

JUNE 2021



EXIT SOUTHEAST

Monthly Newsletter

Did you know?

June is [National Homeownership Month](#), a time to celebrate the benefits that homeownership brings to families, neighborhoods, and communities across America!

In this edition:



A Message from Kenny & Stacy

- *Kenneth Lynn & Stacy Strobl, Regional Owners*



As you might have seen on [Facebook](#), Mickey Mouse and friends helped us make an advance trip to the Gaylord Palms Resort to make sure all will be perfect for our epic October EXIT Southeast Rally. Have you registered?! We also definitely want everyone to be in the know, so be sure you are part of our private, EXIT Southeast Events page.

The first half of 2021 is just about over and we are SO impressed with everyone working so hard to make the EXIT Southeast Superlatives list. The May rankings look so impressive...check them out! And, we are SO excited about the new latest agents you see in the newsletter as well as these amazing, new franchises: Shannon Scarfino and Randy Buff, EXIT Sunset Realty, FL; Adam Hill and Allison Moore, Somerset and Corbin KY; Ken Doran, Cape Coral; Janie Ragsdale, Prosper, TX; Josette Lewis, Destin, FL.

Finally, we're also thrilled that EXIT Realty Heartland Owner Vickie Grimes shared some of the secrets to her success in this month's profile. She's just celebrated her 100th agent sponsored into the EXIT Family and you should see the huge Kentucky home she purchased with her EXIT residuals!

We've definitely missed your faces, energy and amazing EXIT spirit which is why we wanted to host our October rally. Stay tuned as we roll out all of the inspirational speakers and guests who will be joining us. Click the easy registration button because you don't want to miss it & the special EXIT Southeast room discounts!

RALLY Roll Call

**Are you registered for the
2021 EXIT Southeast Rally in
Orlando, Florida?**

**If not, click the logo below
to secure your spot!**



EXIT Realty Heartland – Vickie Grimes Celebrates 100th Sponsor

Putting Heart in EXIT Realty Heartland

Putting your heart into something definitely makes a difference and EXIT Realty Heartland Owner Vickie Grimes said this is the foundation for her Kentucky offices. This go-getter just celebrated her 100th agent sponsored!



“So many of our clients have become friends. We treat them all with respect and the same level of care regardless of the price of the property. They aren’t statistics or just a number. They are people who matter which is how we put the heart into EXIT Realty Heartland,” explains the passionate franchisee owner.

On May 26th of this year, Vickie celebrated not

only her birthday, but, she has now successfully invited and introduced 100 agents to EXIT Realty. And number 100, Robert Scott, is very special to her family. He is her daughter-in-law’s father.

Simple Invitation Helped Make EXIT Choice

A Facebook post changed the course of Vickie’s future and it came with a simple invitation. The Kentucky native returned home in 2013 to care for her mother who was diagnosed with cancer.

“I put out on Facebook about our fight and the need for a job with flexibility so I could care for her. One of my son’s friend’s mom replied, ‘if you can sell sandblasted signs on the beach, you can sell real estate. Let me tell you about EXIT,’” Vickie said. “I knew nothing about EXIT or technology. It was really that simple. Recruiting starts with asking. Agents don’t need to over-complicate it. I’m a great example of this.”

Vickie began with EXIT in 2013 and started her first franchise in 2014 in Elizabethtown. She quickly realized she wanted to help more people and could do it better as a franchise owner. Her second franchise is in Campbellsville. And, as soon as the build out is completed, her third franchise will be in Glasgow, Kentucky.

This passion for helping has also been recognized by EXIT Southeast. Vickie earned Broker of the Year in 2019 and 2020!

Best Advice For Real Estate Agents – Concentrate On People

Take care of your buyers and sellers and the commissions will follow, she says. “I’m very wary of an agent who is in it for the commission. There is a 100% guarantee in real estate. I promise 100% failure if you concentrate on commissions. Concentrate on people and you are sure to succeed,” she advises. “There are more factors which determine success and you have to be well-rounded.”

This is the advice she gives for her students at her real estate school. The entrepreneur went to an EXIT Realty Corp. International convention and was inspired to start a real estate school and is a pre-license instructor.

Advice On Considering A Franchise And Operation

A lot of people think you make more money opening a franchise, Vickie says. Owning a franchise can be lucrative. However, it requires a lot of time and dedication. The journey is made a lot easier through systems and support received by EXIT Realty Corp. International. Her goal is not to be the most successful agent in the office but to have an office that has the most successful agents.

“EXIT isn’t a company where it trickles down. It is more like a pebble in a pond. Support comes from everywhere and it ripples out.” – Vickie Grimes

Training and support have been key to her franchise success.

“I recently went to an Angel Tucker training in Savannah, GA, ‘Sponsoring is the Heart of EXIT,’

and it was evident that everyone’s mission was to help each other. Angel also says it best. Success is not just having the right people but having those people in the right position,” Vickie said.

As a trainer, she appreciates the need for training and also knows the key to a successful brokerage is to know your strengths and the strengths of those around you.

“Jeff Davis, my office manager has helped me triple my business. He also earned EXIT Southeast’s Admin of the Year in 2019. And, Ashlyn Pawley, my admin, is queen of graphics and the internet. I couldn’t do it without them,” Vickie said.

In addition to staff support, regional and corporate support have been important.

“EXIT isn’t a company where it trickles down. It is more like a pebble in a pond. Support comes from everywhere and it ripples out. From training and Kenny and Stacy’s support (Regional Owners) to advice from EXIT Realty Director of Brokerage Services Janice Petteway, it’s all important. And, Janice reminds me to get out of my own way. Get out of my head and do what works. Keep doing what you are doing! This support has made a difference,” Vickie said.

Stay Plugged In And Listen – Secrets To Success

Staying plugged in to EXIT resources and getting your agents plugged in is one of the secrets to Vickie’s success.

“We have an incredible amount of resources with EXIT which helps and supports our agents while keeping them engaged. I also surround myself with people who have the knowledge and are willing to share that knowledge. Listening to other people is also a secret to my success. Rick DeLuca, Rick O’Neill, Annette Anthony, Angel Tucker and Jenni-

fer Halter are just some of the people that have inspired me,” Vickie said. “The beauty of EXIT is one of the foundation pillars is culture and environment, supporting people like family, and they mean it. They congratulate and support me when I’m on top and lift me up when I’m not.”

Community Service Matters

Giving back to her community is giving thanks back Vickie says. Her offices support Forever Homes For Paws, the local high school softball team, Feeding America and Barry’s Mission. “On Wednesdays, in partnership with a local Domino’s pizza, we go into economically depressed areas of our county and hand out food and sodas. As a crochet fanatic, I also make sweaters, scarves, hats and gloves we hand out with other essentials in cold weather. Being in a position to give back is food for the soul.”



Ultimately, Residuals Helped Her Dreams Come True

EXIT has a very unique single-level residual system that have kept her going, Vickie says. “With EXIT you can take listing, make sales and sponsor agents. This residual system helped me during my mother’s illness and my later health challenges. Residuals and a flexible career have made the difference,” Vickie said. She considered going back to North Carolina where she also had a franchise, however, she says EXIT made her dreams come true. “As a broker, I found an abandoned, 16,000 square foot mansion on four acres which had been vacant for 12 years. It had been my dream to have a home big enough for my family and extended family. I now have two of my sons and their families living with me and five of my seven grandkids – just like a Kennedy compound!” To date, she says she’s earned over \$380,000 in residuals which covered the price of the home. “I’ll never leave EXIT!”

Connect With Vickie And EXIT Realty Heartland Today!

Contact Vickie today to learn more about EXIT Realty Heartland and her real estate school today by emailing her at EXITGrimes@hotmail.com or connect with her on [Facebook](#).

EVENTS PAGE
Roll Call

Are you a part of
EXIT Southeast’s private
Facebook Events page?

If not, click the logo below
to get an invite to join and
stay in the know!





Highlights



Leaders Manage Activity, Not Time

~ Bob McKinnon, Director of Leadership

The most useful books I have read on the subject of time management are Monday Morning Choices by David Cottrell, and Getting Things Done by David Allen. Between these two works, you will find most every tool or technique about managing time, priority and activity. I highly recommend every Broker/Owner has them both in their company's library.

One recent Monday morning, I was reviewing my tasks and as usual found more on the list than I could possibly get to. Plus, I also noticed two items were still on the list from previous weeks, untouched. Not only that, I also found I had negative emotion about them: I was either dreading doing the task or did not know how to do it. So, at that point I used the 4 Ds of prioritizing. See the list below:

I would be well served to have 4 Ds tattooed on the back of my hand, because every time I apply them, I take a list of 20 things and reduce them down to 6. Every time!

Do it. The task is important and only I can do it, so DO IT TODAY!

Delegate it. The task is important, however someone else can do it, therefore I can delegate it to an assistant, spouse, friend etc.

Delay it. The task is not as important time wise so I can postpone it a week then re-prioritize it.

Dump it. It has been on my list a while and it seems not to be important enough, so I dump it. Get rid of it, now move on!

David Cottrell suggests that every Monday morning you plan your week. You look at your schedule and your to-do list then lay out the “first things first.” Start with the “Do it list” and lay them in the schedule exactly, favoring your top priority activities. I always stack my mornings and time block them, leaving the afternoons for interruptions, out of office things and errands. I would never get a haircut in the morning.

It takes so little planning and thought to design a week that works. My personal schedule has an entry every day entitled “daily prioritizing” at 8 am. This allows me to focus on the day, lay it out before all the activity starts. Many days are totally unique, not like the day before, because a REALTOR's life is far from cookie cutter and with thought we can work around difficult situations. The point is, I am in total control of that, not anyone else.

Try this for one week. Make your Monday morning choices, lay out your planned activities and when overwhelmed, get out the 4 Ds. By doing so you will reduce the number of activities and prioritize them. So as author, Stephen Covey, says, “Always put first things first.”



Character, Courage, & Confidence

- Lori Muller, Vice President, U.S. Division



It doesn't matter where you are in your business or personal life, these three words can impact every decision you make, every door you decide to open or close, and every path you take. When you sit back and look at these words - character, courage and confidence - you see them always fitting together, almost like the three magical ingredients of your success. If you try to separate them, you will always fall back on the other two.

No matter where you are in your career, the foundation to your personal and professional growth is your character. Your character is who you are, but your reputation is who people think you are. The trust that others have in you is the core of your character. Now, you need to ask yourself... Do they trust me? When you have a great reputation and an authentic, trustworthy character on the inside, this is when you start attracting others to you from the outside. You start building your referral business, you start having agents call you to join your brokerage, your phone rings because someone wants to join your region!

Now, let's just take a minute and think about courage. We have all had courageous moments in our lives -

those moments when one decision we made had such a monumental change in the trajectory of our personal or professional lives.

One of the biggest character-building courageous moments of my life happened when I was struggling with who or what I wanted to be at the young age of twenty. While I had felt courageous many times before, this time was different. I made the decision to quit my life in Wisconsin when I answered an ad in the local newspaper with the headline "Travel the USA- Fun in the Sun." That was on a Wednesday. By Saturday, I had put all my belongings in storage, quit my job and school, said goodbye to family and friends and my life as I knew it, and hopped on a Greyhound bound for Minneapolis, MN to start my new adventure. From that point, I traveled the country for almost 10 years selling concentrated cleaner door to door. It was a game changer for me because I had the courage to just do it!

Every day from that moment forward I never lacked courage. I didn't let anything or anyone hold me back from where I wanted to go or who I wanted to be.

So, don't let anyone or anything

stop you from being courageous. It builds your character! It builds your trust in not only yourself, but in others also, and it creates a shield of self-confidence that no one can ever take away from you. When you are courageous you inspire others to be courageous and this is how we multiply. This is how you build a referral business, your residual income, your brokerage, and your team.

The exciting part of being a person with a strong, authentic, trustworthy character is that your confidence grows! Because you take the time to invest in yourself and then pay it forward and invest in others, you build their confidence as well. Confidence now comes with empathy, not ego. This is when you take the confidence you have and use it to develop others. This is how we surpass Steve Morris' "Sponsor 3" Initiative across the entire North American continent.

I want to leave you with this quote: "Fear is temporary, but regret is forever." Be courageous, be fearless! We trust you. We believe in you. And we are confident in the Trajectory that EXIT Realty is on. As Tami Bonnell says, "This is our time!"



"In need of a reset? Click the image at left and see what it's all about!"

-Tami Bonnell, CEO

EXIT Realty Text Codes

TEXT

LISTWITHEXIT Use this text code in promotional collateral to allow potential seller clients instant access to EXIT's Expert Marketing Suite™ video, which demonstrates the power of EXIT's digital marketing strategy.

MEMBERSHIP Use this code to demonstrate to fellow EXIT Associates or potential members how buyers (and sellers) can view information on nearby properties right from their Enhanced Mobile Business Card™. The Enhanced Mobile Business Card™ is available through EXIT's Elite Membership Program.

APP This text code connects you with the EXIT Realty Connect App, putting the key components of EXIT's technology in the palm of your hand. Invite customers, clients, and prospects to download the app to take advantage of the saved search functionality, keeping your contact information a tap away.

LOOKBOOK Introducing EXIT's Look Book, a curated collection of images showcasing EXIT offices across North America.

SUPPORT Download Franchise Support's Mobile Business Card™ for easy access to EXIT's support team, Mon.–Fri., 8 am–6pm ET. Franchise support is a call or click away.

EXITSIGN Provide this text code to potential sellers to demonstrate what a prospective buyer will experience when they use our Smart Sign™ Technology. Our technology leaves no lead behind.

ACHIEVER This text code gives you instant access to the EXIT Achiever, EXIT's magazine available in digital or print. Completely mobile-friendly, the EXIT Achiever is a must-read for EXIT Associates and prospects alike.

PROMPTER Affirmations are short, positive statements written in first person in the present tense. They describe qualities you aspire to, the abundance you wish to attract into your life, and so on. Use this code to connect with *Prompter!*™, an app which will help you habitualize the writing of your daily affirmations.

THINKRESIDUALS This text code provides a link to access EXIT's Residuals Calculator to help evaluate the unlimited income potential of the EXIT Formula.

ELITE Use this code to demonstrate to fellow EXIT associates or potential members the benefits of EXIT's upgraded Membership Program.

EXIT Imagine a lawn sign that can capture the lead every time a potential buyer uses this code. EXIT's Smart Signs™ uses geotechnology to provide property details to the potential buyer's mobile device. And, the EXIT listing agent captures the buyer's information in order to reply promptly while the buyer is still outside the home.

4MM This text code provides immediate access to EXIT's 4 Minute Million video. Using visuals to explain the EXIT Formula and benefits of sponsoring, the 4 Minute Million video is perfect for opportunities to share the EXIT story on the fly.

EXITTV EXIT Realty's Youtube Channel is just a click away. Display this text code on recruiting materials to give your prospects a visual experience. EXIT's Youtube channel begins with the 4 Minute Million video and allows your prospect to browse through all of EXIT's videos, right in the palm of their hand.

to 85377



Welcome to the Family

EXIT Associate Name	EXIT Office	City
Kynya Alexis	EXIT Realty Premier Elite	FL
Ali Almratypee	EXIT 1 Stop Realty	FL
Jena Archie	EXIT Beach Realty	FL
Murad Awaimreen	EXIT Realty Mizner	FL
Taylor Ayotte	EXIT Realty Heartland	KY
Jonathan Babilonia	EXIT Realty Partners	FL
Vince Bass	EXIT Exceptional Realty	TN
Niccole Battisti	EXIT Realty Positive Edge	FL
Jonathan Black	EXIT Atomic Realty	TN
Elyn Boada	EXIT Realty Champions	FL
Cynthia Brown	EXIT Realty Premier Elite	FL
Bob Burns	EXIT Realty Diversified	TN
Alyssa Costello	EXIT Real Estate Gallery	FL
Nickole Cotter	EXIT King Realty	FL
Rigoberto Crispen Fuentes	EXIT Realty Mizner	FL
Angela Curry	EXIT Realty Lake Country	GA
Andrew Dalton	EXIT Atomic Realty	TN
Kristen Darnell	EXIT Real Estate Solutions	TN
Brandi Davis	EXIT Realty Scenic Group	GA
Janet Day	EXIT King Realty	FL
Pamela Decker	EXIT Bayshore Realty	FL
Adam DeFrank	EXIT Realty Garden Gate Team	TN
Anup Deosaran	EXIT Realty Mizner	FL
Adam Drwiega	EXIT Right Realty	FL
Ibrahim Elbahtiti	EXIT Realty First Choice	FL
Ernest Felts	EXIT Realty Diversified	TN
Brandon France	EXIT Real Estate Gallery	FL
Chanel Freeman	EXIT Realty Advantage	FL
Houston Hensel	EXIT Bayshore Realty	FL
Alexander Henske	EXIT Realty Positive Edge	FL
Rhonda Hines	EXIT Exceptional Realty	TN
Tristen Hodge	EXIT Master Realty	TN
April Jones	EXIT Realty Garden Gate Team	TN
Hope Karlsen	EXIT Realty Heartland	KY
Anne Kodash	EXIT Select Realty	FL
Taryn Kowalcik	EXIT Realty Elite	TN
Carla Lane	EXIT Realty Hometown Partners	TN
Angie Lawson	EXIT Real Estate Gallery	FL
Josette Lewis	EXIT Realty Emerald Coast	FL
Kevin Lewis	EXIT Realty Garden Gate Team	TN
Kaylan Libby	EXIT Realty Scenic Group	TN
Douglas Linder	EXIT King Realty	FL
Betty Lopez	EXIT Realty Champions	FL
Gilberte Lubin	EXIT Realty Oceanside	FL
Carolyn Madden	EXIT Gulf Coast Realty	FL
Denise Martinez	EXIT Real Estate Gallery	FL

EXIT Associate Name	EXIT Office	City
Dina Matveyeva	EXIT Integrity Realty	GA
Shelly Mazzone	EXIT Realty First Choice	FL
Tia McDonald	EXIT Real Estate Property Solutions	FL
Tatum Merbitz	EXIT Realty Lake Country	TN
Catherine Merritt	EXIT Realty Unlimited	AR
Elizabeth Miller	EXIT Rocky Top Realty	TN
Nilda Montemayor	EXIT Right Realty	FL
Myra Moore	EXIT Interstate Realty	KY
William Moore, Jr	EXIT Realty Heartland	KY
Trenton Musick	EXIT Realty Positive Edge	FL
Farah Nadere	EXIT Realty Manes Group	FL
Derek Neff	EXIT Realty Partners	FL
Bradley Pennington	EXIT Realty Of The South	TN
Arthur Perez	EXIT Real Estate Gallery	FL
Izabella Potocki	EXIT King Realty	FL
Joshua Pristupa	EXIT Inspired Real Estate	FL
Spencer Reed	EXIT Realty Mizner	FL
Kathleen Regan	EXIT Right Realty	FL
Veronica Richardson	EXIT Real Estate Gallery	FL
Kendall Roberts	EXIT Realty Bob Lamb & Associates	TN
Paula Rudder	EXIT Realty Leaders	FL
Eva Saab	EXIT Sunset Realty	FL
Richard Salomon	EXIT Rocky Top Realty	TN
Sousan Sartipi	EXIT Realty Mizner	FL
Alison Schratz	EXIT Right Realty	FL
Erin Schroeder	EXIT Real Estate Property Solutions	FL
Robert Scott	EXIT Realty Heartland	KY
Emanuela P Seney	EXIT Realty Champions	FL
Eden Shultz	EXIT Realty Positive Edge	FL
William Shultz	EXIT Realty Positive Edge	FL
Tonya Sieg	EXIT Select Realty	FL
Kathleen Simonson	EXIT Compass Realty	FL
Jordan Smith	EXIT Select Realty	FL
Taylor Smith	EXIT Real Estate Solutions	TN
Donya Staats	EXIT Realty Bob Lamb & Associates	TN
Taylor Strange	EXIT Real Estate Professionals Network	TN
Connor Sutton	EXIT Realty Mizner	FL
Roland Sweeting	EXIT Bayshore Realty	FL
Donna Terrazas	EXIT Realty Lake Country	GA
Steven Thomas	EXIT 1st Class Realty	FL
Gina Tomlin	EXIT Realty Garden Gate Team	TN
David Turetsky	EXIT Realty Mizner	FL
Brooke Watkins	EXIT Realty Lake Country	GA
Keesha Whittaker	EXIT Realty Mizner	FL
Jeff Wilkes	EXIT King Realty	FL
Ray Williams	EXIT Real Estate Professionals Network	TN



Momentum: EXIT Monthly Superlatives

Includes ONLY closed transactions posted in MEMO from May 1-30th, 2021

Top 100 Sales Volume

TN, KY, GA, FL Combined Regional Production

Rank	EXIT Associate Name	EXIT Office	City, State
1	Gary Watson	EXIT Realty N.F.I.	Pensacola, FL
2	Rich Stancato	EXIT Real Estate Gallery	Jacksonville Beach, FL
3	Donnita Hill	EXIT Rocky Top Realty Cookeville	Cookeville, TN
4	Christie Drury	EXIT Realty Elite	Nashville, TN
5	Robert The Realtor Halbman	EXIT King Realty	Sarasota, FL
6	Kel Williams	EXIT Realty Elite	Nashville, TN
7	Gregory Goff	EXIT Realty Bob Lamb & Associates	Murfreesboro, TN
8	Doris Gorman	EXIT Rocky Top Realty Lebanon	Lebanon, TN
9	Tammi Wooldridge	EXIT King Realty	Bradenton, FL
10	Lori Moses	EXIT Bayshore Realty	Brandon, FL
11	Kelly Richter	EXIT Realty Premier Elite	Lake Worth, FL
12	Rachelle Peake	EXIT Realty Leaders (Citrus County)	Beverly Hills, FL
13	Van Royal	EXIT Magnolia Point Realty	Green Cove Springs, FL
14	Tabatha Shea	EXIT Realty Bob Lamb & Associates	Murfreesboro, TN
15	Albert Amalfitano	EXIT Real Estate Property Solutions	New Smyrna Beach, FL
16	April Harrington	EXIT Real Estate Experts	Old Hickory, TN
17	Justin Hubbard	EXIT Bayshore Realty	Tampa, FL
18	Rosalind Arnold	EXIT Magnolia Point Realty	Green Cove Springs, FL
19	Michelle Atkinson	EXIT Realty Bob Lamb & Associates	Murfreesboro, TN
20	Cindi Infesto	EXIT Select Realty	Fort Myers, FL
21	Carl Vasile	EXIT Real Estate Property Solutions	New Smyrna Beach, FL
22	Patrick Manning	EXIT Realty King And Associates	Spring Hill, TN
23	Colleen Reimer	EXIT Real Estate Professionals Network	Knoxville, TN
24	Joanne DeFrisco	EXIT Realty Premier Elite	Loxahatchee, FL
25	Randy Bricker	EXIT Realty N.F.I.	Pensacola, FL
26	Dino Cates	EXIT Rocky Top Realty Livingston	Livingston, TN
27	Rob Wilson	EXIT Bayshore Realty	Tampa, FL
28	Kristy Heitl	EXIT King Realty	Venice, FL
29	Mo Molla	EXIT Real Estate Gallery	Jacksonville Beach, FL
30	Mike Walls	EXIT Real Estate Solutions	Hendersonville, TN
31	Jeramie Taber	EXIT Realty Bob Lamb & Associates	Murfreesboro, TN
32	Stephanie Doran	EXIT Gulf Coast Realty	Punta Gorda, FL

Rank	EXIT Associate Name	EXIT Office	City, State
33	Christy Peterson	EXIT King Realty	Bradenton, FL
34	Denise Hunton	EXIT Real Estate Gallery	St. John's, FL
35	Jessica Socci-Seifert	EXIT Elite Realty	Tampa, FL
36	Renee Duncan	EXIT Integrity Realty	Loganville, GA
37	Tim Field	EXIT Realty Elite	Nashville, TN
38	Tim Weller	EXIT King Realty	Venice, FL
39	Carlos Saramago	EXIT King Realty	Venice, FL
40	Mike Glass	EXIT Sands Realty	Panama City,FL
41	Jovito Osias, Jr	EXIT King Realty	Venice, FL
42	Kimberly Stewart	EXIT Right Realty	Vero Beach, FL
43	Joanne-Claire Vickers	EXIT Realty N.F.I.	Pensacola, FL
44	Stacy Wilson	EXIT Real Estate Results	Longwood, FL
45	Tricia Willenborg	EXIT King Realty	Bradenton, FL
46	Daniel Danyus	EXIT Real Estate Gallery	Jacksonville, FL
47	Katie Tomberlin	EXIT Realty King And Associates	Spring Hill, TN
48	Mike Botta	EXIT Realty Mizner	Boca Raton, FL
49	Brad Pennington	EXIT Realty Of The South	Smyrna, TN
50	Chance Clark	EXIT Realty Crutcher	Louisville, KY
51	Michael Wright	EXIT Inspired Real Estate	Middleburg, FL
52	Baley Bodden	EXIT Realty Music City	Brentwood, TN
53	Lisea Julien	EXIT King Realty	Bradenton, FL
54	Colleen Girvan	EXIT Real Estate Property Solutions	New Smyrna Beach, FL
55	Judy Cox	EXIT Rocky Top Realty Lebanon	Lebanon, TN
56	Merly Esgro	EXIT King Realty	Sarasota, FL
57	Phil Petruzzelli	EXIT Realty Mizner	Boca Raton, FL
58	Blair Bodden	EXIT Realty Music City	Brentwood, TN
59	Lisa Riccio	EXIT Gulf Coast Realty	Punta Gorda, FL
60	Michael Jackson	EXIT King Realty	Sarasota, FL
61	Lisa Rispoli	EXIT Realty Premier Elite	Lake Worth, FL
62	Bobbie Gene Inman	EXIT Real Estate Solutions	Hendersonville, TN
63	Cathy Hughes	EXIT Realty Bob Lamb & Associates	Murfreesboro, TN
64	Stacey Booker	EXIT Realty Midtown	Chapel Hill, TN
65	Martha McDermott	EXIT Realty Bob Lamb & Associates	Murfreesboro, TN
66	Tamara HarraId	EXIT Realty Blues City	Atoka, TN
67	Angie Short	EXIT Now Realty	McEwen, TN
68	Jennifer Chu	EXIT Realty Mizner	Boca Raton, FL
69	Kim Robertson	EXIT Real Estate Gallery	St. John's, FL
70	Sal Urso	EXIT Elite Realty	Tampa, FL

Rank	EXIT Associate Name	EXIT Office	City, State
71	Joanne LaPhan	EXIT Success Realty	Spring Hill, FL
72	Debra Exum	EXIT Real Estate Property Solutions	New Smyrna Beach, FL
73	Bruce Evans	EXIT Realty Lake Country	Hartwell, GA
74	Steven Latham	EXIT Realty Café	Crawfordville, FL
75	Joselyn Brunelle	EXIT Real Estate Gallery	Jacksonville, FL
76	Vicky Imbriaco	EXIT King Realty	Venice, FL
77	Rebecca Forbes	EXIT 1 Stop Realty	Jacksonville, FL
78	Erica Miles	EXIT Integrity Realty	Loganville, GA
79	Pamela Hoidge	EXIT King Realty	Bradenton, FL
80	Jennifer Watson	EXIT Realty King And Associates	Spring Hill, TN
81	Lori M Buck	EXIT Rocky Top Realty	Crossville, TN
81	Nathan Waits	EXIT Real Estate Gallery	Jacksonville, FL
82	Randy Lawyer	EXIT Real Estate Solutions	Hendersonville, TN
83	Billy Joyce	EXIT Real Estate Property Solutions	New Smyrna Beach, FL
84	Gus Vollmer	EXIT Elite Realty	Tampa, FL
85	Jane Radell	EXIT Real Estate Property Solutions	New Smyrna Beach, FL
86	Celeste Campopiano	EXIT King Realty	Venice, FL
87	Marissa Scott	EXIT Real Estate Gallery	Jacksonville, FL
88	Johnnie Gabehart	EXIT Realty McCauley	Lebanon, KY
89	Randy Buff	EXIT Sunset Realty	Bradenton, FL
90	Brandon Webster	EXIT Realty Garden Gate Team	White House, TN
91	Judy Hooten	EXIT Real Estate Gallery	Orange Park, FL
92	Melba Jackson	EXIT Master Realty	Goodlettsville, TN
93	Lora Trageser	EXIT Real Estate Property Solutions	New Smyrna Beach, FL
94	Brooke Smith	EXIT Magnolia Point Realty	Green Cove Springs, FL
95	Amanda McNeal	EXIT Realty Music City	Brentwood, TN
96	Andrew Young	EXIT Real Estate Gallery	Jacksonville Beach, FL
97	Tony Crabtree	EXIT Realty Bob Lamb & Associates	Murfreesboro, TN
98	Kateryna Hamami	EXIT Realty N.F.I.	Pensacola, FL
99	Donald Stokes	EXIT Realty Tri-County	Clermont, FL
100	Felicia Rauschmayer	EXIT Real Estate Gallery	Jacksonville, FL

Congratulations!

Top Offices

TN, KY, GA, FL

Individual Office Production in Sales Volume

Rank	EXIT Office	City, State
1	EXIT Realty N.F.I.	Pensacola,FL
2	EXIT King Realty	Venice, FL
3	EXIT Bob Lamb & Associates	Murfreesboro, TN
4	EXIT Real Estate Property Solutions	New Smyrna Beach, FL
5	EXIT King Realty	Bradenton, FL
6	EXIT Real Estate Solutions	Hendersonville, TN
7	EXIT Real Estate Gallery	Jacksonville Beach, FL
8	EXIT Realty Elite	Nashville, TN
9	EXIT Realty Premier Elite	Lake Worth, FL
10	EXIT Real Estate Gallery	Orange Park, FL

Multiple Offices Combined Production in Sales Volume

Rank	EXIT Office	State
1	EXIT Real Estate Gallery	Florida
2	EXIT King Realty	Florida
3	EXIT Real Estate Property Solutions	Florida
4	EXIT Rocky Top Realty	Tennessee
5	EXIT Realty Premier Elite	Florida
6	EXIT Bayshore Realty	Florida
7	EXIT Realty Garden Gate Team	Tennessee
8	EXIT Realty Crutcher	Kentucky
9	EXIT Realty Lake Country	Georgia
10	EXIT Realty Leaders	Florida

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Monthly Superlatives: Florida

Top 10 Agent Production Report in Sales Volume

Rank	EXIT Associate Name	EXIT Office	City
1	Gary Watson	EXIT Realty N.F.I.	Pensacola
2	Rich Stancato	EXIT Real Estate Gallery	Jacksonville Beach
3	Robert Halbman	EXIT King Realty	Sarasota
4	Tammi Wooldridge	EXIT King Realty	Bradenton
5	Lori Moses	EXIT Bayshore Realty	Brandon
6	Kelly Richter	EXIT Realty Premier Elite	Lake Worth
7	Rachelle Peake	EXIT Realty Leaders (Citrus County)	Beverly Hills
8	Van Royal	EXIT Magnolia Point Realty	Green Cove Springs
9	Albert Amalfitano	EXIT Real Estate Property Solutions	New Smyrna Beach
10	Justin Hubbard	EXIT Bayshore Realty	Tampa
9	Rosalind Arnold	EXIT Magnolia Point Realty	Green Cove Springs
10	Carl Vasile	EXIT Real Estate Property Solutions	New Smyrna Beach

Top 10 Agent Production in Closed Ends

Rank	EXIT Associate Name	EXIT Office	City
1	Gary Watson	EXIT Realty N.F.I.	Pensacola
2	Tricia Willenborg	EXIT King Realty	Bradenton
3	Rich Stancato	EXIT Real Estate Gallery	Jacksonville Beach
4	Cindi Infiesto	EXIT Select Realty	Fort Myers
5	Rochelle Paquin	EXIT King Realty	Sarasota
6	Randy Bricker	EXIT Realty N.F.I.	Pensacola
7	Rachelle Peake	EXIT Realty Leaders (Citrus County)	Beverly Hills
8	Cindy Strait	EXIT Riverside Realty	Dunnellon
8	Jadwiga Waloch	EXIT Realty First Choice	Palm Coast
8	Kelly Richter	EXIT Realty Premier Elite	Lake Worth
9	Rosalind Arnold	EXIT Magnolia Point Realty	Green Cove Springs
10	Carl Vasile	EXIT Real Estate Property Solutions	New Smyrna Beach

Top 10 Office Production Report

Rank	EXIT Office	City
1	EXIT Realty N.F.I.	Pensacola
2	EXIT King Realty	Venice
3	EXIT Real Estate Property Solutions	New Smyrna Beach
4	EXIT King Realty	Bradenton
5	EXIT Real Estate Gallery	Jacksonville Beach
6	EXIT Realty Premier Elite	Lake Worth
7	EXIT Real Estate Gallery	Orange Park
8	EXIT King Realty	Sarasota
9	EXIT Realty Mizner	Boca Raton
10	EXIT Real Estate Gallery	Fleming Island

Top 10 Office Production in Closed Ends

Rank	EXIT Office	City
1	EXIT King Realty	Venice
2	EXIT Realty N.F.I.	Pensacola
3	EXIT Real Estate Property Solutions	New Smyrna Beach
4	EXIT King Realty	Bradenton
5	EXIT Realty Premier Elite	Lake Worth
6	EXIT Realty Mizner	Boca Raton
7	EXIT Real Estate Gallery	Jacksonville Beach
8	EXIT Real Estate Gallery	Orange Park
9	EXIT Real Estate Gallery	Fleming Island
10	EXIT King Realty	Sarasota

Monthly Superlatives: Georgia



Top 10 Agent Production Report in Sales Volume

Rank	EXIT Associate Name	EXIT Office	City
1	Renee Duncan	EXIT Integrity Realty	Loganville
2	Bruce Evans	EXIT Realty Lake Country	Hartwell
3	Erica Miles	EXIT Integrity Realty	Loganville
4	Lisa Looper	EXIT Integrity Realty	Loganville
5	Angela Mays	EXIT Realty Quality Solutions	Marietta
6	Christy Dwyer	EXIT Realty Lake Country	Hartwell
7	Amanda Setzer	EXIT Realty Lake Country	Hartwell
8	Mike Glass	EXIT Realty Quality Solutions	Marietta
9	Stephen Shull	EXIT Team Realty	Atlanta
10	Heather Braswell	EXIT Realty Lake Country	Greensboro

Top 10 Agent Production in Closed Ends

Rank	EXIT Associate Name	EXIT Office	City
1	Bruce Evans	EXIT Realty Lake Country	Hartwell
2	Erica Miles	EXIT Integrity Realty	Loganville
2	Renee Duncan	EXIT Integrity Realty	Loganville
3	Susan Smith	EXIT Realty Advantage	Lagrange
3	Rochelle Green	EXIT Realty Unlimited	Powder Springs
3	Amanda Setzer	EXIT Realty Lake Country	Hartwell
3	Lisa Looper	EXIT Integrity Realty	Loganville
4	Angela Mays	EXIT Realty Quality Solutions	Marietta
5	Mike Glass	EXIT Realty Quality Solutions	Marietta
6	Erica Burke	EXIT Realty Quality Solutions	Marietta
6	Everett Worley	EXIT Realty Lake Country	Hartwell
6	Melissa Parks	EXIT Realty Lake Country	Greensboro
6	Heather Braswell	EXIT Realty Lake Country	Greensboro
6	Christy Dwyer	EXIT Realty Lake Country	Hartwell
6	Angela Powell	EXIT Team Realty	Hinesville
6	Michelle Tilson	EXIT Realty Lake Country	Madison

Top 10 Office Production Report

Rank	EXIT Office	City
1	EXIT Integrity Realty	Loganville
2	EXIT Quality Solutions	Marietta
3	EXIT Realty Lake Country	Hartwell
4	EXIT Realty Lake Country	Madison
5	EXIT Realty Lake Country	Lake Oconee/Lake Sinclair
6	EXIT Team Realty	Atlanta
7	EXIT Realty Advantage	Lagrange
8	EXIT Realty Unlimited	Powder Springs
9	EXIT Realty Lake Country	Braselton
10	EXIT Team Realty	Hinesville

Top 10 Office Production in Closed Ends

Rank	EXIT Office	City
1	EXIT Integrity Realty	Loganville
1	EXIT Realty Lake Country	Hartwell
2	EXIT Quality Solutions	Marietta
3	EXIT Realty Lake Country	Madison
3	EXIT Realty Lake Country	Lake Oconee/Lake Sinclair
4	EXIT Realty Advantage	Lagrange
5	EXIT Realty Unlimited	Powder Springs
6	EXIT Team Realty	Hinesville
7	EXIT Realty Lake Country	Braselton
7	EXIT Team Realty	Atlanta

Monthly Superlatives: Kentucky



Top 10 Agent Production Report in Sales Volume

Rank	EXIT Associate Name	EXIT Office	City
1	Chance Clark	EXIT Realty Crutcher	Louisville
2	Johnnie Gabehart	EXIT Realty McCauley	Lebanon
3	Vickie Grimes	EXIT Realty Heartland	Elizabethtown
4	Lori Lopez	EXIT Realty Crutcher	Louisville
5	Larry McCauley, Jr	EXIT Realty McCauley	Lebanon
6	George Green III	EXIT Realty Green Team	Louisville
7	Kelley McGough	EXIT Experience Realty	Bowling Green
8	Kelly Schoeffler	EXIT Realty Green Team	Louisville
9	John Martin	EXIT Realty Crutcher	Frankfort
10	Stacy Bauer	EXIT Realty Heartland	Elizabethtown

Top 10 Agent Production in Closed Ends

Rank	EXIT Associate Name	EXIT Office	City
1	Johnnie Gabehart	EXIT Realty McCauley	Lebanon
2	Lori Lopez	EXIT Realty Crutcher	Louisville
3	George Green III	EXIT Realty Green Team	Louisville
4	Vickie Grimes	EXIT Realty Heartland	Elizabethtown
5	Larry McCauley, Jr	EXIT Realty McCauley	Lebanon
6	Chance Clark	EXIT Realty Crutcher	Louisville
7	Kelley McGough	EXIT Experience Realty	Bowling Green
8	Jackie Willis-Denton	EXIT Realty Heartland	Campbellsville
8	Kelly Schoeffler	EXIT Realty Green Team	Louisville
8	Tina Marie Young	EXIT Realty Crutcher	Lawrenceburg
8	Reva Howe	EXIT Realty Crutcher	Frankfort
8	Stacy Bauer	EXIT Realty Heartland	Elizabethtown
9	Nellie Howe	EXIT Realty Crutcher	Frankfort
9	Sheila Fulkerson	EXIT Realty Bold Move	Leitchfield
9	Lisa Kearnes	EXIT Realty Heartland	Campbellsville
9	Chad Ansert	EXIT Realty Crutcher	Louisville
9	John Martin	EXIT Realty Crutcher	Frankfort
9	Vicky Bouchard	EXIT Realty Crutcher	Louisville
10	Kenny Hawkins	EXIT Realty Crutcher	Frankfort

Top 10 Office Production Report

Rank	EXIT Office	City
1	EXIT Realty Crutcher	Louisville
2	EXIT Realty McCauley	Lebanon
3	EXIT Realty Crutcher	Frankfort
4	EXIT Realty Heartland	Elizabethtown
5	EXIT Realty Green Team	Louisville
6	EXIT Realty Crutcher	Lawrenceburg
7	EXIT Experience Realty	Bowling Green
8	EXIT Realty Bold Move	Leitchfiled
9	EXIT Realty Heartland	Campbellsville
10	EXIT Realty Home Front	Brandenburg

Top 10 Office Production in Closed Ends

Rank	EXIT Office	City
1	EXIT Realty Crutcher	Louisville
2	EXIT Realty McCauley	Lebanon
3	EXIT Realty Heartland	Elizabethtown
4	EXIT Realty Crutcher	Frankfort
5	EXIT Realty Green Team	Louisville
6	EXIT Realty Crutcher	Lawrenceburg
7	EXIT Experience Realty	Bowling Green
8	EXIT Realty Bold Move	Leitchfiled
9	EXIT Realty Heartland	Campbellsville
10	EXIT Realty Home Front	Brandenburg

Monthly Superlatives: Tennessee



Top 10 Agent Production Report in Sales Volume

Rank	EXIT Associate Name	EXIT Office	City
1	Donnita Hill	EXIT Rocky Top Realty Cookeville	Cookeville
2	Christie Drury	EXIT Realty Elite	Nashville
3	Kel Williams	EXIT Realty Elite	Nashville
4	Gregory Goff	EXIT Realty Bob Lamb & Associates	Murfreesboro
5	Doris Gorman	EXIT Rocky Top Realty Lebanon	Lebanon
6	Tabatha Shea	EXIT Realty Bob Lamb & Associates	Murfreesboro
7	April Harrington	EXIT Real Estate Experts	Old Hickory
8	Michelle Atkinson	EXIT Realty Bob Lamb & Associates	Murfreesboro
9	Patrick Manning	EXIT Realty King And Associates	Spring Hill
10	Colleen Reimer	EXIT Real Estate Professionals Network	Knoxville

Top 10 Office Production Report

Rank	EXIT Office	City
1	EXIT Realty Bob Lamb & Associates	Murfreesboro
2	EXIT Real Estate Solutions	Hendersonville
3	EXIT Realty Elite	Nashville
4	EXIT Realty King & Associates	Spring Hill
5	EXIT Realty Music City	Brentwood
6	EXIT Real Estate Professionals Network	Knoxville
7	EXIT Real Estate Experts	Old Hickory
8	EXIT Rocky Top Realty	Crossville
9	EXIT Realty Garden Gate Team	White House
10	EXIT Rocky Top Realty	Lebanon

Top 10 Agent Production in Closed Ends

Rank	EXIT Associate Name	EXIT Office	City
1	Christie Drury	EXIT Realty Elite	Nashville
2	Donnita Hill	EXIT Rocky Top Realty Cookeville	Cookeville
3	Dino Cates	EXIT Rocky Top Realty Livingston	Livingston
4	April Harrington	EXIT Real Estate Experts	Old Hickory
5	Gregory Goff	EXIT Realty Bob Lamb & Associates	Murfreesboro
6	Tim Field	EXIT Realty Elite	Nashville
7	Jeramie Taber	EXIT Realty Bob Lamb & Associates	Murfreesboro
8	Kel Williams	EXIT Realty Elite	Nashville
9	Michael Griffis	EXIT Realty Screamin' Eagle	Clarksville
10	Rebecca McCoy	EXIT Real Estate Professionals Network	Knoxville

Top 10 Office Production in Closed Ends

Rank	EXIT Office	City
1	EXIT Realty Bob Lamb & Associates	Murfreesboro
2	EXIT Realty Elite	Nashville
3	EXIT Real Estate Solutions	Hendersonville
4	EXIT Real Estate Professionals Network	Knoxville
5	EXIT Rocky Top Realty	Crossville
6	EXIT Realty Blues City	Jackson
7	EXIT Realty King & Associates	Spring Hill
8	EXIT Realty Garden Gate Team	White House
9	EXIT Rocky Top Realty	Cookeville
10	EXIT Real Estate Experts	Old Hickory



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