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## COVER STORY

**LAUREN  
DION**

### POWER TEAM

The Palmetto  
Elite Group

### MAKING A DIFFERENCE

Josh and Jen McConnell

### AGENT SPOTLIGHT

Danielle Mongrain

### POWER COUPLE

Billy and Wendi Conyers

AUGUST 2022

# LAUREN Dion

## cover story

Photos by **Charleston Real Estate Media**  
By **Jennifer Guerra**

As one of the top agents in Kiawah, Lauren Dion of Akers Ellis Real Estate has learned how to be a Top Producer in a trial by fire. As an attorney in her past life, Lauren knows how important it is to build trusting relationships with not only her clients, but fellow agents as well. Having a career volume of over \$90 million is the proof she needed to know that leaving the world of law behind for a career in real estate was exactly the right thing to do.

“I am also an attorney and before real estate, I did family and criminal law. I also spent two years as an HOA property manager on Kiawah where I gained experience, knowledge and friendships, some who actually turned into clients as well. I wanted to balance my family and work life. I already love where I live, so I wanted to love what I do as well and combine the two! The most rewarding part of my business is seeing past clients come back to me when they are ready to sell or buy again, or when past clients give my name to their friends. My business is heavily referral based, which is the biggest compliment a REALTOR can get.”

Being an attorney, working in both NCAA sports compliance and family and criminal law, is not for the faint of heart. Lauren has learned a lot throughout her years in law, a lot of which she still applies in her work in real estate. “You have to be a people person either way. In criminal law, I was dealing with some truly terrible people and in family law, kids’ lives were being broken apart. I was working all the time, in some of the most depressing of circumstances, and it was just not a sustainable career choice for me and my family.”

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***My brother has been 100% cancer free for the last 11 years, but staying in Charleston to be there for him shaped my future, work wise. I also became a part of LLS - the Leukemia and Lymphoma Society, being named the 2019 Woman of the Year, where I raised the most money in 10 weeks for the charity, which was over \$55,000!***

Knowing when to change course has been a gamechanger for Lauren. Her extensive education and career in law have presented her with an amazing opportunity, to help people buy and sell real estate. Her knowledge of contracts is such an asset to her clients, as she understands the law side of real estate better than most agents.

“I was born in Louisiana, grew up in Greenville, SC, moved to Charleston in 2010 for law school. I graduated from USC with a Bachelors in Criminal Justice and Spanish [minor]; I obtained my JD from CSOL, and passed the bar in 2013. I went into law because it has always fascinated me- my grandfather and uncle were attorneys, and a trip to DC when I was 15, made me want to be a lawyer. I worked on the Hill in DC one summer for Senator Jim Demint and worked in the Solicitor’s office in Greenville during college & law school. I realized I am more fond of transactional law and wanted to interact more with clients on a positive level. I tried to get into real estate law, but ended up in real estate sales and never looked back! My legal past is very helpful in real estate as well, reading and writing contracts, real estate law, etc.”

It is super helpful to her clients that she can explain the legal jargon into something they can actually understand, and it’s no surprise she

sold over \$40 million last year alone. With her husband, Chris, also with Akers Ellis, by her side taking care of the commercial side of real estate, these two have become a power couple in the Charleston market.

With a mindset to always want to work hard, while also always being there for her family, meeting Steven Akers would prove to be fate for Lauren, who learned just how well-suited for real estate she is. Knowing she could work hard in real estate while being present for her family, was all she needed to hit the ground running. With her priorities being, “God, family, friends, and real estate,” Lauren’s heart to help others is obvious. After her brother was diagnosed with cancer at 14 years old, Lauren joined the Leukemia and Lymphoma Society as a volunteer, raising a ton of money for the cause so dear to her heart.

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Putting her heart and soul into everything she does is why Lauren will continue to dominate the market in Kiawah and beyond. Setting her apart from other agents is the fact that she, “Always puts 100% into each client, no matter what the price of the sale is. My goal is to find them the BEST

property for their needs/wants or help a seller, by knowing their motivations to sell. I always remember a kind, and responsive agent.” It’s that kindness that will keep her as a Top Producer in Charleston for as long as she chooses to be one, and with the way things are going, don’t expect her to give up that top spot anytime soon.

