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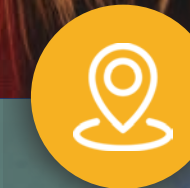
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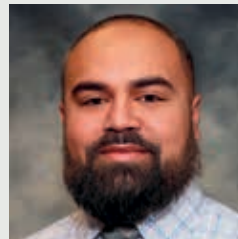
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PRİYANKA

DABHI

CRAFTING DREAMS INTO REALITY

Where every transaction tells a unique story of dreams fulfilled and aspirations realized, one name stands out: Priyanka Dabhi. An agent at Keller Williams Professionals who is passionate about making a difference, Priyanka loves how real estate allows her to transform lives and leave a lasting impact on her clients and community.

Originally from India — a land steeped in culture and diversity — Priyanka was exposed to the real estate industry at an early age by her father. She was inspired by his dedication to the field, so she embarked on a path that seamlessly blended her familial influences with her academic pursuits as she earned two bachelor's degrees and a master's

▶ top producer

Photos by Jennifer Arnett with Starloft Photography
Photos taken at Lombardo Homes Model at Windridge Estates in Northville

degree in education. “Real estate was a passion that I had always wanted to pursue, but my initial focus was on family and on raising my children,” Priyanka said.

As her children grew older and more independent, Priyanka saw an opportunity to transition into a full-time agent. In 2020, she made the leap, dedicating herself wholeheartedly to her lifelong passion.

“With a family deeply rooted in the real estate industry, my early exposure to this dynamic field sparked a passion within me,” Priyanka explained. “However, I understood the importance of timing and patiently waited for the right moment to fully commit to this calling. Real estate, for me, is not just a business: It’s a transformative force that has the power to positively impact people’s lives. This profound belief in the potential of real estate, combined with my genuine passion for the field, ultimately led me to embrace it as my career path. I saw the opportunity to use my knowledge and enthusiasm to make a difference, and that’s when I knew it was the perfect time to become an agent.”

Priyanka’s success in the industry speaks volumes about her dedication and expertise. She has a career volume totaling a remarkable \$44 million, and for three consecutive years, she earned a Top Sales Person award. Beyond her achievements, Priyanka finds true fulfillment in the personal connections she forges and the impact she makes on her clients’ lives.

Priyanka approaches every transaction with empathy and integrity, and a relentless drive to exceed expectations. “I chose to become an agent because I have a genuine passion for helping people realize their dreams,” she said. “It’s not just about guiding



buyers or sellers: It’s about empowering them to make the right decisions.”

Despite the challenges posed by a competitive market and limited inventory, Priyanka overcomes obstacles with finesse due to her proactive mindset and innovative strategies. “One of the significant challenges I’ve faced as an agent is dealing with the limited inventory in the market,” she admitted. “To address this issue, I’ve dedicated myself to finding creative solutions for my clients.”

Outside of her thriving career, Priyanka finds solace and joy in her family and hobbies. She and her supportive husband, Raj, have two wonderful children — Jiya and Parth. Priyanka cherishes every moment she spends with her family, enjoying activities such as movie nights or road trips. “My family is the core of my life,” she said with a smile.



“They are my greatest motivation.” Priyanka also loves indulging in her passion for indoor gardening.

As Priyanka looks to the future, she believes that real estate will be an enduring part of her life’s tapestry. “Real estate isn’t just a career: It’s an integral part of my life,” she said. “As I look ahead, I envision real estate continuing to be a central component of my future dreams and goals.”

Priyanka is more than just an agent: She’s a champion of dreams. With her commitment to excellence and her genuine desire to make a difference, Priyanka is crafting not only deals but also dreams into reality.



“
It’s not just about guiding buyers or sellers:
It’s about **EMPOWERING** them to make the right decisions.
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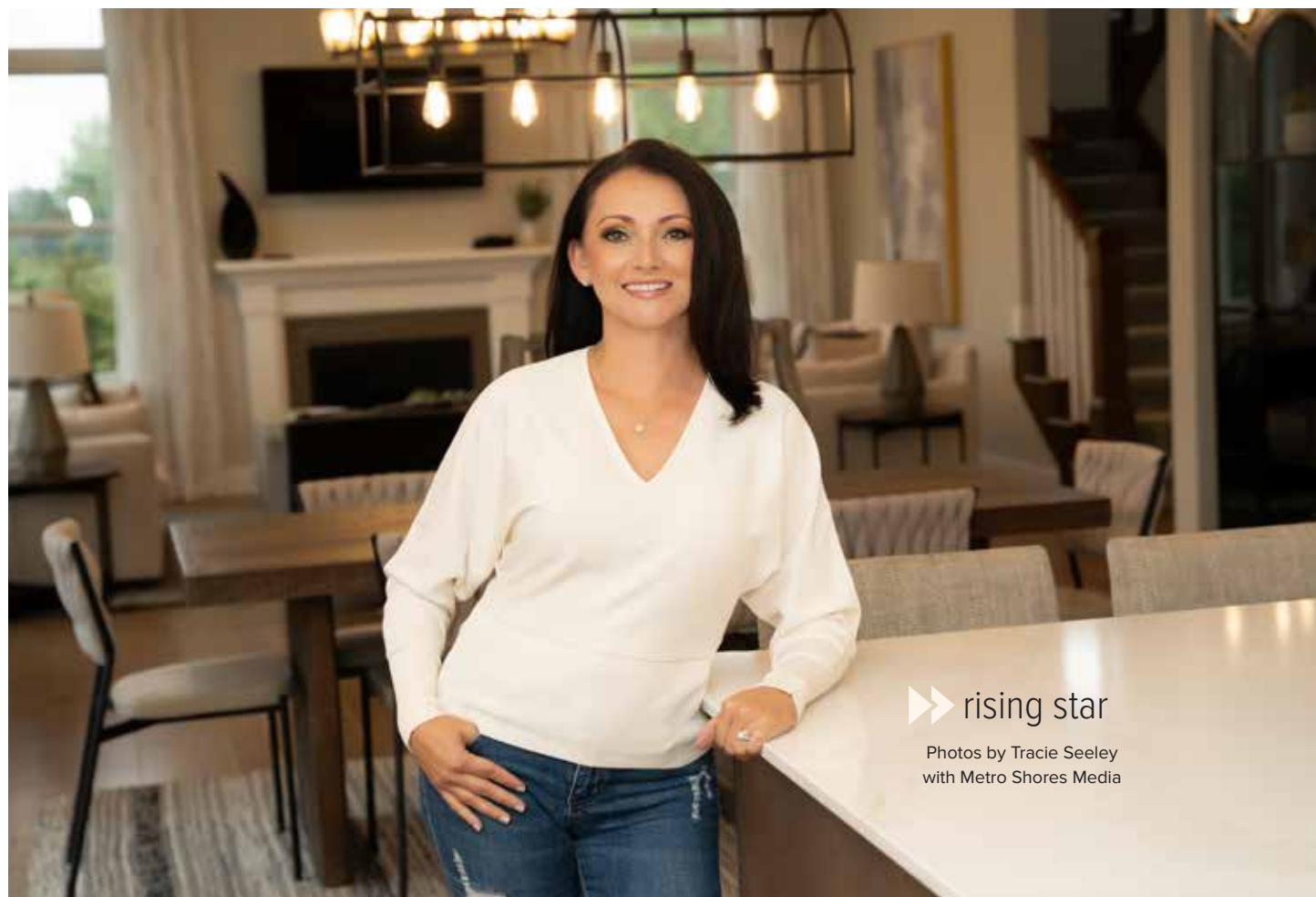
A Journey From Law to Realty

Success is often measured not only by financial gain but also by the impact an individual has on their clients and community. Shannon Bagdonas is a genuine real estate agent who has proven herself as a rising star in the field and embodies dedication, compassion and a unique background that sets her apart. She helped launch lpt Realty in Michigan, and as the CEO of Moving in Michigan

brokered by lpt Realty, she leads a team in Southeast Michigan. Shannon embarked on her real estate journey five years ago, leaving behind a career in law to pursue her true passion. “After over 15 years of working in a law firm, I resigned and started a new journey as a full-time agent,” she said. Her legal background has been a powerful asset, especially

in navigating complex transactions such as probate, estate sales and commercial transactions, where her expertise has proven invaluable to clients.

One of Shannon’s notable achievements in real estate was when she was awarded the 2021 Rookie of the Year by the Southeastern Border Association of REALTORS® (SEBAR). She



▶▶ rising star

Photos by Tracie Seeley
with Metro Shores Media



is also an active member of the National Association of REALTORS® (NAR), demonstrating her commitment to upholding the highest ethical standards in the industry.

Beyond her professional accomplishments, Shannon’s life story is a testament to her determination and resilience. A certified paralegal and notary public, she pursued various paths before finding her true calling in real estate. From owning a breakfast/lunch café to exploring home sales, her entrepreneurial spirit eventually led her to the realm of law. “I loved law ... never in a million years would I have guessed I would have quit law for real estate — but now — I absolutely love it!” she said.

Shannon’s motivation for entering real estate stems from her family. “My ‘why’ is my family,” she explained. She loves to spend meaningful time with her husband, their five children and their three grandchildren. She also finds immense joy in helping others achieve their dreams — be it first-time homebuyers or business owners. “There is no greater value than seeing a first-time homeowner get keys to their first-time home or seeing business owners buying or leasing space for their business goals!” Shannon



I have a Disney-like job where I help share in so many amazing life journeys. I am blessed to help make real estate dreams come true.

aspiring agents. “Grow and serve your database ... work for the gratitude and appreciation you gain from the sale and from each person you connect with along the way. The money will always follow,” she shared.

As a person who believes in giving back, Shannon is deeply involved in her community. Her philanthropic endeavors extend from volunteering with Angels Wear Gowns to supporting local charities and organizations. Her guiding principle is to “pay it forward” and make a positive impact in the lives of others.

Shannon’s journey from law to realty stands as an inspiration to all. Her commitment to family, community and professional excellence has defined her path and will undoubtedly leave a lasting legacy. As she continues to create waves in the real estate industry, her story reminds us that success is not just measured in transactions but in the lives touched along the way.

added. “I have a Disney-like job where I help share in so many amazing life journeys. I am blessed to help make real estate dreams come true.”

As she envisions the future, Shannon remains focused on her passion for real estate. She is in the process of obtaining her Florida real estate license and aims to establish offices in both Michigan and Florida. Her ultimate dream includes owning Airbnb properties and venturing into house-flipping with her husband and family.

When asked about the most rewarding aspect of her business, Shannon radiates enthusiasm. “Watching others make their dreams come true,” she replied. To her, success isn’t solely about financial gains but about achieving personal and professional goals while maintaining a strong connection with her family.

Shannon’s story is a blend of transformation and unshakable dedication. Her ability to combine her legal expertise with her deep love for real estate showcases her as a model for

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Please provide a short summary of your book and its key themes and/or messages.

My book explores the importance of having empathetic leadership in any type of business. I'm in the real estate industry, where this book hits home for all of us in this space.

Drawing on personal stories and lessons learned, it highlights the power of collaboration and adaptability, and of serving others to achieve success.

Describe your book in seven words or less.

Empathetic leadership: Keys to real estate success.

What do you hope your readers take away from your book?

I hope readers gain a deeper understanding of the transformative potential of empathy in leadership and feel empowered to apply these principles in their own careers, fostering success and making a positive impact.

What was your favorite part of the writing/publishing journey?

My favorite part was the opportunity to reflect on my experiences and distill them into actionable insights. It was incredibly rewarding to share my knowledge and perspective with others who are passionate about leadership and changing people's lives for the better in a genuine way.

What was your least favorite or most challenging part of the writing/publishing journey?

The most challenging part was finding the time and discipline to dedicate to writing amidst my busy schedule.

Balancing my professional responsibilities with the creative process required a significant amount of focus and commitment. You want your book to serve others and inspire people to make positive changes, and there is the underlying fear that what you're writing may not have the impact that you are hoping to provide.

Who helped you write your book, and/or who do you pay tribute to in your book acknowledgments?

I received invaluable support from my wife, family, assistant, and colleagues throughout the writing process. Their encouragement and guidance played a crucial role in bringing this book to fruition. I pay tribute to those who have inspired and supported me on this journey — from the earliest stages of my career to the present day. Special thanks to Chris Voss for allowing me to be a part of this incredible book and to my great friend Nick Nanton for always inviting me in the right rooms with the right people.

Do you hear from your readers much? What do they say?

Yes, I receive feedback from readers regularly, especially those who have taken advantage of the free giveaway included with the book purchase. They often express gratitude for the bonus video conference call, highlighting how the personalized guidance has helped them apply the principles of empathetic leadership in their real estate endeavors. It's heartening to hear how the book and the bonus offer have positively impacted their professional growth and mindset.

Where can readers purchase your book? What formats of the book are available?

Amazon: www.amazon.com/Empathetic-Leadership-SuccessBooks-Publishing/dp/BOCXBPQJNB

Where can readers learn more about you and your book?

Readers can learn more about me and my book by visiting my website or following me on social media @curtishewell.

Do you have any tips or advice for aspiring writers?

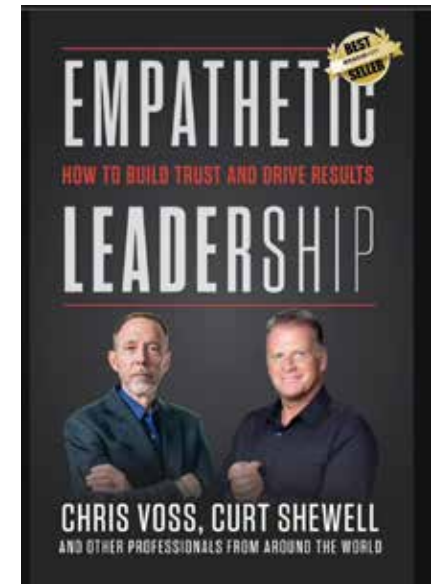
Don't be afraid to write imperfectly in the beginning; you can always revise and refine later. Additionally, read widely and learn from other authors in your genre. Finally, believe in yourself and your story — your unique voice and perspective are what will set your writing apart. Be authentic.

Do you plan to write another book in the future, or do you currently have another writing project in the works?

Yes, I am actually an author in "Resilient A.F.: Stories of Resilience." It's a collection of stories of resilience from around the world. Telling your story can be a powerful part of your healing journey, and we created a safe space for people to share and read stories of resilience. It was a different kind of project for me, but it was nice to do something more personal than just strictly business.

Is there anything else you'd like to share about your writing process, your book or the reception of your book?

Embrace the journey of promoting your book and engaging with readers — it's incredibly rewarding to hear how your words have impacted others' lives. Finally, don't forget to celebrate your accomplishments along the way, no matter how big or small. Being a part of any book is an achievement to be proud of!



Do you know someone in the real estate industry who wrote a book? Reach out to terra.csotty@n2co.com to get highlighted for free.

YEAR OF PUBLICATION: 2024

GENRE: Business

PUBLISHER: SuccessBooks

CO-AUTHOR: Chris Voss

What inspired you to write your book?

I've always been a huge fan of Chris Voss. He has inspired so many of us in the real estate and sales spaces. He has shared so many of his experiences, and it inspired me to do the same.

I met with some friends at a party, celebrating my episode of "My Story" featured on Amazon Prime, and was presented with the opportunity to co-author in Chris' new book on empathic leadership.

It allowed me to share insights and experiences from my journey in real estate leadership, emphasizing empathy and selflessness, which I thought was a great fit for me.

WAYNE COUNTY



2023

BY THE NUMBERS

Here's what the top 300 agents in WAYNE COUNTY sold

\$3,186,411,558
SALES VOLUME



10,617
TOTAL TRANSACTIONS



35
AVERAGE TRANSACTIONS PER AGENT



\$10,621,372
AVERAGE SALES VOLUME PER AGENT



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Thank you to all who joined us to celebrate five years of Real Producers of Wayne County! We hope you enjoyed the event and had a great time connecting! Be sure to check out event photos in our next issue.

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Title Solutions Agency

A CLIENT-CENTRIC APPROACH

partner spotlight

Photos by Jennifer Arnett with Starloft Photography

Suzy Crossley, a dedicated professional with a background in nursing, has found her passion in the real estate industry. A top salesperson in the field, she is also the director of sales at Title Solutions Agency — a company that has been in the industry for 23 years. Suzy brings a unique blend of empathy and precision to the table, ensuring that clients' needs are met with the utmost care.

Title Solutions Agency specializes in providing title insurance services to a wide range of real estate stakeholders. From lenders and agents to buyers and sellers, the agency's mission is clear: to offer fast, accurate and convenient service through a client-centric approach.

Suzy's journey into the real estate realm was inspired by her innate desire to care for people during pivotal moments in their lives. "After years of being a registered nurse, I transitioned into the real estate industry because I have a passion for caring for people in their time of need, and I love to celebrate with my clients during the closing process," she explained. Her commitment to making clients feel special and important shines through her work, as she revels in sharing in their happiness and success.

What sets Title Solutions Agency apart from the competition is its unwavering dedication to personal communication. Suzy emphasizes that direct human interaction is at the core of their values. This commitment is reflected in the absence of a voicemail system, a conscious choice to ensure that every client's needs are met promptly. Suzy's alignment with the agency's ethos was cemented upon encountering a quote by Maya Angelou, which is prominently displayed in their office: "People will never forget



how you make them feel." This quote mirrors Suzy's own philosophy and underscores the agency's commitment to leaving a lasting positive impact.

Top-producing agents looking to collaborate with Title Solutions Agency can rest assured knowing that Suzy maintains a hands-on approach throughout the closing process. After all, she leads an exceptional team with impeccable service. "My team at Title Solutions is elite and available to you, and I have the utmost trust in my team's abilities," Suzy said confidently.

Amid the intricate world of real estate transactions, Suzy finds fulfillment in witnessing the joy of sellers and buyers — especially those experiencing the thrill of homeownership for the first time. Her role goes beyond facilitating transactions: It's about making dreams come true.

The landscape of Suzy's profession is always evolving, and she realizes how technology and trends have transformed the real estate industry. To stay current, she remains adaptable, blending her genuine care for clients with innovative tools to ensure seamless transactions.



Outside of her professional endeavors, Suzy cherishes her role as a mother to two wonderful children and a fur baby named Bella. With the brand-new addition of her granddaughter, Makenzie Renee, Suzy eagerly awaits the next chapter in her family's journey. Together, they enjoy quality time, travel, and cherished holiday traditions.

When not immersed in her work, Suzy can be found playing tennis, exploring the Detroit and downtown Northville culinary scene, and embarking on new adventures with her loved ones.

To Suzy, success is defined by the satisfaction of nurturing her business and consistently providing top-tier service. Beyond her professional achievements, she aspires to be remembered for her dedication to her family and philanthropy, and to inspiring others to be their best selves.

Suzy's story is one of compassion, commitment and a steadfast pursuit of excellence. As the director of sales at Title Solutions Agency, she exemplifies the power of empathy in the realm of real estate, leaving a lasting impact on clients and colleagues alike.



FOR MORE INFORMATION ABOUT TITLE SOLUTIONS AGENCY, PLEASE EMAIL SUZY AT SCROSSLEY@TITLESOLUTIONSLLC.COM.



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OSDOL

Striving for Success



Photos by Stylish Detroit
Photos taken at Lombardo Homes Model at Stillwater Crossing in Macomb Township



Amy Van Osdol, a dedicated real estate agent with Sine & Monaghan, REALTORS®, has been excelling in the industry for the past 11 years. With an impressive sales volume of \$7.5 million in 2022, Amy’s commitment to her clients and passion for sales have earned her recognition and accolades, including being named to the Hour Detroit Real Estate All-Star list for her outstanding production level.

Amy’s journey into real estate began in 2012 when she decided to pursue a career that offered flexibility and a personal touch. Prior to becoming an agent, she was a stay-at-home mom to her three children and had previous experience in selling advertising specialties and working in advertising agencies. “I realized I wanted to continue some sort of career in sales that had some flexibility,” Amy said. “I had a good friend who was an agent and I took her out for coffee to pick her brain on what the business was like. Shortly after that, I got my license.”

Amy’s love for sales and the opportunity to connect with clients on a personal level were the driving

factors in her decision to become an agent. “I love sales! I had sold to businesses previously — selling to consumers was going to be so much more personal, and I liked that,” she explained.

Amy credits her parents and grandfather as her biggest influencers, instilling in her the values of hard work and the importance of doing what one loves. She firmly believes in looking at challenges as growth opportunities. “If it doesn’t sound a little intimidating or scary, it may not be worth doing,” she shared.

In her current business, Amy is passionate about continuous learning and about finding ways to adapt to the ever-evolving real estate landscape. She embraces technological advancements and how it has changed consumer preferences, which were mainly brought about by the COVID-19 pandemic. “We need to keep up with the ways we connect with our clients and do business,” she said. “COVID-19 showed that we can sell homes without stepping foot in them. We can do closings remotely.” Amy believes that these changes ultimately benefit consumers and make transactions more convenient for them.

The most rewarding part of Amy’s business has been helping clients achieve their real estate goals. She finds fulfillment in being a part of major milestones in her clients’ lives — whether it’s assisting first-time homeowners or helping sellers move on from a home where they raised their family.

As with any profession, Amy has faced challenges in her career — time management being one of the biggest hurdles. She emphasizes the importance of making time for prospecting, even during busy periods, by prioritizing it on her daily to-do list.

Amy’s favorite aspects of being an agent are meeting new people and building relationships. She enjoys getting to know her clients on a personal level and working with other agents, particularly when she gets the opportunity to collaborate with friends who represent the other side of a deal.

For Amy, success is defined by balance. She strives to maintain equilibrium between her career, family life and personal time. She recognizes that these areas may not always be equal, but she aims to pay attention to each part to become a well-rounded individual.

Outside of her real estate career, Amy treasures time with her husband, John, and their three daughters — Ava, Megan, and Jane. Outdoor activities, such as skiing and golfing, are family favorites, and they enjoy engaging in activities that promote both physical activity and quality time together.

When it comes to leisure, Amy is an avid reader, often delving into best-sellers and self-help books. She also appreciates various genres of music and movies.

In terms of philanthropy, Amy actively contributes her time and efforts to Sigma Gamma and parent-teacher school organizations. She also chairs her golf league, focusing her humanitarian endeavors on organizations that personally impact her family.

Aspiring agents can learn from Amy's advice to "get out and play" to expand their circle of influence. By engaging in activities they enjoy, agents can naturally build connections and create opportunities to discuss real estate, as it is a topic that often sparks interest and curiosity.

Looking to the future, Amy aims to be remembered as an agent who consistently goes the extra mile for her clients. She is committed to being a trusted sounding board and helping her clients reach their real estate goals.

With her calm demeanor and ability to maintain composure during stressful moments, Amy has earned a reputation as an agent who keeps a level head. She is known as the voice of reason in real estate deals, making her the agent everyone wants to work with.

Amy's continuous growth and commitment to learning have been the driving forces behind her success. She encourages others to embrace opportunities for personal and professional development, ensuring that life remains exciting and fulfilling.



“If it doesn't sound a little intimidating or scary, it may not be worth doing.”

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