



# WOMEN *in* BUSINESS

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# THE VILLAGES

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# 100% woman owned

**P**hyllis Burns may not have started Burns Mailing and Printing Inc., but she has certainly made it her own.

As president of the company her late husband, Ken, founded in their garage in 1981, she has overseen its designation as a 100 percent woman-owned business, and has continuously worked to add technology, equipment

and product lines benefiting her customers.

She had her own career as a vice president with Toyota of Knoxville when Ken began Burns Mailing and Printing, but joined him within the decade, assuming the role of president.

It was a bold step within the industry, but one the couple agreed to from the start because they wanted to spend more time together.

Not only did the job suit her but also achieving the designation as a 100

percent women-owned business put the company on an elite list in the Governor's office of Diversity. "A few of our customers were looking for that women-owned distinction," Burns noted.

The couple was Karns High School sweethearts who married in secret when Phyllis was in nurse's training at Baptist Hospital ("they wouldn't let you get married then," she said). They worked together until Ken had a stroke in 2010, which put more responsibility on her shoulders.

"He told me later he was so proud of me," she said, adding that he passed away in 2014, and even now, she misses him "every day."

He would no doubt be prouder still today, as Phyllis has maintained his "slow but steady growth plan" and continuously evaluates the equipment needed to serve the company's exten-

sive client base.

"We have bought some equipment outright," Burns said, referring to one \$175,000 investment, while "we lease other equipment."

She is also savvy enough to continue utilizing older models that newer firms might deem past their prime.

"If it still works for us, and we can still use it, it makes sense to keep it," she said, noting one of Ken's many specialties was his ability to re-use and repair presses and print machinery.

"He was a mechanical genius," she recalled. "When he started the business in our garage, he actually started with two press he had cobbled together."

This mindfulness also puts Burns Mailing and Printing in a unique position to provide an array of services to a

**See BURNS on Page 27**

# 30 years later the Secret Sauce works

**T**hirty years ago, when Chrissi Rhea and Chuck Tonkin II founded Mortgage Investors Group, they knew they had “the secret sauce” to start their own company.

“Chuck and I were loan officers, and started talking about starting our own firm,” said Rhea, an Oak Ridge native. “We knew, when the time was right, we could offer more than what was being offered in Knoxville and surrounding markets.” The pair had the same vision for what the home-buying experience should be, from the perspective of not only the loan officers but also the homebuyers.

“Loan officers needed resources, technology, and support to be able to offer the best home financing solutions to borrowers,” she said. “Also, each borrower has distinctive goals and expectations.”

Other qualities, including a keen business savvy, a “great formula” of thought processes and workflow, and a desire to “do the right thing for both customers and employees” set MIG on an unparalleled path to success when it opened in Knoxville in 1989.

In the three decades since, the company — which began with five employees — has experienced steady growth and expansion. It now has a staff of nearly 400 in 27 locations throughout the Southeast.

“There is a beauty in homeownership and giving that to someone is something that we do very well,” Rhea said. Rhea has

shaped MIG’s reputation for offering quality loan products at competitive prices with a hands-on leadership approach. She leads the daily operations of the firm’s retail branch network and its Direct Lending division, managing every aspect of the business from loan origination to closing, program marketing and development. Rhea also handles investor relations and oversees the company’s warehouse lines. “I enjoy all of it,” Rhea said. “From the creating, to championing the industry, to helping others learn more about it — it all just gives me great joy to serve our clients.” According to the Moneek Langston, MIG director of marketing, the company has plans to expand to other Southeastern states and has established an office in Charlotte, NC focused on serving customers who want a streamlined online home loan experience.

A key leader in the industry, Rhea has been a featured speaker and moderator at conferences hosted by the Mortgage Bankers Association. She has also led MIG’s volunteer efforts in the communities in which they live and work.

As for the future?

“We continue to evolve to meet the changing needs of homebuyers,” Rhea said. “Our future will be shaped by what has made us successful in the past—empowering our team to provide a home loan experience that exceeds the expectations of each client we serve. We will continue to develop and implement processes and platforms to provide the right information at the right time to make client-focused decisions promptly. Whether our team connects with our clients online, on the phone or in the office, our focus will always be to make our clients feel right at home.”



**Chrissi Rhea,**  
Co-Founder and  
President of MIG

---

## Local Branch Locations:

### Bearden

6601 Kingston Pike  
Knoxville, TN 37919  
865-851-7919

### Downtown

120 S. Gay Street,  
Suite 401  
Knoxville, TN 37902  
865-210-5522

### Farragut

11201 West Point Drive,  
Suite 102  
Knoxville, TN 37934  
865-392-1439

### Home Office

8320 East Walker  
Springs Lane  
Knoxville, TN 37923  
865-691-8910

### Maryville

503 Lamar Street  
Maryville, TN 37804  
865-984-9948

### Oak Ridge

113 Lafayette Drive,  
Building A, Suite 100  
Oak Ridge, TN 37830  
865-482-8910

### Parkside/West

10118 Parkside Drive,  
Suite 100  
Knoxville, TN 37922  
865-671-8910

### Lenoir City

149 Kelsey Lane,  
Suite 203  
Lenoir City, TN 37772  
865-988-8622





## ASHLEY AKERS

**Co-Owner**  
Mold Doctors USA  
865-945-3000  
www.molddrsusa.com

## A MOLD EXPERT

Ashley Akers is a mold expert in ways she never wanted to be, but it has made her infinitely better at what she does. As co-owner of Mold Doctors USA with her husband, Jeremy, Akers was completely immersed in the couple's full-service restoration company when she was diagnosed with Lyme Disease about two years ago.

"Ironically, I can no longer be around mold at all because it inflames my symptoms," she said. "But it has made me that much more aware of why mold remediation is so important, and I am super passionate about helping others with similar health concerns."

Now safely overseeing aspects of the business that don't require hands-on cleanup, Akers instead focuses on talking to customers, scheduling, advertising and hiring workers as needed.

Mold Doctors USA specializes in clean-up and restorative services in both commercial and residential settings, typically involving property damage created by water, fire or gradual aging processes. Beyond unsightly damage, lingering structural destruction can facilitate mold growth, and therefore, create potential health concerns. The company, founded by Jeremy in 2004, before the couple married, has attained the highest certifications in mold remediation — a business that is not well-regulated, Akers said.

"We are certified — many other companies are not," she said. "But it reflects our commitment to doing things the right way. When we come in, and take care of what needs to be done, then I know people will be able to take care of their health."



## 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.



## DR. RAYE-ANNE AYO

**Owner**  
Family Health Center  
865-675-4342  
www.fhccpllc.com

## CONCIERGE MEDICINE PATH WAS "THE PERFECT FIT"

Dr. Raye-Anne Ayo is a busy mom of three boys who runs a successful medical practice in Farragut.

She has owned and operated Family Medical Center since 2008, where she added the option of concierge medicine three years ago.

While she still offers an array of separate clinical services, Ayo said that choosing the concierge medicine path was "the perfect fit" for her.

"It has given me much more time with my patients, and the opportunity to follow the advice of a mentor who, many years ago during my residency, told me to 'just listen to your patients. They will tell you what is wrong.'"

"That is so true," she said. "And now, I am fully able to do that. My patients are assured same day or next day appointments, and they have access to my cell phone for text messages or quick check-ins."

"But the best part is that when I do see my patients in the office, I can give them up to an hour or more, with additional time set aside during annual check-ups, and really be able to help them."



## CINDY BARNES

**Financial Advisor**  
Edward Jones  
Investments  
865-583-0720  
Cindy.Barnes@edwardjones.com

## ADDING A PERSONAL TOUCH TO INVESTMENT

As a financial advisor, Cindy Barnes may work for one of the largest investment firms in the country, but her own personal touch simplifies the process for her clientele.

Working for Edward Jones in Bearden, Barnes' key strategy areas include legacy and estate planning, retirement savings plans and wealth strategies, among others.

"My primary goal is to understand what is most important to you before developing your unique investment strategy," said Barnes, an East Tennessee native who is a five-year veteran in her field. "After fully understanding the level of risk you're comfortable accepting and balancing it with the steps necessary to reach your long-term goals, I can help determine the most appropriate financial strategy for you and your family."

Family is of key importance to Barnes personally, as she and her husband are very involved with their four children and their various sporting activities, along with being very committed to local and international missions projects with their church, Faith Promise.

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## DR. SUSAN BARNES

### Dentist

865-531-2266

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

## PATIENTS ARE OUR DENTAL FAMILY

Dr. Susan Barnes grew up helping out summers in her dentist's office and liked what she learned about the profession. "I enjoyed being with people and seeing the procedures" she says.

When she went to college most women who went into dentistry were in dental hygiene but Barnes wanted to be a dentist. Her husband, Booder, encouraged her to chase her dream. Out of a class of 121 at the University of Tennessee Center for Health Sciences School of Dentistry in Memphis there were 15 female students, including Barnes.

She's been practicing dentistry for 38 years, a little more than 23 at her current location, 10434 Kingston Pike Suite 4. "I think because I have a fairly small dental practice, patients have an opportunity to feel like a person and not a number.

She is currently serving as the liaison to the Board of Dentistry for the Tennessee Dental Association Board of Trustees.



## MICHELE BASS

### Principal Broker

ABR, GRI,

Assist 2 Sell

Bass Real Estate

865-672-6022

[michele@](mailto:michele@knoxvillehomesells.com)

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

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

## HELPING CUSTOMERS REACH THEIR GOAL

Michele Bass is principal broker and owner with Assist-2-Sell Bass Real Estate in West Knoxville and began her real estate career in 1997. Her passion is to help buyers and sellers achieve their ultimate goals in the buying and selling process. She works with each of her clients as if they are the only client she has. Treating everyone with respect, honesty, and integrity and working hard has ensured her clients are happy with her services. Some of Michele's specialties are: GRI and ABR designations for real estate. She also been awarded the Knoxville Area Association of Realtors Award of Excellence every year since 2002. Michele mainly specializes in residential single family homes.

On a personal note, Michele is married and has four cats that she loves dearly. She is a huge animal lover and is passionate about supporting our local shelters and humane society. During football season, you will find her at most of the Tennessee Vols home games!



## WENDY BARRETT

### Insurance Advisor / Medicare Education Outreach

Senior Financial Group

865-777-0153

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

## A PASSION FOR HELPING OTHERS THROUGH EDUCATION

Medicare can be overwhelming to those new to the topic, but Wendy has a knack for breaking it down into easy to understand parts. Wendy joined Senior Financial Group this year as our in-house Insurance Advisor whose focus is Medicare Education through community outreach.

Wendy lives by the philosophy that there is nothing more rewarding than helping others which makes her the perfect candidate to assist current and soon-to-be Medicare beneficiaries. Her goal is to provide them with an overall knowledge of how Medicare works, when to sign up, and what options they have for additional coverage.

"Working in insurance and specifically Medicare provides an opportunity to be an important resource in the decision-making process of choosing the best health coverage options for the clients needs." Barrett said.

If you would like to learn more about our Medicare educational seminars, call our office (865) 777-0153 to talk to Wendy.



## JULIE BLAYLOCK

### President/CEO

Farragut West Knox  
Chamber of Commerce

865-675-7057

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## DEVOTED TO THE CHAMBER

"It's hard to believe over two years has gone by! But I can STILL happily say that being part of this Chamber is the best job I never knew I wanted." After assuming the role of President/CEO in February 2017, Julie Blaylock remains devoted to an organization she didn't even understand before being hired as the Executive Assistant in 2011 by now-retired President Bettye Sisco. "I had no idea that the way I found the job at the Chamber was through networking referrals, which is extremely funny and ironic to me now." Providing member businesses with maximum opportunities to connect and grow is one of the main Chamber purposes. What's next for Blaylock and the Chamber? "We're continuing to spread the word about our new online Member Portal which includes easy-to-use advertising opportunities, we're evolving our fall festival into 'Q, Crafts & Brew, and we are BOOKED for weekly networking through all of 2020! I owe a lot of our success and busyness to a great staff, Suzanne Krygier (Finance & Member Services Director), Susan Roberts (Office & Events Manager) and our remote-based social media coordinator, Gabrielle Gosnell." My job wouldn't be half as fulfilling and our Chamber wouldn't be where it is right now without them."



# Beautique

*a unique anti-aging,  
wellness experience  
for Women*

**S**hara LaTorre, RN, owner of Beautique Medical Anti-Aging Clinic at 10542 Kingston Pike, seeks to offer a unique anti-aging and Wellness experience for women.

She wants to make the clinic more focused on recognizing the individuals inner beauty and unique outer beauty rather than just injecting the patient with Botox or fillers and sending them on their way.

"There're a lot of Aesthetic providers in this area," she said. "This area is actually pretty saturated, so what I wanted to do is raise the bar...take Medical Aesthetics to a different level by implementing safety standards, skill, artistry, education, and the latest technology... make it more individualized and patient specific."

It starts on the patient's first visit at a free consultation to the treatment and subsequent follow-up visit.

"We take the time to listen to the patient," LaTorre said. "We get to know the patients beauty and wellness goals and together develop a systematic approach to meet those goals." Botox, if injected improperly, can just give this blank frozen look or induce odd movements with expression "We don't want to do that," she said. "We want the patient to still look like themselves just a more youthful, softer, smoother version so our motto came to be: 'Be You, Only Better.'"

To meet our patient's individual goals, we develop a very detailed and systematic plan of care for each and

every patient... We combine safety, skill, artistry, and the latest technology to help them be the best version of themselves."

Comprised of some of the area's best physicians, nurse practitioners, registered nurses and licensed aestheticians, Beautique is a state-licensed medical anti-aging and wellness clinic, providing a one-stop shop for beauty and wellness, from a full injection clinic to full anti-aging and wellness services.

"We are proud to be a complete anti-aging and Wellness clinic offering Botox Cosmetic, NewTox, fillers, weightloss management, cellulite removal, stretch mark removal, full pharmaceutical skin care services, hormone replacement therapy, vampire facials, which is using patient's own blood and taking its growth factors, to rejuvenate the patients' bodies, and vitamin drip therapy, just to name a few" LaTorre said.

The clinic also provides Trade-marked multimodality techniques that give results you can achieve no where else and non-surgical face and body lifts. The Beautique Brazilian Butt Lift, which also is non-surgical has become one of their most famous procedures next to their unique technique for lip augmentations providing soft natural results. "We also offer some extras such as spray tanning; eyelash extensions and lash lift and tinting; laser hair removal; facials, and body wraps.



"Even our facials are taken to the next level," she said. "We use expertise and pharmaceutical-grade products that leave you with glowing, flawless skin."

"We have a multi-modality approach to each service to achieve results that no one else is achieving in this area."

"We are very well-known for our lip augmentation, and we have become very well-known for correcting not-so-good results from other providers." "I am thankful for the compassionate, kind, caring, skilled team that we have now ... it's been a difficult journey to find the top notch team I now have" says Shara "

Beautique is open from 9 a.m. to

5p.m. Mondays, Thursdays, and Fridays; 9a.m. to 6p.m. Tuesdays and Wednesdays and 9a.m. to 3p.m the first Saturday of each month; closed Sundays

Appointments can be booked by e-mail at [beautiquemedical@gmail.com](mailto:beautiquemedical@gmail.com), online via our website @ [beautiquebeautiful.com](http://beautiquebeautiful.com), via Instagram @ [beautique.medical](https://www.instagram.com/beautique.medical), via Facebook @ Beautique Medical Anti-Aging and by calling 865-297-8563, 865-392-1944. However, LaTorre said, "We like for you to call."

*"We really like to talk to you. We want to connect one on one with you." "You matter to us"*





## PHYLLIS BURNS

### Owner and President

Burns Mailing and  
Printing Inc  
584-2265  
phyllis@burnsmp.com

## BURNS KEEPS MOVING

As owner and president of Burns Mailing and Printing Inc., Phyllis Burns likes to keep moving.

A vibrant 76, she has no plans to retire from the company that was founded by her husband in the couple's garage in 1981. Instead, she has recently added a new employee to oversee the company's expansion into promotional products, which perfectly complements the business' commitment "from concept to mailbox .... And so much more!"

"Adding promotional products was a natural progression for us," Burns explained, noting that the company began as a print business, and evolved over the years to include graphic design and mailing.

Burns is unique in that her business is one that is typically owned by men. Additionally, Burns Mailing and Printing is "100 percent women-owned," an achievement certified by the state which puts her among an elite list of companies under the Governor's Office of Diversity Business Enterprise.

"I have absolutely fantastic employees," she said of the close-knit group of men and women. "We serve a lot of non-profits, which I love, because we are able to help them help so many others."



## GINGER CANNON

Dixie Lee  
Farmers Market  
865-643-5333  
gocannon133@gmail.com

## HEALTHY DIET LEADS TO LOCAL MARKET

Ginger Cannon and her husband Jeff started the Dixie Lee Farmers Market almost out of necessity.

"I have rheumatoid arthritis and I wanted to change my diet and I went to another local farmers market in Oak Ridge," Ginger said. "This inspired us to come up with the idea for the Dixie Lee Farmers Market. I worked in a law office so I got the permits."

Dixie Lee Farmers Market is open from May until November on Saturdays from 9 a.m.-noon and Ginger relishes the opportunity to give local growers and local artisans the chance to showcase and sell their goods.

"Jeff and I have always had an interest in gardening and this gives local growers the chance to sell and it may also give the garage carpenter a chance to sell the things that he likes to make," Cannon said. "We also have a bakery and we sell grass-fed meats."

She noted that the biggest challenge that she faces is the weather both on market days and throughout the year.



## ANGIE CARROLL

### Owner

Amish Elegance  
865-392-6000  
angie@  
amisheleganceknox.com  
www.amisheleganceknox.com

## PASSION FOR EXCELLENCE

Angie Carroll is a business management career professional and comes from a corporate background in human resources administration. Her passion for creativity, beauty, design, and helping others led her to open an Amish furniture showroom.

Carroll develops strong relationships with the Amish families who build the furniture offered to customers. She talks with the builders about every detail of design, craftsmanship, and customer preferences. "That distinguishes Amish Elegance from any other furniture store in the region," she said. "We offer Amish handcrafted furniture for every room in the home, office and outdoor spaces. Nothing is mass produced."

Carroll says that listening to the customer and learning about their needs and preferences is the key to guiding their design options and selections. "It isn't just about selling furniture," Carroll continued. "We have a genuine interest in helping customers find heirloom-quality pieces they will enjoy for many years."

Amish Elegance provides custom, hand-crafted, all American furniture. Amish Elegance is located at 613-619 N. Campbell Station Road just behind Walgreens. Store hours are Monday through Friday 10:00-6:00 PM and Saturday 10:00-4:00.



## DENISE CORYELL

### Realtor

Tennessee River  
Realty Inc.  
cell: 865-924-1567  
office: 865-376-6242  
DeniseCoryellRealtor.com

## I LOVE WHAT I DO... HOW CAN I HELP YOU?

Denise Coryell, a Realtor with Tennessee River Realty Inc., knows what it's like being on both sides of the neighborhood fence. "Sometimes it's the moving back once you've moved away that really seals the deal of where 'home' is," she said. That's the way it was for Coryell. Having lived in Knoxville for half her life, as well as in Chicago, Florida and England, she knows there's no place like home and said proudly Knoxville is IT for her! "I'm familiar with being a local AND a newbie," she added.

Tennessee River Realty Inc., 900 N. Kentucky Street, is a woman-owned agency based in Kingston. "My mission is to expand our business reach further into Knoxville... just like the Tennessee River," Coryell said. "Whether you're buying, selling, re-sizing your home, moving across town or transferring, I'm committed to giving you a smooth and positive transaction experience where communication is key," she says. Her love of interiors and talent for staging homes helps them sell quickly often for more money, which is an advantage to sellers.

Coryell appreciates that much of her growth is by referral. She happily supports her community as a member of Akima, 100 Realtors Who Care and Knox Heritage.





## JOAN DAVIS

### Owner

Pump It Up

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tn.knoxville@

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www.pumpitupparty.com/  
knoxville-tn

## PUMP UP THE EXCITEMENT

First introduced to the Knoxville area over ten years ago by local entrepreneur and mom, Joan Davis, Pump It Up offers parents and organizations the perfect solution for birthdays, team parties, church groups, field trips, Open Jump times, and special events. Pump It Up voted "Best Place to Have a Birthday Party", features giant custom designed inflatable play structures in your very own private arena.

Party goers can plan the ultimate fun-filled event with their party consultant to help create the perfect event that will be remembered for long after the party has ended. "Pump It Up promises to provide a safe, private and enjoyable experience to everyone that enters their facility," stated Davis.

"We're proud to have been the area's first inflatable indoor facility by bringing the concept to Knoxville. Our commitment to provide a fun, safe, clean and professionally managed event guarantees that your next indoor party will result in a lifetime of fond memories," added Davis.

Pump It Up is located at 6612 Deane Hill Drive, Knoxville, TN 37919.



## CHRISTINE DEAN

### Marketing & Business Development

His Security, LLC

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christine@hissecurity.net

www.hissecurity.com

## PROMOTING SECURITY IN BUSINESS AND COMMUNITY

Christine Dean is the Marketing and Business Development Director at His Security, a local security alarm, surveillance camera, and modern technology company that serves East Tennessee. She is also active in the local community: participating in several networking and business groups, serving as a board member in industry groups and the Farragut Chamber, as well as serving on charity group committees.

"I am glad to work for a company that offers flexibility and support that better serves our customers – all of them. We understand the needs of a woman who lives (or works) alone are very different from a large active family (or business)," Dean stated.

Solutions are what His Security sells, but it's also what Christine promotes in her networking and community services roles. "When women get together, it's usually to solve problems and make a difference. I love that I do this at work, but also out in our community!," Dean said.



## CINDY DOYLE

### Agent

State Farm

865-690-6300

www.cindydoyle.com

## HELPING DREAMS COME TRUE...

"I love helping people," said Doyle, who has worked for State Farm for three decades. "The rewards are in knowing that you can help people recover from the unexpected events that change their lives, and help dreams come true for your customers and their families."

Doyle began her career at State Farm in Ft Walton Beach, FL after being referred by a friend and State Farm Agent.

"This friend suggested that I talk to a sales manager who had an opening in the area," Doyle said. "At the time, I really wasn't interested. But once I found out what State Farm agents really do – help the community and their customers in so many ways proactively in preparing for the future and responding to devastating life events, I became interested...and the rest is history."

Doyle recalled that it was a catastrophic event in her own life that inspired her to go into the insurance business.

"My father passed away at 43 and because he had life insurance, my mom, who was a homemaker, and the four of us children were able to keep our home and go to college. "If he hadn't had life insurance," I'd be telling a different story."

In addition, Cindy's own grandchild was diagnosed with leukemia, unexpectedly at age 3, but because she already had life insurance in place for him early, with Guaranteed Insurability Options for the rest of his life, he has paid up life insurance for the remainder of his life, with living benefits as well. Otherwise, he is uninsurable.

Now, Cindy helps people overcome through their catastrophic events, and she helps clients realize their dreams. She considers her customers friends & family, and she and her team do much to give back to our community.



## LISA DUPUY

### Agent/ Customer Service Representative

Knoxville Insurance Group

865-888-5132

lisa@kigtn.com

## HEART IN CUSTOMER SERVICE

Lisa DuPuy, a licensed agent/customer service representative for Knoxville Insurance Group at 220 S. Peters Road, has her heart in customer service. She most loves the relationships she has formed with her clients, knowing that "I'm not only helping (customers) save money, but I get to interact with them on a daily basis if they need something," DuPuy said. As a licensed CSR with KIG for the past five years, she quotes and writes policies for life, health, property and casualty insurance.

DuPuy decided to venture into the insurance field when her daughter was entering high school. "I had been a stay-at-home mom for a couple of years, and I decided I wanted to get back out in the workforce," she said, attributing her interest in insurance to father, who was in realty sales, but also had previously been a life insurance agent.

"I heard him talk about insurance in the past, he had a passion for sales" she added. DuPuy was at Allstate in Maryville for three years, then a group leader at DENSO Manufacturing Inc. before returning to the insurance field at KIG.

As a woman, she occasionally sees "different types of clients that really don't want to deal with a woman or anyone other than the owner agent," DuPuy said. "You just have to gain their trust and show them you have solid experience in what you are doing." She advises women entering the insurance field to "just know that a huge part of it is customer service and investigative work., There's so much knowledge you have to obtain to pass the test and to attain your license, but it's something you really have to have your heart in to succeed."





## SHERMA ELLIOTT

### Owner

Bark Place Grooming  
865-777-2275  
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! 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 fulltime in 2012. Quite remarkably, she was a RN, business owner, and groomer, and she cherishes her leap of faith.

Watch the Bark Place Grooming Facebook page for announcement of new services coming fall 2019.



## MARI FALK

### Chief Operating Officer

Autumn Care Senior Living

West Knoxville: 865-392-1300

Farragut: 865-392-1811

Karns: 865-692-2273

autumncareassistedliving.com

## A HEART FOR SENIORS

A love for seniors led Mari Falk to her true calling at Autumn Care Senior Living.

After graduating college from the University of Tennessee, Chattanooga, she began working for Life Care Center of America in Cleveland. Even though she pursued a master's degree in accounting, and worked in that field for 15 years, she said, "my heart kept on calling me back to working with seniors."

In 2008, Falk took the plunge, joining forces with her husband, and started Autumn Care Senior Living in Karns.

Since that time, they have opened two additional locations, one on Canton Hollow Road and one on Herron Road in Farragut.

All have the distinction of being the only locally-owned senior living communities in Knoxville.

Falk enjoys the work, and said she relies on her "faith in God, and my terrific management team" to help her in caring for Autumn Care residents.

"I absolutely love the diversity of people I am blessed to care for and help," she said. "They all bring unexpected wisdom and joy and make me a better person."



## VIKKI FELTS

### Real Estate Broker

Keller Williams Realty  
865-643-5627  
feltsv@gmail.com

## PROS & CONS OF REAL ESTATE, VIKKI FELTS PROVIDES FACTS, CLIENTS MAKE DECISIONS!

Having lived & worked in Knoxville for more than 20+ years, Vikki understands what makes our community and the people who call it home so special. From the U.T. Football games to the local bookstores and coffee shops around town to the Buddy's Race For the Cure downtown, Knoxville is a special place that Vikki is proud to call home.

That's what it takes to truly be a LOCAL real estate expert. Not just expertise in negotiation and marketing, but a love and understanding of our community and the people who live here. That's just one reason to choose Vikki Felts to stand by your side. A Real Estate Broker rooted in community & faith, its the foundation of everything she does!

Call Vikki to understand your Pros & Cons when buying or selling real estate.



## APRIL FINSTER

### Specialist / Agent / Owner

Cyan Medicare & LTC

865-622-2265

april@cyanmedicare-ltc.com

## HELP NAVIGATING MEDICARE, LONG TERM CARE AND SOCIAL SECURITY

Major programs such as Medicare, Long Term Care, and Social Security can be quite complex. Many times, it's not obvious which way a person should go with so many options. "People often remark that they're highly educated, but they can't make heads or tails of these programs", comments Finster. "I always reassure them that it's not them - these programs are just inherently complicated!"

April has been helping people for 20 years. First, she'll educate you on how these programs work. Then she'll outline alternatives so that you can make informed choices.

As an independent agent, April works to find the most appropriate solutions. She does not charge for her services, as insurance carriers compensate her for time spent. April welcomes new clients and offers appointments in her Farragut office at 11826 Kingston Pike, Suite 230.

"It's a family business," says April, as her husband Ken is also in the office. "We both love helping people, and this is a business where we can do just that."

# One on One Care



Dr. Raye-Ann Ayo (left) Lindsey Kelley, N.P. (right)

**D**r. Raye-Anne Ayo always knew she wanted to offer comprehensive and personal health care to her clients, and in recent years, she has found a way to provide it.

The Louisiana native served her residency in Knoxville, and worked in family medicine in the early 2000s, but realizing she wasn't able to bring the level of customer care she wanted for her patients, opened her own practice, Family Health Center, in 2008.

"I made it the place I would want to bring my family members," she said.

While she saw the practice grow, she still became frustrated with how little time she was able to give her patients, which, in turn, impacted the level of care she wanted to provide.

"It was really challenging to try to give the level of customer service I wanted to," she said. "Having a practice

required so much from me, from the paperwork to seeing a certain number of patients a day.

"That model was not working for me, and it was not why I started the practice."

Instead, she decided about three years ago to offer the relatively new concept of concierge medicine services,

"I did a lot of reading, and finally decided about three years ago to switch to a concierge approach," Ayo said. "It has helped me carve out a way to spend quality time with my patients, and it has been a really good thing."

In concierge medicine, patients pay

an annual fee — at Family Health Center it is \$1,650 for an individual, \$3,000 per couple, with children automatically also receiving coverage — and, in return, Ayo's patients receive intensive one-on-one care that includes extended doctor visits, guaranteed same day or next day appointments, and 24/7 doctor access via Ayo's cell number. "They can text, they can call, to see if they need to be seen, for example," Ayo said. "I might be able to save them an ER visit, or I might need to send them on, but they have access."

The concierge service operates in tandem with regular health insurance, she explained, as lab fees, hospital stays and specialists visits would still need coverage.

In addition to traditional medicine, Ayo also offers a selection of specialized services, including healthy aging, allergy testing, women's sexual health, vasectomies, and SculpSure, a body contouring procedure.

"My patients are as different as the reasons they come to see me," she said. "One size does not fit all. It is imperative that I am the person my patients need me to be for them each day. My personal philosophy is to treat people the way I want to be treated."

"My hope is to provide my patients with both the medical solution and personal attention they need each time they visit."

While the concierge option is available, Ayo said non-concierge patients are welcome to make appointments for the other services offered.

"I have the only practice in Knoxville that has the two track option," she added.

Ayo has received rave reviews for her services, and was named the 2019 Top Doc in Concierge Medicine by Concierge Medicine Today. For more information, contact the practice at 865-675-4342 or visit [fhcpllc.com](http://fhcpllc.com).





## ANGELA FLOYD

### Owner

Angela Floyd Schools  
865-675-9894  
angela@  
angelaflloydsschools.com

## PASSION EXPANDS TO SECOND LOCATION

With passion and a dream to share her life-long love of music and dance, Angela Floyd opened Angela Floyd Schools in 1997 in West Knoxville and expanded in 2008 with a second school in North Knoxville, both offering a full music program.

"My parents put me in ballet and tap lessons at the age of three knowing it was my passion, but probably not knowing it would be my life," she said. Angela Floyd Schools is more than just great dancing, it is a full music and performing arts school offering classes to students from preschool to adult. This year it has expanded the Performing Arts Program, a fine arts-based curriculum for ages 3-5 preparing children for kindergarten.

Her recipe for success: "Be prepared, have experienced mentors to guide you and give the exceptional customer experience if planning to open a business."

For information call 865-675-9894 and visit [www.angelaflloydsschools.com](http://www.angelaflloydsschools.com).



## STEPHANIE GRUBBS

### Realtor

Heritage Realty  
865-803-9304  
stephanie@  
heritagerealtytn.com

## HELPING PEOPLE FIND THE RIGHT HOME

Stephanie Grubbs may be a realtor but she says that selling houses is only part of her job.

"I want to help people find the right home," said Grubbs, who works for Heritage Realty in Farragut. "Our job is to find the best fit we can and once we find the house they like, we take the stress off of both the buyers and sellers."

"Then, all they have to worry about is living in their new home, which is the biggest purchase that they're going to make."

Grubbs, who has been in real estate for six years, now works for a boutique realty company and said that she feels that is her calling. She said she worked for a bigger company in the past, but prefers the smaller one, where she can give her clients more attention.

Another aspect of the services Stephanie offers is assisting with property management. Helping owners create an income without worry of the rental home.

Heritage Realty is a boutique firm with specializations in sales and property management in the Greater Knoxville Tennessee Area, focused on the individual needs of its clients. The office is located at 111 Center Park Drive, Suite 207.



## 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 HairCheck. "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

### State Farm Bank Representative

Josh Hemphill  
State Farm  
865-228-1825  
Zeniasfagentjosh.com

## OFFERING BILINGUAL FINANCIAL ASSISTANCE

Josh Hemphill's State Farm Bank Representative, Zenia Hartsfield, has been in the office since it opened five years ago. She quickly transitioned to financial rep, in order to have a less demanding part-time position so she could spend more time with her two boys, Jacob and Daniel, and now also her newest addition, 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 Bank Representative, Zenia helps people with things like auto loans, mortgages, CD's, Money Market Accounts and credit cards. "There's a lot of people who people don't understand that we offer Bank Products, so we have to explain it to them," she explains. 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."

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# THE WOMEN

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## ROBIN ANN AGGERS

### Realtor

Coldwell Banker  
Wallace & Wallace  
865 322 7653  
robin.aggers@  
coldwellbanker.com

## SERVICE WITH A SMILE

Robin Ann Aggers has been a full time REALTOR® in Tennessee for the last 10 years. Prior to that, she was a Realtor in St. Louis, Mo.

She has a strong desire to bring her knowledge, communication and leadership skills to Knoxville. Robin's designations and certifications include: Graduate REALTOR® Institute (GRI); Council of Residential Specialists (CRS); Sellers Residential Specialist (SRS) ; Military Relocation Professional (MRP); Cartus Relocation Specialist; Performance Management Network (PMN), which is a designation for Womens Council.

She was elected to the governing board of Women's Council in 2016, and was the recipient of the Women's Council of REALTORS® REALTOR® of the Year Award.

Robin is President Elect for Womens Council for 2020 and currently is serving as RPAC CHAIR 2019.

In addition to her life in real estate and her community, Robin Ann is very proud of her family life. She has been married to her husband Ken for 26 years.

Life is a balancing act and she believes giving back to the world and lifting people up is all part of her serving her community with a SMILE :)



## REBECCA BLEIDORN

### Realtor

Coldwell Banker  
Wallace & 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!"



## ROBIN BINGHAM

### Realtor

Coldwell Banker  
Wallace & Wallace  
865-591-1197  
robinbinghamrealtoctbww@  
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 this 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 & Wallace, Realtors in the group's Farragut office in June, where Anne Williams is broker.

"I met her in [continuing education] class, and saw how everyone came [from that office] together and as a group. They asked me to join them, and it has been awesome, having that kind of support. I just love them."

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."



## PATTI ETTIEN

### Realtor

Coldwell Banker  
Wallace & Wallace  
865-966-1111  
patti.ettien@  
coldwellbanker.com

## HELPING CLIENTS FULFILL THEIR NEEDS AND WANTS

Patti Ettien began her real estate career with Coldwell Banker Wallace & Wallace over nine 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  
865-719-5525, mobile  
865-966-1111, office  
julie.ford1  
@coldwellbanker.com

## PATIENCE PLUS PROFESSIONALISM

A 26 year resident of Farragut, Julie Ford knows all that our community has to offer its residents. She and her husband Maury have raised their four children in Farragut and are heavily involved in the community. Julie comments it is always exciting to know a client wishes to live in West Knoxville, because she can brag on the outstanding schools, convenience to all things Knoxville plus beautiful parks, lakes and greenways.

Julie feels her patience can help a sometimes stressful time to go smoother. "I know the importance of a Realtor who is patient with buyers and sellers, because it's not a process people do often in their lifetime. Unless they're an investor, clients sometimes forget the many steps that take place beyond looking for a house or putting a sign in the yard. I work to surround my clients with a great team from the lender to inspectors and appraiser. My favorite part of working with people is educating them through the process, pointing out the legalities involved and realizing my knowledge will protect one of their biggest investments."

In addition to her Tennessee Real Estate license, Julie has the designation of GRI (Graduate of Realtor Institute); ABR (Accredited Buyer Representative) and e-PRO (digital electronic marketing professional) and is a Multi-Million Dollar Producer. She was also in the Top 5 company wide in 2018 for sales of Global Luxury homes.



## CHANDELLE GIBBS

### Realtor

Coldwell Banker  
Wallace & Wallace  
865-789-8570

Chandelle@coldwellbanker.com

## WORKING WITH CLIENTS TRULY A PLEASURE

Chandelle Gibbs' philosophy is all about service. "I grew up during the time when stellar service wasn't an option," she said. "I worked as a Utility clerk at Kroger's who bagged groceries and we were not allowed to let anyone take theirs out or we would get written up!"

"Real Estate sales is such an enjoyable career for me because I take what is usually the largest asset a couple has and not only give them my real estate and background in finance experience, BUT they very clearly know I work FOR THEM," Gibbs added. "And it's truly my pleasure."

Gibbs says that overseeing the process of Real Estate transactions for buyers and sellers is what she loves to do.

"I don't let things go," she laughed. "You can't be afraid to just get in there and ask what needs to be asked to get what needs to be done for your client."



## KELLY O'CONNOR

### Realtor

Coldwell Banker  
Wallace & 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 nine 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, three year old son, and one 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.



## MARY PARSONS & KARA SCHEETZ

Coldwell Banker  
Wallace & 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 30 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 Parson's Professionals has consistently been Multi-Million Dollar Producers and a Top 5 Team company wide. 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 & 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 41 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 & 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!



ANNIE  
TURNER

**Realtor**

Coldwell Banker  
Wallace & Wallace  
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anniejturner2017@gmail.com

## GOING ABOVE AND BEYOND FOR HER CLIENTS NEEDS

Annie Turner, who earned a degree in art history from the University of Tennessee, has indeed made her work as a real estate agent an art form.

"I customize my work with both buyers and sellers," said the agent, who works with Coldwell Banker Wallace & Wallace, Realtors in its Lakeside office. "Everyone has a different reason for selling, and everyone has their own reasons for buying, so I go above and beyond for my clients, based on their wants and needs."

It is this attention to detail, coupled with a strong marketing platform, that she believes has built her clientele during the last two decades.

"I like working for Coldwell Banker, because of the legacy they have in the community, and I like to think that is what my clients see in me as well," she said.



DEBORAH  
SAUNDERS

**Realtor**

Coldwell Banker  
Wallace & 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.



STACI  
VOTAW

**Realtor**

Coldwell Banker  
Wallace & Wallace  
865-617-3003  
staci@tnrealtor.net

## LOOKING OUT FOR HER CLIENTS

Staci began her real estate career in 1991, buying and selling homes in Texas as an Investor. She bought foreclosure homes, flipped them, and occasionally rented them out. Initially, Staci used real estate agents, but after a particularly bad experience concerning an unethical realtor, she decided to become a realtor herself and vowed to always look out for her clients' interests.

In 2001, Staci obtained her Realtor's license and began working in the Raleigh/Durham, North Carolina area, where she earned the coveted "Dirt Diva" award from her office for her success in selling undeveloped land to investors.

She briefly returned to Texas to obtain a second Real Estate license and sold residential property before moving to East Tennessee in 2010, where she earned yet another Realtor's license. She now uses her experience to help clients buy and sell residential property, raw land, lake front property (homes &/or lots), ranchettes, farms, large tracts of land and commercial properties all around the greater Knoxville area. She has earned several "Realtor of the Month" awards for her work near her home in Roane County.

Staci always takes the time to insure her client's understanding of the transaction.





## ANNE WILLIAMS

### Principal Broker

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



## KNOXVILLE LIVING TEAM

PAULA KELLEY  
& DEANNA  
MENDENHALL-MILLER

### Realtors

Coldwell Banker  
Wallace & Wallace  
865-888-0589  
865-342-4200  
homes@knoxvilleliving.com

## EMPOWERING PEOPLE TO LEAVE THEIR MARK ON REAL ESTATE

Anne Williams serves as the principal broker for Coldwell Banker Wallace & 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 train new agents, and provide tools and technology to existing agents, which allow them 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, nurturing 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 recruiting those who want to grow their businesses thru excellence and who share our core values."

## A UNIQUE APPROACH

Paula Kelley and Deanna Mendenhall-Miller, known as the Knoxville Living Team at Coldwell Banker Wallace & Wallace, offer a unique collaborative approach to real estate. While both are fully licensed to work with buyers and sellers, they chose to collaborate offering their clients the benefits of having two professional agents working to meet their needs. "We found that our strengths complimented one another and having a business partner with a similar work ethic and standards made both of us better at our job" said Mendenhall-Miller, who has been in the business for 20 years.

Paula's experience working in health care as a Nurse Practitioner, and the relationships she built in that industry, led to her niche assisting medical families searching for homes in the Knoxville area. Paula and Deanna both hold a number of professional memberships and designations including the Certified Luxury Home Marketing Designation, providing their clients access to networks and marketing tools designed for luxury properties.

"We go beyond just helping people buy and sell houses" says Kelley. "We're salespeople, advocates, analysts, consultants, negotiators, and marketers. We pride ourselves on being a true resource for real estate and 'Knoxville Living.'"



## DEBBIE YANKEY

### Broker

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

## EXCEPTIONAL SERVICE PUTS HER IN THE TOP THREE

Debbie Yankey honed her 24-year career in real estate at Coldwell Banker Wallace and Wallace since joining in 1995. 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 sales volume in the Global Luxury Market. Debbie's market knowledge, industry experience and dedication to her clients have elevated Debbie's business to this elite level.

"I started in real estate when the MLS listings were in a large book shared by our entire office." Today the information is instant. Buyers and Sellers are better informed. However, choosing an experienced agent is even more important due to the massive amounts of information out there; some of it not so accurate.

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

Call Debbie whenever you need her experience and skills. Despite the ability for things to move at warp speed, Debbie still appreciates your calls just to say hello.

## A BORN PROBLEM SOLVER

Dawn Titsworth is a born problem solver.

It was a key factor in earning an engineering degree early in her career, and it remained a constant during 10 years in real estate. Now, in her relatively new position as an account executive with 2-10 Home Buyers Warranty, her commitment remains the same.

"I love figuring out solutions and being of service," she said. "That is what I'm best at."

In her current role, she serves as a liaison between realtors and the warranty company, helping educate about the importance of home warranties.

"It's a great line of defense for homeowners," she said. "And, it is not just a consideration for new home buyers; there are options for current home owners as well."

Her previous position allowed her some flexibility raising her three young daughters, but now that they are school-age, "I think it's important for them to see their mom working hard and achieving," she said. "I also want them to see my own desire to grow and learn, and go after new things because I want them to experience that, too."



## DAWN TITSWORTH

### Account Executive

2-10 Home Buyers  
Warranty  
865-719-9504  
dtitsworth@2-10.com



## MARCELLE HAZARI

### Owner/Operator

Postal Annex+

865-221-8846

pa14023@postalannex.com

postalannex.com/14023

## LAUNCHING A ONE-STOP SHOP

When Marcelle Hazari retired from Wal-Mart after working in management for 31 years in three states, she decided to launch her own business. In April 2015, she opened Postal Annex+ Service Center, 9255 Kingston Pike (@ Cedar Bluff Road in the Kroger Shopping Center).

The store, the first Annex Brands franchise in Tennessee, offers shipping and supplies, works with all the carriers (USPS, FedEx, UPS and DHL), sells postage stamps and rents private mailboxes, makes copies and passport photos, carries various greeting cards, Naked Bee products and Melissa & Doug toys, and provides fingerprint and notary services.

Hazari's years at Wal-Mart taught her the tools she would need to run a business: customers service, management, merchandizing and retail sales. After more than four years, "I know and appreciate all my customers as I always offer them smiles and helpful assistance," Marcelle said. The store IS a one-stop shop for a wide variety of services and local gifts for anyone on your list from newborns to 105 years! "So, come by and you will be surprised by the extra care, excellent personal touch, genuine friendship plus everyone gets a peppermint candy!"

The Postal Annex+ store has convenient operating hours. It is open 8:00 am – 6:00 pm Monday – Friday and 9:00 am – 4:00 pm on Saturday.



## SUZANNE HIMES, CFP®

### Lead Financial Planner

Asset Planning Corp

865-690-1231

suzanne@

assetplanningcorp.com

www.assetplanningcorp.com

## ASSISTING CLIENTS WITH GOOD FORTUNE

As Suzanne Himes, CFP®, with Asset Planning Corp at 234 S. Peters Road, Knoxville, looks upon her 20 years in financial planning, she knows she has been fortunate.

"I've been very lucky to have always had the support to pursue advanced training, continuing education and other professional growth opportunities.

"Balancing work and family when I was younger was a priority, and I honestly never felt like I needed to do it all at once," said Himes who celebrated 20 years with APC in July.

As lead financial planner, her focus is "using a holistic process to help clients create their financial plan based on life goals and the ongoing relationship and work toward those goals," she said. "In addition to investment management and financial planning, I coordinate our firm's compliance and marketing activities."

Her favorite part of the job is the ever-changing meaningful client work she does.

"Walking with a client through different life events, celebrating with them in joyous times, supporting them with caring advice during difficult transitions and seeing firsthand the results of solid financial planning over decades."



## 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 three 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.



## CAROL HUDDLESTON

### Executive Director

Autumn Care

865-392-1811

## CARING FOR OTHERS IS A CALLING

Three decades of nursing experience prepared Carol Huddleston well for her career change two years ago, when she assumed the reins as executive director for Autumn Care's newest location at 400 Herron Road in Farragut.

Geriatric nursing had been Huddleston's specialty, and the passion she felt for that segment of the population was a natural progression for where she found herself professionally.

"Working there has been not only challenging, but rewarding in getting to learn the full aspect of day-to-day operations," she continued, noting "all of the hard work that goes into not only opening a brand new facility from the ground up, but finding the staff to fill all of the various positions to run the facility and assisting the residents and their families with choosing the right place to call home."

Huddleston said one of the best parts of her job is that "every day is different. The residents, and their families, all become like family, and I get to be with them, every day, and get to be part of their family, too."





## 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 19 years as an office manager at several locations. She began working in Josh Hemphill's office 4 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

## TAKING CARE OF PEOPLE

Amy Kooima's experience as a customer with Josh Hemphill State Farm, 11420 Kingston Pike, led her to "be part of the team" at the agency.

"I love my job," she said. "I love the behind the scenes ... serving the head ship.

"I like to be the nurse to the doctor," Kooima added and laughed. "I love taking care of people and helping people. Anything I can do to make someone else's job easier just makes me happy."

A customer service representative with the agency, she is licensed to help people with their policies and assets. She answers clients' questions and she also has banking certification.

Kooima has been with the agency for a little less than a year. Previously, an administrative assistant at Crossroads Christian Academy in Lenoir City for nine years, she decided to take another route

"It's a phenomenal school," she said, but she added when her children graduated, she decided to take another route and seek a full-time position.

Inspired by the service she received from Josh Hemphill State Farm, she applied for a position at the agency and was hired.

Kooima encourages other women in business to "walk in confidence, do your best and always encourage those around you!"



## CINDY KRAUS

### Broker Associate

Bailey & Co. Real Estate  
Mobile: 865-776-0577  
Office: 865-947-9000  
cindy@ckrausgroup.com

## EXCEPTIONAL SERVICE FOR PLATINUM PROFESSIONALS

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.

Her first career was as a Respiratory Therapist. Through that experience she understands why high-level professionals need an advocate who can provide turnkey solutions for services outside of their everyday work.

After 30 years, it was time for a change. Real estate combined her love for architecture with a schedule that would be flexible.

Cindy decided her talents would best serve medical and other high-level professionals who are seeking luxury real estate throughout East Tennessee. She has her broker's license and is a Certified Luxury Home Marketing Specialist who is in the top 20% of agents in her area.

Cindy lives in Farragut with her husband, Paul. They have four children, Danielle, James, Hannah, and Cole. She enjoys walking her Goldendoodle, Bella, and volunteering with area groups and causes.

Cindy's background and stellar service record make her a sought-after agent among medical and other high-level professionals.



## SHARA LATORRE

### Owner

Beautique Medical  
Anti-Aging Clinic  
865-297-8563  
865-392-1944  
beautiquemedical@gmail.com  
beautiquebeautiful.com

## HELPING WOMEN BE THE BEST VERSIONS OF THEMSELVES

Shara LaTorre is a wife, mother and self-made, successful business woman.

Her life has been a journey from the abusive poverty-stricken mountains of Eastern Kentucky to a world-renowned medical anti-aging and wellness clinic in Knoxville.

While LaTorre has been in the medical anti-aging business for almost 20 years and opened Beautique Medical Anti-Aging Clinic four years ago, LaTorre remembers her childhood roots and insecurities.

"I know what it's like to feel ugly and unworthy," she said.

As such, her experiences inspired her to make a difference in how women see themselves and give them a sense of empowerment.

"My goal is to help women understand they're beautiful, powerful, and worthy," she said. "It's not about being perfect, it's about being the best version of you and liking the person you see in the mirror."

Shara LaTorre dedicates her life to God, family, her career and the charities she holds dear, such as child abuse and domestic violence prevention, the Butterfly Fund of East Tennessee and the Mission of Hope.



## CHRISTINE MAENTZ

**Certified Balloon  
Artist and Owner**  
Volunteer Balloons  
volunteerballoons.com

## SELLING JOY AND HAPPINESS

Christine Maentz is a Certified Balloon Artist and owner of Volunteer Balloons. With a goal to always bring joy using unique methods, building art with balloons was the perfect outlet.

"You can tell I'm very passionate about my balloons. I have a unique business in that I sell my product working with emotions. Balloons make people smile, and when I accomplish this, I know I've been successful," Maentz said, adding that balloons are an amazing medium to create art — not just a few pieces of colored latex!

She has been creating art with balloons in her 1,200-square-foot workshop/studio in the basement of her Knoxville home, 5500 Oakside Drive, since 2015, but she started her business, entertaining children, in Spring City in 2010.

"I started twisting balloons into animals for kids," she said. "Although just a hobby at the time, I quickly realized how easy it was to make people of all ages smile.

"After researching the industry and attending hands-on training, the hobby became a career," Maentz said. "Like any business, there are day-to-day operations, but the end result is unique. I love the industry and love my job!

"I don't sell balloons. I sell joy and happiness!" she said, adding when an employee of a company calls Maentz for her balloon creations, she makes that employee look good.

Like any business, this one does come with some challenges, mainly explaining her pricing to potential clients, noting some people don't understand it is a "real" business with overhead expenses.

The best part of this business? "Seeing the clients' smile and satisfaction when the creation is complete and ready for everyone to enjoy!" Maentz said. Volunteer Balloons is open from 9 a.m. to 7 p.m. seven days a week.



## KAT MAHN

**Owner**  
Kat's Lash Lounge &  
Wax Studio  
865-392-1014  
www.Katslashlounge.com

## MAKING PEOPLE LOOK PRETTY

Kat Mahn, owner of Kat's Lash Lounge & Wax Studio, always 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.



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## MELODY MATNEY

**Executive Director**  
Villages of Farragut

865-671-7500

### PASSIONATE ABOUT HER COMMUNITY & THE PEOPLE IN IT

Melody Matney, Executive Director of the new 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 company, 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 and was promoted to Executive Director after only 15 months. Yet something was still missing. "My heart was still in Knoxville," she explained. So, Matney applied for and attained her latest position at The Villages of Farragut. "I'm so excited about The Villages. It's really important to us to be a part of the Farragut community... what we do is all about love for our residents." It's clear that Melody Matney has heart for people.



## KRISTA McGRATH

**Owner**

Huntington  
Learning Center

865-691-6688

knoxvilletn@hlc.com  
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.

"Parents work hard to navigate the waters of college preparation, scholarships and deadlines and we help them with that. We have the premier individualized, one on one ACT/SAT exam prep program in the area. We also work with kids pre-K through college age to strengthen their reading, writing, math skills and study skills. Families have goals for their children, we help them achieve them! It really is a dream job!" says McGrath.



## COURTNEY MOORE

CBD American  
Shaman  
865-392-1011

### SHARING SUCCESS STORIES

Courtney Moore said she sought a company for which to work that was sound, and she found CBD American Shaman, 150 Lovell Road.

"It was important to me, if I was going to work for a company, that it would have, certainly, a sound reputation, that they have been in the industry for years and they followed the basic principals," she said.

Moore has been with CBD American Shaman for a little more than a year.

"As in any small business, when you are growing, everyone wears a lot of hats," she said. "I started out primarily in retail sales, and that has developed into a training program, as well as community outreach and education.

"Now, after a year of building customers and relationships, it's nice to have people come in and share their success stories," she added.

While living in Nashville, Moore saw the success a mother had with her daughter, who was born with a severe form of epilepsy and had been given CBD, a hemp-based product.

After moving to Knoxville, Moore was "ecstatic to see that the very first CBD store to open in Knoxville was CBD American Shaman."



## DANA MOSER

**Realtor**

United Real Estate  
Solutions

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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 the highest 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

Fairway Independent  
Mortgage Company  
865-805-5915  
sandra.parsons@  
fairwaymc.com

## EXCELLING IN A MAN'S WORLD

Working in a man's world of mortgages, Sandra Parsons, branch manager of Fairway Independent Mortgage Company, 855 Ebenezer Road, in West Knoxville, has excelled.

"This, definitely, is a man's world, and I have experienced not getting jobs because I am a female or being treated differently," she said. "You learn to be able to stand alone."

Parsons, a branch manager for five years, has been a loan officer for 22 years. She also was a real estate appraiser, and has her real estate license, which is now in retirement.

"I like working in the mortgage industry because it gives you the ability to control your earnings and your schedule." But, Parsons said what she most liked was helping first-time homebuyers.

Along with managing a team of five, Parsons also is a producing branch manager.

She serves on the board for the Salvation Army and leads a non-profit organization, Charity Chicks, which she founded several years ago.

"We are a group of women who chooses a non-profit project each month to support," she said. "It could be local or international by reaching out to our spheres of influence."

"Every fall, we sponsor a food pack," Parsons said. "This year, we are hosting food pack on Sept. 28. The meals will go to local food pantries."



## CINDY KRAUS, BROKER ASSOCIATE

CRS, GRI, ABR, CLHMS, E-PRO

## BAILEY & CO. REAL ESTATE

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CINDY@CKKRAUSGROUP.COM

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## SHAE SEEBER

### Shae | Interior Designer

Shae Design Studio  
10420 Kingston Pike, Suite C  
Knoxville, TN 37922  
865-313-2656  
www.shaedesigns.com

## A PASSION FOR DESIGN

Interior designer and entrepreneur, Shae Seeber has always had a passion for curating beautiful spaces and dynamic designs. During the earlier years in her design career, Shae found herself having to go from store-to-store to find the right accessories, rugs, lighting, and more, in order to piece a design together. So, to bridge the gap, she decided to open her own storefront. Shae Design Studio is a place for customers and other designers to come be inspired and find everything needed to put the finishing touches on any space, with any style. Her showroom is full of fabulous furnishings, draperies, accessories, lighting and more; all of which have been hand-selected by Shae and her team of expert interior designers. Shae and her design team take pride in creating custom designs, completely tailored to a clients' individual lifestyle and interests. Shae's experience and expertise allow her to offer a variety of design services to help clients reach all of their design goals and dreams. Shae Seeber is not only committed to enriching the homes of Knoxville, she is also enriching the lives of her community by donating her time as well as a portion of her business' proceeds to local non-profits and charities every month.

To follow along with Shae and her design team, head to her Instagram (@shae.design.studio) or Facebook for design tips and a daily look at their new arrivals.



## JULIE SONNENBURG

### Owner

A Better You MedSpa  
865-288-3899  
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 recently moved to its new expanded location on Station West Drive, offers an array of services, from microneedling and fillers, to dermaplaning, chemical peels, Botox, and teeth whitening.

"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."



## JEANNE EVANS SELLARS & TRACY SELLARS KIUMARSI

### Co-Owners

Dance Center West, Inc.  
865-966-6486  
dancecenterwestknoxville.com

## IT'S NOT JUST ABOUT DANCE, IT'S ABOUT DEVELOPING SKILLS FOR LIFE!

Jeanne Evans Sellars and Tracy Sellars Kiumarsi are a perfect mix of administrative and artistic skills, co-directing their dance studio with focus on dance but also enriching the lives of their students.

Together they have earned the reputation of giving their students the attention necessary to achieve the feeling of pride and accomplishment. Over the past 45 years, approximately 8,000 students have been positively influenced by the DCW philosophy.

From age 4, Jeanne intended to be a dance and teacher. Tracy grew up in her mother's studio and has always loved dance. Both graduated from UT Knoxville with degrees in education, administration, physical education, dance, communications and public relations. Jeanne's stage and television performances and selection for the Radio City Music Hall's Rockettes validate her ability and knowledge. Tracy's teaching dance at Pellissippi State and administrator of the dance program at Fort Sanders Health & Fitness Center have enhanced her credentials. Her choreography and performance level have won championships in national competitions.

The qualifications of "Miss Jeannie" and Tracy are unsurpassed. Choosing the right dance studio can be a personally defining part of a child's life. We never know where the teacher's influence stops because a teacher affects eternity.



## 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 16 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 has an interior design degree from ETSU, and she and her husband own Restored Living LLC, a house flipping business.

"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."





## KIM TAYLOR

### President/ Principal Broker

Corporate Quarters  
865-675-3146  
kim@corporatequarters.net

## CELEBRATING 25TH ANNIVERSARY

Kim Taylor traded her title of property manager for owner/president of Corporate Quarters in June of 2008 when the economy was strong. Sherry Williams, founder of Corporate Quarters decided to sell and for Taylor it was the time to buy. She was enjoying being a business woman and then the economy fizzled. Like everyone else there were hard times, however, Corporate Quarters was successful in keeping their doors open. Today the business continues to grow and Taylor is grateful to loyal clients and guests who have helped make this possible.

Corporate Quarters offers pet friendly, fully furnished one, two and three bedroom apartments both locally and nationwide. Clients include business travelers on temporary or long-term assignments, families between real estate transactions, contractors, families displaced from home, or simply anyone looking for a hotel alternative.

Taylor's advice to women who want their own business: "Be ready for hard work, low pay and just hang in there. You have to be diligent and patient but it will pay off over time."



## JUDY TEASLEY

### Broker

Keller Williams Realty  
865-694-5904  
www.kw.com

## TEASLEY EARNS QUADRUPLE GOLD

Judy Teasley was awarded the distinguished 2018 Quadruple Gold Medal award at the awards ceremony at Cherokee Country Club. Teasley is also a member of the Keller Williams Luxury Home Division which involves Residential sales valued at more than \$500,000 each.

She was also named one of the best agents in America by Real Trends for 2018. According to Broker Metrics, she closed over sixteen million dollars in sales volume for 2018.

"I was extremely honored to receive these recognitions," says Teasley. "I look forward to continuing to serve the Knoxville community at a high level, while growing my real estate business through Keller Williams Realty."

They are located at 1111 Northshore Drive N600, Knoxville, TN 37919.



## Burns From page 4

wide range of clients.

"Printing is very competitive, which is why by offering a 'one stop shop' we really set ourselves apart," she said. With her staff of 11, "We can do it all,

from concept, to the design, the printing and the mail out."

The company even added promotional items to their services earlier this year, with more than 800,000 different items available on their website.

Burns said she also does her best

to find ways to cut costs for the numerous non-profits with whom they work.

"We serve a lot of non-profits," she said. "I love them, because of what they do. They have a passion for people, and I love that."

Burns has no plans to retire but

says she does slip off to travel with her daughter, son-in-law and her four grandchildren when she can, a pastime she also enjoyed with Ken.

"I enjoy working, and I love interacting with our customers and our employees. They are like family to me," she said.





## MARIE THACKER

### Branch Manager

Knoxville TVA  
Employees Credit Union

865-544-5400 x7210

mthacker@tvacreditunion.com

## PUTTING PEOPLE FIRST

Marie Thacker, branch manager for Knoxville TVA Employees Credit Union's Turkey Creek branch, said she loves putting people first and giving back to the community.

"We are involved in our communities," she said. "If I can help my members overall financial wellness, I have done my job."

"I encourage other women to be proud of their success in this field," Thacker said. "We show humility and grace in all aspects of our lives, but let's not shy away from our accomplishments."

Thacker, who has been branch manager of the Turkey Creek branch for nine months, is responsible for all daily branch operations, developing her staff and helping members grow financially.

Before that, she was the assistant floater manager for two years. Thacker started with the credit union in 2012.

"I knew I wanted to work for not-for-profit financial cooperative, so I applied at my Credit Union, where I have been a member for over 15 years," she said.

Before joining the credit union, she was a training store manager for women's clothing store and graduated from the University of Tennessee with a degree in communication and minor in business finance.



## MEGAN THOMAS

### Co-Owner

Knox Cabinet  
Company

865-674-5669

knoxcabinetcompany.com

## OFFERING A BOUTIQUE FEEL TO FIT ANY BUDGET

Megan Thomas' background in sales and real estate was a natural fit when she and business partner Brian Davis opened Knox Cabinet Company last October.

She had seen the industry grow and evolve over the years, and she and Davis both believed one missing component was options in the cabinetry field.

"Most places are just oversized warehouses, and they can be so overwhelming and impersonal," Thomas said. "I wanted to offer a boutique feel to our customers, where they could come in and see options that would fit any budget."

The Knox Cabinet Company showroom "has plenty of selections, but the way it is designed is homey enough that you can see and feel what the cabinets would look like in your own home."

Their concept was a quick hit in Hardin Valley, and the pair will open a second location in Maryville "within the week," she said.

"Business has been great," she said. "We have been very, very busy, but are trying to grow at the right pace, and still making sure we offer our customers the very best in service, products and quality."



## CANDACE VIOX

### Owner

Water Into Wine  
Bistro & Lounge

865-392-1586

w@wknoxville@gmail.com

## INSPIRATION FROM MOTHER AND SOUTHERN HOSPITALITY

Candace Viox has five kids and has fostered 11 others in the last twelve years. She has been a resident of the Knoxville area for 26 years and is currently running a popular bar & lounge called "Water into Wine, Bistro and Lounge." Candace got her inspiration from her mother and good old fashioned southern hospitality. "My mother loved to host socials at our home and I was always included in the festivities," Candace says.

Candace's mother passed away very suddenly in 2011, and this prompted Candace to think about what she wanted to do with her life. "Anything in life requires a vision, a goal and an achievable plan to make it happen," she explained. Candace found herself thinking about her grief, and how she recovered, and realized that other people could be helped in the same way. She imagined "a different kind of bar. A relational lounge where people come to talk ... where you can get healthy food, great wine and beautiful drinks served by a team of people who will ask about your day."

The venture has been a great success, and Candace says she is thankful for this opportunity and looks forward to the future. But most importantly, Candace finds her strength and security in Christ, proclaiming that "Everything is in God's plan, purpose and timing and I will go where He leads me next."



## 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**  
Owner  
The Southern Market

Store 865-588-0274  
Office 865-588-2260  
smoffice@southernmarket-  
shops.com

## A VISION FOR RETAIL

Founded over 20 years ago by the mother and daughter team of Frances Sexton and Susan Worthington, The Southern Market provides a truly unique shopping experience, offering an ever-changing variety of stylish accessories, home décor, gifts, fashion and art, all under one roof.

"The Southern Market has transitioned into a new generation of leadership with my mother retiring, and now, my daughter, Callie Worthington, helping in the store and opening a salon this fall within the marketplace," said Susan. "We continue to encourage the store's central vision of supporting local small business owners."

The business, located on Homberg Drive, has more than 40 local merchant shops and includes a gallery of more than 50 local Etsy artists.

Key for the establishment has been its distinct ability to give entrepreneurs — especially women — a chance to be self-employed, while also pursuing other careers or responsibilities.

"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," Susan added. "If you have a vision for retailing, we have a place for you."



**MOLLY  
YERGER**

**Marketing Associate**  
NHC Place Farragut  
865-777-9000

## FINDING HER PLACE AT NHC

Molly Yerger is a recent graduate from the University of Tennessee who started at NHC Place Farragut as Marketing Associate immediately following her graduation in May. In college, Molly majored in History and Anthropology, taking time to build up experience through various marketing internship opportunities.

She has loved her time at NHC so far, and feels that her studies have developed many skills necessary to succeed in the industry. Molly oversees advertising, community events, and media distribution at NHC Place Farragut. Her favorite parts of the job are being able to meet and learn from others in the industry, getting creative, and spending time with residents.

Molly hopes to spend the next years growing herself as a professional and becoming the best in her role that she can be!

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## KARNS AREA - JUBILEE FARMS

**3208 Lobetti Rd.**, Jubilee Farms, Idyllic setting. Personal home with 10 bdms in one wing, additional 5 bdms, & 2 bdrm apartment. 11 full & 4 half baths on approx 55 acres. Potentially a retreat, assisted living, therapeutic facility, church, or school. Zoned agricultural. Handicap accessible w/ commercial fire sprinkler system throughout and drains in all baths. Elevator to lower & upper levels. Custom designed, vaulted great room, massive stone fireplace & floor to ceiling windows. Sunroom, 2 commercial kitchens. Dining Room w/00opens to Family Room. Master bedroom on main w/adjoining study. Master bath with 2 entrances. Three adjoining parcels are a potential option for buyer including 10.5 acres for \$315,000, Ball Road property of 9.86 acres for \$295,800, plus adjoining house and 1 acre for \$400,000. **\$5,250,000** (962397)



## GETTYSVUE

**1029 Gettysvue Drive**, 4BR, 4BA. Top quality ICF (double insulated foam w concrete center) home on the golf course. Comes with a private putting green. Move in ready! Made for entertaining. Grand entry foyer with double tray ceiling w/tile floor w/ inlaid mosaic. Vaulted family room w/stunning floor to ceiling stacked stone FP with windows overlooking the golf course. S Kitchen with huge island bar. 5 burner Dacor gas range, sub zero refrigerator, wine cooler, vegetable sink. \$32,000 in kitchen cabinets including desk area. Keeping room w/bay & stacked stone FP, 42 inch plasma TV conveys. Dining room w/trey ceiling & crown & dentil molding. Hardwood on main except tile wet areas & carpet in master bdrm. Master bdrm on main, two walk in closets w/built ins, 2 separate sinks, and w/make up area and tile shower. **\$1,185,000** (1075290)



## RARITY BAY LAKEFRONT LOT

**130 Cormorant Drive**. Fabulous lakefront lot with dock permit on file on main channel of Tellico Lake. Ideal gentle slope and panoramic views. Upscale restricted neighborhood. 0.65 acres, survey available. Incredible amenities include golf course, putting green, boat ramp, swimming pool, tennis, dock, lake access. Mandatory from Buyer: Rarity Bay CAI fee is \$793 annually; Country Club Membership is mandatory and responsibility include a \$5,000 one time fee at closing; \$157 a month dues. **\$426,000** (1024810)



## WATTS BAR LAKE LOT

**Rebel Rd.** Ideal lake lot gently sloping with mature trees. Just across the lake from downtown Kingston. Established subdivision with restrictions and paved roads. A lake lot which is in a protective cove. Dock permit can be applied for. Old boat dock that needs to be replaced on the property. Convenient location minutes from Interstate 40 and shopping. **\$120,000** (1069087)



## SHEFFIELD

**12011 Inglecrest** - 5BR, 4BA, Heart of Farragut. Fabulous "Hopewell Plan" by Frank Betz originally a custom home now completed and available. Kitchen with island open to family room. Huge island. Stainless steel appliances, granite counter tops. Formal dining room. Huge master bedroom. Master bath with whirlpool and separate shower. Located near parks, Ft Loudon Lake, walking trails, restaurants, Turkey Creek. Farragut schools. **\$499,900** (908471)



## ARLINGTON RIDGE

**4520 Highland Woods Way**. Custom built one owner brick, stone, and hardi plank 4 bedroom plus bonus (with window, closet, and private bath), 5.5 baths, 3 car garage on 2.49 acres. March 2018 appraisal value was \$655,000.00 (copy of appraisal available upon request). That is \$71,000 of instant equity! "The Brookmoore" plan by Garrell & Associates with personal changes by the owners. Great curb appeal with a covered porch and front door with side lights and transom on the level front yard. 18 foot ceilings in foyer and great room. There is a wall of windows in the great room allowing natural light and beautiful ridge views. Open floor plan. Tongue and groove wide plank hand scraped hardwood flooring through out the main level. Large arched window and arched openings in dining room with trey ceiling and chair rail. Detailed 12" crown and dentil moldings on the main and upper level. Fabulous kitchen made for entertaining! Granite counter tops, 2 sinks (one in island), abundance of cream cabinets with pull out drawers and rope molding, custom made vent hood over the range, large pantry. Slate floor in the hallway from the garage to kitchen. Keeping room with wood burning fireplace as well as a wood burning fireplace in the great room. Master bedroom on main with deep trey ceiling. Huge walk in closet. Master bath with garden tub, ceramic tile shower, dual sinks with make up area. Access from the master bedroom and keeping room to the trex deck. The main level laundry with cabinets is plumbed for a utility sink. Stairs to upper level are hardwood with wrought iron balusters. All upper level bedroom as well as bonus with private baths. Please click the details on the MLS photos box to view the virtual tour. Partially finished lower level. Walk out with high ceilings. Fabulous storage in rest of the lower level, Plumbed for a bath. Potential space for boat garage or workshop. Unique upscale architecturally restricted neighborhood with 40+ acres of walking trails that lead to a natural creek area. 400 AMP electric service. Excellent insulation with poured concrete walls. Rear wall with R 19 insulation and 2x6 studs. Security system on all levels. TDS Broadband internet currently available with Fiber Optic internet coming in fall of 2019. **\$584,000** (1087496)



## COPPERSTONE

**12832 Edgebrook Way**. Andrew 2 plan. One story with Bonus Room, Two car courtyard side entry Garage. Baths: 2.5, Bedrooms: 3. Brick, stone and siding exterior Large covered front and back porch 9' ceilings on main, 30 Year Roof Hardwood Flooring in Foyer, Dining, Family Room, Kitchen, Breakfast, Hallways, Hardwood Stairs, Ceramic Tile Flooring in Master Bath, Bath 2, Laundry. Carpet in bedrooms, closets, and bonus room. Gas fireplace Stone fireplace surround with built-ins Tray ceiling in Master Bedroom 11' ceilings in Foyer, Great Room, Kitchen and Dining Room Bedroom 2 and 3 have WIC. Granite Kitchen Tops, Granite Bath Tops, Master Bath Tile Shower, Tile Kitchen Backsplash. Large Bedrooms, Solid Closet Shelving Laundry Cabinets with granite tops Laundry Sink. Drop Zone in Garage Hallway. Large finished Bonus Room. Wood porch ceilings. Pella Sliding Door. Irrigation System. Sodded yard. Sentricon Pest Control System. Gas Heat. Gas Water Heater. 2-10 Home Warranty. **\$489,900** (1080442)



## CONKINNON LAKEFRONT LOT

**435 ConKinnon Drive**. Fabulous level Ft Loudon lakefront lot with a permit for two covered docks. One large dock is built, the other now has a fire pit. Lot has a sea wall. Electric and water on site including a 30 amp supply for a houseboat. Irrigation trunks installed for 8-10 zones. Upscale architecturally restricted. Convenient to west Knoxville and Turkey Creek shopping. **\$550,000** (1084704)



**Judy Teasley**

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