

MACOMB COUNTY

REAL PRODUCERS.®

CONNECTING. ELEVATING. INSPIRING.



All-Stars Under 35

SPECIAL EDITION

Find a mortgage that works for you

You've found the right home. Let us find the right mortgage loan for your needs. That's what makes us a Fifth Third better®.



Call me today to learn more.
Sandi Frith • 586-749-8355
mortgageadvisors.53.com/sandi.frith
 NMLS# 564023



Loans subject to credit review and approval. Fifth Third Bank, National Association, 38 Fountain Square Plaza, Cincinnati, OH 45263, NMLS# 403245, Equal Housing Lender. Fifth Third and Fifth Third Bank are registered service marks of Fifth Third Bancorp.

Impact
 HOME STAGING & INTERIOR DESIGN

WE ARE THE EXPERTS.

2016 - 2023
 Best of Houzz Service

Facebook 4.9/43
 Google 5/83
 SoRealUs 5.0/199

Level Up Your Brand, Level Up Your Listings!

In today's digital world, your headshot is often the first impression you make on potential clients.

Gina Diverno
 PHOTOGRAPHY
 Magazine-Style Brand Headshots
GinaDivernoPhotography.com

DELTA PLUMBING & MECHANICAL

5 Star Rated Plumbers
 Serving All Of Metro Detroit.

(586) 918-9197 // sales@deltadetroit.com
deltadetroit.com



WE KNOW PEOPLE,
 WE KNOW TITLE,
 LET US GET TO
 KNOW YOU!

CONTACT US TODAY

(313) 447-0058
AllianceTitleMI.com
CustomerService@AllianceTitleMI.com

A TEAM OF HOME INSPECTORS YOU CAN TRUST.

HomeTeam INSPECTION SERVICE

HomeTeam of Warren Michigan
 (586) 783-9957
warrenmichigan@hometeam.com
hometeam.com/warren-michigan

Each office is independently owned and operated. ©2023 The HomeTeam Inspection Service, Inc. All rights reserved.



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the real estate community!

CLEANING SERVICE

Bobbie Cleaning Services
(586) 404-0234

Dawn To Dusk Cleaning
(586) 932-4090
dawntoduskcleaning.com

CUSTOM HOME BUILDERS

Cranbrook Custom Homes
(586) 781-2316
www.cranbrookcustomhomes.com

Lombardo Homes
Melissa Cervin
(586) 781-2316
lombardohomes.com

DRONES

Great Lakes Aerial Video Services & Photography
(586) 246-4203
www.greatlakesaerialvideo.com

Stylish Detroit
(313) 799-3686
stylishdetroit.com

FLOORING

Dobb's Carpet Service
(586) 776-7352

HOME INSPECTION

Comprehensive Property Inspection
(586) 842-4700
www.comprehensivepropertyllc.com

Golden Bear Home Inspections
(989) 467-0224
www.goldenbearhomeinspections.com

HHI Hodge Home Inspections
(248) 388-4783
www.hhiservices.org

HomeTeam Inspection Service
(586) 783-9957
www.hometeam.com

WIN Home Inspections
(586) 500-0099
newbaltimore.wini.com

HOME STAGING

Impact Home Staging Experts
(248) 591-4290
www.impacthomestagingexperts.com

INSURANCE

AAA - The Ron Steffens Agency
(586) 954-2461
michigan.aaa.com/ron.steffens

State Farm Insurance Agency
Aaron Seitz
(586) 992-1175
aaronseitzinsurance.com

Allstate - Lena Yousif Agency
(586) 879-9629

Duncan Insurance Agency
Adam Duncan
(586) 784-5051
duncan-insurance.com

Goosehead Insurance
Jessica Dodge Agency
(586) 355-4558
goosehead.com/jessica-dodge

LANDSCAPING

Height Control Lawn & Landscape
(586) 876-3027
www.heightcontrol.lawnlandscape.com

MORTGAGE LENDER

BestRate Mortgage
(248) 310-5300
linktr.ee/bestratemortgage

Fifth Third Bank
Sandi Frith
(586) 871-8002
mortgageadvisors.53.com/sandi.frith

First Community Mortgage
(248) 978-7989
www.firstcommunitymortgage.com/loan-officer/jasonbock/

First Team Lending Group
(586) 600-5100
firstteamlending.com

Lake Michigan Credit Union
Brent Green
(586) 697-0199
www.lmcu.org/brentgreen

Michigan Schools & Government Credit Union
(248) 260-8906
msgcu.org

Union Home Mortgage
Jennifer La Rose
(586) 855-6136
approvedwithjen.com

MOVING & STORAGE

Changing Places Moving
Johnna Struck
(248) 674-3937
www.changingplacesmovers.com

Morse Moving & Storage
(734) 484-1717
www.morsemoving.com

PHOTOGRAPHY & VIDEOGRAPHY

Great Lakes Aerial Video Services & Photography
(586) 246-4203
www.greatlakesaerialvideo.com

Stylish Detroit
(313) 799-3686
stylishdetroit.com

PHOTOGRAPHY/BRANDING

Gina Dinverno Photography
(586) 260-9658
ginadinverno.com

Melissa Douglas Co.
(586) 943-2000
www.melissadouglasco.com

PLUMBING

Conquest Mechanical
(810) 280-4221

PLUMBING/SEWER

Delta Plumbing
(586) 918-9197

J.A. Inspections Plumbing & Sewer Services
Jamyre Anderson
(313) 920-6708

ROOFING

GC Commercial Roof Systems
(586) 961-6735
gcroofingservice.com

TITLE COMPANY

Alliance Title of Michigan
Kelly Anderson
(313) 447-0058
www.alliancetitlofmi.com

ATA National Title Group
(248) 341-5077
www.atatitle.com

VIRTUAL 3-D TOURS

Stylish Detroit
(313) 799-3686
stylishdetroit.com

Residential and Commercial Roofing & Repair
586.961.6735 • GCRoofingService.com

Request a **FREE** Roof Replacement Estimate!

SEAL THE DEAL WITH *Curb Appeal!*

Landscape Design & Construction
Landscape Maintenance
French Drain • Sump Pump line repair
Hardscape Planting

Call to see how Height Control can boost your listings!

HEIGHT CONTROL
Lawn & Landscaping

586.876.3027
HeightControlLawnScape.com | HeightControl@gmail.com

TABLE OF CONTENTS

04
Preferred Partners

08
Meet the Team

10
All-Stars Under 35

24
Event Announcement: Denim & Diamonds

26
Event Recap: Happy Hour at Lombardo Homes

28
Networking Opportunities: SALEbrity Event

BestRate MORTGAGE

FAST QUOTES, GREAT RATES, INTEGRITY.

248-310-5300
mikem@bestrate.one
linktr.ee/bestratemortgage
390 Park St,
Birmingham, MI 48009

Mike Maiorano
Mortgage Broker, MLO
NMLS #2033984
Licensed in FL and MI

ATA National Title Group
atatitle.com

Our products and services include:

- Commercial title insurance
- Residential title insurance
- Escrow services
- Over 30 locations statewide

10 preferred locations serving Wayne, Oakland and Macomb counties

Bloomfield Hills, Clarkston, Farmington Hills
Plymouth, Trenton, Grosse Pointe Woods,
Livonia, Shelby Township, Clinton Township

DUNCAN INSURANCE AGENCY

Come See the DUNCAN Difference

Duncan Insurance Agency is dedicated to giving our clients products that provide quality protection and value pricing.

DUNCAN INSURANCE AGENCY

(586) 784-5051 • DUNCAN-INSURANCE.COM
Adam Duncan
(586) 531-7111 • ADUNCAN@AALINS.COM

Unlock Exclusive Benefits for REALTORS® with

Morse Moving & Storage
Agent for Allied Van Lines
A Full Service Relocation Company

- Expert Fleet Allocation for Real Estate
- Seamless Client Transitions & Personalized Service
- Active Involvement in Real Estate Industry Events
- Trusted by Top Agents for 65+ Years

Partner with Morse Moving & Storage Today to Elevate Your Client Experience

734.484.1717
morsemoving.com

USDOT 274486 | PUCO HHG#509459-HG

MEET THE MACOMB COUNTY REAL PRODUCERS TEAM



Chris Csotty
Owner/Publisher



Terra Csotty
Owner/Publisher



April Shanne Subiera
Publishing Assistant



Ashley Streight
Content Coordinator



Kevin Jurvis
Event Coordinator/
Relationship Manager



Elena Filimon
Relationship Manager



Holly Garrish
Relationship Manager



Shenia Schlosser
Ad Strategist



Amanda Matkowski
Editor



Robbyn Moore
Writer



Andy Schwartz
Stylish Detroit
Photographer/Videographer



Jay Dunbar
Great Lakes Aerial
Video Services
Photographer



Gina Dinverno
Gina Dinverno Photography
Photographer

Congrats to all who made our All-Stars Under 35 special edition! We appreciate everyone who nominated these individuals and for each of you who contributed to making this happen. A special shout-out to Andy Schwartz and Lynn Bernardi from Stylish Detroit for the time spent on the photo shoot and to Alliance Title of Michigan for sponsoring the shoot. The photos look amazing!

If you have a special issue you'd like us to consider doing, email Terra.Csotty@n2co.com.

- Chris & Terra Csotty, Owners/Publishers



If you are interested in contributing or nominating someone for certain stories, please email us at terra.csotty@realproducersmag.com.

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.



WE CHAMPION YOU

All the way home

\$99* mortgage processing when you apply by Sept. 30

Save more than \$600 on closing costs, whether you're a first time homebuyer, upgrading, downsizing, or refinancing. Get personalized guidance, a market-leading rate, and a mortgage designed with you in-mind:

True Preapproval. Our approval process includes documentation so that you're prepared with your real numbers and can be ready for you in as little as one to two hours.

Interest Rate Float Down. One-time float-down option allows you to lower your locked interest rate should rates go down 0.25% prior to your loan closing.

Free Homebuyers Workshop. Level up your knowledge and save up to \$375* on your appraisal by attending our free workshop.

0% down payment mortgage for first-time homebuyers. Finance your entire mortgage without needing cash for a down payment.

We're open to all Michiganders.



Stephen D. Anderson II Ed.S.
Mortgage Consultant
NMLS #2077012
Michigan Schools and Government Credit Union
4555 Investment Drive | Troy, MI 48098
P: (586) 263-8800, ext. 286 | C: (586) 909-0994



Jeff Miller
Mortgage Consultant
NMLS #718451
Michigan Schools and Government Credit Union
4555 Investment Drive | Troy, MI 48098
P: (586) 263-8800, ext. 764 | C: (248) 515-0198

*\$99 mortgage processing fee offer available for mortgages loans originated and disclosed between 5/1/2024 and 9/30/2024 and saves \$646 on mortgage processing when you obtain a mortgage from MSGCU. Homebuyers are responsible for any third-party closing costs including but not limited to home appraisal, home inspection, title, tax, and insurance. A loan amount of \$200,000 at an interest rate of 7.000% and an Annual Percentage Rate (APR) of 7.039% has a payment of \$1,330.60 with 0 points due at closing. The payment does not include property taxes or insurances, the actual payment will be higher.
*Attend our free Homebuyers Workshop and receive a coupon worth up to \$375 to apply towards a residential real estate appraisal when you obtain a mortgage from MSGCU. The coupon credit will be applied at the time of closing.
Insured by NCUA.

GOLDEN BEAR HOME INSPECTIONS
THE RIGHT INSPECTOR, RIGHT AWAY!

— Certified, Licensed, —
Professional Home Inspectors

Owner of the Detroit Real Estate Channel.
Contact for info on televising your listings!

abagale RE TV
REAL ESTATE STREAMING TV

CALL NOW (989) 467-0224

WE'LL BUY YOUR HOME GUARANTEE
FULL PURCHASE PRICE - BACKED BY INTERNACHI®
★ IF WE MISS ANYTHING ★
WE'LL BUY YOUR HOME BACK

ZACH BIRKO

REALTEAM REAL ESTATE

AGE: 27
ARE YOU AN INDEPENDENT AGENT OR DO YOU HAVE A TEAM?: Independent
WHAT YEAR DID YOU GET LICENSED?: 2016

FAST FACTS:
TELL US ABOUT A RISK YOU HAVE TAKEN IN YOUR LIFE!
Beginning a career in real estate at 19 years old with no prior knowledge or family history in the real estate world.

WHAT ARE YOU PROUD OF IN YOUR CAREER?
All of the families that I have been able to assist — from first-time homebuyers to families buying their forever homes. Helping people is what gets me out of bed every morning.

WHAT IS IMPORTANT TO YOU RIGHT NOW?
Keeping my past, current, and future clients knowledgeable about what is happening in the real estate market as a whole.

WHAT IS YOUR FAVORITE RESTAURANT IN THE AREA?
Zef's Dockside Bar + Kitchen

TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST!
Going on a trip to Fiji.

TELL US ABOUT A CHALLENGE YOU HAVE OVERCOME — PERSONAL OR PROFESSIONAL!
Overcoming the fear in my own head of being too young to be in this profession, especially in the early years of when I started.

TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT)!
My boat. It is my favorite thing to do after a long day of working.

WHO DO YOU ADMIRE AND WHY?
My broker, Danny. He leads from the front and does the things that he also expects from others.



LINZI BREUHAN

REAL BROKER

AGE: 29
ARE YOU AN INDEPENDENT AGENT OR DO YOU HAVE A TEAM?: Independent
WHAT YEAR DID YOU GET LICENSED?: 2018

FAST FACTS:
WHAT ARE YOU PROUD OF IN YOUR CAREER?
In 2023, I launched my first digital product, which was a course designed to help real estate agents grow their social media and use it to meet more clients organically. I delivered value on my platform for years and was able to grow a substantial following from that, and have helped hundreds if not thousands of agents show up on social media and come out of their shell and push the envelope in their business.

WHAT IS IMPORTANT TO YOU RIGHT NOW?
Helping as many people as I can! Whether it's helping my clients win their real estate transactions or helping other agents to show up on social media and go after everything they want in life, I have truly prioritized helping the people around me whether I have anything to gain or not.

WHAT IS YOUR FAVORITE RESTAURANT IN THE AREA?
220 Merrill

TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST!
Traveling more with my 6-year-old son. He wants to go to Tokyo or Paris, so I would love to take him there one day!

TELL US ABOUT A CHALLENGE YOU HAVE OVERCOME — PERSONAL OR PROFESSIONAL!
I became a single mom when I just turned 23 years old. I was forced to move back in with my mom and share a room with my sister and newborn baby. That is when I got my real estate license because I needed to figure out my life. In my first year of real estate, I sold 21 transactions and was working three jobs with a brand new baby whom I had full custody of. It made me who I am today!

TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT)!
Exercise! I work out six days a week to keep me healthy and sane!

WHO DO YOU ADMIRE AND WHY?
My younger sister! She became a Delta pilot at only 26 years old.

WHEN YOU WERE YOUNGER (SAY, 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?
Air traffic controller



▶▶ all-stars under 35

Photo by Stylish Detroit



NORMAN CAMPBELL

KELLER WILLIAMS - GREAT LAKES

AGE: 32

ARE YOU AN INDEPENDENT AGENT OR DO YOU HAVE A TEAM?: The Monzo Group
WHAT YEAR DID YOU GET LICENSED?: 2021

FAST FACTS:

TELL US ABOUT A RISK YOU HAVE TAKEN IN YOUR LIFE!

I quit my job to start real estate! I decided to make the jump just after the birth of my daughter, and it was a slow start to say the least. Fortunately, I was able to get connected with my current broker at The Monzo Group. He took a chance on me, and I have been able to take that chance and become a top producer not only in my brokerage but also in the state! I went from not being able to afford groceries to now having a thriving business and financial freedom.

WHAT ARE YOU PROUD OF IN YOUR CAREER?

I am proud of betting on myself and my future! This year in particular, I am so proud and grateful that I have been able to help so many people find their dream home!

WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?

I am excited for all of the upcoming challenges our industry faces. While some agents shy away or throw up their hands, I am ready to get in the weeds and figure out creative solutions for all of my clients!

WHAT IS IMPORTANT TO YOU RIGHT NOW?

My family! I have a wife, a son and a daughter. Everything I do, I do for them!

WHAT IS YOUR FAVORITE RESTAURANT IN THE AREA?

Alex's Family Dining in Clinton Township

TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST!

I would love to travel through Scotland and the United Kingdom.

WHO DO YOU ADMIRE AND WHY?

My mentor, Aaron Monzo. I try every day to emulate his philosophies and use them in my business and personal life.

WHEN YOU WERE YOUNGER (SAY, 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?

A professional lacrosse player

BREAKING NEWS



BREAKING NEWS

(586)855-6136

j.larose@uhm.com

www.ApprovedWithJen.com

92 Mill St.
Rochester, MI 48307

@mortgage.jenlarose
NMLS #1141786



PROUDLY SERVING THE METRO AREA SINCE 1980



CARPET SALES • INSTALLATION • SERVICE
CLEANING • VINYL PLANKS • HARDWOOD
LAMINATES • LINOLEUM • LVP

DOBB'S CARPET SERVICE

Mike Dobbelaer - Owner

586-776-7352 • Cell: 586-489-4155

Check out our showroom at 13713 E. 10 Mile Rd., Warren, MI 48089

Tuesday-Friday 10:00 a.m. - 5:00 p.m.

WIN
HOME INSPECTION

Best Home Inspector in Clinton Township, Macomb, Roseville, and New Baltimore

No.1 Ranked Home Inspection Company in the U.S.

- Trained and Certified Inspectors
- Fast and Easy Scheduling
- Reports within 24 Hours
- Weekend Availability



Jeff and Joy Starr

(586) 500-0099

jstarr@winl.com



WIN is the Most Innovative Home Inspection Services Company

To deliver actionable insights for hard-to-access spaces such as attics, roofs, chimneys, sewer drain lines, interior walls, vents and crawlspaces, we utilize state-of-the-art tools and technologies including drones, infrared scanners, 3D and 2D imaging, scope cameras, and robotics.

SAL DIMERCURIO

COMMUNITY CHOICE REALTY

AGE: 32
ARE YOU AN INDEPENDENT AGENT OR DO YOU HAVE A TEAM?: Independent
WHAT YEAR DID YOU GET LICENSED?: 2019

FAST FACTS:
TELL US ABOUT A RISK YOU HAVE TAKEN IN YOUR LIFE!
A risk I have taken in my life was to start my real estate business. Real estate has always been a passion of mine, but I was nervous about the challenges. I have learned that loving what you do will always triumph over any worry.

WHAT IS IMPORTANT TO YOU RIGHT NOW?
What is important to me right now is helping buyers and sellers navigate toward a changing market with, on average, higher interest rates than in recent years.

WHAT IS YOUR FAVORITE RESTAURANT IN THE AREA?
Nonna's Italian Kitchen

TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST!
One thing on my vision board is to open up my own real estate brokerage in Macomb County.

TELL US ABOUT A CHALLENGE YOU HAVE OVERCOME — PERSONAL OR PROFESSIONAL!
One challenge I recently overcame was obtaining my broker's license. I took the entire class online and would study in any free time I had available. I was able to pass the difficult exam on my first attempt.

Another challenge I overcame was helping a contingent deal of mine go through. A contingency deal can be challenging in a seller's market with low inventory because the seller would rather accept a non-contingent offer instead of waiting for a buyer to close on his home. It can be challenging getting a buyer's offer accepted, but with the right determination and communication on all fronts, I was able to help my clients successfully close on their home and upgrade into their dream home.

TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT)!
One thing I can't live without is my passport. I enjoy traveling.

WHO DO YOU ADMIRE AND WHY?
I admire my parents, who made the decision to move — including me and my brother — to the USA (Macomb County) in order to provide a better future for all of us. I admire their work ethic — for leaving everything behind and taking that risk. I will always be grateful.

WHEN YOU WERE YOUNGER (SAY, 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?
Businessman



@realproducers



PHOTO • VIDEO • DRONE • MATTERPORT FLOORPLANS • VIRTUAL TOURS • HEADSHOTS

Stunning photography, cutting edge video, and every tool you need to quickly sell your next listing is just a click or call away. With the largest & most talented team of real estate media professionals in Michigan, we create content that gets results.

Find out why Stylish Detroit is the preferred media company for Metro Detroit's top producing REALTORS.

STYLISH DETROIT
STYLISHDETROIT.COM • (313) 799-3686

DAWN to DUSK
RESIDENTIAL & COMMERCIAL
CLEANING SERVICE

586-932-4090
DawnToDuskCleaning.com

EXCLUSIVE OFFER:
Enjoy \$50 off Your First Cleaning as a New Client!

Rewards-Driven Employees!
Based on quality reviews after every cleaning!

We'll make it clean, fresh and ready to call home!

FAMILY OWNED SINCE 2006

JA Inspections, Plumbing & Sewer

Customer Satisfaction is our NUMBER ONE goal and to always leave you confident in the services we provide for you and your clients.

Jamyre Anderson | Owner
(313) 920-6708
jamyreanderson726@gmail.com

★★★★★
Over 80 5-star reviews on Thumbtack

DANNY GOSSMAN

KELLER WILLIAMS - PAINT CREEK

AGE: 30
ARE YOU AN INDEPENDENT AGENT OR DO YOU HAVE A TEAM?: In Network Real Estate Group
WHAT YEAR DID YOU GET LICENSED?: 2021

FAST FACTS:
TELL US ABOUT A RISK YOU HAVE TAKEN IN YOUR LIFE!

I started my real estate career full time during the pandemic without any backup plan, safety net, or structured plan to begin with. Just a nudge from someone I admired and a whole lot of excitement.

WHAT IS IMPORTANT TO YOU RIGHT NOW?

Keeping my mind and body sharp. I know it sounds cliché, but in order for me to be the best agent I can be, my foundations have to be prioritized — exercise, proper fueling, sleep, connection with family and friends, and balance. When I prioritize my operating system, I can (and want to) give a whole lot more to the world around me.

WHAT IS YOUR FAVORITE RESTAURANT IN THE AREA?

As someone who lives on the road, this is the toughest question of all. But this question always brings me back to Bucharest Grill in Detroit.

TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST!

My vision is to build a strong network of amazing people and services — to be the “connector,” so to speak. I pride myself on meeting and developing authentic relationships, both personally and professionally, so when I refer you to one of my connections, you’re getting someone with great communication who bases their service on principle and quality rather than the lowest price or some other variable that is not rooted deeply. Zooming out, this is how I feel I’m doing my part in changing the world.

TELL US ONE THING YOU CAN’T LIVE WITHOUT (FAMILY & PHONES DON’T COUNT)!

Music! Listening to it, producing it, DJ-ing it for other people, you name it. Music has been and continues to be the most mind-blowing thing to me in the way it connects people, especially live.

WHO DO YOU ADMIRE AND WHY?

My dad. He has been a shining example of someone I want to emulate — works hard, plays hard, people respect him professionally and personally — and he loves bringing people together in the name of celebrating.

WHEN YOU WERE YOUNGER (SAY, 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?

At that point? I still thought I could make it to the NBA.



CHRIS GRIFFIN

KELLER WILLIAMS - LAKESIDE

AGE: 31
ARE YOU AN INDEPENDENT AGENT OR DO YOU HAVE A TEAM?: Griffin and Partners
WHAT YEAR DID YOU GET LICENSED?: 2016

FAST FACTS:
TELL US ABOUT A RISK YOU HAVE TAKEN IN YOUR LIFE!

When I jumped into a sales role as a real estate agent, I had zero savings and no investments, and was completely broke. I knew, though, that I had to go all in to build my career in real estate. I remember not being able to sleep at night from stress.

WHAT IS YOUR FAVORITE RESTAURANT IN THE AREA?

Pop’s for Italian in Ferndale

TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST!

A goal of mine is to rent a catamaran in the Caribbean for a day with a few of my closest friends.

WHAT ARE YOU MOST THANKFUL FOR?

I’ve had some incredible mentors over the years in different areas of my life. I’d have to say I am most thankful for having an incredibly supportive family that taught me anything is possible if you work hard and stay

consistent. Even in my darkest moments, I’ve had an amazing support system that keeps me going.

TELL US ABOUT A CHALLENGE YOU HAVE OVERCOME — PERSONAL OR PROFESSIONAL!

In the early years of my career, I had many people tell me to give up, that I’m working too much, and that I should run my life differently. I came to the realization that I was letting other people’s opinions of how they thought my life should look like fog my judgement. Long story short, I have done a lot of self-work with this, and my life currently is better than it has ever been.

TELL US ONE THING YOU CAN’T LIVE WITHOUT (FAMILY & PHONES DON’T COUNT)!

Hot yoga is my absolute favorite thing to do. I go twice a week and I’m always looking forward to class. Hot yoga has had a huge positive effect on my mental and physical health. Apart from that, the people in my class are amazing. It really is nothing short of incredible.

WHAT IS YOUR SUPERPOWER?

I think I have a good ability to make people feel comfortable.



AMY MARTIN

RE/MAX FIRST

AGE: 35

ARE YOU AN INDEPENDENT AGENT OR DO YOU HAVE A TEAM?: Independent
WHAT YEAR DID YOU GET LICENSED?: 2018

FAST FACTS:

TELL US ABOUT A RISK YOU HAVE TAKEN IN YOUR LIFE!

I was a newer widow and had quit a job I was unhappy with — and had bills of over \$4,000 a month — to do real estate. Failure was not an option. I had it in my mind and soul that I was going to do what it takes to succeed.

WHAT ARE YOU PROUD OF IN YOUR CAREER?

Making platinum my first full year of being off a team. It was a very nerve-racking move, but I did it.

WHAT IS YOUR FAVORITE RESTAURANT IN THE AREA?

Juan Blanco's or Da Francesco's

TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST!

Personal: Go to Thailand! Hoping that's in the next year or so.

Business: Make 100% of my leads referral-based or from past clients or SOL. Maybe get a coach in the next year.

WHAT ARE YOU MOST THANKFUL FOR?

Where do I begin? My late husband,

Jamie, introduced me to the life I have now, so he's definitely someone I'm very thankful for. My boyfriend is so supportive and my biggest fan. My family and friends are incredibly supportive with both work and personal life. I am so blessed with everyone in my life, and for that, I am probably the luckiest person in the world.

TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT)!

Can I say my dog? I guess the real answer is my faith. I've been at rock bottom, and God has carried me through it all.

WHO DO YOU ADMIRE AND WHY?

So many people. If I had to pick one (or two), it would be my parents. They are such good people.

WHAT IS YOUR SUPERPOWER?

Reading the room. I can typically read people to see how they feel about me or what I am saying to them.



Local service & great rates

Call, click or stop by today

Aaron Seitz
Agent

16392 26 Mile Road
Macomb, MI 48042-1057
Bus: 586-992-1175
aaronseitzinsurance.com

State Farm



State Farm, Bloomington, IL

Helping You Win in the Housing Market!

Conventional • VA • USDA • FHA • Credit Boost Program



VSbrocca@FirstTeamLending.com
586.322.1070

NicoG@FirstTeamLending.com
586.292.8397



info@firstteamlending.com
586.600.5100

Servicing: MI, FL, PA, TX, CO, LA
Company NMLS#: 2085536

MELISSA DOUGLAS CO.

LIFESTYLE
HEADSHOTS
WEBSITE

Brand
Photography
www.melissadouglasco.com



▶▶ all-stars under 35

Photo by Stylish Detroit

BRE MARTIN GAUDARD

RE/MAX FIRST

AGE: 32

ARE YOU AN INDEPENDENT AGENT OR DO YOU HAVE A TEAM?: Team Ed Martin

WHAT YEAR DID YOU GET LICENSED?: 2015

FAST FACTS:
TELL US ABOUT A RISK YOU HAVE TAKEN IN YOUR LIFE!

Putting all of our eggs into one basket and pursuing a real estate career with three small children at home to sell real estate full time with my husband and father.

WHAT ARE YOU PROUD OF IN YOUR CAREER?

The relationships we have built and our referral-based, top-producing team. We are the #1 RE/MAX team in southeastern Michigan for three years in a row — 93% of our sales come from sphere and referrals.

WHAT IS YOUR FAVORITE RESTAURANT IN THE AREA?

El Charro

TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST!

Closing more than 35 transactions in one calendar year

TELL US ABOUT A CHALLENGE YOU HAVE OVERCOME — PERSONAL OR PROFESSIONAL!

Putting myself out there on social media — I rarely used social media prior to 2019 — and gaining confidence with building relationships via social media videos.

TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT)!

Prayer

WHAT IS YOUR SUPERPOWER?

Optimism

WHEN YOU WERE YOUNGER (SAY, 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?

Teacher and mom

fcm first community mortgage
FCM NMLS: 629700

BOCK GROUP

- Rated 5-star by clients across all platforms (Scan the code below to check us out)
- Focused on communication & education
- Wide variety of loan programs including:
 - Construction
 - Renovation
 - Down Payment Assistance
 - Non QM

Contact us for your home financing needs!

Jason Bock
VP, Branch Manager
NMLS: 713743
248-978-7989

Sean Seaman
Loan Originator
NMLS#: 1461366
313-550-0205

Loan approval and terms are dependent upon borrower's credit, documented ability to repay, acceptability of collateral property, and underwriting criteria.

AAA EXPECT SOMETHING MORE

ULTIMATE PLAN

Home Insurance – The Ultimate Plan

Looking for the ultimate peace of mind? With an upgrade to the Ultimate Plan, homeowners gain access to valuable coverage and benefits that help their policies go the extra mile.

Home Systems Protection

We've got your back when essential household systems like central air conditioning, furnaces or water heaters break down. You're protected not only for repairs, but also for the loss of use and damages from spoilage. Home systems and equipment covered includes:

- Central air conditioning
- Boilers, furnaces and heat pumps
- Conventional and solar water heaters
- Home security monitoring devices
- Electrical service panels
- Permanently installed appliances

Ultimate Plan also Includes:

Service Line
You're protected for loss or damage to exterior underground service lines, such as water, sewer or power.

Claim-Free Rewards
Earn cash back or renewal credit every policy year you go without a claim.

Disappearing Deductible*
Reduce your deductible by \$50 for every policy year you go claim free, up to a maximum of \$500.

Claim Forgiveness Ultimate
Your first claim will be forgiven, regardless of size.

Contact me to learn about ultimate coverage for your home.

The Ron Steffens Agency
50798 Romeo Plank Rd.
Macomb, MI 48044
(586) 954-2461

Optional coverages available for additional cost. Discounts and savings opportunities apply to select coverages only and are subject to eligibility requirements. Coverage is subject to all policy terms, conditions, exclusions and limitations. Subject to underwriting requirements. Insurance underwritten by Auto Club Insurance Association, Auto Club Group Insurance Company, MemberSelect Insurance Company or non-affiliated insurance companies. ©2020 The Auto Club Group. All rights reserved. 20-04 0476 LC 1/21
*Disappearing Deductible does not apply to Home Service Plan and/or Service Line. Both Home Service Plan and Service Line endorsements have a minimum \$500 deductible.

Bobbie Cleaning Services:

Your Secret Weapon for Impeccable Listings!

Residential & Commercial
Move In / Move Out
Event Staffing
All Natural Cleaning

Barbara Scott
Proprietor
586.404.0234

Bobbie
Life is Beautiful • How Can We Help?

HANNA NICHOLSON

RE/MAX FIRST

AGE: 25

ARE YOU AN INDEPENDENT AGENT OR DO YOU HAVE A TEAM?: Independent

WHAT YEAR DID YOU GET LICENSED?: 2020

FAST FACTS:

TELL US ABOUT A RISK YOU HAVE TAKEN IN YOUR LIFE!

One of the biggest risks I have taken in my life was when I was 18. I moved out of my hometown with my yellow lab and into Royal Oak to get a change of scenery. I worked my butt off and lived on my own until I met my now-husband. Fast forward to 2024, and we have been married for almost a year now. If I did not face my fears at the age of 18 and moved away, I wouldn't have the relationships I have now, which I am forever grateful for.

WHAT ARE YOU PROUD OF IN YOUR CAREER?

I am the youngest at my brokerage! The first year I was with them, I received the Outstanding Agent award, which goes to the agent who is the most improved. Last year, I made top 30 (#16) in commissions when there are around 200 agents at our brokerage.

WHAT IS YOUR FAVORITE RESTAURANT IN THE AREA?

Da Francesca's

TELL US ABOUT A CHALLENGE YOU HAVE OVERCOME — PERSONAL OR PROFESSIONAL!

A challenge I have overcome is setting boundaries. Setting boundaries is something that I struggle with personally and

professionally. I always want to help people and put myself aside so that I can always be there for other people, but I can't be the best for them unless I'm the best version of myself! Which means scheduling time for myself in order to do things I enjoy.

TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT)!

I can't live without my animals. I have a yellow lab (Gracie) that all of my clients know and love. I have a Great Dane (Winston) and a shelter pup (Louie). I also rescued a 40-pound tortoise (Tortellini) a few years back. They all have their quirks and always keep me happy. I especially couldn't live without my Gracie Girl. She is very well-known to my clients and social media!

WHAT IS YOUR SUPERPOWER?

My superpower is to adapt to people and their needs. I am really great at reading the room and tuning into the emotions, and I think that plays a part in the relationships I have with my clients. It is never "surface level." I always dig deep and learn how they view and think of things.

WHEN YOU WERE YOUNGER (SAY, 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?

I always thought I would become a veterinarian or something to do

with animals. I love any type of animal, and my husband sometimes calls me crazy. This is how I ended up with a 40-pound tortoise that will live 100 years! You can catch me saving turtles, frogs, bunnies, and any other animal that needs my help!



BRENNAN SANGER

BERKSHIRE HATHAWAY HOMESERVICES - KEE REALTY

AGE: 27

ARE YOU AN INDEPENDENT AGENT OR DO YOU HAVE A TEAM?: Independent

WHAT YEAR DID YOU GET LICENSED?: 2015

FAST FACTS:

TELL US ABOUT A RISK YOU HAVE TAKEN IN YOUR LIFE!

Dropping out of college and quitting my jobs to fully invest my time into real estate sales when I was 18 years old.

WHAT ARE YOU PROUD OF IN YOUR CAREER?

My customer testimonials. It's amazing to see the positive impact our efforts leave on people's lives.

WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?

I'm excited to grow my business for another year. 2024 is going to be the best year yet!

WHAT IS YOUR FAVORITE RESTAURANT IN THE AREA?

Highlands Detroit

TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST!

Starting a family and building a life of happiness

TELL US ABOUT A CHALLENGE YOU HAVE OVERCOME — PERSONAL OR PROFESSIONAL!

Transitioning from being an agent on a team to becoming my own boss and taking control of my business

TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT)!

Golf

WHAT IS YOUR SUPERPOWER?

Negotiating deals!



▶▶ event announcement

DENIM & Diamonds EVENT

OAKLAND COUNTY
REAL PRODUCERS
CONNECTING. ELEVATING. INSPIRING.

MACOMB COUNTY
REAL PRODUCERS
CONNECTING. ELEVATING. INSPIRING.

Real Producers Event at Stoney Creek Stables

DATE:
September 18, 2024
TIME:
4:00 - 7:00 p.m.

HOST:
Stoney Creek Stables
1002 Creekside Drive
Leonard, MI 49367

EVENT SPONSORS:

Cranbrook Custom Homes, Lombardo Homes



BAND SPONSOR:

ATA National Title Group



VIP SPONSOR:

Changing Places Moving and Michigan Schools & Government Credit Union



SUPPORT SPONSOR:

Capital Mortgage Funding



PHOTOS & VIDEO:

Stylish Detroit



PHOTO BOOTH SPONSOR:

Ooh Snap! Mobile Photo Booths



Reach out to Terra Csotty to sponsor this event at Terra.Csotty@n2co.com.

▶▶ testimonial spotlight



The N2 Hyport Digital Team was great! They designed our website exactly how we wanted or didn't know what we wanted. Easy to work with, professional and extremely creative right down to the logo. Would highly recommend them.

—Richard & Christy Shearer, Action Estate Sales

Want to find out more about Hyport Digital? Reach out to Terra.Csotty@n2co.com or 586-615-8749.



Give us a call for a FREE insurance review. Providing high excellence of services for you, your friends and family members. We provide services for the ENTIRE state of Michigan. Call for a Free Quote!

- AUTO ▪ HOME ▪ CONDO
- RENTERS ▪ LIFE ▪ MOTORCYCLE
- BUSINESS ▪ ATV ▪ BOAT

Lena Yousif Agency

52941 Gratiot Ave
Chesterfield Twp, MI 48051
Lenayousif2@allstate.com
248-509-9022



HHI
Hodge Home Inspections

Serving Oakland, Macomb, and Lapeer counties.

DON'T LET YOUR DREAM HOME BECOME A NIGHTMARE

Scan to Learn More

Erik Hodge • 248-388-4783
erikhodge@hhiservices.org • www.hhiservices.org

Home Inspection • Radon Testing
Water Quality Testing • Air Quality Testing
Thermal Imaging • Sewer Scope Inspections

HHI is an InterNACHI and ICA Certified Home Inspector.
NACHI21041416 | ICA # 24628

Preferred by REALTORS®

YOU GOT THEM TO CLOSING...
LET CHANGING PLACES GET THEM MOVED!

Southeast Michigan's Boutique Movers
LOCAL & LONG DISTANCE | INTERNATIONAL | CLIMATE CONTROLLED STORAGE

CHANGING PLACES MOVING

CVED #21897

Johnna Struck, Owner
248.674.3937
ChangingPlacesMovers.com



Happy Hour

at Lombardo Homes

Appetizers sponsored by Lombardo Homes. | Beverages sponsored by Sandi Frith with Fifth Third Bank.



Do you want to sponsor a future Happy Hour? Reach out to terra.csotty@n2co.com.

networking opportunities

SALEbrity Event

SEPTEMBER 11
11 A.M. - 2 P.M.

FREEDOM HILL
BANQUET & EVENT CENTER
15000 METRO PKWY.
STERLING HEIGHTS, MI 48312

Hear from local top sales experts from all industries about their strategies to navigate the changing market and help you gain market share in your business.



Macomb County Real Estate
MOVES FAST

Follow Macomb County Real Producers on social media to keep up.




[@realproducersofmacombcounty](#)
[@realproducersofmacombcounty](#)




810-280-4221



Plumbing and Gas Piping system design, installation and repair for ALL residential and commercial applications



WE DON'T INSPECT WE EDUCATE

We will teach you how your home works, how to maintain it, and how to save money.



We are a home inspection company serving our neighborhoods in Wayne, Oakland and Macomb counties in Eastern Michigan.

We are founded by former teachers who wish to educate home owners about the benefits and possible hazards associated with their largest investment; their home.



Book an Inspection Online!



Aaron Jackson
Owner and Senior Inspector

During the inspection, we complete a non-invasive walk-through of the home to assess its current condition, repair needs, operation, and maintenance requirements.

aaronjackson@comprehensivepropertyllc.com | (586) 842-4700



COME FLY WITH US

OUR ENTIRE BUSINESS IS DESIGNED TO COMPLEMENT THE HOME-BUYING PROCESS.

Home, Auto, Life, Business, Flood

- **OPTIONS FOR EVERY TYPE OF BORROWER SITUATION**
I WILL COMPARE MULTIPLE QUOTES TO FIND THE BEST OPTION
- **WE WILL NEVER HOLD UP A CLOSING**
SAME-DAY EXECUTED BINDERS AND BINDER CHANGES
- **THE BENEFIT OF OUR MORTGAGE INDUSTRY EXPERTISE**
I KNOW YOUR PROCESS, RATIOS AND WHAT MATTERS WHEN IT COMES TO INSURANCE
- **WE REPRESENT THE BEST IN THE INDUSTRY**

BUILT FROM THE GROUND UP TO PARTNER DIRECTLY WITH LENDERS AND REALTORS



+ dozens more!



SCAN FOR A QUOTE



Jessica Dodge
Agency Owner

586.206.9500  
jessica.dodge@goosehead.com
Licensed Independent Insurance Agent

Great Lakes
AERIAL VIDEO SERVICES & PHOTOGRAPHY

ONE STOP SHOP

AERIAL VIDEOS • AERIAL PHOTOS
LISTING PHOTOS
WALKTHROUGH VIDEOS
FLOOR PLANS
PROPERTY WEBSITES
FREE MARKETING
VIRTUAL STAGING



586.246.4203
Contact@GLAerial.com



www.greatlakesaerialvideoservices.com



Partner with Michigan's #1 construction lender.*



When your client is finally ready to build their one-in-a-million dream home, a bunch of numbers shouldn't get in the way. With our low rates, low down payments, one-time closing costs, and a streamlined builder activation process, we'll work with you to keep things moving.



Contact me today to get started.

Brent Green
Mortgage Sales Manager
(248) 848-7117
Brent.Green@LMCU.org
NMLS #709719

*Marketrac, January 2023.



THE PERFECT HOMESITE
DESERVES THE PERFECT HOME.



YOUR CLIENTS HAVE THEIR DREAM HOMESITE.
NOW LET'S BUILD THEIR DREAM HOME.

When your clients build on their own lot with Cranbrook Custom Homes, our team will guide them through the process from start to finish. This includes soil analysis to ensure they're building on solid ground, financial estimates for site improvements, securing permits, and site development.

By choosing Cranbrook, your clients will have the benefits of our design-build process — which helps us meet client expectations, ensure transparency, and guide clients on their homebuilding journey — while enjoying the flexibility of building exactly where they want to live. Our guaranteed fixed pricing revolutionizes the custom home building process, allowing you to know how much you'll pay at time of contract. That means no budget overages or surprises. Contact a Cranbrook Custom Homes sales manager to learn more.



248-266-2795 | CranbrookCustomHomes.com

All information contained herein was accurate at the time of publication and is subject to change at any time without notice. Please see a Cranbrook Custom Homes sales manager for more details.





20 YEARS OF
THE N2 COMPANY

INTRODUCING NEW DECORATED MODELS!



NEW DECORATED MODELS OPENING IN 2024!

Lombardo Homes is proud to introduce two new decorated models to Macomb County! Thoughtfully crafted with today's home buyers in mind, these new models showcase current design trends, as well as open floor plans, private primary suites, and work-from-home spaces. We invite you to bring your clients to tour a new Lombardo Homes decorated model this season!

The Ludington at Pembroke South in New Haven
 Located northwest off Gratiot, north of 26 Mile
OPENING THIS AUGUST!

The Berkeley at Wolverine Country Club Estates in Macomb
 Located east off Romeo Plank Road, north of 25 Mile
Opening Late 2024

info@lombardohomes.com | LombardoHomes.com

Pembroke South | 586-738-0312 | pembrookesouth@lombardohomes.com | Located northwest off Gratiot, north of 26 Mile
 Wolverine Country Club Estates | 586-372-8278 | wolverine@lombardohomes.com | Located east off Romeo Plank Road, north of 25 Mile

