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If you are interested in contributing or nominating Realtors for certain stories, please email us at andy.burton@realproducersmag.com

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Greetings,

Realtors of Chicago!



Welcome to the *Chicago Real Producers* community.

It is my honor to serve by bringing educational and inspirational excitement to you, your teams and your brokerages here in our monthly magazine. We look forward to highlighting your accomplishments, encouraging your dreams and delivering recognition for your continued excellence in serving the many clients you work with on a daily basis.

Our goal is to create platforms to connect and forums to communicate within the top producing realtor community in the city of Chicago. In the months and years to come, I hope to get to know each and every one of you on a personal level, see you at our events, provide online tools to help grow your business and learn how to best serve you moving forward. Welcome to the one place in Chicago where we have nothing to sell you.

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Dotty Dosé
President & Founder



Contents:

You'll notice that this publication has both a social and business side. It will highlight local top producing agents and their unique stories. As we continue to grow, you will also see fresh content - mostly from local contributors - with the intention of adding value and insights to help you thrive in life and business.

Cost:

This monthly publication is being provided free of charge to you, a top producer of our great city. Our advertising partners cover the cost of producing, printing, and mailing each issue.

Events:

Along with the magazine, we will host various free events to bring this Realtor community together. They include social events - free food and drinks at top restaurants, breweries, model homes, local bars and more. We will also host several educational events and bring in excellent speakers and trainers. We will communicate the different events we are hosting through the magazine, emails and social media.

Contribution & Advertising:

If you are interested in contributing, nominating realtors for certain features, know of an affiliate partner who should be part of our community or would simply like to network, please email me directly. I look forward to hearing from you! I'd like to personally thank all of our business sponsors who partnered with us, as well as the many realtors who contributed to the first issue. Please know that Chicago Real Producers would not exist without you.

See you at our launch party, which will be announced soon!

Andy Burton

Publisher of *Chicago Real Producers*
andy.burton@realproducersmag.com

success SECRETS from TOP CHICAGO PRODUCERS



by D.J. Paris

I host a podcast called *Keeping it Real* where I speak to Chicago's top real estate producers. The premise of the show is to determine what the most successful brokers are doing to grow and sustain their business.

I'd like to share some of the secrets that top producing brokers have revealed on our show. Now, none of these ideas are actually "secrets." They're disciplines. These behaviors lead to better service and more transactions.

1. Handwritten Notes

Almost every broker I've interviewed sends handwritten notes to their prospects and clients. I call it the "push up" of top producers - it's hard work, but it's worth it. Here's a simple system - make a goal to send three notes a year to everyone in your database. If you have 500 contacts, that's 1500 notes per year. That equals six notes per day. Start your morning by writing those notes - each will take less than two minutes.

Bonus tip - Personalize!

Start off the note with something about THEM. "Hi Steve, I hope Molly and the kids are doing well! Just wanted to drop a quick note and let you know I was thinking about you. Thanks for being a great client - I appreciate it!" That's all you have to write - **no need to tell them, "Let me know if you need help buying or selling a property!" They know who you are and what you do.**

2. Questions, Questions, and more Questions

I interviewed a top producer who sits with each client for two hours before helping them buy a property. She has a list of one hundred questions to make sure she fully understands exactly what her client is looking for in a home. If they want a kitchen island, she'll ask, "How big would you like the island to be? Do you need the counter to be granite?" Then, she categorizes each answer into a "must have, maybe, or not important." Sure, it's a lot of work and time, but she believes it actually saves her hours in the end. She'll only show her clients properties that meet their needs.

Bonus tip - Use in your pitch.

"Mrs. Client, your time is valuable. Before I can start show-

ing you properties, it's critical to have a solid understanding of exactly what you're looking for so that I can find only homes that meet your needs. Let's go through these questions together!"

3. Customer Service Policy

What's your customer service policy? In other words, when do you reply to your clients? Do you return phone calls at midnight? What about email? Most importantly, have you communicated this policy to your clients? Top producers maintain that it's critical to let clients know when they should expect to hear back from you. Also, it's important to ask for their approval of your customer service policy. This way you both have agreed it's fair and sufficient.

Bonus tip - How to explain to clients.

"Mr. Client, I'd like to explain how I communicate with my clients. Feel free to call or email me at any time, day or night. My goal is to answer you within 60 minutes during business hours. If you reach me at night or on the weekend, I often can reply immediately, but I promise never to make you wait more than 24 hours. Does that work for you?"

D.J. Paris is the President of Marketing at Kale Realty. He also hosts a weekly podcast titled *Keeping it Real* where he interviews successful Chicago brokers.

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LYN HARVIE

Beyond Expectations

By Brian Ramsey Photos by Shae'Von Huerta



► rising star:

Our journeys are often influenced by the advice of others and the circumstances of life. However, it is important to note that everyone has the choice of destination and mode of travel. Lyn Harvie's parents were angered when a middle school (primary school in Scotland) teacher told them to choose a simple career for Lyn since she possessed no real indications of special skills. Harvie was characterized as mischievous, chatty and far from academic. "Okay," quips Lyn, "maybe there was a little objective evidence for my earning those titles." Thankfully, Harvie did not let that shape her future.

•••

Born in Europe, but growing up in Michigan, Lyn attended college at Central Michigan to study Athletic Training. She later graduated with her doctorate in physical therapy from Nova Southeastern University and served at a veteran's hospital in Miami, Florida. Later, Harvie worked for a few years in Orthopedics. In 2011, Lyn moved with her now ex-husband to Chicago where he was transferred for his job. Harvie was pleased to move, as she would be located closer to her family. She worked in the private sector until the end of 2012.

Along the way, Lyn and her husband decided to venture into investment properties, so she obtained her license. With no intentions to ever work real estate full time (never say never), Harvie shadowed a realtor for some time and eventually fell in love with the work. Today, Lyn has accomplished some amazing things after only three years in the industry.

Harvie enjoys real estate because there is no glass ceiling, and agents can be rewarded for the hard work that they are willing to expend. She notes that no two days are ever the same and that it is challenging and fun to work consistently on solutions for obstacles. She loves to continue learning and sees that the industry is always providing new things to experience. Lyn explains that her business was difficult at first because she was managing a huge workload – alone. In time, she managed to impact her work by forming systems to control the workflow. Her main concern was to retain the same level of superior service to each client and referral that she had always given.

Harvie says that she has “cut out” most extra-curricular activities, but she does love to read and find new restaurants. Chicago has a seemingly endless supply of places for a foodie, and she even enjoys an occasional show. Lyn still makes time to work out and keeps quality time with family a high priority.

Harvie notes that new agents must be mindful of their patience level. People think that agents have plenty of money and freedom. Though this is a misnomer, many are not aware of the great sacrifices that agents make such as the loss of weeknights and weekends. She challenges agents to not chase commissions and to work a part-time job at the beginning to relieve the pressure of income anxiety. Agents work best when they can relax and focus on the needs of the client. She hopes that real estate



“*Harvie enjoys real estate because there is no glass ceiling, and agents can be rewarded for the hard work that they are willing to expend.*”

professionals can improve their transparency to the community and that the level of professionalism can continue to improve.

It is a good thing Lyn Harvie did not heed the words of her teacher in middle school. Achieving one of the highest accomplishments in the physical therapy industry and now making a difference in the world of real estate—it proves that one must understand both their limitations and strengths, building only where life allows. At the end of the day, it is what rising stars do, and their light is an inspiration to everyone.

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▶▶ cover story

By Brian Ramsey
Cover photo by Shae Von Huerta



MATT LARICY

Always Chasing A Better Version Of Himself



The Matt Laricy Group

Whether it is cars, technology or even appliances, life is full of the “new and improved.” People long for the next edition or the enhanced product that is faster, better and more effective than the one before. For some, it means survival, and for others it just means satisfaction. For all, it represents the insatiable desire to reach a pinnacle of success and then dare to climb higher. For Matt Laricy it is simply a way of life; Matt will forever be chasing the better version of himself and his business until there is no more chase.

Laricy graduated from Eastern Illinois University with a major in Corporate Communications and a minor in Business. He was destined to become a third-generation real estate agent in the footsteps of his father and grandfather, so he obtained his license immediately in 2006 and joined his father in business on the south side of Chicago in 2007. Matt immediately developed an appreciation for the uniqueness of each day in real estate sales and the opportunity to create the day in his own way with no ceiling on rewards.

For those who are calendar savvy, those dates bring back scary thoughts of a market that became unstable and then spiraled downward to a crash. For about four years, Laricy was enrolled in the school of hard knocks. Matt notes that most people today run from a lack of instant success, but his mother’s words kept ringing through his mind; “you get what you put into something!” Recognizing that nothing worth having is ever easy, Laricy forged on.

A couple of years later, with no resources or financial backing, Matt journeyed to downtown Chicago. He determined that though he was not rich in money, he could become rich in knowledge and experience. Laricy continued to seek higher levels of

performance even though the financial reward kept eluding him. Following the loss of his mother, Matt remembers that he finally reached a “tipping point,” and the floodgates began to open. 2010 recorded his first decent year at \$5.4 million, but Laricy and his team have been able to double that figure each year afterward. This year they project sales of over \$175 million.

Matt eventually found his comfort zone in real estate and his confidence led to incredible growth. Today, his seven-member team produces as much as many larger teams. He loves the fact that they are a family – in spirit and in actual relationships. Each follows the business philosophy that Matt has constructed and emulated with precision. Of course, Laricy is still trying to find a way to handle over 2k emails and over 200 phone calls a day so that he can sleep more than four hours per night, but that is part of the next strategy.

Laricy has been married to Nicole (a fifth-grade teacher) for almost four years. The hectic pace of Matt’s business precludes them from some special interest activities, but they do enjoy traveling and spending time with Domino, their great Dane. Matt notes that fixing a nice dinner for Nicole and then enjoying a



pleasant conversation for a while is probably his favorite way to unwind and relax. Matt is a big Cubs and hockey (Blackhawks) fan. He notes that if he could be in any other career, he would have liked being a chef.

Having been battle-tested and scarred, Laricy is quite able to give some advice to newer producers. He wants them to understand immediately that real estate is not easy. Often, people see someone rewarded after a closing with a nice check and assume that it is easy money. They miss the rest of the story. Matt encourages them to learn everything possible and remain humble. He hopes that agents will select a good mentor and shadow everyone possible as they learn the process of the industry. Questions are a must, and he challenges them to read five articles every day that offers guidance and information for improvement.

For the seasoned producers, Matt also has some sage suggestions. Do not get “burnt out.” He also notes that agents should never allow feelings of contentment or pride to derail their efforts. Many producers either take their “foot off the pedal” or become over-extended, as both lead to failure. Of course, it comes as no surprise that Laricy encourages them to be creative and to re-invent themselves every day. Ask the question: what are other companies doing to get better? Even other industries can offer ideas and motivation that bring a fresh approach to one’s work.



When asked about the concept of success, Laricy notes that it is not something that he gives much thought. People try to reach a point or level of success, and then they are happy or complacent at that level. That posture is the beginning of the end. For Matt, the day begins and ends the same. He wakes up each morning like a man on a mission ready to seize the day, and he closes each night asking one question, “Was I the best version of myself today?”

Matt Laricy provides his worldview by noting that life is meant for work and not for pleasure! Sure, that statement is antithetical to the prevailing thoughts of our culture, but Laricy explains that no one has ever really accomplished anything without good old-fashion hard work. In the office, Matt has a slogan that sums it all up; “Think Big. Choose Small. #RealEstateBoutique.” Now, we just wait for the next version of Laricy and the Americorp Matt Laricy Group. It will be even better!

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Dotty Dosé And Echo

HOME INSPECTION INC.



An Inside Look

By Brian Ramsey

Pioneer, Survivor, Innovator, Leader, Connector – It is so difficult to pick a word that captures Dotty Dosé. It is safer to just make a list and let all of them define this savvy businesswoman who is the founder and President of Echo Home Inspection Inc. Echo has been “providing peace of mind one home at a time since 1989,” in the Northwest suburbs and Chicagoland area and offers an astounding 200% guarantee in satisfaction.

When Dotty and her husband first moved to Chicago, she became a realtor and enjoyed a good career until the interest rates hit high double digits in the 80s. Dosé transitioned to the builder/contractor business for some time but later knew a change was in order. One day her neighbor came over and encouraged Dotty to join forces and form a home inspection company.

Dosé agreed, and after only a month in business, the neighbor moved on leaving Dotty to forge a new business and career. When a debilitating injury forced her husband into disability, Dotty shifted into making the inspection business a full-time focus. What had started as opportunity and interest became survival.

For over 28 years, Echo has been leveraging its experience, knowledge and superior customer service to provide the best outcomes for its clients. Echo Inspection Teams are required to arrive at a location one half hour prior to the scheduled time. This gives them time to set up and survey the property to get acclimated before the inspection officially begins. This reduces the time spent by the agent

and client, and it also provides for a more quality inspection. Echo sends a two-member inspection team to the property. With an Echo team on site, there are four eyes viewing the property, and as the saying goes, “two heads are far better than one.”

Echo Inspection Teams are licensed and certified which means that the 6-8 teams are meeting or exceeding the standards set by the State of Illinois and the National Association of Certified Home Inspectors. Echo belongs to a national organization called NACHI which provides quality training and support. They also take advantage of the Millionaire Inspection Community which has contributed training in marketing. The Echo teams accommodate most schedules, and they provide the customers with comprehensive, computerized inspection reports including photographs.

Echo has multiple programs to meet any clients' needs. They created a five-point (basic) precision inspection which investigates the roof/attic, the foundation, the plumbing, main electrical box and the heating and air conditioning. This application works very well for investors. They also conduct



“All clients are treated with respect, and whether the job is large or small, Dotty teaches the staff to always present an honest assessment that contains facts and not emotion.”

more comprehensive inspections with other components. Echo is always concerned with safety, habitability and things that are non-functioning. As a part of their full-service, Echo offers Radon and Mold testing.

The teams at Echo want to provide clients with the positives and negatives of the property. All clients are treated with respect, and whether the job is large or small, Dotty teaches the staff to always present an honest assessment that contains facts and not emotion. Echo conducts inspections upon referral from realtors and the partners who work with them such as lending institutions and title companies. The company has a great relationship with the community as well serving as a sponsor of the Make-a-Wish foundation, Sunshine Kids, Rescue Warriors for Animals and many other community charities.

Dotty has persevered through the pinnacle experiences and the obstacles that challenge business owners. She has been married to her husband, John, for 52 years. John, a retired trucker, has suffered physically for a long time. Dotty is a cancer survivor who knows about the pains of life, yet her spirit is one of perseverance. During a downtime of real estate business, Dotty secured a signature loan to keep going, which was later



repaid. Each instance has strengthened her resolve to remain steadfast and strong. Today, she finds the business and her family to be some of her greatest rewards. Dotty has two children and four grandchildren, and she has one dog and three cats.

Many positive words describe Dotty Dosé and the teams at Echo, but no matter what word you choose, you know exactly who to call when you need quality and experienced inspections!

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TOP 100 STANDINGS

Teams and Individuals from January 1, 2017 to August 31, 2017

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jeff	Lowe	127	\$117,859,663	56	\$60,932,042	183	\$178,791,705
2	Emily	Sachs Wong	63	\$81,692,000	32	\$40,611,000	95	\$122,303,000
3	Mario	Greco	142	\$81,258,000	45	\$32,772,733	187	\$114,030,733
4	Matt	Laricy	83	\$33,541,440	133	\$64,660,950	216	\$98,202,390
5	Leigh	Marcus	132	\$75,841,058	19	\$13,454,317	151	\$89,295,375
6	Jennifer	Ames	52	\$50,686,500	27	\$32,316,500	79	\$83,003,000
7	Karen	Biazar	109	\$71,179,574	14	\$8,795,300	123	\$79,974,874
8	Chezi	Rafaelli	25	\$39,132,000	13	\$19,593,000	38	\$58,725,000
9	Timothy	Salm	27	\$39,143,050	9	\$15,646,500	36	\$54,789,550
10	Sophia	Klopas	43	\$29,861,400	31	\$19,444,838	74	\$49,306,238
11	Barbara	O'Connor	51	\$34,488,228	26	\$14,147,400	77	\$48,635,628
12	Joe	Zimmerman	50	\$25,893,018	39	\$22,037,150	89	\$47,930,168
13	Melissa	Govedarica	57	\$41,153,850	4	\$6,604,900	61	\$47,758,750
14	Lisa	Madonia	13	\$32,480,000	6	\$11,292,500	19	\$43,772,500
15	Kathleen	Malone	31	\$33,240,750	8	\$9,459,000	39	\$42,699,750
16	Jennifer	Mills	47	\$34,414,150	12	\$7,643,000	59	\$42,057,150
17	Timothy	Sheahan	35	\$35,480,250	10	\$6,143,400	45	\$41,623,650
18	Brad	Lippitz	35	\$22,972,400	22	\$18,498,300	57	\$41,470,700
19	Millie	Rosenbloom	21	\$20,162,750	18	\$19,302,000	39	\$39,464,750
20	Carrie	Mccormick	44	\$28,330,962	11	\$8,556,650	55	\$36,887,612
21	Nancy	Tassone	15	\$17,837,500	15	\$17,470,000	30	\$35,307,500
22	Joshua	Weinberg	25	\$11,492,000	37	\$22,818,232	62	\$34,310,232
23	Matthew	Liss	24	\$15,360,000	27	\$17,627,050	51	\$32,987,050
24	Scott	Newman	60	\$15,487,425	41	\$17,429,796	101	\$32,917,221
25	Robert	Picciariello	77	\$29,747,080	2	\$1,180,250	79	\$30,927,330
26	Joanne	Nemerovski	14	\$22,395,000	6	\$7,962,650	20	\$30,357,650
27	Melanie	Giglio	34	\$22,617,500	18	\$7,584,800	52	\$30,202,300
28	Rachel	Krueger	14	\$16,740,250	9	\$13,346,000	23	\$30,086,250
29	Michael	Tolliver	4	\$14,870,000	6	\$14,957,900	10	\$29,827,900
30	Ryan	Preuett	12	\$15,752,500	12	\$13,908,000	24	\$29,660,500
31	David	Wienczek	15	\$26,103,000	4	\$3,431,700	19	\$29,534,700
32	Grigory	Pekarsky	8	\$2,035,750	70	\$26,929,418	78	\$28,965,168
33	Nicholas	Colagiovanni	20	\$14,137,250	22	\$14,800,500	42	\$28,937,750
34	Daniel	Close	3	\$851,500	45	\$27,521,840	48	\$28,373,340

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Sam	Shaffer	18	\$7,768,000	49	\$20,586,594	67	\$28,354,594
36	Marlene	Granacki	11	\$15,909,363	7	\$12,373,563	18	\$28,282,926
37	Melissa	Siegal	24	\$12,697,600	26	\$14,814,500	50	\$27,512,100
38	Owen	Duffy	35	\$19,897,600	14	\$7,583,300	49	\$27,480,900
39	Elizabeth	Brooks	35	\$27,428,923	0	\$0	35	\$27,428,923
40	Sam	Jenkins	25	\$21,336,361	6	\$5,644,000	31	\$26,980,361
41	Ivona	Kutermankiewicz	30	\$19,500,400	9	\$7,419,900	39	\$26,920,300
42	Michael	Rosenblum	19	\$13,008,150	13	\$13,672,000	32	\$26,680,150
43	Amanda	Mcmillan	25	\$10,353,000	29	\$16,058,350	54	\$26,411,350
44	Jacqueline	Colando	54	\$23,441,950	4	\$2,376,000	58	\$25,817,950
45	Debra	Dobbs	8	\$6,435,000	15	\$18,750,250	23	\$25,185,250
46	Frank	Montro	115	\$21,292,750	29	\$3,718,698	144	\$25,011,448
47	Jason	O'Beirne	28	\$19,961,575	16	\$4,764,100	44	\$24,725,675
48	Ian	Schwartz	24	\$13,141,400	11	\$11,383,010	35	\$24,524,410
49	Michael	Shenfeld	20	\$12,225,525	21	\$12,279,500	41	\$24,505,025
50	Katharine	Waddell	26	\$12,341,300	20	\$11,917,900	46	\$24,259,200

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TOP 100 STANDINGS

Teams and Individuals from January 1, 2017 to August 31, 2017

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Elizabeth	Ballis	19	\$17,670,500	8	\$6,419,000	27	\$24,089,500
52	Colin	Hebson	19	\$14,453,000	11	\$9,605,500	30	\$24,058,500
53	Elena	Theodoros	16	\$9,878,000	26	\$14,175,486	42	\$24,053,486
54	Bari	Levine	20	\$8,642,075	29	\$15,340,140	49	\$23,982,215
55	Alishja	Ballard	23	\$10,094,199	27	\$13,809,523	50	\$23,903,722
56	Layching	Quek	0	\$0	34	\$23,437,000	34	\$23,437,000
57	Christine	Paloian	19	\$20,292,750	6	\$2,981,000	25	\$23,273,750
58	Nicholaos	Voutsinas	0	\$0	47	\$22,890,972	47	\$22,890,972
59	Dennis	Huyck	34	\$16,515,000	13	\$6,265,900	47	\$22,780,900
60	D	Waveland Kendt	18	\$11,251,500	25	\$11,343,550	43	\$22,595,050
61	Michael	Hall	33	\$17,575,767	8	\$4,253,500	41	\$21,829,267
62	Linda	Levin	10	\$14,433,500	10	\$7,309,500	20	\$21,743,000
63	Karen	Ranquist	15	\$19,188,355	4	\$2,443,000	19	\$21,631,355
64	Cindy	Weinreb	6	\$2,887,775	33	\$18,428,050	39	\$21,315,825
65	Philip	Skowron	12	\$13,641,000	9	\$7,587,900	21	\$21,228,900
66	Amy	Pritchard	16	\$14,074,101	6	\$7,113,070	22	\$21,187,171
67	Eugene	Fu	16	\$15,453,000	5	\$5,664,000	21	\$21,117,000
68	Margaret	Baczkowski	17	\$16,074,000	5	\$5,037,600	22	\$21,111,600
69	Michael	Vriehink	12	\$5,488,500	14	\$15,402,540	26	\$20,891,040
70	Natasha	Motev	12	\$12,911,750	8	\$7,782,000	20	\$20,693,750
71	Nadine	Ferrata	22	\$14,028,000	9	\$6,552,500	31	\$20,580,500
72	Juliana	Yeager	20	\$10,488,000	8	\$9,712,150	28	\$20,200,150
73	Lisa	Sanders	42	\$15,034,127	18	\$4,992,700	60	\$20,026,827
74	Gary	Lucido	17	\$9,154,000	18	\$10,856,500	35	\$20,010,500
75	Joshua	Lipton	12	\$7,221,680	20	\$12,708,150	32	\$19,929,830
76	Radim	Mandel	25	\$12,489,300	16	\$7,387,500	41	\$19,876,800
77	Deborah	Hess	23	\$8,433,300	24	\$11,309,000	47	\$19,742,300
78	Bruce	Glazer	11	\$4,509,500	27	\$15,205,160	38	\$19,714,660
79	Scott	Curcio	34	\$10,632,309	23	\$8,412,502	57	\$19,044,811
80	Daniel	Glick	12	\$15,016,400	3	\$3,937,000	15	\$18,953,400
81	Sam	Boren	0	\$0	36	\$18,650,700	36	\$18,650,700
82	Lance	Kirshner	23	\$8,413,400	18	\$10,098,600	41	\$18,512,000
83	Janet	Owen	7	\$15,740,000	1	\$2,550,000	8	\$18,290,000
84	Nicholas	Apostal	17	\$9,274,300	14	\$9,008,834	31	\$18,283,134

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Richard	Anselmo	20	\$12,735,500	10	\$5,516,000	30	\$18,251,500
86	Carol Ann	Edwards-Nasser	8	\$9,447,250	6	\$8,791,500	14	\$18,238,750
87	Steve	Meyer	37	\$16,823,150	2	\$1,398,350	39	\$18,221,500
88	Beata	Gaska	19	\$14,622,100	6	\$3,444,000	25	\$18,066,100
89	Julie	Harron	7	\$8,638,000	4	\$9,355,000	11	\$17,993,000
90	Naomi	Wilkinson	7	\$10,250,000	5	\$7,615,000	12	\$17,865,000
91	Kristi	Gunther	9	\$11,054,875	5	\$6,740,625	14	\$17,795,500
92	Thomas	Moran	14	\$15,129,500	5	\$2,625,000	19	\$17,754,500
93	Jason	Vondrachek	31	\$17,459,600	1	\$268,500	32	\$17,728,100
94	Scott	Berg	38	\$16,159,900	2	\$1,387,000	40	\$17,546,900
95	Zane	Jacobs	39	\$17,357,800	0	\$0	39	\$17,357,800
96	Edward	Jelinek	19	\$7,917,900	15	\$9,382,250	34	\$17,300,150
97	Harry	Maisel	11	\$6,735,800	8	\$10,489,500	19	\$17,225,300
98	Chris	Bauer	21	\$8,469,375	18	\$8,690,725	39	\$17,160,100
99	Danny	Lewis	17	\$7,591,688	18	\$9,518,900	35	\$17,110,588
100	Nathan	Brecht	38	\$17,108,400	0	\$0	38	\$17,108,400

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