



# WOMEN *in* BUSINESS

A supplement to [farragutpress](#) • August 27, 2020





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// I believe in being **strong** when everything seems to be going wrong. I believe that **happy** girls are the prettiest girls. I believe that tomorrow is another day, and I believe in **miracles**."

~ Audrey Hepburn



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Prominent men and women watched as Speaker of the House Frederick H. Gillette signed the Suffrage Bill June 5, 1920. Around Gillette, from left, were Ida Husted Harper, Harriett Tayloe Upton, Maud Wood Park, Mary G. Hays, Helen G. Gardner, Miss Shuler, Congressman Baker, former Speaker Clark and Congressman Mondell.



Photos Library of Congress

Mrs. James Rector of Columbus, Ohio greets W.D. Jameson, as the pair discussed the Suffrage Amendment as it pertained to the Tennessee Legislature in 1920.

# 100th Anniversary of Women's Suffrage

## Business leaders Doyle, McGrath grateful about the fruits borne from Women's Suffrage fight

**F**arragut and West Knox County businesswomen have joined much of the nation in celebrating the 100th anniversary of Women's Suffrage — giving women the right to vote, as ratified by the 19th Amendment when Tennessee's approval in 1920 made it official.

Two West Knox businesswomen leaders, Cindy Doyle, owner/agent of Cindy Doyle State Farm (248 N. Peters Road), and Krista McGrath, co-owner/associate director of Huntington Learning Center (117 N. Peters Road), put their appreciation for such groundbreaking history into words.

"I am grateful for the perseverance and fortitude that women, and men, in history have demonstrated to get to this time and place where we are celebrating 100 years of female voting," McGrath said. "I've been interested in local and national politics since I was about 13 years old, and still follow elections closely.

"I vividly remember going to our local polling place with my mother as a child," she added. "My husband (Huntington director/co-owner Matt McGrath) and I teach our daughters, and our sons, that voting is both a duty and an honor."

"None of us were alive 100 years ago, so it's easy to not realize what so many people fought so hard for in order for women to have the legal right to vote," Doyle said. "So, as we honor the 100-year anniversary of Women's Suffrage in the United States, it's important that we ALL exercise our privilege to vote.

"It's no longer about our right — it's truly our responsibility and our privilege," she added.

"Let's never take that for granted."

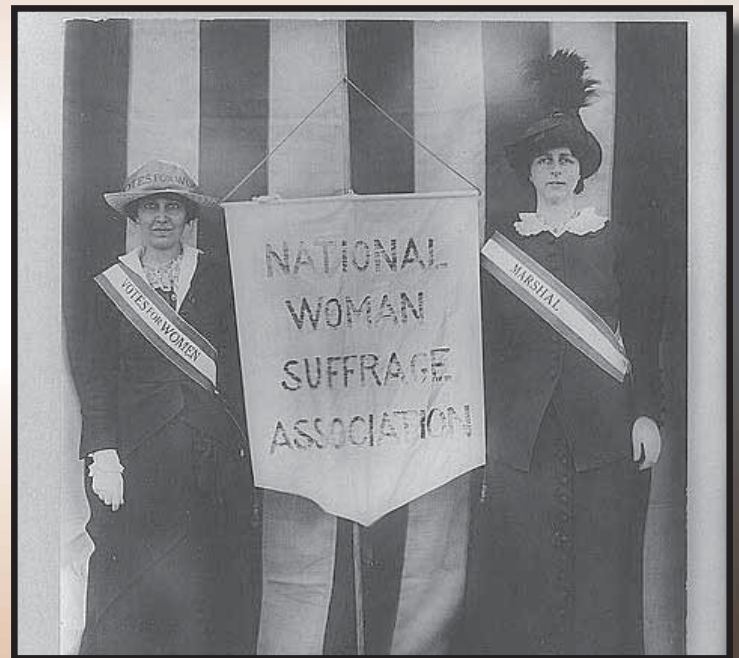
For more information about Cindy Doyle State Farm, call 865-690-6300.

For more information about Huntington Learning Center, call 865-691-6688.

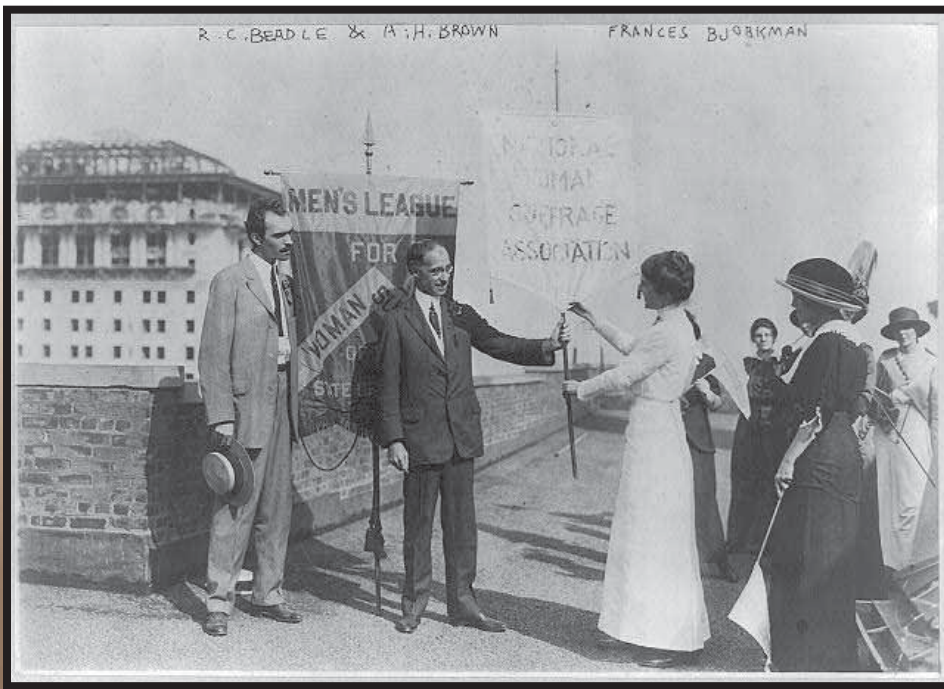


Guilford Dudley of Nashville, with ear trumpet, talked into ear of a "Democratic donkey," played by Mary Semple Scott, in a skit during the 1920 National American Woman Suffrage Association meeting in Chicago.





From Library of Congress



R.C. Beadle and A.H. Brown of Men's League for Woman Suffrage of New York received a National Woman Suffrage Association banner from Frances Bjorkman in a rooftop ceremony in New York City in 1915

**(Top left)** Congressional Union for Woman's Suffrage National Summer Headquarters, 128 Bellevue Ave, Newport, Rhode Island, 1914.

**(Top right)** Missouri became the 11th state to ratify the 19th Amendment to the U.S. Constitution as Gov. Frederick Gardner signed the resolution in 1919, which granting universal franchise to women, while surrounded by Amendment supporters.

**(Above)** Women Suffragists Mrs. Stanley McCormick and Mrs. Charles Parker on April 22, 1913.



**G**ina Johnson, a proud Knoxville, graduated from the University of Tennessee and spent several years as a math teacher at Farragut High School before becoming a realtor 24 years ago.

*Gina, who now works for Keller Williams Signature, aims to combine a passion for helping buyers find their dream homes with a dedication to assisting sellers through professionalism, integrity and top-notch customer service.*

*"Many of my clients have become dear friends over the years and I am honored to now be providing their family and friends with the same trusted source for their real estate needs," said Gina, noting her mission of celebrating and supporting her clients through their lives.*

*Gina has been recognized for various achievements throughout the course of her career. She is a Certified Residential Specialist and serves on the Agent Leadership Council at Keller Williams Realty.*

*In addition to real estate, Gina enjoys spending time with friends, hiking and being a part of the Farragut community, which she's lived in since 1985.*

*"I think Farragut has a lot to offer," she said, citing the area's parks and greenways. "I support the local businesses and the community."*

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**V**ikki Felts began working in real estate in Richmond, Va., in 1998 before moving back to Knoxville in 2000. She's been selling full-time in the Farragut/Lenoir City/West Knoxville area since 2005.

For Felts, who serves as a broker for Luxury Real Estate - Keller Williams Signature, the best part of the job is interacting with the community on "a personal level."

"I love getting to know the people and understanding why they are here, what they need and what drives them to be who they are," she said. "I love locals and the people who work in the community every day to make it what it is."

As a Knoxville native herself, Felts stressed the importance of being a local expert who lives and recreates in West Knoxville.

"I want my feet on the ground of this entire area," she said. "It's my home, my retreat. I know these neighborhoods, what they offer and what drives people to them."

Felts is an Accredited Buyers Agent and a GRI graduate. She loves spending her free time outdoors and with her family.

*"I love getting to know the people and understanding why they are here,*

*~ Vikki Felts*

**Vikki Felts**  
LUXURY REAL ESTATE

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## Ashley Akers

Owner

**Mold Doctor USA &  
Volunteer Building  
Services**

865-945-3000  
molddrsusa.com

## Covid-19 has not slowed down Mold Doctors USA.

“We have not stopped, and have been doing a lot of restorations — especially on the commercial side,” said Ashley Akers, co-owner of the business founded more than 16 years ago by her husband, Jeremy. “We’ve hired more employees, too.”

Addressing necessary clean up in schools, churches, medical offices, single family homes, rental properties to name a few.

The company also provides emergency restoration services for floods, water damage, fire & smoke damage, and even emergency storm repair. They offer appointments for mold remediation, crawlspace and basement water-proofing, and asbestos removal.

Mold Doctors USA is certified, Akers notes, adding, “Tennessee does not regulate our industry. A lot of people are saying they can do what we do, but they don’t have the certifications or the training we require of ourselves.”

As the company is not part of a franchise, she said it is also able to provide more personalized services, such as insurance deductible forgiveness when applicable.

They handle the cleanup and the entire repair and rebuild process. We rebuild properties after the cleanup.



## Harriet Amonette

Director of  
Marketing Services  
**NHC Place Farragut**  
865-777-9000

## Connecting with people

Harriet Amonette has been in the Senior Care Industry her entire career, but has worked as the Director of Marketing Services at NHC Place Farragut for the past eight years. Nine years ago, she started at NHC as a nurse in rehabilitation before discovering her knack for marketing. Harriet’s experience in direct patient care has shaped the way in which she can connect with coworkers, families of residents, and the residents themselves. As a nurse, she realized the exceptional joy that caring for others gave her every day. Today, she continues to embrace the senior care culture in marketing, utilizing her medical background to provide additional insight to families. Her favorite part of the job is assisting families with the “next steps” on NHC Place Farragut’s CCRC campus. For the past four years, Harriet has been heavily involved in the CAC Office on Aging’s annual “Power of the Purse” event, a fundraiser for their Mobile Meals program. Harriet enjoys giving back to the senior care community in all aspects, making it her mission to empower her community in all walks of life.

# DREAM BIG

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Good People.



## Heather Burley

Contracting and  
Licensing Manager  
**National Contracting  
Center**  
**Senior Financial Group**  
10201 Parkside Dr., Ste. 100  
Knoxville, TN 37922  
Office: 865-218-8370

## A license to help others

Heather Burley is the Contracting and Licensing Manager at National Contracting Center, a nationwide Medicare Field Marketing Organization for senior health agents, and the sister company of Senior Financial Group. Heather grew up in Lenoir City, TN, and holds a Bachelor of Science in Service Management from the University of TN as well as a Graduate Certificate in Business Analysis from Villanova University.

Heather joined the NCC team in 2018 and serves as the primary company contact with national insurance carriers and other national insurance brokers for agent licensure and contracting. In addition to managing the Licensing and Contracting team, she is the primary contracting liaison for all departments within NCC. She loves helping other women get a start on their professional careers within the insurance industry.

Heather believes that as long as you do your best, you have done a job you can be proud of. She loves reading and spending her free time with her husband, Brandon, and their two kids – getting outside and taking trips to the beach.



# KNOXVILLE Morning Pointe

Assisted Living & Memory Care



## Anita Estes

Anita Estes, LPN has followed her passion for healthcare for the past 20 years. 12 years ago, she began working in a senior care community as nurse. She joined the team at Morning Pointe of Knoxville when the community opened in 2018. With the opening of The Lantern at Morning Pointe Alzheimer's Center of Excellence, Anita was promoted to executive director. Her clinical background as a nurse and a certified dementia practitioner allow her to provide a bridge between families and care staff.

"There is still such a stigma with mental health. The embarrassment and fear felt by residents and families is heartbreaking," Anita says. "My goal is to help explain the disease process and assist families in making those quality of life decisions. We want them to feel we are a partner, part of the village caring for their loved one. Our Meaningful Day program provides structure and security for people who struggle with executive function, that ability to make the decisions we take for granted every day."



## Kristy Ritch

Kristy Ritch's career in senior care began over 26 years ago. Since the age of 17, she has passionately followed in her grandmother's and mother's footsteps by serving Knoxville seniors. As a certified nursing assistant at a skilled care facility, she served in many roles, including activities director, business office director, and community relations director. In 2010, she applied all these skills to the role of executive director. She joined Morning Pointe of Knoxville as executive director in 2018, successfully launching their new community located on Westland Drive. Kristy is now senior executive director



over the Morning Pointe of Knoxville campus, which consists of the Morning Pointe of Knoxville assisted living community and The Lantern at Morning Pointe Alzheimer's Center of Excellence, Knoxville.

"Loving and caring for our seniors is the greatest honor. It is a blessing to help them live their best lives," Kristy says.

When Kristy is not at work, she enjoys hiking and traveling with her husband of 23 years and their two children, Ethan and Makayla.

9649 Westland Dr, Knoxville, TN 37922 | (865) 223-6422



LENOIR CITY  
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## Alisha Landes

Alisha Landes, LPN is a nurse and an executive director with a passion for senior care. Before she became a nurse 20 years ago, Alisha worked in the cosmetology business. However, she felt she was destined for more and stepped into the healthcare field, where she quickly developed a strong interest in seniors living with Alzheimer's disease and dementia. She continues to pursue her calling in memory care, and she is now executive director of The Lantern at Morning Pointe Alzheimer's Center of Excellence, Lenoir City. As an executive director, Alisha feels most fulfilled when she is able to teach, nurture, and grow her residents and staff.

When asked what she enjoys most about working at The Lantern, she replied, "I am making a difference in my residents' lives. Every day, I have the opportunity to be a bright spot in their world, and I do my best to accomplish that!"

When not working, she enjoys spending relaxing days with her family.



## Lindsay Williams

Lindsay Williams is the executive director at the Morning Pointe of Lenoir City assisted living community. With over 10 years of experience in the senior living industry, she brings a wealth of knowledge to her role. She graduated from East Tennessee State University with a Bachelor of Science in healthcare administration and minor in business management. She is also a certified dementia practitioner. Lindsay has been married to her husband, Mark Williams, since 2004. They have a 12-year-old daughter, Holland, who plays basketball for West Valley Middle School. Lindsay's hobbies include spending time with family and friends, lake days, snow skiing, and UT football!

"There is nothing more rewarding than serving and providing care for seniors. Providing a listening ear, assisting with everyday tasks that may not be so easy anymore—those are the things that bring me joy," said Lindsay.



198 Morning Pointe Dr, Lenoir City, TN 37772 | (865) 988-7373





## Cindy Doyle

Agent

**State Farm**

865-690-6300

[www.cindydoyle.com](http://www.cindydoyle.com)

Cindy Doyle began her career with State Farm in Fort Walton Beach, Fla., in 1988.

The graduate of Auburn University, who had previously held jobs in teaching and banking, first worked as an insurance agent before being offered a leadership position with the company in 1995.

She went on to move all over the country, serving State Farm in a variety of capacities, including as the assigned project chair for the President's Office and Chairman's Council in Bloomington, Ill., and Vice President - Agency in Cincinnati, Ohio.

In 2004, Doyle decided to settle in Knoxville and return to her passion of being an agent.

Throughout her 32-year career, Doyle has been chosen for the State Farm Corporate Agents' Advisory Council, received the National Multi-Line Achievement Award from the National Association of Insurance and Financial Advisors, and qualified for Ambassador Club every year, President's Club (top 50 of 19,200 agencies) and Chairman's Circle (top 3 percent). Her team has also been named Knoxville's Top Insurance Agency by CityView, Knox News Sentinel and MetroPulse.

Additionally, the mother of two is heavily involved in the community, serving on local boards and working as a volunteer for organizations like Second Harvest Food Bank of East Tennessee and St. Jude's Children's Research Hospital.

"I really believe in paying it forward," said Doyle, noting that she also mentors people who aspire to become State Farm agents in the future.

"A State Farm career is a great opportunity for the right people... so I get excited for them to be able to take advantage of the opportunity, and I believe mentoring is important for women in business."

## Help navigating medicare and long term care insurance

You can be confident that you've selected the right Medicare plan by meeting with April. For over 20 years, she has assisted clients with Supplements, Advantage Plans, and Prescription Drug Plans.

"People often remark that they're highly educated, but they can't figure out Medicare", comments Finster. "I always reassure them that it's not them - it's just inherently complicated!"

April first explains how these programs work. Then she outlines alternatives so that you can make informed choices. Once Medicare is taken care of, it's good to review Long Term Care (LTC) options, as Medicare does not cover most LTC costs.

As an independent agent, April offers many high-quality plans. She does not charge for her services, as insurance carriers compensate her for time spent. April welcomes new clients and offers appointments either virtually or in her Farragut office at 11826 Kingston Pike, Suite 230.

"It's a family business," says April. "We love helping people, and this is a business where we can do just that."



## April Finster

Specialist /  
Agent / Owner

**Cyan Medicare & LTC**

865-622-2265

[april@cyanmedicare-ltc.com](mailto:april@cyanmedicare-ltc.com)



## Sherma Elliott

Owner

**Bark Place Grooming**

865-777-2275

[bark.place.grooming@tds.net](http://bark.place.grooming@tds.net)

## A personal touch for pets

Owner Sherma Elliott and all of the Bark Place Grooming staff want to thank you for voting them Best Pet Grooming for 2019 and 2020! Sherma is very proud of the success of her business and gives credit to her customers' loyalty.

"We are so thankful for the commitment of our customers. They choose us, and they continuously refer neighbors, friends, and relatives. We wouldn't be here without them," said Elliott.

Bark Place Grooming staff has the highest standard of excellence for grooming by constantly attending educational seminars. The shop offers a personal touch that truly outweighs the competition and provides a loving atmosphere to clients and their pets.

"We take pride in treating each dog like one of our own," continued Elliott.

Elliott began her career as a registered nurse in 1981, but in 2007, a business opportunity presented itself when her personal groomers needed a new place for their clientele. Elliot opened Bark Place Grooming in 2008. In 2010, she went to grooming school and began grooming full-time in 2012. Quite remarkably, she was a RN, business owner, and groomer, and she cherishes her leap of faith.

"We look forward to seeing where we grow in 2020-2021 and what expanded services we may be offering."



## Haifa George

Human Resources Manager

**Senior Financial Group  
and  
National Contracting  
Center**

10201 Parkside Dr., Ste. 100

Knoxville, TN 37922

Office: 865-777-0153

## HUMAN RESOURCE MANAGER WITH THE RIGHT BALANCE

Haifa George joined Senior Financial Group as the company's first Human Resources Manager in 2018. She has over 20 years of HR management experience with companies such as ORNL, Covenant Health, Walker Digital, and Citigroup.

Originally from Morristown, TN, Haifa moved to Nashville where she earned her B.A. from Vanderbilt University. She spent several years working in New York and Connecticut before landing back in Tennessee in 2000. Haifa has been a proud resident of Farragut since 2017.

Following the birth of her twins, she rejoined the workforce and says that experience helped her gain a new perspective of the needs of working parents and the importance of a healthy work-life balance.

Her goal is to bring positivity to the workforce by implementing policies and programs that shape Senior Financial Group into an employer of choice. "We have an amazing team that feels like a family and leaders who genuinely care and walk the talk, which makes my job a pure joy," said Haifa.

In her free time, you can find Haifa at home with her twins and husband or out walking the greenways. She enjoys making music, painting, reading, and spending time on her screened-in porch.



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## Stephanie Grubbs

Realtor

**Heritage Realty**

865-803-9304

stephanie@

heritagerealtyknox.com

Stephanie Grubbs spent over 20 years as a hairdresser and salon owner before joining the real estate industry 6 years ago.

Grubbs, who's worked as a real estate agent and property manager at Heritage Realty for the last 4 years, specializes in residential sales across Knox County. Several of her rentals are located in the downtown area.

"I manage numerous properties there," she said. "I help people new to the area and familiarize them with our city."

Grubbs noted that she spends extra time staging the home and making it look its best for showings.

"I work closely with a contractor and often we can get homes fixed up and ready for the market," she added.

The best part of the job, Grubbs said, is helping clients navigate through the process of real estate transactions.

"Managing property and buying or selling a home can be very stressful and that is part of my job to take on that stress so my clients don't have to," she said.

A native East Tennessean, Grubbs attended East Tennessee State University and moved to the Knoxville area 23 years ago. She has two teenage sons and enjoys outdoor activities like hiking, running, kayaking and biking.



## Rachel Hacker

Co-Owner,  
Chartered Retirement  
Planning Counselor

**Creekside Capital, Inc.**

(865) 693-5300

www.creeksidecapitalinc.com

When Rachel J. Hacker was just a little girl, her parents gave her a pink safe that she could keep her chore money in.

"I just loved to count my money in that pink safe," said Hacker, a chartered retirement planning counselor and co-owner of Knoxville-based Creekside Capital. "I have always had an interest in finance and planning and investing."

Hacker's love for financial planning led her to Belmont University, where she received a finance degree, and an internship with Merrill Lynch. She later went on to co-found McBrearty Capital Management in January 2000. The company was rebranded at the beginning of this year to become Creekside Capital.

One of the best parts of the job, Hacker says, is forging relationships and helping clients navigate financially through different life transitions.

"I think financial planning becomes most important when you're going through different life changes," she said, citing marriage, homebuying and starting a family. "I really enjoy getting to know our clients and walking with them through all those different phases of life."

Hacker, who's a member of the National Association for Women Business Owners, said she especially likes helping female clients become more financially independent.

"I am passionate about helping women become more confident when it comes to finances and investments and helping them feel empowered by aligning their money with their values," she said.



## Stacey M. Handel

Owner

**Garde Bien SpaSalon**

865-671-1996

stacey.gardebien@gmail.com

## Hair loss salon specialist

Handel's career spans over 40 years as a top hair makeover expert relocating from her Dallas studio. Her entire career focus has been on the betterment of women. She specializes in 100% human hair wigs, partials and wearable solutions for women temporary or permanent alopecia. Handel offers wearable day and night solutions for active women which are undetectable, comfortable and natural.

She has recently introduced scalp and hair treatments thru Trichco-test and Hair-Check. "I have a passion for women who are losing hair for any reason," stated Handel.

Handel is a published author and public speaker on solutions for hair loss and national educator for Evolve Hair Solutions. A Certified Master thru American Hair Loss Counsel and trained by Dr. Alan Bauman, Recently visited factory for Cesare Ragazzi in Italy; our newest prosthetic and treatment line. Affiliations: PBA, NAAF, CWHL and Wigs4kids.

"If you or someone you love has thinning hair, schedule a private, risk free consultation," she added.



## Zenia Hartsfield

Office Manager Assistant

**Josh Hemphill**

**State Farm**

865-228-1825

Zenia@sfagentjosh.com

## Offering bilingual assistance

Josh Hemphill's State Farm Office Manager Assistant, Zenia Hartsfield, has been in the office since it opened six years ago. She loves the flexibility her position allows her to have so she can spend time with her three children, Jacob, Daniel and Maya. "Josh is awesome," she says about her boss. "He has two kids of his own so he understands the need to be flexible."

As a State Farm Representative, Zenia helps people with services in all areas. This give us an opportunity to really help clients in areas they never expected. Such as life insurance and income protection! But Zenia is even more talented as a bilingual asset in the office. "We are getting more and more business from the Spanish-speaking community, and I love having the ability to help whoever I can."





# THE WOMEN

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## Robin Ann Aggers

Realtor

**Coldwell Banker  
Wallace**

865-322-SOLD(7653)  
robinaggers@gmail.com

## Service with a SMILE

Robin Ann Aggers has been a top producing Relator for Coldwell Banker year after year. She has a positive and “get it done attitude”. No Excuses. Robin loves sharing her knowledge, leadership and communication skills with everyone she meets.

Robin continues to educate herself in her profession by adding designations and certifications to her portfolio. Currently she is the President of the Womens Council Knoxville Network and on the Realtor Party committee as a President Circle contributor.

She loves serving her clients with impeccable service. It is easy to see Robin truly enjoys her job and you will always get amazing Service with a SMILE.

In addition to her life in real estate and her community Robin Ann is very proud of her family life. She is married to her husband Ken for 27 years and enjoys time with both of her adult children and her adorable grandson Theodore Jedison Aggers. She is blessed with all the wonderful things God has offered her. She is always giving back to the world and lifting people up to their highest potential. All with a big SMILE on her Face.



## Caroline Badgett

Realtor

**Coldwell Banker Wallace**

865-966-1111 | 865-705-7708  
caroline.badgett@coldwellbanker.com

CarolineTheAgentWhoCARES.com

10815 Kingston Pike,  
Knoxville, TN 37934

## The Agent who cares

“The Agent who cares” isn’t just a slogan, it’s who she is. Anyone who knows Caroline will agree that she is not only highly knowledgeable about Real Estate, but that she will go to amazing lengths to make sure her clients are getting what’s best. In a business where many agents are either inexperienced, or just worried about taking care of themselves, Caroline stands out.

Often, “caring” is inconvenient and means going far beyond what is required, but it is a sacrifice she accepts as part of the job. “I realize this is the biggest investment most people make and so I try to do for them what I wish professionals would do for me in that situation.”

Her care is obvious, and has not only made her the #1 agent at Coldwell Banker Wallace for 2019 and the #2 agent for 2018, it has gotten her lots of raving fans (and raving reviews!) If you’re looking for a highly knowledgeable agent who cares about you, your family, and your future, then don’t cheat yourself. Call Caroline. Don’t risk your biggest investment to anyone but the best. Call Caroline and see what a top agent, who cares, can do for you!



## Robin Bingham

Realtor

**Coldwell Banker  
Wallace**

865-591-1197  
robinbinghamrealtocbww@gmail.com

## Helping with transitions

If a client of Robin Bingham has a need, she will personally take care of it, if she possibly can.

When a couple she helped both buy and sell a home earlier last year needed their new laundry room painted, along with a babysitter for their dogs on the day of closing, she never hesitated.

“I painted the laundry room, and watched the dogs,” she said. “Buying and selling a home is stressful enough, and if I can come in, and have a positive outlook, and help in some way, I certainly will.”

Bingham came relatively late to the real estate field after raising two sons, but she embraced her newfound role with an immediate passion.

She joined forces with Coldwell Banker Wallace, Realtors in the group’s Farragut office last June, where Anne Williams is broker.

Bingham has found her speciality in marketing, successfully selling properties that have been on the market for a long time and helping first-time homebuyers get the most for their money.

“Our office is a warm and welcoming environment that is easy to love,” she said.

Almost as much as Bingham loves her clients.

“I love what I do,” she said. “I want to help people with their transitions, whether they are upsizing, downsizing or are first-time homebuyers.

“I just think you have to love on people, and be kind and respectful,” she added. “And, once they are mine, they are mine.”



## Rebecca Bleidorn

Realtor

**Coldwell Banker Wallace  
The John Thompson  
Group**

(865) 333-2822

rebecca.bleidorn@  
coldwellbanker.com

## Strong communication builds client satisfaction

Rebecca Bleidorn grew up in West Knoxville, went through the Knox County schools and attended college at UT. “Knoxville is a wonderful place to live and raise a family,” she said. “With so many cultural and outdoor activities to do, it is understandable why we continually make the lists of favorite places to live and retire.”

Before getting her real estate license, she worked in the title end of real estate. “I love this side of things much more,” she said speaking of being a Realtor®. “I absolutely love working with people and helping them find their next home.”

“It is important to have great communication with my clients and to make sure they are satisfied with my service,” she continued “Buying a home is the most important investment you will make.”

Bleidorn would love to help you with all your real estate needs both locally and nationally through her company’s relocation department. “If you are thinking of buying or selling a home, please give me a call,” she said. “I am here to help!”



## Lorraine Burns

Realtor

**Coldwell Banker Wallace**

865-696-5163

lorraine.burns1@

coldwellbankerrealestate.com

Lorraine Burns, a realtor with Coldwell Banker Wallace, currently works with their West office, located on 106 N. Peters Road. Burns focuses on residential real estate and has been doing so for many years. Burns is a Knoxville native. She understands the landscape of Knoxville and it's surrounding counties, and also understands how important it is for clients to have smooth, stress-free transactions when selling or purchasing real estate. "I pride myself on serving my clients. I like to call my self a match-maker. I know it's important to listen to my clients, and focus on meeting their real estate needs and wants." Burns is experienced with the first time buyer, with new construction, with the Relocation Client, and Luxury properties. In fact, Burns received the Global Luxury Property Specialist Designation this year. Over the course of her real estate career, Burns has helped many clients. If you would like to know more about Lorraine Burns, you can go to [www.lorraineburns.com](http://www.lorraineburns.com).



## Patti Ettien

Realtor

**Coldwell Banker Wallace**

865-966-1111

865-582-5253

[patti.ettien@coldwellbanker.com](mailto:patti.ettien@coldwellbanker.com)

## Helping clients fulfill their needs and wants

Patti Ettien began her real estate career with Coldwell Banker Wallace over ten years ago after moving back to the Knoxville area. Since that time, she has earned her ABR and SRES designations and has become a Multi-Million Dollar Producer.

Patti enjoys helping her clients fulfill their needs and wants for their "first" home or their "next" home as families grow or downsize. She is still working with Sahel Naimy on the Jackson Crossing subdivision project and enjoys helping the builder with the many selections needed for interior and exterior materials. According to Patti, the best part of her job is working with so many wonderful people who become friends, not just clients.

Patti and her family have moved many times to various cities and countries, but she is happy to say that she has enjoyed every minute of the time spent back in East Tennessee by living closer to friends and family while enjoying the mountains, the lakes and of course, the Tennessee Vols.



## Julie Ford

Realtor

**Coldwell Banker Wallace**

865-719-5525, mobile

865-966-1111, office

[julie.ford1](mailto:julie.ford1)

[coldwellbanker.com](http://coldwellbanker.com)

## Helping people is most important

Julie Ford believes the most important aspect of her job in the real estate industry is helping people.

"Buying or selling a house can have a great deal of emotion tied to it," said Ford, who works as a realtor for Coldwell Banker Wallace. "Sometimes there is a divorce or illness or an unforeseen job relocation. It's not always a happy first time homebuyer. People need to know you care about them and truly want to lend your expertise to the process."

A longtime resident of Farragut, Ford and her husband, Maury, have lived in the community for 27 years and raised their four children here.

"I truly believe Farragut is a great place to live, work and volunteer," she said. "We have a huge sense of pride for our area and feel very fortunate to live here."

Ford has received various awards throughout her career, including being named a Platinum Level Top Producer and part of the Coldwell Banker Circle of Excellence. She also holds her GRI, ABR and ePRO designations.



## Leslie Gengozian

Realtor

**Coldwell Banker Wallace**

865-438-4870

[leslie.gengozian](mailto:leslie.gengozian)

[coldwellbanker.com](http://coldwellbanker.com)

## Patience is part of the process

Leslie Gengozian is an Oak Ridge native and graduate of The University of Tennessee, where she received a master's degree in music.

After spending time as a performer and preschool music teacher, Gengozian became a realtor in 2019 and joined Coldwell Banker Wallace in 2020. She says her mother was the inspiration behind her involvement in the industry.

"My mother always wanted to be a realtor, so it's always been in the back of my mind," she said.

While she's only been in business for a few years, Gengozian said she has enjoyed meeting new people and helping clients through the process of buying or selling a piece of property.

"I'm very patient and I'm always willing to answer your questions," she added. "I'm not going to rush you. I will spend as much time with you explaining the process of buying or selling a piece of property as you need."





## Chandelle Gibbs

Realtor, SRS

**Coldwell Banker Wallace**

865-789-8570

Chandelle@coldwellbanker.com

[www.cgibbs.cbww.com](http://www.cgibbs.cbww.com)

Chandelle Gibbs' philosophy is all about service. She uses what she calls the 3 P's to describe that service. Being Prompt to answer calls, texts, and emails and in ongoing communication. Being Patient with Everyone and understanding of circumstances of others during the whole transaction process. "We interact with a lot of people on behalf of our clients, so it helps to be patient," she says. And being Positive! "Boy! Can't this one effect your day? I start my day with prayer and end my day with prayer," says Chandelle. "This helps me stay positive in all things".

"Real Estate is such an enjoyable career for me, and I am happy to have made the switch from the financial industry. I also have my Seller Representative Specialist Designation (SRS), and the Smart Home Designation to further assist my clients."

Gibbs added, "It is quite important to me that my client know I work FOR them and WITH them to reach THEIR goal. It's not about me...and its truly my pleasure."



## Pam Moody

Realtor

**Coldwell Banker Wallace**

Cell: 865-659-7056

[www.pammoody.com](http://www.pammoody.com)

I am originally from Southern California. I sold real estate in California before I moved to Oak Ridge. From the moment I arrived, I knew that Tennessee was my home and a great place to live, work and raise my two daughters. I love real estate. I am passionate about working with people to create their dreams of home ownership by either finding their first home, or selling their present one to move forward to their next dream or adventure.

### My Credentials and Memberships

- Knoxville Area Association of Realtors
- Tennessee Association of Realtors
- National Association of Realtors
- SFR - Short Sales & Foreclosure Certification
- MRP - Military Relocation Professional Certified
- PSA - Pricing Strategy Advisor Certification

### What sets me apart?

I am always learning and adding to my knowledge base. I am a creative negotiator and proactive problem solver. I will work for you and keep the lines of communication open.

~Submitted



## Jane McWade

Realtor

**Coldwell Banker Wallace**

865-712-8964

[janemcjade@gmail.com](mailto:janemcjade@gmail.com)

Jane McWade joined Coldwell Banker Wallace as a realtor just a few months ago, but already feels at home with the company.

"I am a new agent, and I am very thankful that they've accepted me into their family," she said.

McWade, who has previous experience in sales, construction and design, said she turned to the real estate industry looking for flexibility, but she ended up finding a love for the industry.

"I love sales and I love helping people out," she said. "It's very addictive when you sell that home for the client or you find that perfect home for the buyer."

For McWade, the best part of the job is giving clients' the best service possible -- and with the backing of hundreds of professionals at Coldwell Banker Wallace, that's guaranteed.

"I love seeing the smiles on the clients' faces when we have the task completed, whether it's selling the home or the purchase of the new home," she said.

As an "Army brat," McWade has traveled all over the United States and even went overseas, but she says East Tennessee, where she was born, is still her favorite.

"I love the people, I love the scenery and I love the culture," she said.



## Summer A. Munyon

Realtor

**Coldwell Banker Wallace**

865.306.3685

[summermunyon.com](http://summermunyon.com)

## Counseling about homes

Summer Munyon sold real estate in Tallahassee, Fla., before moving to Knoxville in 2012.

Prior to her real estate career, Munyon, who now works for Coldwell Banker Wallace, received a bachelor's degree from The University of Tennessee and a master's degree in clinical psychology from Middle Tennessee State University.

She also served as a Knox County foster parent before joining the real estate company in September of 2018.

"I enjoy counseling people, but I also enjoy homes," she said. "So it's a privilege to counsel people about homes."

Munyon says the best part of her job is definitely "the thrill of the hunt."

"Real estate is an adventure, and I enjoy the challenges of an adventure," she said.

Munyon was named Rookie Realtor of the Year in Tallahassee, and also closed 15 transactions in her first year with Coldwell Banker Wallace.



## Sahel Naimy

Real Estate Broker

**Coldwell Banker  
Wallace**

865-765-1961

sahel.naimy@coldwellbanker.com

## Dedicated to my Profession and to ...YOU!

As a Diamond Society Award recipient, Naimy has been recognized among the top 10% with Coldwell Banker Wallace in 2019.

She has been in residential real estate for the past 20 years and with Coldwell Banker Wallace since 2004.

"I take pride in my profession and I am honored to be helping my clients achieve their real estate goals. Honesty, establishing trust, going the extra mile and mutual respect is what can be expected of me when I am representing my clients".

A Platinum Multi-Million Dollar Producer, Naimy is the co-listing agent with Patti Ettien, at Jackson Crossing Phase IV, a low maintenance new construction community in Lenoir City. Naimy's extensive experience and negotiating skills helps buyers put their best foot forward in a multiple-offer situations and guide sellers with facts and information to obtain the highest value in this tight market.

Naimy is a Certified Residential Specialist (CRS), Seller Representative Specialist (SRS), Accredited Buyer's Representative (ABR), Senior Real Estate Specialist (SRES), Military Relocation Professional (MRP), Cartus Network Affinity Specialist (CNAS) and back up broker at Coldwell Banker Wallace Farragut office.



## Kelly O'Connor

Realtor

**Coldwell Banker  
Wallace**

865-660-8810

KellyTheRealtor@gmail.com

## Pleased to be a part of community and helping clients

Kelly O'Connor grew up in Knoxville and is a graduate of The University of Tennessee. She has been a Realtor with CBWW for ten years. "It has been a pleasure being a part of this community and helping my clients buy and sell their first homes, dream homes, and everything in between," Kelly said about her career in real estate.

She has appeared on the HGTV show, Log Cabin Living. "I grew up watching HGTV, so being a part of that first hand was an experience I will never forget!," Kelly said.

When she isn't selling homes, she is spending time with her husband, four year old son, and two year old daughter. "It's important for me to show my kids that they can do anything they want in life, by working hard and never giving up," Kelly stated.



## Kimberlie Parks

Realtor

**K Parks Group |  
Coldwell Banker Wallace**

O:865.584.4700

C:865.297.3456

kimberlie.parks@  
coldwellbanker.com

KParksGroup.com

## Kimberlie makes dreams come home!

Strong negotiating skills and finding the perfect investment are just the tip of the iceberg, showcasing her talent as an agent and vast knowledge of the local market. With a proven record to get the highest ROI on your investment, Kimberlie will get the property meant for YOU!

After almost 5 years of military service, Kimberlie burst into the real estate scene in 2015. As soon as she got the opportunity to move to Knoxville, she fell in love and it feels like home now.

Kimberlie's family exposed her to the industry at an early age with her aunts and uncles showing the ropes in investment and residential real estate. This jump-started an aspiration to get in the game herself. Her delicate, yet intimate touch to each transaction shows her dedication to her field; treating each transaction like her own.

Whether you're looking for the perfect home to settle down in with your family, attempting to sell the property you're currently living in or hoping to invest in local real estate, Kimberlie has the necessary resources and experience to help you.

Kimberlie Parks is Where Dreams Come Home."



## Mary Parsons & Kara Scheetz

**Coldwell Banker Wallace**

865-966-1111 | 865-776-0202

mary@maryparsons.net

maryparsons.net

## Bringing a strategic yet personable approach to the home buying and selling process

With a combined 32 years experience, Mary Parsons and Kara Scheetz bring a strategic yet personable approach to the home buying and selling process. They have built a reputation of friendly customer care with the proven ability to guide buyers in the process of obtaining their dream home, and also assisting sellers in a smooth, stress-free sale of their home. They understand that both buying and selling homes is one of the biggest decisions of a client's life, and view the representation and guidance through this process as a true privilege.

Mary started with Coldwell Banker Wallace in 1994 and Kara joined her team in 2016. In this time, Mary Parson's Professionals have consistently been Multi-Million Dollar Producers. They bring their experience, attention to detail, and passion for real estate to help buyers focus on the search for their new home and to help sellers get the best value possible.





## dori pavlovsky

Realtor  
Coldwell Banker  
Wallace  
865-966-1111  
dori@houselady.com

## A House Lady House is a Happy House

dori pavlovsky's mission since becoming a licensed full-time real estate professional 42 years ago has been to help people.

Experience, patience and knowledge help Buyers and Sellers create Happy Homes! Her clients get the same loving care her Family does.

dori, aka "The House Lady" (because Pavlovsky is hard to pronounce) has been part of The Coldwell Banker Wallace Family in Farragut since 1989.

dori is a Relocation Specialist, Certified Stager and Broker. She holds the Certified Residential (CRS) and Graduate REALTOR® Institute (GRI) designations.

Finding a new house should be a fun and exciting experience. Call dori for your Happy House!



## Deborah Saunders

Realtor  
Coldwell Banker  
Wallace  
865-548-0952  
debjane62@gmail.com

## Different type of teaching

Deborah Saunders was a teacher for 32 years both locally and in the UK. But when her youngest moved away for college, she knew it was time for a change. "I knew I was going to need a challenge to keep from moping, and I had always been interested in real estate," Deborah explained. So she embarked on her current adventure as a real estate agent with Coldwell Banker.

Deborah loves helping people, it's her favorite part of the job. "It's a different type of teaching, but it's still teaching, and people want to be well-informed when they are investing so much money on something. It has the same level of importance as decisions involving their children," she says.

Deborah loves working with first time homebuyers, those who have never bought a house before, because there's a lot to experience and plenty of excitement to go around. "Return customers are also enjoyable because you already know what they like and don't like, and you get to help them to the next stage, whether it's downsizing or expanding," she elaborated. She mentioned that in real estate, the toughest part is getting everyone on the same page and to the closing table, but it's worth it all to help people.



## Debbie Yankey

Broker  
Coldwell Banker  
Wallace  
865-966-1111  
865-414-8818  
debbie@debbieyankey.com

## Defined by Service & Expertise

Knoxville real estate agent Debbie Yankey is known among clients and colleagues alike for her professionalism, integrity, and loyalty. A veteran Top Producer, Debbie has been recognized for impressive International President's Elite sales performance multiple years.

This exceptional achievement ranks Debbie among the top 3 percent of Coldwell Banker independent sales professionals worldwide, number 1 multiple times Company-wide, and number 1 in homes listed and sold in Global Luxury Market sales volume. Debbie's local market knowledge, industry experience and dedication to her clients have elevated Debbie's business to an elite level.

"My marketing strategy is one tailored specifically for your home and its potential buyers. From staging, professional photography, videography, beautifully designed print materials, and global reaching personalized property exposure, I differentiate your home in the market."

You can rely on Debbie as your trusted real estate advisor to guide you through the listing and selling process.



## Anne Williams

Principal Broker  
Coldwell Banker  
Wallace  
865-966-1111  
www.AWilliams.cbww.com

## Empowering people to leave their mark on real estate

Anne Williams serves as the principal broker for Coldwell Banker Wallace in Farragut and takes pride in knowing her agents are committed to delivering exceptional service to their clients.

"Our core values include ingenuity and excellence, which undergird our mission to empower our people to leave their mark on the world of real estate," said Williams. "We provide training and unsurpassed technology platforms which allow new and existing agents the freedom to do what they do best."

Williams began her real estate career in 2002 after being a stay-at-home mom, community volunteer, and inspirational speaker for an international organization. She has been serving as broker since 2016.

"I remember what it's like to make a career move, and the importance of a supportive, encouraging office culture," Williams added. "That is what we provide here - a dynamic balance of collective energy, professionalism, collaboration, and applauding each other's successes."

"If you are looking for a new chapter in your career, we are always looking for individuals who want to grow thru self-improvement and genuine service to others."



## Lacey Hepler

Sales Representative

**Josh Hemphill  
State Farm**

865-675-3999

lacey.m.hepler.ermc@  
statefarm.com

## Personability for customers

Lacey Hepler has been a sales rep for Josh Hemphill State Farm for four years now. She moved to Knoxville in 2016 from Indiana. "East Tennessee has always been the most beautiful place I've seen, and I'm a big Vols fan, so it was just right," she explains her choice for relocation.

Lacey especially likes the Hemphill office because of its personability for customers. "You come in and talk to me, just one agent, in person, versus a 1-800 number and sixteen operators over a week's time," she explains.

She also loves hearing the success stories of her customers, and the office staff is a family. The smaller size of the office allows for every employee to do more than just their designated job, and Lacey says she enjoys "coming to work and doing extras like marketing and advertising."

She loves the Knoxville area and the people who live here.



## Teresa Hurst

Office Manager

**Josh Hemphill  
State Farm**

865-675-3999

Teresa@sfagentjosh.com

## Sharing personal stories

Teresa Hurst has been working with State Farm for 20 years as an office manager at several locations. She began working in Josh Hemphill's office 5 years ago, though she had worked with him at other State Farm agencies before. Teresa is fully licensed and loves her job as office manager, which usually entails being the first to greet customers. She also participates in a lot of the customer service in the office. But most importantly, she helps customers with billings and claims.

Teresa learned about working in insurance from her own life insurance rep, who came by to collect premiums one day in the 80's and told her all about the job. To this day she continues the pattern and says that "being able to share my personal stories with the customer to give them a better understanding of their insurance and how it works for them is very rewarding."



## Amy Kooima

Customer Service

**Josh Hemphill  
State Farm**

865-675-3999

Amy@sfagentjosh.com

Amy is married to an engineer, who also serves in the National Guard; they have three children and reside in Farragut.

Amy's experience as a customer with Josh Hemphill State Farm, 11420 Kingston Pike, led her to "be part of the team" at the agency. She is an office manager assistant with the agency, she is property and casualty licensed to help people with their policies and assets. During this two years with the office she helped grow the team to a many successful awards. Helping clients with their needs for the future. "I have been able to help our clients with their billing and claims. With this office we really enjoy our clients becoming part of our State Farm family."

"Every day I play a part in protecting people, and all the things they work hard for! Whether it's saving money, protecting them with adequate coverage should something happen, or just assisting in the taking their payments," Amy says.

"I enjoy working with the clients and meeting their needs promptly!"



## Cindy Kraus

Realtor

**Realty Executives  
Associates Bearden**

Direct Phone:

865.776.0577

Office Phone:

865-588-3232

cindy@ckrausgroup.com

A self-professed introvert at heart, Cindy Kraus knows what it is like to face your most challenging fears, including the fear of success. She grew up in a challenging home environment and credits the love and stability of her grandmother and sister that shaped who she is today.

Cindy's first professional career was in the medical field. She was a Respiratory Therapist for 30 years. Having worked in this field so long, she understands instinctively why high-level professionals need an advocate who can provide turnkey solutions for services outside their everyday work life.

Cindy lives in Farragut, Tennessee with her husband, Paul. They have four children. When she isn't settling the specifics of a real estate deal for her busy clients, she enjoys walking her Golden-doodle, Bella, and volunteering with area groups and causes such as the Rotary Club of Farragut, Mentor with Big Brothers/Big Sisters and Counselor with Foreign Exchange Students

Cindy's background and stellar service record make her a sought-after agent among medical and other high-level professionals, but that isn't the main reason her clients appreciate her. She believes in treating all people with dignity, friendship, and a smile, no matter their walk in life. That character trait proves that, regardless of your childhood challenges, you can overcome the past and become an inspiration to others.





## Kelly Longmire

Owner

**Flour Power**  
865-437-6488

[flourpowerstudios.com](http://flourpowerstudios.com)

## The power of cooking

Kelly Longmire's passion for children recently led her to open Flour Power, a cooking studio that offers hands-on classes and summer camps for kids 2 ½ to adult.

"I love children and I love teaching children," said Longmire, who has three grown kids of her own, in addition to three grandchildren and another one on the way.

Prior to starting the Knoxville franchise, Longmire owned her own business for 16 years then later worked in the corporate world for about 8 years.

"I started looking for opportunities that I could open my own business again, I came across this and absolutely loved the concept, loved the people and so I decided to just go for it," she said.

Since opening May 15, Longmire said that business has been "fantastic," even in the midst of a pandemic.

"It's been challenging, but honestly I don't know if I could have asked for it to go better, given everything," she said. "We had to walk before we could run."

For Longmire, the best part of the job is watching kids' faces light up when experiencing something new for the first time.

"It's awesome," she said. "We are all about teaching kids that it's fun to be in the kitchen, cook your own meals and spend time with friends while doing it! We also sneak in some life-long skills like math, science, reading, chemistry and even etiquette."

Along with weekly classes and summer camps, Flour Power can accommodate a variety of special events, including birthday parties, corporate events and etiquette classes. The studio is also offering virtual learning options.



## Melody Matney

Executive Director  
**Villages of Farragut**

865-671-7500

## Passionate about her community & the people in it

Melody Matney, Executive Director of The Villages of Farragut, is genuinely cut-out for her line of work. Born in Knoxville and a life-long resident of East Tennessee, Matney is passionate about her community and the people in it.

After losing her father unexpectedly to a terminal disease, Matney took a particular interest in Long-Term Care, and attained her license in LTC insurance. She returned to Knoxville in 2004 and worked for a nationally known hospitality corporation, growing through the experience, but her love for people would eventually lead her to her true passion of serving seniors.

Matney was recruited to work at a senior living facility in Sevierville. She was promoted to Executive Director after only 15 months, and remained with that company for several years. "My heart was still in Knoxville," she explained.

So, when The Villages of Farragut announced their ground-breaking, she applied, and is now serving as Executive Director there.

"I'm extremely fortunate to be working for this company and serving seniors in this community. We truly want to be part of the fabric of Farragut, and what we do is all about love for our residents." It's clear that Melody Matney has a heart for people and service to her community.



## Kat Mahn

Owner

**Kat's Lash Lounge  
& Wax Studio**

865-392-1014

[www.Katslashlounge.com](http://www.Katslashlounge.com)

## Making people look pretty

Kat Mahn, owner of Kat's Lash Lounge & Wax Studio, a ways has been drawn to the beauty business.

"I liked making people look pretty," she said.

After 10 months of operating at Saah Salon along South Campbell Station Road, she has moved to a larger brick-and-mortar location, next to The Bark Place, at 11410 Kingston Pike, Suite 300, near the intersection of Kingston Pike and South Campbell Station Road.

Mahn went to college after graduating from high school and earned an English degree, but "this is what I wanted to do," she said about being an aesthician. "So I went back to school for this after I had my daughter."

A licensed aesthician for 13 years, she started her career in 2005 in South Carolina.

"Then, we were in Ohio for nine years and Georgia for two," Mahn added.

While in Georgia, a friend encouraged her to open her own business in 2018. Then, her husband, Joseph Mahn, a mechanical engineer, was transferred to Hardin Valley, and they moved to Knoxville.

She again took a leap and opened a studio in Saah Salon Suites, only to grow her business and move to a brick-and-mortar location.



## Krista McGrath

Owner

**Huntington  
Learning Center**

865-691-6688

[knoxvillehlc@hlc.com](mailto:knoxvillehlc@hlc.com)

[huntingtonhelps.com](http://huntingtonhelps.com)

## Helping families achieve goals for their children

With a passion for helping children, teenagers and young adults improve their learning skills, Krista McGrath and her husband Matthew enjoy their days working with families at the Huntington Learning Center at 117 N. Peters Road in Knoxville.

"I feel very fortunate! We have a team of talented teachers and a dynamic front office staff that are determined to help each family with their individual goals. We provide detailed evaluations and personalized educational services for families in our community that can truly help them," Krista said.

This year, more than ever we have been working with families to achieve the school/life balance. We are helping families navigate the school year with remote learning and blended learning. Requests for support and tutoring with basic academic skills like math and reading are increasing. Parents are very concerned about their children staying on track. We can help! We partner with parents, providing both in person teaching and teaching via Zoom in order to meet each family's unique needs. My husband and I are grateful to be helping families in our community each day.



## Guiding You Through Life's Journey

It's What We Do.



**Creekside Capital, Inc.**  
A Financial Wellness Company

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[www.facebook.com/CreeksideCapital/](https://www.facebook.com/CreeksideCapital/)

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- Tax Strategies
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- Insurance Needs Advice

# Thank you,

## Farragut for your continued support!



- Dining Room open at minimal capacity
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Our team is dedicated to supporting the local businesses in our area and beyond. Together we can continue to keep our community thriving!

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bistro & lounge

607 N. Campbell Station Rd  
Farragut, TN 37934  
865-392-1586

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## Dana Moser

Realtor

**United Real Estate Solutions**

865-387-0628

moserdana@gmail.com

### My job is to listen to my clients

With Dana Moser don't expect a sugar coated response when you ask her a direct question. She will give you the facts. As a realtor with United Real Estate Solutions she specializes in West Knoxville and Farragut and building lasting relationships with her clients.

"Clients appreciate my direct approach and honesty. I tell them like it is. I didn't become a Realtor because I thought it would be fun to look at houses, although it can be. I became a realtor because it offers personal freedom in many ways. You can be your own boss and take a day off when needed, but more importantly, the career requires integrity and enables me to live up to my own moral code and set high standards," said Dana.

Dana often becomes friends with clients because, "Buying and selling a home is an emotional time. My job is to listen to my clients; know their lifestyle, understand their needs, help them reach their goals in finding the right home or deciding if they really want to sell. There are always alternatives.



## Pam Owen

Realtor

**Realty Executives Associates**

865-607-0318

865-693-3232

pam@pamowen.com

### Choosing the right realtor should feel right

#### CREDIBILITY

Pam Owen is an accomplished sales and marketing professional with over 30 years experience.

Before becoming a Real Estate agent, Pam was a business entrepreneur, corporate leader and national sales manager. Pam received her Real Estate License in 2009 and joined Realty Executives Associates. She quickly became one of the top real estate producers in the area.

"Every career has led me to this one," Pam states. "The best attributes of each career are rolled into Real Estate. It is the hardest and most detailed of all, but the one that I love the most."

Pam quickly became a Multi-Million Dollar producer and continues to reach that goal each year. She has earned the Accredited Buyer's Representative and Seniors Real Estate Specialist designations. When choosing your Realtor®, choose someone who loves Real Estate...choose Pam.



## Sandra Parsons

Branch Manager

**Bank Of England Mortgage**

Cell: 865-323-5781

Office: 865-381-9740

sparsons@boemortgage.com

### Experience and Reputation

When it comes to choosing someone to handle your mortgage, experience and reputation matter. A knowledgeable, assertive, and thoughtful representative can save you thousands over the lifetime of a loan. Sandra Parsons is known as the "Loandini" due to an exceptional propensity to solve problems, and make difficult loans happen with an out-of-the-box mindset. A veteran of the mortgage business with over 21 years of experience, Sandra also has advantageous experience in real estate and appraisals. She is very active in the community; founder of Charity Chicks and Vice Chair for the Salvation Army of Knoxville.

Every fall, Charity Chicks sponsors a food pack. This year it will take place on Sept. 12 with the meals going to Second Harvest food pantry.

One of the few positives of the Covid-19 pandemic has been a decrease in interest rates. This has provided a rare opportunity for clients to purchase and/or refinance at all-time low rates. Call Sandra today at 865-323-5781 to inquire about how you can take advantage of these historically low interest rates.



## Monica Sheppard-Viator

Mortgage Loan Specialist

**TN Bank**

865-483-9444

Monica Sheppard-Viator is a Knoxville native and University of Tennessee attendee who spent 30 years in the staffing and recruiting industry for a Fortune 500 company before joining TNBANK in March of 2019.

"I am very fortunate to have the opportunity to work with this hometown bank because many of its core values align so well with my own personal ones," said Sheppard-Viator, who describes herself as a "go-giver lending partner."

"I simply try to treat others as I would wish to be treated. I build networks of relationships by placing others' interests first, thereby finding myself in a great spot to be able to easily connect people."

Sheppard-Viator said that the best part of her job is "helping people achieve their goals through a caring, fun, consultative approach" and providing a local perspective.

She is an active member of Concord United Methodist Church in Farragut and served as president of the Oak Ridge District of United Methodist Women, in addition to various Holston Conference roles.

She has one son, Remington, a grand-dog named Atlas and a 9-month-old Poochon named Finnegan.

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## Sandi Simpson

Community Relations  
Director

**The Villages of Farragut**  
(865) 671-2500

Sandi Simpson graduated from The University of Tennessee in 1980 with a degree in child and family services with plans to become a social worker.

Simpson, who now serves as the community relations director for The Villages of Farragut, held various jobs following graduation, including office manager at Knoxville Business College. She married her husband in 1985 and stayed home to raise their two children. She also became an active volunteer for Concord Methodist Church's adult daycare program, Concord Adult Day Enrichment Services (CADES).

"That's when I realized that my real calling was helping families take care of elderly," she said.

Simpson then started working part-time at a local assisted living facility for 3 years and spent another 6 years at an independent living facility as the activities director and later as the leasing director. During her time as leasing director, she was able to keep the facility 99-percent leased, which led to her recruitment by The Villages of Farragut.

"I fell in love with taking care of seniors," she said, noting that she initially joined The Villages team as the resident event director.

So far, Simpson's favorite part of the job is helping families navigate through life transitions and bringing joy to residents.

"I hope to bring smiles to the residents' faces and make life for their children easier," she said.



## Carmen Smith

Owner/Stylist

**Trendz Salon**  
865-691-5561  
[www.vagaro.com/trendzsalonknox](http://www.vagaro.com/trendzsalonknox)

A spur-of-the-moment decision to go into the hair styling business has served Carmen Smith well since 1988.

"I don't regret it," said Smith, owner/stylist of Trendz Salon, 9700 Kingston Pike, Suite 9, in Franklin Square, Knoxville, along with her husband, Ryan.

"(Being a hair stylist) served me very well, especially moving around as much as we did," she said, explaining Ryan's U.S. Navy career required moving around. "Everywhere we moved, I was able to be gainfully employed and take my skill into a salon in a different state and work," Smith added.

However, "by the time you get it built up really nice, have lots of clients, it was time to move, start all over," she said.

After Ryan retired after 22 years, the Smiths moved from South Carolina to Knoxville to be closer to family. They bought Trendz Salon at 9700 Kingston Pike, Suite 9, in Franklin Square, Knoxville, on Sept. 25, 2019, deciding buying into an existing business was more financially viable than starting a new one.



## Sara Sizemore

Owner

**Southern Safety Supply**  
865-673-0140

Sara Sizemore has run a male-dominated industry for the past 25 years, but she has persevered, maintaining the business she started in North Knoxville before moving west to 207 Center Park Drive near Farragut.

The store sells safety equipment for construction and other trades workers, mostly men.

"It's challenging," Sizemore said. "Most of the time, they feel more comfortable dealing with another man, and I understand that."

"I let my manager (Ted Moreland) deal with them," Sizemore replied.

Before owning the store, she was in pharmaceutical sales.

"That was a totally different market," Sizemore observed.

She learned the business from ground up by one of her brothers-in-law, James Bell.

"He had sold welding equipment," she recalled. "He had a product he did not want to sell (himself) . (but) he saw a need for the market."

Bell knew Sizemore had been in sales, so he convinced her to start her own business and trained her; but the ones who inspired her the most were her parents, whom she wanted to show she could do it.



## Julie Sonnenburg

Owner

**A Better You MedSpa**  
865-288-3899  
[www.vagaro.com/abetteryoumedspa](http://www.vagaro.com/abetteryoumedspa)

### HELPING CLIENTS BE THE VERY BEST THEY CAN BE

For Julie Sonnenburg's business, it is all about "you."

As owner of A Better You MedSpa, Sonnenburg's focus is on helping her clients be the very best they can be.

Her business, which has been located on Station West Drive, for almost 2 years offers an array of services, from microneedling and fillers, to dermaplaning, chemical peels, Botox, and teeth whitening. She now offers waxing, lash and brow tint, cryo-correct to remove age spots and skin tags.

"We're passionate about helping both women and men by taking a more natural approach to achieve a naturally elevated look," Sonnenburg said. "Our techniques are aimed at slowing the aging process in a minimally invasive way to bring out your best."

The Registered Nurse started out in plastic surgery, then advanced to the medical spa field over the course of eight years, all of which helped create the foundation of A Better You MedSpa.

It has been a perfect fit.

"My favorite part is when I get a message from a client one or two days following a procedure, telling me they are thrilled with their results," Sonnenburg said.

"I love my clients and they trust me and come back time after time."

“Don’t mistake  
silence for weakness.  
Smart women don’t  
plan big moves out  
loud.”

~Author Unknown

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**Cassy Oglesby**  
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**Carmen Smith**  
Owner/Master Stylist

**Trendz Salon**

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## Chastin Stinnett

Realtor

**United Real Estate**

865-363-4704

chastin02@gmail.com

## Serving first-time home buyers

Chastin Stinnett has been a resident of Knoxville for 17 years. As an affiliate broker at United Real Estate, she is a full service real estate agent but has found her niche in real estate serving first-time home buyers.

"Being a part of that age group, I really understand first time home buyers. I know where they are mentally and what they are going through. I know they are nervous about spending the nest egg they have saved. I try to explain all the obstacles they might face, any upfront costs, and how to save money," Stinnett said.

Stinnett is from Lenoir City. She and her husband own Restored Living, LLC, a home renovation business. "We have a one-year old son now and another on the way in March! I absolutely love being a mom and believe it helps me relate to my clients on a whole new level!" Stinnett says. She earned an interior design degree from ETSU.

"When clients decide to take on a fixer-upper, I am very knowledgeable in that area and can advise about what to expect," continued Stinnett.

She serves the east Tennessee area and focuses on West Knoxville, and recently took steps to receive an official title and certificate as an "Ambassador of Knoxville."



## Saray Taylor-Roman

Photographer

**The Portrait Masters**

(865) 243-6463

Saray Taylor-Roman is one of three portrait photographers in the world to hold Fellow status with The Portrait Masters. She has been published internationally multiple times and is an active member of the Maryville College Alumni Board, the Mayor's Maker's Council and the Junior Achievement Planning Committee.

Taylor-Roman, who's originally from Mexico, spent several years as a Spanish teacher at Oak Ridge High School. When her daughter, Sophia, was born, she took a sabbatical, which allowed her to explore her passion for photography.

Under the tutelage of Sue Bryce, one of Canon's Explorers of Light, Taylor-Roman learned how to "document the divine beauty" of her subjects. She resigned from teaching in 2015, and opened a portrait studio in West Knoxville.

Specializing in personal branding and fine art, Taylor-Roman says her favorite part of the job is getting to know her clients and working with professionals interested in setting themselves apart in their industry.

Her fine art portrait work, which has been internationally awarded, is focused on "creating magical visual narratives." The ideal client, Taylor-Roman said, is one "who does not believe they are photogenic" because it enables her to show them otherwise.

Taylor-Roman is proud to travel the world photographing clients, mentoring photographers and doing volunteer work with her husband, Daniel.



## Judy Teasley

Broker

**Keller Williams Realty**

865-694-5904

www.kw.com

Judy has been practicing real estate for the last 30 years and obtained her broker license in 1995. She obtained her broker license to help create and develop Plantation Springs along with Duncan Construction, Sentinel Builders, and Oliver Smith Realty. The subdivision earned an award as one of the best from the Metropolitan Planning Commission. Judy is one of the original founders of Keller Williams Realty in Knoxville which started here in 2008. Judy served on the Leadership Council for Keller Williams for eight years and many committees. She was briefly the Principal Broker the market center center. She has consistently been a top individual agent for the state of Tennessee for 30 years. Judy was in the top 20 individual agents for the Southeast Region of Keller Williams for December 2019 and was awarded the KW Quadruple Gold Award for sales in 2019. Judy was named to the Best Real Estate Agents in Tennessee for 2020, and Americas 100 Top 1% Real Estate Agents for Greater Tennessee. Judy has four subdivisions and many individual listings. For over 20 years she has been involved in new construction of spec and custom homes and the development of subdivisions. She has represented Sentinel Builders for over twenty years. Repeat clients are the foundation of her business. Customer service awards have made her especially proud. She is truly an individual agent who writes her contracts, personally takes all her listings and writes her own ad copy. She appreciates other Realtors and knows that our clients are best served when we work well together. "It is a great profession that gives you a chance to meet people from all walks of life"



## Candace Viox

Owner

**Water Into Wine  
Bistro & Lounge**

865-392-1586

w@wknnoxville@gmail.com

## Thank you, Farragut, for keeping Water into Wine, Bistro & Lounge open

Candace Viox opened the popular destination, Water into Wine, in May 2016, and her restaurant and lounge is still going strong. Despite the hurdles of the Covid pandemic, staffing changes, Knox Co. Health Department guidelines and loss of revenue, she has managed to keep her business open. "I refused a mass lay-off for my team members. They needed me," explains Candace. "I needed them too."

A specially developed curbside menu combined with the Governor's executive order to authorize to-go alcohol sales, allowed Water Into Wine to stay open and sell food, craft cocktails, and wine to go. "Without the executive order I don't know if we would have made it," Candace says.

Water into Wine is a different kind of restaurant and lounge. Known as the "Farragut Cheers" by some locals, and the "Bible Study Bar" by others. Candace says its a "community gathering place where people talk, share, and care about one another."

Candace also serves as the President of the Farragut Business Alliance and works closely with Mayor Ron Williams advocating for small business support.

"Everything is in God's plan, purpose and timing and I will go where He leads next," said Candace. "Seems God still wants me in Farragut because I am still here."



## Patti Whalen

Broker, REALTOR®

**EXIT TLC Realty**

865-228-9421

whalen.patti@gmail.com

www.EXITTLCRealty.com

## A Natural Choice

Patti Whalen has been a REALTOR® since 2005. She is currently the Broker and owner of EXIT TLC Realty in Lenoir City.

Her husband retired from the US Navy, having served 20 years, and his new career brought them to Knoxville. "We moved around quite a bit growing up and while in the military," Whalen said. "I loved searching for homes each time we moved, so becoming a real estate agent was a natural choice for me."

Her experiences while relocating have helped her prepare clients for buying and selling homes. It's ingrained in me how stressful, yet exciting it is to find the perfect home, or have to sell a home you love.

Whalen says she strives to relieve the stress and fears as much as she can for her clients. Often going above and beyond the normal real estate duties to insure a smooth transaction.

In addition to real estate sales, Whalen also mentors REALTORS®. "My passion is to help agents become successful in this business. It's so rewarding to watch them grow. I love our EXIT family!"



## Susan Worthington

President

**Southern Market**

865-588-2260 - office

865-455-5588 - cell

www.southernmarketshops.com

## FOUNDER HAS REASON TO CELEBRATE

Susan Worthington founded The Southern Market on Homberg Drive over 20 years ago with her mother, Frances Sexton.

The marketplace, which will celebrate its 24th anniversary this November, gives a one-of-a-kind shopping experience with more than 40 local merchants onsite that offer a variety of products that range from home decor, fashion and art. A gallery of Etsy artists from across the community are also featured.

"We continue to encourage the store's central vision of supporting local small business owners," said Worthington, noting that her daughter, Callie Worthington, recently joined the family business with the opening of Roots Salon at The Southern Market.

One of the main goals of the market, Worthington said, is to help women "turn their dreams into reality" by providing a way for female entrepreneurs to showcase their work and be self-employed.

"We give women the opportunity to own their own business and to have a brick-and-mortar shop without the typical responsibilities of business ownership," she said.

And The Southern Market is always looking for new merchants.

"If you have a vision for retailing, we have a space for you," said Worthington.



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“It has made me much more focused on my health, and I feel so much better ...”

~ Christina Nguyen

# She wants you to reach your potential

Christina Nguyen is beautiful, inside and out, and her dream is to help others become their very best beautiful selves, too.

The energetic 34-year old — who co-owns Farragut businesses Angel Nails and I Love Juice Bar in Turkey Creek along with several area tanning salons with her husband, Hien Pham — is hoping to add even more specialty shops to their repertoire in the future.

“I would love to open a clothing boutique,” she said. “I want to

offer several small businesses, from health to beauty, that will make our clients look and feel gorgeous.”

Already helping provide the glamour is Angel Nails, located in the Aspen Square shopping center. The full-service wildly successful salon was started by her husband’s family nearly 20 years ago, and has been managed by Christina and Hien since 2008.

Just over a year ago, the couple, who are both natives of Vietnam, decided to purchase a franchise

with I Love Juice Bar, locating it on the south end of Turkey Creek shopping center along Parkside Drive

The health and fresh juices, salads, smoothies and power drinks were a jump start for Christina that she said she didn’t realize she needed.

“It has made me much more focused on my health, and I feel so much better and have so much more energy than I used to,” she said. “I really want to help others change to a healthy lifestyle, too.”

She is already leading by example, as she begins every day with an exercise class — “I’m addicted!” she said with a laugh — then works at the Juice Bar before heading to Angel Nails, radiating positivity and cheer as she moves between the businesses.

Always by her side is the couple’s two-year-old poodle and

enthusiastic mascot, Coco, who is typically dressed for every occasion and holiday.

She credits others with her success.

“I have been really lucky, in that I have been surrounded by successful people,” she said. “I learn from them every day.”

Christina, who came to the United States 13 years ago as Hien’s bride, said she is grateful to be in America.

“I grew up poor in Saigon, but dreamed one day I would be here,” she said. “Love, from my husband, and love from God, brought me here, and I am so thankful to be here now.

“I just want to thank everyone who has supported us — our friends, our family and the Farragut community — who have allowed me to express my love for all they have done for me.”



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### Judy Teasley

KW Quadruple Gold Award 2018

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[www.judyteasley.com](http://www.judyteasley.com)

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