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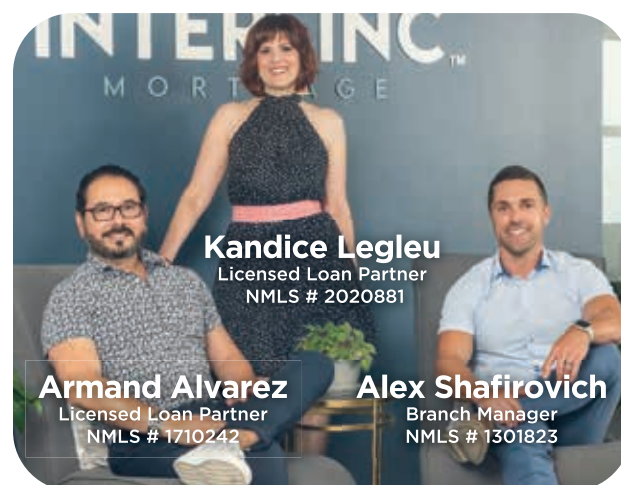


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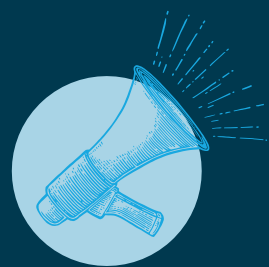
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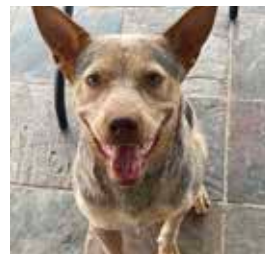
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▶▶ publisher's note

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Lisa Nguyen

Engaging for Excellence



One of the most important habits and attributes of a successful REALTOR® is the ability and willingness to really plug into the needs of those they serve.

That's an area where Lisa Nguyen excels.

As a Rising Star REALTOR® with Armstrong Realty, Lisa totally engages with her clients to achieve excellent results in helping them reach their goals.

"That's one of my favorite parts of what I do," she says. "I love meeting with my clients ... sitting down and getting to know them on a personal level, really listening and finding out what their goals are."

...

▶ rising star

Written by Dave Danielson
Photos by Caroline Smith,
Davillier Photography & Graphics



...

Learning and Growing

A big part of Lisa's success was honed during her previous career ... helping to build success as part of her family's hotel business on the Westbank.

I love being a real resource in my community... It's only up and up from here. I see myself doing this for a long time.

When Hurricane Ida devastated the area, Lisa found herself at a pivotal point where she looked at other options.

"For the last 14 years, I was managing the hotel. When Hurricane Ida came along, that was the first storm when we got substantial damage. In fact, we lost our roof during the storm," Lisa remembers.

"In the meantime, while we were doing construction, my sister and my broker, Linda Nguyen, talked with me about getting licensed and coming in to help her. She was very busy. It was my opportunity to get my feet wet and to see what real estate was like."

Paving the Way

Her sister's encouragement was vital for her. She moved forward and into the business right away in February of this year. In fact, she got licensed in two months and hit the ground running.

"I shadowed my sister, and it has been a great learning experience," Lisa says. "There have been ups and downs, but there is no challenge that we can't overcome."

Lisa has quickly made her presence known in the business. In fact, she recorded four deals within her first six months as a REALTOR®.

Making An Impact

Lisa is driven to make a difference by her family.

"They are my biggest support and backbone," Lisa emphasizes. "It's seeing how much we can grow the next day and challenging ourselves."

Family is at the heart of life for Lisa, including her daughter, Vivian Manning.

In her free time, Lisa is also driven to network in the community to see what she can do to give back.

"One of my favorite things is getting involved in local events," she explains. "I work a lot, and it's



hard to turn that off. So, my downtime is networking and attending events."

Lisa also has a heart for giving back. In addition to being a member of the Lion's Club and Asian American Lion's Club, she is a member of the board of directors and has served as past chair of the Asian Pacific American Society of New Orleans.

"They keep our culture alive for the younger generation," Lisa says. "It's like an umbrella in the Asian community. We are able to help new people moving to the area get connected with the local area and resources."

As Lisa reflects on her career, she has her sights on continuing to build forward for those around her for a long time to come.

"I love being a real resource in my community," she says. "It's only up and up from here. I see myself doing this for a long time."

Day by day, Lisa is engaged in excellence with an ongoing mission to help those around her get to experience their dreams.

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March 21st
March 24th

Virtual Realtor Appreciation Day
Lunch 11:30-1:30- Lt. Governor Billy Nungesser - NOLE on St. Charles Ave

April 21st
May 3rd-6th

Evening Fashion Show (Fundraiser) Metro D.C

May 19th
June 16th

Breakfast 9:30-11:30 speaker Craig Duronlet - Katies in Midcity
Lunch 11:30-1:30 Top Producer Panel- TBD

July
July 21st

Lunch 11:30-1:30 Ralph on the Park Past President
YPN evening School supply drive Wrong Iron

August
August 25th

CID collaboration
Evening 5:30-7:30 Strategic Partner appreciation
TBD (CASK) near Canal Street

Sept 22/23
October
October 13th

Evening Fall Fundraiser (Basin) (Music related possible theme)
Breast Cancer Walk
Lunch 11:30-1:30 Elections Business Resource lunch (commercial speaker)

Nov 9th
November
Dec 9th

NAR Conference (Orlando)
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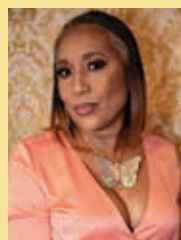
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partner spotlight

Written by **Dave Danielson**
Photos by **Noel Marcantel**
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Carolyn Bailey

and Delta Title Corporation

Genuine Guidance

Beyond all of the nuts and bolts of the real estate process itself is the human element that makes it all work together in the right way — leading toward the closing table.

With that in mind, it means a lot to have a partner on your side who approaches work with your clients with thorough care.

That's what you get with President Carolyn Bailey and Delta Title Corporation.

"I love being at the closing table and explaining the documents to first-time homebuyers. I believe in creating a positive experience. It is a wonderful investment for people to make, and I want them to come in and be comfortable asking me questions," Carolyn emphasizes. "I want them to understand what they are signing and feel empowered by what they are investing in."

Easing the Way Forward

As Carolyn says, while some people can become intimidated by the process, the advantages far outweigh those initial misgivings.

"It's important for people not to be scared by the process. It's a big purchase, but it is an investment in their future," Carolyn says.

"With interest rates and costs going up ... it's rewarding to empower people with the knowledge that they will be further ahead by making that purchase."

Immersing in the Business

Carolyn has a passion for immersing herself in the mechanics of the business, as well.

"I love examining titles and going back years in the public records to make sure that all the pieces of the puzzle come together correctly," she smiles. "Every house has a story. The legal documents tell that story. Sometimes it's a happy story. Sometimes it's not a happy story."

Delta Title Corporation will celebrate 60 years next year ... as one of the oldest title companies in the state of Louisiana.

"What makes us unique is we handle residential, commercial and REO/relocation transactions rather than focusing only on one type," she says. "Because we are diversified in the types of work we do, when the real estate market cycles turn, we are able to balance out and maintain our level of work year after year compared to others that may focus only on one stream of business."

A Wealth of Experience

As she leads the way for her team at Delta Title Corporation, Carolyn brings a wealth of experience to the work she does with her team and clients. In fact, she taught high school English for a few years and then went to law school.

After earning her law degree, she worked for six years at another title company before joining the Delta Title Corporation team 13 years ago.

Teamwork is at the heart of the edge that Delta Title Corporate delivers.

"We have 27 employees with multiple office locations in Louisiana. With that, we have our own marketing team, an attorney in each office and multiple attorneys in the corporate office in Metairie ... along with lots of support staff who coordinate closings," Carolyn says.

"Plus, we have a dedicated commercial department and a department that specializes in foreclosures and relocation. We have a separate post-closing department. We also handle closings in Mississippi, as well."

Team Advantage

Team cohesiveness is central to the advantages that clients get when they work with Delta Title Corporation.

“We are very cohesive as a group. We spend a lot of time together. During COVID-19, when people were working remote, because of the paper-heavy and in-person nature of title work, we all still came in every day,” she says. “When asking employees about working remote, many replied that they didn’t want to work remote even if it would have been an option. We help each other out. We are a family. People see that someone needs help and steps in.”

Family Highlights

Away from work, Carolyn treasures time with her family, including her husband of 20 years, Jason, and their three daughters — Megan, Claire and Ellen.



In her free time, Carolyn has a passion for exercise. She is a runner who is dedicated to what she does. In fact, she routinely rises at 5 a.m. and gets in a run of a couple miles before starting the rest of her day.

As Carolyn says, “We take pride in doing it right from the get-go. We don’t cut corners. We make sure that when you come to our company your ownership interest in the transaction is protected. We take care of people completely.”

Those who have the opportunity to work with Delta Title Corporation appreciate the way the experience is filled with good communication. They feel informed.

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Three-Page Feature + Cover

Angie Beasley

POSITIVE CHAPTERS



► agent story

Written by **Dave Danielson**
Photos by **Noel Marcantel**
of Noel Marcantel Photography

In the effort to move forward in life, your clients are adding new pages to their stories. And you are there at their side for the pivotal moments that will influence the key locations in those stories.

Angie Beasley cherishes being there in those times for those she serves, as well.

As a broker with Properties Unlimited Realty LLC, she is energized by the chance to create positive chapters in the lives of those around her.

“When I got into the business, I quickly fell in love with helping clients find a home, from helping them find a good lender partner to house hunting and the always-gratifying feeling of watching them sign the paperwork at the closing,” Angie explains.

“Knowing I had a small part of helping someone else’s dream come true gave me a feeling of confidence that I was where I needed to be. We all have a story, and knowing I could help write a positive chapter that will forever change the course of someone’s life was priceless to me, and I was hooked!”

GETTING HER START

Angie had started in real estate part time in 2015, focusing more on rental activity to begin with.



“

I WANT MY CLIENTS TO FEEL THAT THEY HAVE BEEN HEARD AND A PRODUCTIVE GAME PLAN HAS BEEN PUT INTO PLACE TO MEET THEIR NEEDS TO THE BEST OF MY ABILITIES AND THE ABILITIES OF THE RESOURCES AVAILABLE ”

“I was a homeschool parent of two teenagers and a sales director with a skin care/cosmetics company. With a change in times and a need for something new, I gave real estate a try,” Angie remembers. “I have always worked sales/commission-based jobs, so I thought I would give it a try. My sister is a local broker, so I knew going in I would have the support I needed entering into a new field.”

RAPID RISE

It didn’t take long at all for Angie to establish herself in the market. In fact, as she recalls, her early goal was to close \$1 million in sales volume in a year.

“I was quickly closing that in a month. I am very competitive with myself and always setting new goals,” she says.

“I was never afraid to try something new, from careers to adventures, so when I told my husband I was going to become a REALTOR®, his reply was, ‘Good, I am sure you will do great.’ That was his way of saying, ‘Here she goes again.’ I know he didn’t doubt I could do it, but I don’t think either of us expected it to take off the way it did.”

FAMILY HIGHLIGHTS

Away from work, Angie cherishes time with her husband and their children. They definitely like to stay active.

“I keep a bag packed and I am always ready for a road trip. New adventures, even small ones, set lifelong memories,” Angie points out. “None of us really desire material things, so instead of big gifts during the year for birthdays and holidays, we do trips. I have not had any complaints yet!”

When it comes to giving back, Angie feels honored to manage property for a nonprofit pregnancy center in Gretna.

“I have seen how much each staff member, paid or volunteer, gives of themselves to the parents. They not only provide material needs, but parenting classes and resources, and they help meet any need, any parent, any age, no matter if it’s the first or fifth child,” Angie says. “There are no strings attached, nothing expected in return, and no parent is turned down. They have even guided a dad when the mother wasn’t interested in the services to help with parenting classes and a safe place to share questions and concerns. I have seen them change lives!”

PROVIDING THE BEST

As Angie explains it, from the multi-million-dollar investor to the first-time home buyer just starting out, her prayer is that they all receive the level of time, care and expertise they deserve to meet their desired goal.

“I want my clients to feel that they have been heard and a productive game plan has been put into place to meet their needs to the best of my abilities and the abilities of the resources available,” she emphasizes. “I am big on communication. I know we all work at different speeds, and I can move as quickly or slowly as needed, but if we are not moving in the same direction, it doesn’t benefit anyone. I can pivot when needed. It is important my client has a clear understanding of the process so they can make the decision to best fit their needs.”

Congratulations to Angie Beasley for the positive impact that she makes on the lives of people each day ... in the process, helping them create positive new chapters in their lives.

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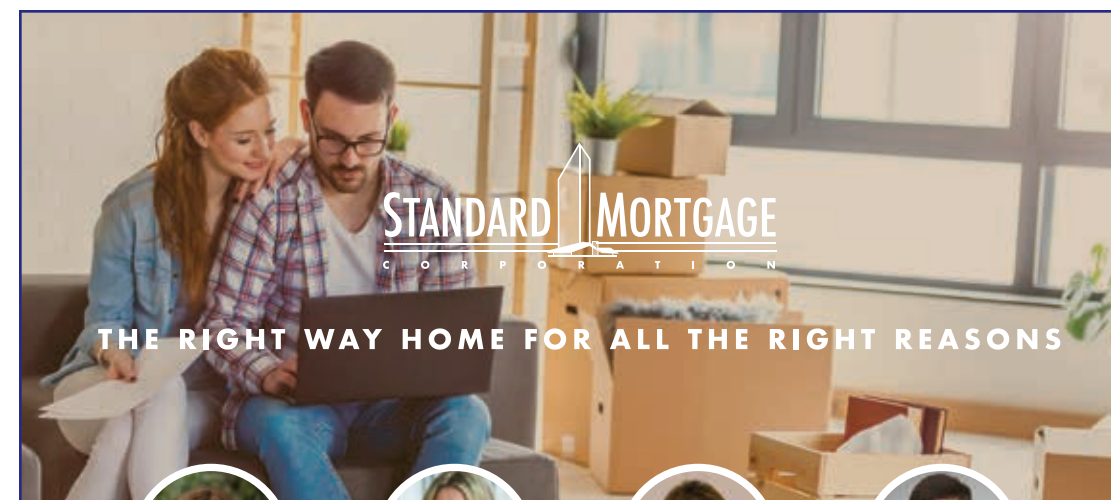


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Lion's Gate Mansion

► vendor spotlight

Written by **Maggie Peterson**
Photos by **Noel Marcantel**
of Noel Marcantel Photography

The Quintessential

New Orleans Experience

"Lion's Gate Mansion, located in the heart of New Orleans' Garden District, is THE place to have that quintessential experience and create memories of a lifetime."

— Christian Galvin

Christian Shane Properties is a well-known name in luxury real estate. However, many people may not know about one of Christian Shane International's four divisions that offer hospitality services through luxury events spaces and accommodations along the Gulf Coast: Christian Shane Hospitality.

Located just off historic St. Charles Avenue, Lion's Gate Mansion is Christian Shane Hospitality's opus and is perfectly situated to enjoy Mardi Gras parades and activities, especially on Mardi Gras Day when the Krewe of Zulu passes right in front of the mansion.

Its current owner, Christian Galvin, is the third owner of this quintessential New Orleans home. Under Galvin's ownership, the mansion has undergone extensive renovations. Despite these modern additions, the mansion has kept its old-world charm featuring vintage furniture and an art collection, and is a popular venue thanks to its unique atmosphere and convenient location.

Boasting nine bedrooms that support 22 overnight guests throughout three floors, Lion's Gate Mansion provides a relaxed atmosphere where people sit on its grand porches and read while enjoying a glass of wine and is an excellent starting point for exploring New Orleans' most popular attractions. The nearby Lafayette Cemetery No. 1 is a must-see for any history lover.

Close by, St. Charles Streetcar makes exploring nearby neighborhoods, like the Garden District and Uptown, easy.



Lion's Gate is perfect for special events, such as receptions, corporate retreats, social celebrations, cocktail parties and family reunions. During the holidays, Lion's Gate guests cook their turkey dinners surrounded by the season's decorations.

The Cohen family built Lion's Gate Mansion in 1960. In 1978, the house was sold to the Marist Society, a congregation of the Catholic Church, and became home to 24 priests as a rectory and a center for social studies. Later, it became a shelter for women, and finally, a retirement home for Marist priests.

Galvin bought the property in 2012 and made significant renovations, turning the Gatsby-esque mansion into the foundation of Christian Shane International's hospitality division.



Christian Shane Hospitality creates a New Orleans dream experience with luxurious rest plus relaxation as the brand's hallmark. That luxury extends to every detail, from their pillows and bath products to their robes and slippers, and guests often describe the beds as the most comfortable ever and want to know where they can purchase one of the signature C. S. Luxury-branded robes.

Christian Galvin is a fifth-generation New Orleanian. He grew up in North Carolina and received his degree in textile technology from North Carolina State University. Upon graduation, he moved to New York and worked in public relations and marketing for major retailers and fashion houses.

After Hurricane Katrina, Christian moved to New Orleans to be part of the Rebuild + Rebirth of the City and to be close to family, where he worked with the Small Business Development Center. He continued his education, receiving an MBA from Tulane University and a master's in global management, specializing in the ethical decision-making

of business leadership as the associate director of the Burkenroad Institute.

Christian's foray into real estate began with a condo renovation while in grad school. He then explored investments in Florida, acquired Lion's Gate in 2012, and continues to renovate luxury properties, breaking all records in sales, setting new premiums of quality for transient housing and finding new talent for his real estate brokerage.

The Christian Shane International brand is dedicated to providing memorable luxury experiences across multiple real estate categories — a philosophy that resonates throughout his businesses, including hospitality at Lion's Gate Mansion.

He is an active community member, and his work has helped create jobs and spur economic development in the city.

Visitors will often find him touring the grounds of Lion's Gate, which he describes as his happy place, and running around by his side is his Maltipoo, Bella.

For more information about Lion's Gate Mansion, contact Karen Gros at 504-666-1312 or by email at karen@christianshane.com.



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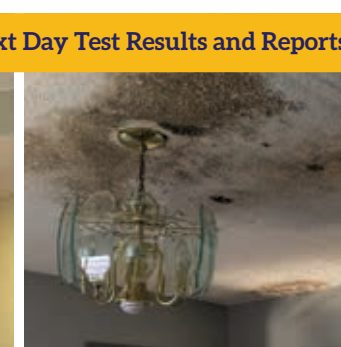
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MIKE & BECKY ROBB



► meet the team

Written by **Dave Danielson**
Photos by **Caroline Smith**, Davillier Photography & Graphics

NATURAL PARTNERSHIP

Some things just seem to go perfectly together ... like they were made for each other.

The same thing holds true for partnerships, like the one that Mike and Becky Robb enjoy together as a husband-and-wife REALTOR® team with eXp Realty.

“For both of us, we really try to hone in on having a good work/life balance. We’ve passed up business opportunities and job options for a better home life,” Mike points out.

“So us partnering together just happened naturally, and it makes sense for us to fuse our personal and professional lives together. We have two kids that are a big focus for us.”

MAKING THINGS HAPPEN

In addition, Mike and Becky are opening a new concept called SUCCESS Space ... a public café and co-working space (developed under the umbrellas of eXp World Holdings) that also provides technology for virtual collaboration, as well as professional coaching on staff. Mike and Becky are opening and launching their SUCCESS Space franchise location in the Greater New Orleans Area.

“An investment with SUCCESS Space was an easy choice, especially given that the concept is backed by the incredibly successful eXp World Holdings and its founder, Glenn Sanford,” Rebecca says.

“This concept brings new meaning to work from home, as our facilities and services are unlike any other traditional office or co-working concept — with key differentiators including the certified business and professional coaching, co-working space by the month or minute and a complete café offering. I’m confident that this location will be an incredibly valued addition to the community and will foster both personal and professional growth among the people who live here.”

BEGINNING THEIR JOURNEY

Mike began his real estate journey five years ago, with Becky joining him in the business in 2020.

“I got into real estate by purchasing my first property over 20 years ago. That evolved into investing myself ... buying, renovating and reselling, and also buying/holding,” Mike says.

“I’ve always been very interested in real estate. I got my license because I wanted to sell my own investment properties, and that evolved into a sales business and also getting involved in commercial real estate as an investor and in sales. There are so many parts of the real estate realm. Everybody is involved in real estate, whether they are renting or owning property.”

Prior to starting her adventure as a REALTOR®, Becky has a long history of working in small businesses doing HR operations and project management.

“I had that inclination to help people advance their careers. I saw what Mike was doing with eXp Realty and I was struck by the company’s benefits. So, I teamed up with him,” Becky recalls.

“That has opened up other avenues in my life. I’m a certified business coach, and that allows me to help others in the real estate field and other professions with a holistic approach. At SUCCESS, our training is human-centered because the secret to business success isn’t money, it’s relationships.”

The passion they have for what they do is easy to see.

“Flexibility is a big one for me. It helps with being able to be around for our children,” Becky says. “I love working with people and enjoy connecting with others. It’s a truly rewarding field to be in. What I really love is seeing another person attain what they truly desire in both real estate and in coaching.”

MAKING AN IMPACT

Mike’s background was as a computer engineer. He saw the impact that real estate had on the paths of real people in their lives.

...

“Real estate makes a big impact, whether it’s investing or by securing their own home. In either case, it makes a big difference ... working with people whether we’re helping clients or other agents,” Mike says.

“Real estate is the heartbeat of the country. Everyone is involved in it. I like being involved from the standpoint of helping business owners purchase buildings or helping clients sell properties and assisting other agents build their businesses. It’s also fun watching a project that I’ve been involved in as an investor and seeing that come to fruition.”

FAMILY FOUNDATION

Family life is extremely rewarding for Mike and Becky and their two children — a 12-year-old son, Turner, who is very involved with BMX Racing, and a 9-year-old daughter, Sawyer Robb.

In their free time, family and staying active are essential parts of life for Mike and Becky. In addition to enjoying spending as much time as possible with their children, they have a passion for live music, as well as exploring new locations on vacations.

When it comes to giving back, Becky and Mike are also involved in community building with their children’s school. In fact, Becky has served on a board there for seven years.



As Mike and Becky think about the impact they make in the real estate industry for their clients, they consider themselves to be facilitators that people can count on.

As Mike says, “People know what they will get with us. We are down-to-earth people who are focused on bettering others.”

As Becky adds, “It’s very rewarding helping people start their own businesses and helping them get their lives into the next phase ... supporting others to help them get where they want to be.”

Those looking for the strengths of partnership in business and life need to look no further than the powerful example given by Mike and Becky.

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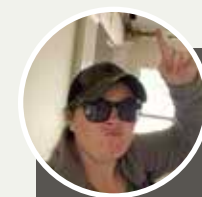
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2 REALTOR® education

By Courtney Fricke, Local Investor, Founder and Educator at Northshore Real Estate Investors Association

CRITICAL PARTS TO CREATIVELY STRUCTURING DEALS



I am an active investor as well as the founder of Northshore Real Estate Investors

Association. If we haven't met yet, I'd like to change that. Feel free to reach out to chat about real estate investing or solving real estate-related problems.

These days, many agents are coming across some of their sellers or buyers hitting some type of obstacle in their transactions. Either it is the rising interest rates pricing them out of buying or the increasing insurance policies that make them unable to sell at prices that they need or want to get for their property. So, how do you proceed? How do you find a path forward? Historically, creative financing has been a staple in changing markets for both investors and real estate agents to get hard deals done.

Here are two critical parts of any creative deal.

Mindset: As we all know, mindset is most critical to success at anything. Furthermore, there needs to be a certain mindset — or willingness to be creative — among all parties. I often say that what is needed is a willing seller, a willing buyer and willing agents on each side. If anyone is not of this willing mindset to think outside of the box, viable paths forward often get shot down. It has been said that a "confused mind says no."

Skillset: This is the inner working of deal structuring. These are deals such as bond for deeds, lease options, seller financing, selling or buying subject to an existing mortgage, etc. This is where the paperwork, the know-how and such shines.

I have found that the skillsets are where most people spend 95% of their time focusing on creative deal structuring. Don't get me wrong — the hows of paperwork and such is a critical part to get these kinds of deals done. What I have found, though, is that mindset is the prevailing factor in all of this. Without willing parties and the ability to think outside of the traditional box, most never get to any of the paperwork parts since the deal never takes on any life.

If this intrigues you, I have two offers for you. The first is for you to save my phone number. Have a deal struggling to move forward, but you have a willing buyer, a willing seller and a willing agent on the

other side of the deal? Give me a call. I am happy to hear about the deal and give some input from years of experience with creative deals. I'll help you brainstorm how to structure it where it is a win-win for all.

The second is for me to come share at your brokerage a case study of one of my deals or some general concepts with creative financing; a creative financing 101, if you will. This can be a special training or at your weekly meeting.

Interested in either one of these offers? Many brokerages and agents have taken me up on it over the years. You're welcome to give me a call on my cell at 985-259-2858. I am happy to help!



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Join our regional groups on Facebook to share any investor specific deals you have or to engage with the investor communities throughout the state:

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Northshore Real Estate Investors Association (REIA) is our region's leading investor meet up. Since 2018, we have reached thousands of investors and real estate professionals in our area through in person and online events that focus on actionable education and networking without the sales pitch. We want to keep it simple yet effective. Education + Instruction + Business Relationships = Results. The resources we provide and meetings are free and open to the public. Follow us online to stay in the loop for info on our next event or webinars! We welcome new and experienced investors as well as real estate professionals.



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LISA JULIEN

RESOURCE FOR RESULTS

cover story ◀◀

Written by **Dave Danielson**
Photos by **Caroline Smith**,
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WHenever a person is venturing into uncharted territory, you can expect them to have questions about the route to take to reach the other side.

That's the way it is for those who are involved with the real estate industry, including clients who may be buying or selling for the first time, as well as for newer realtors® who can benefit from experienced guidance and support.

Those are the vital advantages that Lisa Julien provides for those around her.

As co-team lead with Arielle Gaille of the Juniper Ivy Group with Crescent City Living, Lisa is a true resource for results that others can count on.

"I really can appreciate the concept of being someone's resource. I'm an introvert in my private life, but a new part of me comes alive when my clients call on me," Lisa says.

"But those interactions where I can help others move forward in their own lives are very rewarding for me."

CLEARING THE WAY AHEAD

Through her career, Lisa has built a very successful business and is known for her ability to help others go further toward their own goals.

Like everyone, Lisa has experienced times of loss and disappointment in her life. But she applied her sense of determination and positivity to moving forward.

"I attribute my ability to do that to personal growth. I kept repeating to myself, 'Find your joy,' and I stayed focused on that," Lisa says.

RIISING ABOVE

One of those challenging times that everyone can relate to is the market conditions that resulted during COVID-19.

"The way I treated and valued myself outside of just being a top producing agent was so important, and it helped me get through the first six months of the pandemic," she remembers.

"As a real estate agent, we saw a side of people that we weren't expecting. There was the shift in the market. I had figured out such a good work/life balance with clients during that time."

BETTER BALANCE

When the pandemic quarantines started to ease, Lisa took steps to hang on to the balance she had achieved during the pandemic.

...



“IT’S SORT OF LIKE THE TRUST FALL. BEING SUCCESSFUL IN BUSINESS IS LIKE THAT ... YOU HAVE TO TRUST YOUR CONFIDENCE, KNOWING THAT YOUR KNOWLEDGE WILL CATCH YOU AND THAT YOUR ENVIRONMENT WILL CATCH YOU, INCLUDING THE PEOPLE AROUND YOU.”

...



“It changed the way I engaged with everyone, including clients, general public and fellow agents ... and it made me a more balanced, happier person,” Lisa remembers. “Making the decision about being selective about how you work comes with a risk in case you are too selective. By putting that into the universe, I got it back. In exchange for limiting myself, I got back a better level of life.”

FAMILY TIME

Away from work, Lisa cherishes time with her family, including her mother, sisters and stepmother.

“Plus, I have fantastic friends who seem to know exactly when to contact me with support,” Lisa says with a smile.

In her free time, she likes to read and meditate. She also has a love for movies.

As Lisa thinks about her career and success, she is grateful for the impact she makes on the individuals she supports.

“My sense of self had been tied into success and making it on my own to measure my self-worth. It’s still a little tied to that. I want to be a successful person,” Lisa says. “I enjoy going and meeting clients for the first time or seeing the look on their faces when we are able to reach their goals.”

LEADING BY EXAMPLE

As she reflects on her ongoing success, Lisa offers helpful tips for others who are building their own real estate success stories.

“Have faith in yourself and the people around you. Trying to start a business, there are points where you have to question whether the people around you are there to support you. If you can’t say that they are, you may need to put some distance between you and them. A big part of that is stepping out on a ledge with discomfort and hoping that you are going to be OK,” Lisa says.

“It’s sort of like the trust fall. Being successful in business is like that ... you have to trust your confidence, knowing that your knowledge will catch you and that your environment will catch you, including the people around you.”

Clearly, those who have a chance to know and work with Lisa Julien know that she is an all-in resource for results — someone who is there to lead them forward.



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WCR — New Orleans Metropolitan

Oct. 13 — Lunch 11:30 a.m.-1:30 p.m.,
Elections Business Resource Lunch
(commercial speaker)
Nov. 9 — NAR Conference (Orlando)
November Community Outreach (NAMI)
Dec. 9 — Lunch 11:30 a.m.-1:30 p.m.,
Installation Christmas Event
(Metairie Country Club)

House Call Cruise

Oct. 22-26, 2022
12-hour CE included

WCR — St. Tammany

October — Women's Build Event with
Habitat for Humanity, Dates TBA
Oct. 20 — Bras for a Cause
Nov. 11-13 — WCR/NAR National
Conference, Orlando, FL
2023 Goal Setting with
Steve Harris — TBD
2023 Board Installation — TBD
Dec. 2 — Purple Tie and
Tiara Gala 7 p.m.-till?
Dec. 7 — Appreciation GALA for WCR
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