

SUPPLIER SPOTLIGHT



Maxberry Property Services specializes in interior and exterior painting on residential and commercial property. Services include interior and exterior painting, drywall repair, new construction painting, deck/fence staining, and pressure washing. They focus on building relationships with developers, general contractors, home owners, real estate agents and investors.

For the company's owner, T.J. Maxberry, the future entrepreneur's life was shaped while pursuing an entirely different career.

"I was attending Western Kentucky University to be a special education and elementary level teacher. Then, during breaks, I started working for a mentor, a real estate investor here in Lexington, for a few summers. He also owned his own cleaning and property management company." That mentor, in turn, led to the further introduction to another mentor in Bowling Green, also in the real estate business.

"I worked every single summer and winter with my mentors," adds Maxberry. He took those skills – including cleaning, painting, and turning rental properties over – and eventually started his own business while still in college.

In 2018, Maxberry had a change of heart, "Once I got into the classroom setting within my original education major, I quickly decided, 'I do not want to do this for 30 years.'" Changing majors to "interdisciplinary studies" allowed Maxberry to select classes focusing on entrepreneurship, leadership, and real estate. "Even though it was a simple major I was able to greatly benefit from the courses I was taking and even graduate earlier than originally planned."

Upon graduating in 2019 and returning to his hometown of Lexington, Maxberry was able to get his new business, Maxberry Property Services, off the ground as word quickly spread about the young entrepreneur. "I was able to get my real estate license as well. So, I went into 2020 being a property services company and a real estate agent...which co-exist and support each other in helping the business be a success.



T.J. Maxberry
Owner
Maxberry Property Services

At this point it's also a family affair for Maxberry as his uncle, Demetrius, has come onboard as a crew leader and paint specialist. "That's important," he notes, "as it allowed me to focus more on the painting side of our services. I was able to rapidly get a knowledgeable team with experience managing job sites and the painting function itself without my need to constantly be onsite." Maxberry realized his need to work IN the business was taking away from his ability to work ON the business. "...and, without working on the business, we couldn't grow."

Another challenge, that would sound familiar to any entrepreneur, was the realization that his team was reliant on him to make things happen. "Being younger yet feeling responsible for my team's families and well-being is something of which I am constantly aware."

As for being one of the five inaugural diverse-owned businesses that comprise the ReflectLex minority business accelerator, Maxberry adds that he finds connecting to and sharing experiences with fellow participants in the accelerator is invaluable. "I love that I am building new relationships and gaining new opportunities through ReflectLex while, at the same time, it's serving as another step in my professional development."

"We're proud to have a successful young, black entrepreneur like T.J. as part of the ReflectLex initiative," says Raymond Daniels, co-founder, President, and CEO of Equity Solutions Group (ESG), a partner with Lexington-Fayette Urban County Government on ReflectLex. "The initiative was designed to further aid participants in how to scale their businesses and facilitate connections to help grow revenue and reach."

About ReflectLex:

As facilitated by Equity Solutions Group (ESG), and sponsored by Lexington-Fayette Urban County Government, ReflectLex is a minority-business accelerator (MBA) with the goal to assist diverse-owned businesses overcome barriers that prevent the people who do business in Lexington from being a reflection of the people who live in Lexington. ReflectLex's goals include A) identifying and preparing minority business owners to meet the needs of large customers and sizable business opportunities, thus increasing the likelihood that businesses will be "contract ready". And B), the accelerator strives to ensure that business opportunities are converted to actual revenue. To learn more about the ReflectLex accelerator visit us at www.ReflectLex.com.

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