

Secrets of Sisterhood and Success



Lisa Culp Taylor

ARTICLE BY KAREN CREASON

“Success is not the key to happiness, happiness is the key to success.” –Albert Schweitzer (Theologian)

If true, Lisa Culp Taylor and the LCT Team - Parks are the epitome of success. The current female team of 18 has grown organically, providing real estate services to many throughout Middle Tennessee. Lisa takes no credit for the supportive culture she has created. The LCT Team is a group of good-spirited people who cheer on each other's successes and help each other out when one needs support. “No two people are exactly alike on our team. It is the differences in our personalities that make us stronger. We need balance and we get that from each other,” states Lisa.

While the team has a shared love of real estate, architecture, and design, their relationships extend beyond that of typical co-workers. Together they hold spontaneous confetti cannon celebrations, attend monthly after-hours team-planned events, and Lisa frequently treats the team to out-of-office experiences and annual retreats. During their most recent Christmas outing, they considered skipping the dinner they had planned and opting instead to stay in the rented Sprinter van so they could continue laughing, singing, and enjoying each other's company. “That is as much a part of our team as selling real estate.”

Lisa's first introduction to real estate was accompanying her father, a local realtor, to open houses. She loved hanging out in model homes and looking at floor plans with her dad. Lisa worked in new home construction, underwriting, and new home development. With each experience providing her advanced knowledge of how real estate worked, she was still uncertain about starting her own real estate team. Not one to look back with regret, Lisa wishes she had cast away her doubts and started the LCT

Team earlier. The camaraderie and sense of family has been such a positive force.

Jokingly Lisa states, “I graduated in the bottom 1% of my class - not because I was dumb - I just wasn't motivated.” Lisa envisions creating a program she can bring to high school students to showcase successful career options which may not follow the traditional four-year college degree path. While many believe real estate is just showing pretty houses and client dinners, there is an unbelievable amount of work that happens behind the scenes for the buyer's and seller's protection. “There is no secret sauce. The truth of the matter is, it is a lot of hard work but it is a career that if you put your mind to it, you can do it.” As proof, Lisa shares the journey of one LCT Team member who went from cleaning houses to top producer without a college degree.

“Sometimes just being happy is a success. I think we put so much emphasis on if you're successful it's because you're making a lot of money or because people know who you are. But success is just being happy and being around other people who are happy - having somebody believe in you and having confidence to believe in yourself.”

It is Lisa's firm belief, “If you always help other people it always comes back to you.” That kindness extends to animals as well. Lisa is very passionate and active in animal rescue and fostering, including adopting her own rescued dogs, one of whom was born blind. “My dogs are my babies.” Lisa loves and spoils animals as much as she loves and spoils her team.

Lisa Culp Taylor and the sisterhood of the LCT Team have proven that happiness truly is the key to success.

LisaCulpTaylor.com



The LCT Team at a retreat



Photo by Lyrad Vass Gal Photography

Lisa and the entire LCT crew
Photo by Lyra Vass Gal Photography

