrish
124	Nick Hudson	158	Lea Anne Bedsole
125	Tyler Henson	159	Alyssa McKinnis
126	Lindsey Sims	160	Garren McCloud
127	Amy Rooks	161	Gabriela Fletcher
128	Matt Sargent	162	Janet LeBlanc
129	Kelly Dougherty	163	Josh Anderson
130	Cindy Bruno	164	Jennifer Erickson
131	Jennifer Evans	165	Cristen Bell
132	Tanisha Hart-Love	166	Aaron Ammon
133	Vance Blade	167	David Jordan
134	Kate Webster	168	Bekki Lowrance

Rank	Name	Rank	Name
169	Jenna Cowart	185	Trish James
170	Matthew Carman	186	Mike DeJohn
171	Samantha Stephens	187	Vincent Carter
172	Katie Medlin	188	Charlie Warner
173	Gene Carman III	189	Sandi Sagaser
174	Courtney McCullough	190	Michele Payne
175	Matt Ward	191	Jacob Kupin
176	Tammy Jeffers	192	Aaron Armstrong
177	Ryan Drummond	193	Rachel Brewer
178	Syndi Norton	194	Jody Roberts
179	Vicki Smith	195	Steve Miller
180	Steve Frye	196	Sam Miller
181	Newell Anderson	197	Joe Jennings
182	Paula Adams	198	Casey Cardin
183	Denise Battles	199	Hayley Bishop
184	Beth Oertel	200	Jody More

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TOP 300 MIDDLE TN STANDINGS

Closed Date From Jan. 1, 2025–January 31, 2025

Rank	Name	Rank	Name
201	Rachel Margolis	235	Megan Jones
202	Bill Wilson	236	Selva Montgomery
203	Dana Griscom	237	Peter Easling
204	Peggy St. Peters	238	Terra Bell
205	Steve Jernigan	239	Justin Holder
206	Andrea Hobson	240	Anna Hollingsworth
207	Kimberly Dougher	241	Eric Hester
208	AJ Stafford	242	Cheryl Macey
209	Kel Williams	243	Martha Brace
210	Angela Ambrose	244	Macie Roberts
211	Whitney Meredith	245	Kathy Littleton
212	John Bourgeois	246	Bruce Jones
213	Tim Weathers	247	Catherine Languido
214	Leigh Bohannon	248	Kristee Dickson
215	David Townsend	249	Maile Stover
216	Kyle Wallace	250	Kim Penz
217	Michelle Hsu	251	Shawn Hackett
218	Jill Tidwell	252	Dan McEwen
219	Sean Simons	253	Elena Franklin
220	Kristie Blasingim	254	David Gilliam
221	Amy Mabry	255	Mimi Genet
222	Gewn Dowland	256	Jaime Wallace
223	Matthew Ligon	257	Amanda Uggl
224	Robert Wagner	258	Karimulla Shaik
225	Katie Childs	259	Linda Smith
226	Molly Spies	260	Candace Anger
227	Ronald Lampley	261	Lorraine Mineo
228	Jason Todd	262	Matt Bogosian
229	Melody Holt	263	Kris Karam
230	Derek Butler	264	Leah Dickert
231	Sherry Sander	265	Richard Courtney
232	Kim Weyrauch	266	Lisa Peebles
233	Chadd McCulley	267	Mina Jensen Hale
234	Beth Baker	268	Michelle Phillips

Rank	Name	Rank	Name
269	Jeannie Bankins	285	Susan Thetford
270	Riley Deane	286	McKenna Botsford
271	Summer Gray	287	Ashley Oppenborn
272	Whitley Smith	288	John Landing
273	Nathan Endres	289	Brent Thompson
274	Jennie Oilar	290	Will Andrews
275	John Omer	291	Adam Helton
276	Monica Belanger	292	Brittany Kohler
277	Leigh Ann Richards	293	Kim Song
278	Tish Roney	294	Marna Craig
279	Sheri Hendel	295	Brian Copeland
280	Jessica Garza	296	Keni Henderson
281	Ashley Roberts	297	Allyson Heithcock
282	Marcos Mikasobe	298	Toni Frizzell
283	Debbie Beam	299	Amanda Beam
284	Matt Reed	300	Stacy Williams

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Founder & CEO
Ten Oaks Real Estate
Client since February 2021



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Broker
Benchmark Realty LLC
Client since June 2021



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MATT BURHART & JOHN SPOON
Co-Founders of
The Waypoint Team
Clients since April 2021



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LEIGH ANN PARKINSON
Realtor
Real Broker, LLC
Client since April 2021



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FRED EVANS
Realtor
Bradford Real Estate
Client since April 2021



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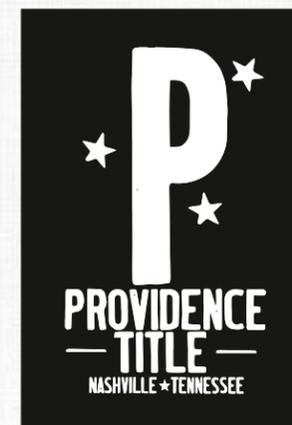
TOP 100 DAVIDSON CO

Closed Date From Jan. 1, 2025–January 31, 2025

Rank	Name	Rank	Name
1	Alexander Brandau IV	35	Maggie Bond
2	Kristie Gogo	36	Molly Mason
3	Steve Fridrich	37	Chad Wohlers
4	Jesse Levin	38	Mark Deutschmann
5	Lorene Hetherington	39	Jennifer Erickson
6	Allen Huggins	40	Katie Medlin
7	Beverly Greenup	41	Vance Blade
8	Beth Molteni	42	Vicki Smith
9	Jay Adams	43	Denise Battles
10	Shauna Brooks	44	Trish James
11	Megan Jernigan	45	Aaron Armstrong
12	Daniel Teague	46	Rachel Brewer
13	Tracy Baker	47	Jody Roberts
14	Jack Miller	48	Sam Miller
15	Sean Shariati	49	Steve Miller
16	Lacey Newman	50	Ryan Tombul
17	Grace Clayton	51	Kimberly Dougher
18	Scott Pettus	52	Hagan Stone
19	Cathie Renken	53	Tim Weathers
20	Bernie Gallerani	54	Terra Bell
21	Greg Cooley	55	Gary Ashton
22	John Helton	56	Cheryl Macey
23	Brianna Morant	57	Hany Attaallah
24	Starling Davis	58	Kristee Dickson
25	Jesse Carr	59	Kim Penz
26	Tiffany Wingo	60	Elena Franklin
27	Tyler Henson	61	Tolbert Wolly Legg
28	Steven Russell	62	Curtis Groves
29	Tanisha Hart-Love	63	Jennifer Evans
30	Robert Drimmer	64	Lisa Peebles
31	Shelbi Aimonetti	65	Richard Courtney
32	Tony Carletello	66	Mina Jensen Hale
33	Tyler Faulkner	67	Chadd McCulley
34	Gabriela Lira Sjogren	68	Josh Anderson

Rank	Name	Rank	Name
69	John Omer	85	Troy Charlton
70	Monica Belanger	86	Brad Reynolds
71	Tish Roney	87	Christopher Stjernholm
72	Matt Reed	88	Autumn Faughn
73	Debbie Beam	89	Alex Mindaga
74	John Landing	90	Phil Zuehlke
75	Will Andrews	91	Michelle Hsu
76	Adam Helton	92	Chris Fumia
77	Kim Song	93	Kel Williams
78	Nathan Matwijec	94	Caitlin Lucia
79	Jarod Dotson	95	Joe Hach
80	Frank Miles	96	David Paine
81	Shelly Bearden	97	Roberto Daniels
82	Jacob Jones	98	Sallie Cromwell Simmons
83	Jessica Randolph	99	Keith Pillatsch
84	Sara Evers	100	Brian Giangiulio

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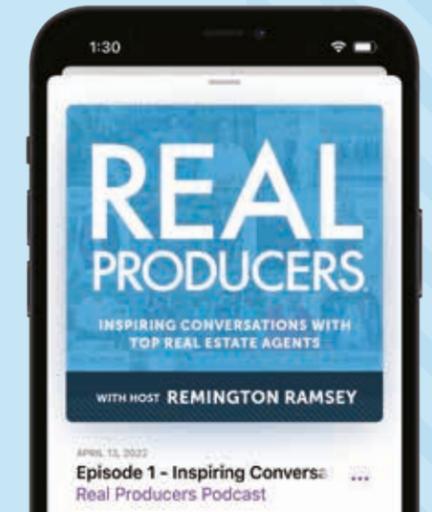
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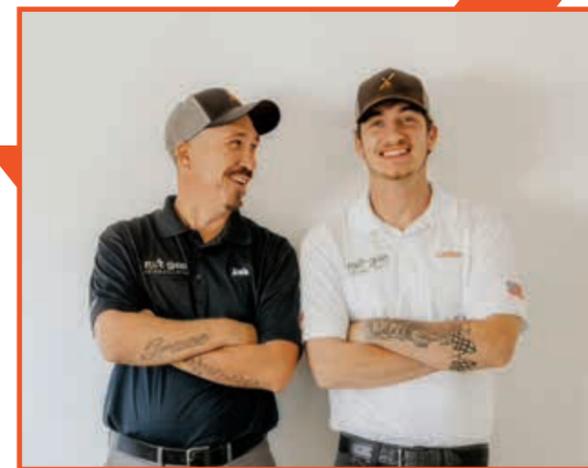


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TOP 100 MAURY CO

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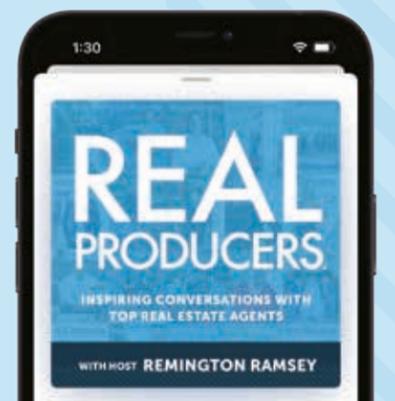
Rank	Name	Rank	Name
1	Ty Irby	35	Marcus Williams
2	Tim Thompson	36	Nick Iliescu
3	Jason Cox	37	Ashley Wisch
4	David Townsend	38	Ashley Burns
5	Sherry Sander	39	Tracy Minton
6	Jonathan Hickerson	40	Jessica Oberreuter
7	Summer Gray	41	Anthony Blackburn
8	Debbie Matthews	42	James Fuertes
9	Pamela Lee	43	Kim Prince
10	Nik Shewmaker	44	Jimmy D Dugger
11	Jayne Edwards	45	Michael Collin
12	Susan Carreon	46	Elijah Montgomery
13	Miles Duncan	47	Christian Love
14	Elizabeth Taylor	48	Leanne Kreps
15	Temi Falana	49	Sherri Hoskins
16	Andrew Lekowski	50	Greg Fritz
17	Mike Battistelli	51	Eric Haines
18	Steve Missall	52	Hannah Certain
19	Grace Highfill	53	Frank Giacomelli
20	Nathan McBroom	54	Rachael Nieves
21	Jennifer Quagliano	55	Kerry Boshers
22	Bonnie Hickman	56	Jennifer Graham
23	Janet LeBlanc	57	Kari Franklin
24	Elyse Wiser	58	Christian Rasmussen
25	Mindy Abshier	59	A.J. Sanchez
26	Diane Bone	60	Tracy Baker
27	Jimmy Campbell	61	Leigh Gillig
28	Stephen Durski	62	Erin Chesbro
29	Kelleigh League	63	Lisa Croteau
30	Melissa Pyron	64	Charlie Warner
31	Eddie Campbell	65	Jennifer Orton
32	Jacqueline Spires	66	Esther Eddy
33	David Fountain	67	Willie Mangrum
34	Sonja Wood	68	Mike DeJohn

Rank	Name	Rank	Name
69	Hannah Street	85	Andrew Tate
70	Renee Hunter	86	Keri Price
71	Ryan Tombul	87	Daria Bria
72	Carrie Jensen	88	Kali Weber
73	Dena Willis	89	Laurie Hendrickson
74	Kel Williams	90	Andrew Earl
75	Tim Field	91	Harley Pope
76	Naomi Bannister	92	Jimmy Burris
77	Holly Stevens	93	Ahmad Swade
78	Katy Whatley	94	Madison White
79	Andrea Moskal	95	Brian Bass
80	Linda Walker	96	Sharon Kinser
81	Cheryl Tlapek	97	Vincent Carter
82	Venkat Gaddam	98	Bethany McKay
83	Candice Lynn	99	Marna Craig
84	Lauren House	100	Dani Cox

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TOP 100 WILLIAMSON CO

Closed Date From Jan. 1, 2025–January 31, 2025

Rank	Name	Rank	Name
1	Erin Krueger	35	Venkat Gaddam
2	Tom Sullivan	36	Brittney Darby
3	Chad Hornick	37	Lisa Davis
4	Suzy Mills	38	Scott Hines
5	Brian Cournoyer	39	Sarah Oglesby
6	Savannah Chrisley	40	Greg Sanford
7	Gina Sefton	41	Wayne Thurmon
8	Chip Kerr	42	Kelly Dougherty
9	Tristan Kinsley	43	Sam Logan
10	Mary Kocina	44	Brent McLay
11	James Spencer	45	Kelsey Henry
12	Kaleesha Shaik	46	Matt Ward
13	Cindy Wallace	47	Greg Fritz
14	Jack Hines	48	Jody More
15	Susan Gregory	49	Rachel Margolis
16	Eileen Giger	50	Dana Griscom
17	Cameron Hunt	51	Angela Ambrose
18	Beth Ann Smith	52	John Bourgeois
19	John Rochford	53	Jill Tidwell
20	Dianne Rucker	54	Sean Simons
21	Lisa Culp Taylor	55	Kristie Blasingim
22	Starla Clark	56	Matthew Ligon
23	Alec Leaman	57	Molly Spies
24	LeAnn Wood	58	Ronald Lampley
25	Cliff O'Sullivan	59	Jason Todd
26	Shane Nelson	60	Derek Butler
27	Terri Williams	61	Flint Adam
28	Mona Wilson	62	Megan Jones
29	Graham Nichols	63	Jenna Cowart
30	Jessica Power	64	Bruce Jones
31	Allison Ulvila	65	Catherine Languido
32	Mickey Taylor	66	Maile Stover
33	Natalie Stanley	67	Shawn Hackett
34	Cher Worzala	68	Christy Bashlor

Rank	Name	Rank	Name
69	Andrea Hobson	85	Allison Ellis
70	Lorraine Mineo	86	Sonya Komar
71	Ashley Roberts	87	Kyle Wallace
72	McKenna Botsford	88	Maxwell Britton
73	Ali Noel	89	Mark Merryman
74	Brent Thompson	90	Andrew Day
75	Brian Copeland	91	Whitney Jones
76	Toni Frizzell	92	Phillip Bachelder
77	Leah Dickert	93	Thomas Laskey
78	Bekki Lowrance	94	Chris Elrod-Laskey
79	Casey Blair	95	Robert Wagner
80	Ryan Stevens	96	Misty Woodford
81	Patti Kennedy	97	Alyssa McKinnis
82	Lisa Stigliano	98	Callie Southerland
83	Debbie DeBoer	99	Mike DeJohn
84	eli ziegler	100	Charlie Warner

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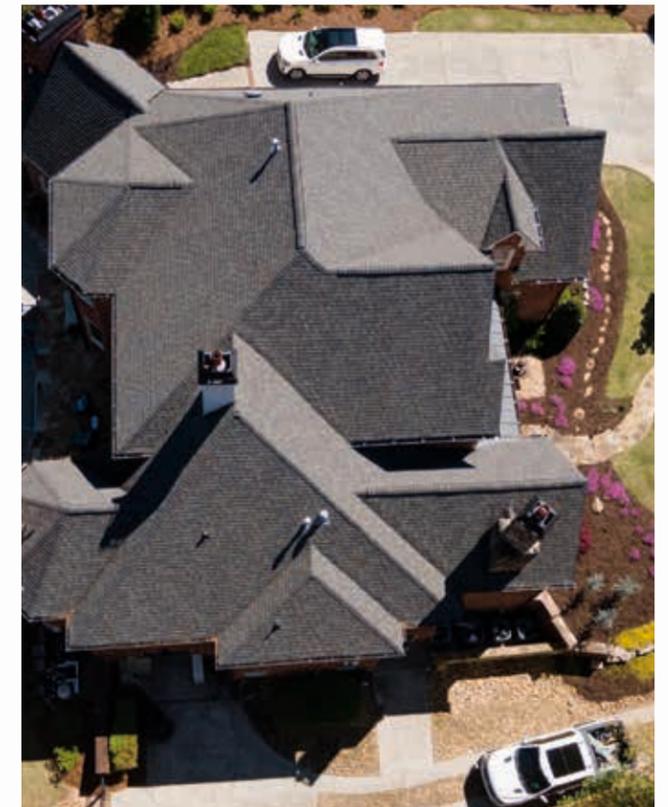
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