

LSBDC Opens Doors for Real Estate Broker

(Houma, LA) Tiffany Rabalais, owner of Premiere Properties of the South has a knack for people and business. That’s what makes her one of the top producing real estate brokers in the Bayou Region. But Tiffany says she learned some of her most useful lessons from the Louisiana Small Business Development Center (LSBDC)-Greater New Orleans Region.



*Tiffany Rabalais, Owner,
Premiere Properties of the South*

The LSBDC in the Bayou Region partners with Louisiana Economic Development (LED), U.S. Small Business Administration, South Louisiana Economic Council, Loyola University, Southern University at New Orleans, and the University of New Orleans. The center provides confidential, one-on-one business consulting at no cost to small business owners and entrepreneurs. It also offers low-cost business training. These services are aimed at helping small business owners start, grow, and expand their companies.

“Right after I started my real estate company, I took FastTrac Entrepreneurial classes to help improve my business skills. The classes were so helpful. I was able to incorporate many of the lessons I learned in class to my business, and I immediately saw my sales increase,” said Rabalais.

Tiffany was no stranger to running a business. Before starting Premiere Properties of the South, Rabalais and her husband bought and ran a religious supply store. But after managing that business successfully for a number of years, Tiffany looked for new challenges and decided on real estate.

“I worked eight years as a real estate agent under another broker. But I knew eventually I wanted to open my own brokerage firm. After starting my company, I went to LSBDC for help to expand the business. My consultant Sue Arcement was wonderful. She had great ideas on how to grow my business. She was very responsive and very passionate about helping small business owners,” said Rabalais.

LSBDC consultant Sue Arcement also helped Rabalais become certified under the Small & Emerging Business (SEBD) program offered by LED. The SEBD program helped her pay for a new website which will be more functional and user-friendly.

In less than two years, Premier Properties added another five real estate agents and a full-time administrative person for a total of seven full-time and one part-time jobs. Tiffany believes when the new website is completed her business may need to add another full-time real estate agent.

In an independent ASBDC economic impact survey for Louisiana, LSBDC clients experience a 25 percent greater sales increase and an 11 percent greater increase in employment levels as compared to the average Louisiana business.

To make an appointment with a LSBDC consultant, call (504) 831-3730 or email lsbdc.gnor@lsbdc.org.