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# Inside *{local}* February '24

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## HUNGER FOR SUSHI LEADS TO MUSIC CAREER

A chance meeting leads to country a music career

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## SHE LOVES WHAT SHE DOES

Experienced real estate broker's successful journey in Maury County

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**ON THE COVER:** *The last couple of years have been a whirlwind for Columbia native and rising country music singer and songwriter Shane Profitt. Photo by Josh Daubin*

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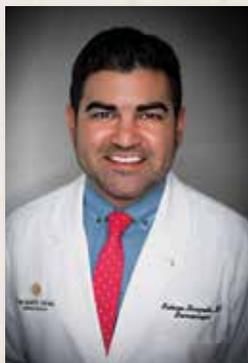
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Photography by Josh Daubin

# HOMETOWN CINDERELLA STORY

## PAM WINDSOR

The last couple of years have been a bit of a whirlwind for singer/songwriter Shane Profitt. It wasn't long ago the Columbia native was working full-time for the city and playing solo music gigs at restaurants on the weekends.

Things changed after a chance meeting with country artist Chris Janson, and life hasn't been the same since. Profitt quit his city job, went on tour, got a record deal, released an EP, and saw one of his songs, "How It Oughta Be," break into the Top 15 on country radio.

"I've been very, very blessed," Profitt says. "Last year, I played over 200 shows, I've been to 48 of the 50 states, and I've even been to Canada.

His good fortune followed a lot of hard work and determination. Now 24, Profitt began playing music about six years ago.

"I was a senior in high school, and my granddad asked what I wanted for Christmas. I told him I just wanted to learn to play the guitar. So, he taught me the G, C, and D chords, and I kind of stuck with it."

Profitt was a quick study and soon had a collection of cover

songs under his belt. He got his first paying gig at Joey's Cajun Restaurant, which required him to play for two hours.

"At the time, I only knew about six songs, so I sat on a Yeti cooler and played my six songs. It didn't fill two hours, so I'd sing my six songs, take a break, then start at square one again until I met the two-hour mark."

He continued learning songs and after high school, got a job with the city, and began playing at restaurants on weekends.

"Every other month, I would go play the Puckett's in Columbia, the one in Nashville, the one in Chattanooga, and the one in Pigeon Forge. And it seemed like every time I'd go back to Puckett's, they'd be like, hey, this thing has sold out for tonight. And it kind of grew from there."

He tried his hand at songwriting and discovered he had a gift for it. So, when he saw one of his favorite artists, Chris Janson, at a sushi restaurant, Profitt decided to take a chance.

"I went up to him and told him what a fan I was, that I wrote songs, and it would really mean the world to me if he would listen to some of my music. We struck up a conversation, and I ended up getting his wife's email address."

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Photography by Josh Daubin

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As soon as he hit the parking lot, Profitt grabbed his phone and emailed her several of his songs. Two weeks later, he got a call from Janson.

"He said I listened to those songs, and they're good," Profitt recalls. "And I told him I really appreciated that. Then he said, 'I want you to do me a favor. Put in your two-week notice; I want you to go on tour with me.'"

A couple of days later, Janson called again and asked if Profitt could get to the Nashville airport in 90 minutes. Janson was taking a private jet to a show and wanted Profitt to join him. Profitt made the flight, they traveled to Pennsylvania, and arrived just before the show was set to start.

"We get there," Profitt recalls, "and Chris says, 'Hey man, you've got 30 minutes to go out there and wow them.'"

When Profitt pointed out he didn't have a guitar, one was provided for him.

"So, I went out there with just an acoustic guitar for 30 minutes before Chris took the stage," Profitt says. "I was the opener that night and had no idea until an hour prior."

Profitt held his own, went on tour with Janson, and within a

few months got his own record deal.

"It's a Cinderella story, for sure," Profitt says with a laugh.

He's proven he can sing, entertain a crowd, and write songs with depth and substance. Songs he's released so far, like "How It Oughta Be," "Good Luck and God," and "Still Picks Up," reflect his faith, blue-collar background, and small-town values. His latest, "I Am Who I Am," shows his independent spirit.

"The thing about getting a record deal and getting even the slightest bit of success is people feel like you have to do things a certain way, dress a certain way, and say certain things. And quite honestly, I'm never going to do that. I feel like you should never apologize for who you are, so I wrote a song about it."

Profitt has much to look forward to in the year ahead. There's a new album in the works, he'll be heading out on tour with Aaron Lewis, and he has a show at Columbia State in March.

"I'm very excited about that," he says.

Despite all he's accomplished, there's something special about playing his hometown.

"Everything ties back to where you come from, and I'm very blessed to say this is where I come from."

To learn more about Shane Profitt, visit: [www.shaneprofit.com](http://www.shaneprofit.com)

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# PASSION FOR REAL ESTATE

## JASON ZASKY

“Maury County is sitting just where it needs to be for the 2024 market,” begins Sally Woodard, managing broker at Crye-Leike Realtors at 1118 Nashville Highway in Columbia. Woodard — a real estate broker since 1976 — is in a position to know, having worked as a broker in Columbia for the past four-plus decades after starting her career in southern Illinois.

“We’re getting a bigger supply of houses, so there’s more to choose from,” explains Woodard. Plus, “interest rates have come down a little. They are still in the 6s. That is a very low rate compared to what they have been (historically). Only two times (in my career) I have seen them dip below five percent and they didn’t stay very long.”

The current real estate market aside, one can argue that Woodard is a very knowledgeable broker, owing to her combination of

experience and passion for her work.

“I’m a great listing broker because I know exactly how to market properties, and I stay in contact with my clients often,” she insists.”

Indeed, Woodard’s level of experience is hard to beat, having owned and operated White/Woodard Realty for 32 years before joining Crye-Leike in 2014 after her longtime business partner, Sarah White, became ill. In fact, for almost two decades, White/Woodard Realty had the majority of the business in Maury County, according to Woodard.

But what really stands out is Woodard’s devotion to her work and the value she places on treating people right, both of which contributed to her receiving the Lifetime Achievement Award from the Southern Middle Tennessee Association of REALTORS in 2005.

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**< FROM PAGE 14**

“From day one, real estate has been a passion; it has never been a day’s work for me. I cannot wait to get to the office and get around my agents. I count my agency, which I love dearly, as my family,” she continues, having noted that her late husband passed away 16 years ago.

That said, she has always had strong relationships with the people she has worked alongside.

“I never had an argument with Sarah White in the 32 years we worked together,” says Woodard. More notably, still, her current personal assistant, Ruth Loveless, has been working with her for almost 20 years and counting.

“She came with me when I came to Crye-Leike, and she is the most wonderful person you could ever have in your life. I think so much of Ruth that when I pass away, I am giving her my house. That is a testament to how much she means to me,” offers Woodard, who also has high praise for her employer.

“Crye-Leike Realtors, to me, is the best company I have ever seen, and (founder and CEO) Harold Crye is one of the finest people I have ever met. He is devoted to his agents, and he lets his managers run their offices. And, Crye-Leike is always coming up with new technology — everything possible to help us help our buyers and sellers,” she says.

Meanwhile, Woodard has exceptionally high praise for Crye-Leike’s “Wealth Building Retirement Program,” a program

designed to secure the financial future of the company’s agents via an array of benefits. That includes the payment of 25% of an agent’s highest three years of earnings annually, with monthly checks issued for 15 years.

“Let’s say your average earnings were \$200,000 for those three years. You would receive \$50,000 a year for 15 years,” confirms Woodard, who calls this benefit “the most wonderful thing our company has ever offered to our younger agents,” who she frequently takes the time to mentor, often echoing the advice of her father.

“He taught me a couple things I have lived by my whole life: When you give your word, you keep it. And whatever you do in life, you do the very best job you can do. That is what I tell my agents. Do your best every day, and you will have a great career in this business,” she says.

Asked if she has any other memorable mottos, she offers one more: “Treat everyone with kindness, and you can’t go wrong.”

**CONTACT:**

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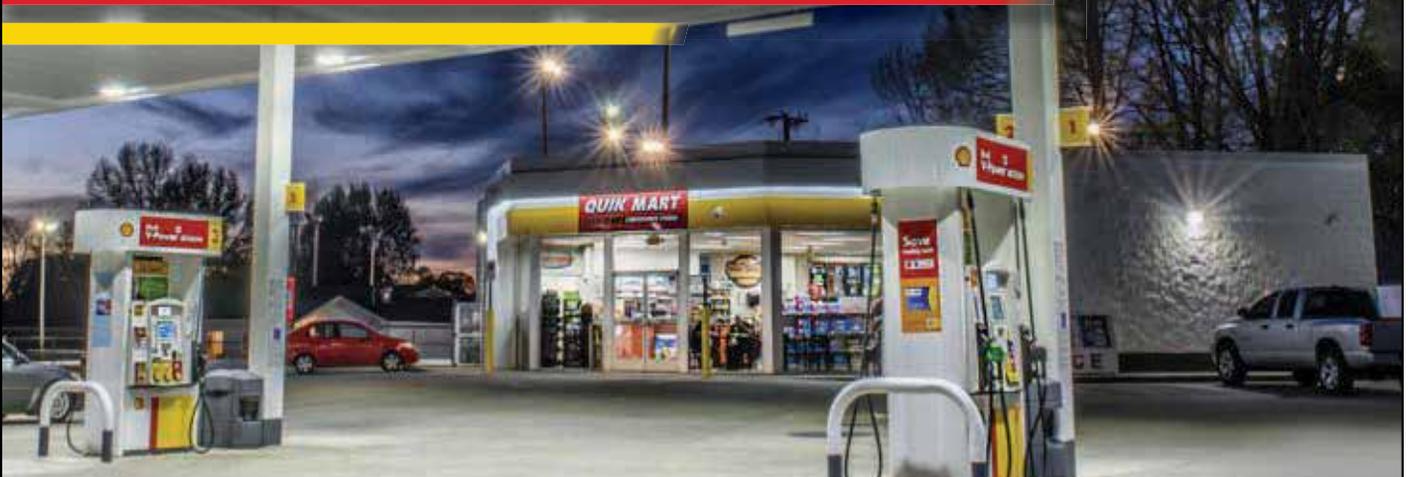
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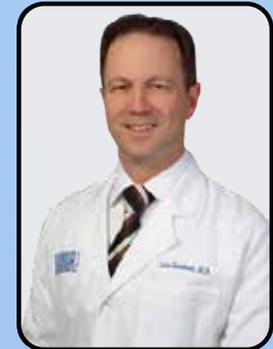
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