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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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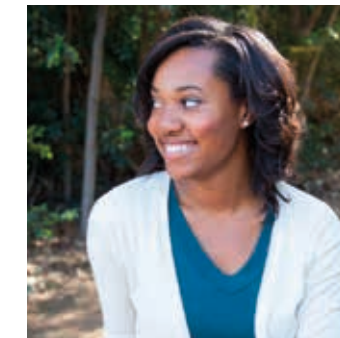
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Publisher



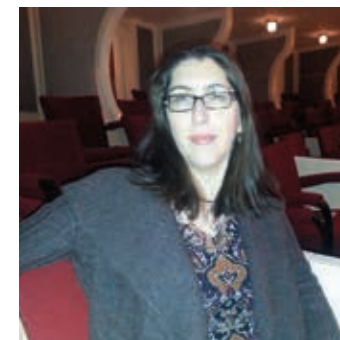
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Ania Kozera has over **fifteen years** of mortgage industry experience, accumulating her knowledge from various brokers, mortgage banks and lenders. She is a **four-time** Chicago Magazine 5 Star winner with a primary focus on providing the best customer service experience possible through her understanding of client needs.

“We are truly happy with the experience of working with Ania and Tim. They saved the day when another mortgage company told us we were not approved. Very patient with inexperienced buyer who has questions. 100% would refer to my friends and family. Thank you!!

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“Ania and her team were amazing to work with. They made the stress of buying a home tolerable. The process was smooth. Ania pulled a bit of a miracle as my closing deadline was tight, but she and her team ensured that I closed on time. Thanks so much Ania, Tim, and team. It was great working with you!

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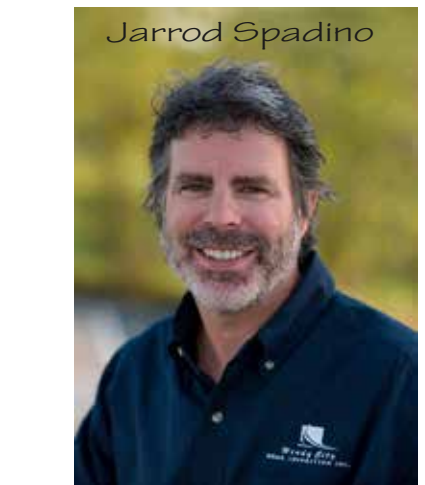


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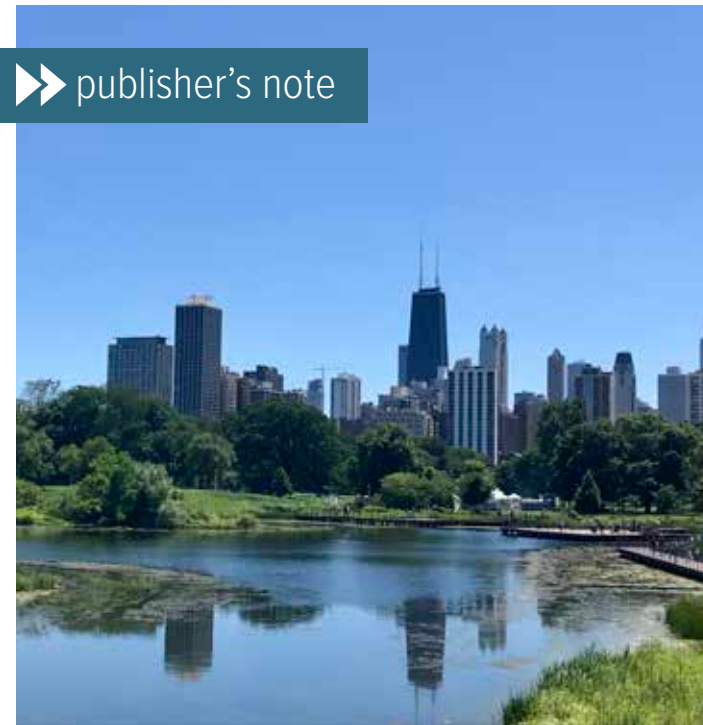


Photo by Lindsay Schirk

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We had a blast at our summer event! Gentleman's Co-operative was a great host, and we are so thankful for everyone who made it out on July 19th. We would like to extend an extra thanks to Ania Kozera and Liz Short with Ultimate Rate Mortgage and to Ross Neag and Andrew Danner with Chicago Building Inspections for providing the food and beverages. Lindsay Schirk and Justin Barr did a phenomenal job capturing the moment with photos and video footage! I am blessed to spearhead this publication every month; it is truly an honor. I would love feedback as to how to make this magazine and our social gatherings more valuable. This is YOUR community. Here are some ideas:

Business article topics — What would YOU like to learn from other Chicago Real Producers?

Events — Have you been to a unique restaurant, venue, or establishment that would be a good spot to host one of our events? Email us their info if you'd like to nominate a location.

REALTOR® features — The bread and butter of the publication is to highlight Chicago REALTORS® and to give someone a month of fame. Feel free to nominate a colleague for a cover story, veteran agent, or rising star feature.

Making a difference or charity articles — Any Chicago-based organization that has made a difference in the community is a candidate for this piece. Examples of past features are PAWS, Coat Angels, Habitat for Humanity, Matthew House Chicago, and Danny Did Foundation.

If you have any questions you would like us to address in our new FAQs section (on page 36), please send them along with any nominations, ideas, and requests to andy.burton@realproducersmag.com.



Yours in success,
Andy Burton
Publisher, *Chicago Real Producers*
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Gary and his business partner Sari Levy

» agent feature

GARY Lucido

OUTSIDE THE BOX THINKING

By Chris Menezes | Photos by Lindsay Schirk

When Gary Lucido decided to get into real estate, he wanted to do things differently. He had always felt that the industry was dysfunctional, and based on the experiences he'd had over the years with several real estate agents, he believed that REALTORS® were overvalued. He was also perplexed as to why an agent would be paid 6 percent for doing little more than taking an order. However, his business experience had always taught him that if something didn't make sense, then there was probably a business opportunity lurking. So, he began researching.

Gary is an astute analyzer and a creative problem solver; he's good at fixing things that aren't working well. Having first received a bachelor of science degree in math and physics from Duke University, Gary started out as an engineer. He worked as an optical coating thin-film design engineer for three years before realizing that more money and power could be found in business. He then received an MBA from Northwestern University's J.L. Kellogg Graduate School of Management, with a concentration in finance and management policy.

Equipped with an MBA, Gary went into corporate finance and began working for Sears, Roebuck and Co. From there, he became a consultant at Booz, Allen & Hamilton for about three years before joining General Electric as a corporate business development manager. Gary eventually left GE to become the director of inventory productivity and extended service plans for Circuit City Stores — a position he held for six years. Gary moved to Chicago to help found an Internet startup called ShopLocal and sold the business after seven years. Right before he got into real estate, Gary worked a brief stint as the president of a national concierge company. While there, he met Sari Levy, who

was the vice president of the company, and who later became his business partner.

Right after receiving his real estate license, Gary briefly joined a well-known, traditional real estate company. But he quickly left and started Lucid Realty with Sari. "The common thread throughout my career is process improvement. I tend to see problems in the way things operate, and I want to fix them. I saw a problem in the real estate industry and saw a way of fixing that problem," says Gary.

Gary felt that a real estate agent could indeed bring a lot of value to buyers and sellers, but the problem was that some big brokerages only hired REALTORS® for a cut of their commission, and didn't care whether they were any good or not, which contributed to the high turnover rate, or fail rate, of agents and produced bad experiences for many clients — much like the experiences he had had in the past. Gary also knew that good agents had a hard time generating business.

Gary wanted to flip the traditional model on its head and increase the value proposition for his own broker-

...

...

age. And he has succeeded and continues to succeed. How does he do it? For starters, he provides full service at a lower commission rate for sellers and offers rebates for buyers. The commissions and rebates work on a sliding scale that is dependent on the price of the property. A client can also choose to pay by the hour instead of paying the commission. This policy helps Lucid Realty generate business for their agents, so their agents can focus on taking care of their clients. Because of this, they are very selective in who they choose to bring on board to represent their brand of superior service at a discounted price.



In the ten years that they have been in business, Lucid Realty has produced \$186 million on 400 transactions. Last year, they generated \$41 million on 91 transactions, receiving the silver award from the Chicago Association of REALTORS®. Lucid Realty usually ranks within the top 1 percent as well.



Although Gary has enjoyed building his business with Sari, and wants it to continue to grow, he would also like to retire in a couple of years. "If somebody wants to own their own brokerage and wants to talk to me about taking over my role in this company, then I'd be happy to talk to them. And for the right person, we are going to give them a substantial equity position, but it has to be the right person," says Gary.



Photo submitted: Gary and his wife having fun on their safari

When Gary isn't working, he enjoys spending time traveling with his wife, Carol. They have two grown daughters — Aimee and Lindsay. Aimee is a software engineer at Uber in San Francisco, a novelist, and a crossword puzzle writer. Lindsay is pursuing standup comedy in Chicago and is a full-time nanny.



Photo submitted: Gary at the entrance to the Serengeti

"I want to be remembered for thinking outside the box and for coming up with a better alternative for people. I think the days of the traditional real estate brokerage are numbered, and the model that we have chosen is better than most of the other ones that we see out there. But time will tell," says Gary.



Photo submitted: Gary and his wife, Carol, overlooking Ngorongoro crater on their safari.



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By D.J. Paris

▶▶ keeping it real

Client Appreciation Events that Work

In my podcast, *Keeping It Real*, we interview the top 1 percent producers in the Chicago market. After sixty interviews I've noticed that most of the brokers we feature host regular client appreciation events. These celebrations not only give the brokers opportunities to thank their customers for their business, but also provide opportunities for the brokers to deepen their relationships with their clients, leading to more business in the future.

I'd like to present some of the best client appreciation event ideas that have been shared on our podcast.

Animal Shelter Volunteering

What do humans love more than humans? Animals! One of the top producers we interviewed recently held an event where she invited her clients to spend time at an animal shelter volunteering and learning about animal rescue. During the event, attendees

were able to play with newly rescued dogs, tour the facility, and spend time constructing chew toys out of t-shirts.

When I asked the agent why she chose a nonprofit organization to host a client appreciation event, she replied that most people wish they volunteered more, but are often too busy to get involved with a charity. By scheduling the event, she provided her clients with the opportunity to do something they already wanted to do.

Highway Cleanup

In keeping with the volunteering theme, here's another great idea. Once a quarter, this agent invites her clients to "beautify" parts of the suburbs in her area of service. While we know the importance of a home having a well-manicured lawn to facilitate a good first impression, it's easy to overlook the surrounding public areas.



Pick a stretch of highway or a park that's in need of some TLC, have lunch and refreshments available, and ask your clients who live in those areas to help out for a few hours. You can also ask them to bring their friends who also live in that same community. If you'd like some publicity, make sure to contact the local news outlets to let them know that you'll be there. They might just show up with a camera to interview the "real estate agent who cares!"

Movie Theater Rental

One of the brokers we talked to is a huge *Star Wars* fan. When the last *Star Wars* movie was released a few years ago, every showing was sold out the day after the movie opened. So he decided to contact the theater and book a private screening for his clients that took place before the movie theater opened for the day. All of his clients received popcorn, a drink, and a reserved seat to the hottest movie in town that was sold out everywhere else!

Tips for Client Appreciation Events:

Send paper invitations. In addition to sending invitations via social media, websites, and email, send a paper invite, too. This gives you a reason to contact every person in your sphere of influence and ask them for their mailing address. This also opens up the possibility for you to send handwritten notes, and birthday and holiday cards!

Let clients bring a friend. Nobody wants to come to a party by themselves. It's awkward and uncomfortable to walk into a room full of strangers. Tell your clients that they are welcome to bring someone along to the event. In addition to you having the opportunity to meet someone new who may become a client, you have a better chance of people showing up if they've made plans to attend with a friend or colleague.

Share the costs with partners. Do you have a lender that you regularly send business to? Is there an attorney who you refer all of your clients to? Leverage these relationships to help co-sponsor the event! Need other partner ideas? Contact insurance agents and financial advisors who are hungry for new business, and ask them if they want to participate.

To get more insight from other Chicago Real Producers, catch up on some of the latest episodes at keepingitrealpod.com.



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navigating the SOUTH SIDE



By Hasani Steele

I am delighted for the opportunity to share with my respected colleagues a three-part series about my South Side industry experience. In this first article, I will discuss some of the common negative concerns and objections regarding Chicago's South Side brand. Many of these concerns and objections apply to other emerging or re-emerging neighborhoods throughout Chicagoland. With the strengthening economy, more established neighborhoods will increase in price and, consequently, adjacent neighborhoods will emerge and be considered by purchasers not familiar with those neighborhoods.

So, you have a client who is interested in the value that Chicago's South Side has to offer, but they lack a complete picture. Many times there can be a flood of varying questions: **"Where is Englewood? Is it close by?"** **"How do I know if this time is right for buying/investing?"** **"Who else is buying in this development?"** **"Obama lives here?"**

Clients seek direct, simple, easy-to-understand answers when performing their due diligence. It can be an awkward situation for anyone, but especially for a REALTOR®, and we know not to chance putting our license in jeopardy! Selling in emerging markets starts with finding common ground

and making comparisons to what people know. I create analogies to put things in perspective for clients. The existing Chicago South Side brand as a whole doesn't accurately represent all of what it has to offer. We jokingly call the South Side the "Soft Side" in that it brings awareness to things other than the violence that it is associated with in the media today.

From a personal standpoint, when it comes to communicating well with my clients, I am fortunate enough to draw from a diverse background and many experiences of, and within different neighborhoods and economic classes. My maternal grandfather raised his family in Bronzeville and

later owned property at 67th & Champlain. My paternal grandfather was a WW2 veteran and began his family in Altgeld Gardens. They later moved to a home at 73rd & University. My father and mother moved to the South Shore (71st & Chappel) shortly after marriage, then on to the suburbs after that. Although I grew up in the 'burbs (my parents took some pretty big steps to have access to the excellent public schools, and other opportunities, for which I'm grateful), I had a well-rounded childhood as I spent much time on the South Side visiting cousins during holidays and the summer.

I know, first hand, that the South Side is emerging, and to sell there, it takes more of a hands-on approach. You must educate people on several aspects of the different neighborhoods. And creating parallels to what people already know is an effective tool. As an example, let's think about the evolution of the North

“ You must educate people on several aspects of the different neighborhoods... creating parallels to what people already know is an effective tool.

Side: Halsted was once a cutoff point, then it was Ashland, Damen, Western, and so forth. Wicker Park had its challenges years ago (and still does to some extent) but now it has every cool restaurant and is rich with cultural diversity. It's a true example of organic growth. On the South Side, east of Drexel Avenue is like being east of Halsted. West of I-94 is like what the west side of Western once was. Like many Chicago neighborhoods, the South Side can be block-by-block. Using these kinds of parallels when working with someone from the North Side can effectively give your audience a mental picture. (I use this same approach when selling in the suburbs.)

Furthermore, think about how the South Side was once a major destination and how it is growing again. It has a history rich in treasures. As you may know, it was the site of the World's Fair — the Museum of Science & Industry is a reminder of that. I like to think of it as the "first settled Gold Coast" with the millionaires of the time calling it home. More recently, President Obama was a long-time resident of Hyde Park and there is an undeniable Chicago economy that many do not know exists today. Ultimately, people have to understand that there's a lot more to offer in these areas than they may know of, especially considering the major developments and those on the horizon. Examples include the Obama Presidential Campus, the proposed Tiger Woods Golf Course, Bronzeville continually being noted as a "hot neighborhood" by various media outlets, and Woodlawn winning "Neighborhood of the Year" by Curbed Chicago in 2016.

As brokers, no matter where we're selling, it's our job to take on the negative stereotypes of neighborhoods that arise from the media. On the South Side, these stereotypes relate to the media's focus on crime, police brutality, and related news. We take on many roles and can be classified, in one sense, as translators. My calling has always been to accept challenges. What helps me throughout the process of working through my clients' concerns

is to seek understanding in everything. That approach facilitates authenticity and creativity in how I educate my clients on neighborhood evolution.

I truly believe the South Side is a hidden treasure. There is a high concentration of incredible people serving their community. Navigating the negative stereotypes is a true challenge, but as the saying goes, "With great risk, comes great reward."

Right now, buyers are purchasing homes more for the properties themselves and less for what the area has to offer today in terms of commercial development. So, it's important to understand that the product itself — the property, the house — must be thoughtful, refined, and tailored to the client's tastes. People WILL pay for that — many want to live on the South Side, but they want a quality home.

Those homes are available on the South Side, and REALTORS® willing to take a hands-on approach and educate their clients can tap into the economic growth of the area. As they said in Field of Dreams, "If you build it, they will come!"

What questions do you have about South Side real estate? What questions do you get from your buyers and sellers about the area?

Email my team at marketing@whatasteel.com, and I'll address them in the next article. I welcome your thoughts — this is a complex conversation with plenty to discuss!

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▶ cover story

By Chris Menezes
Photos by Lindsay Schirk



THE COMBINATION OF KINDNESS AND BUSINESS

Sam Shaffer has a genuine heart for taking care of the people around him, most of all, his clients. Sam attributes his propensity for kindness and optimism to his natural inclination to teach. This genuineness comes through in every aspect of the honest, hard work that he has, and continues to put, into building his business, Chicago Properties, and in his ability to make the best out of any situation.

After graduating from Southern Illinois University in 1993 with a degree in recreation, Sam went to work with the Jewish Community Center (JCC), teaching sports classes and running day camps. He left the JCC in 1998, as the dot-com era began to burgeon, to work for a software company called Computer Associates. From there, he joined an Internet startup company called Yes Mail, where he sold high-end, and highly respected, Internet marketing.

Although Sam did well in Internet sales, the industry was extremely volatile, and as many companies started to go under, he became concerned about his longevity in the industry. Then, one day, his friend's father, who was heading up a sales center for JDL, a big-time developer at the time, told Sam that he should get his real estate license so he could go to work for him. Sam thought it would be a good opportunity, so in 2002, he obtained his license. However, when Sam went to see his friend's father, the man had to say to Sam, "Sorry, I don't have anything for you. We're dead right now."

Sam had another friend, Dan Kravitz, who had his own brokerage which consisted of one employee (himself) buying and rehabbing proper-

ties to rent out. Sam joined Dan and they became a two-man wrecking crew. While Sam had no formal training as a REALTOR®, he had a lot of autonomy in his collaborative partnership with Dan as they began to build their business. Sam helped Dan manage his apartment buildings as a rental agent while cultivating and developing his own brokerage.

Through sheer grit, determination, and their willingness to work harder than anybody else, Sam and Dan built Chicago Properties to include five other agents and an office manager. Dan still handles the renovations, construction, and development, while Sam continues to develop the brokerage and work with clients. Sam was recently ranked within the top 15 brokers in volume and has consistently sold roughly \$50 million a year.

"I really felt I had a lot to prove, and I still feel that way. I don't take anything for granted, and I am appreciative of all my opportunities. I'm still trying to get better, smarter, and more efficient," says Sam.

Sam is currently focusing on client communication, and you can see his inclination to teach coming through. His objective is to "over communicate" with his clients: calling them, letting them know what is going on, how showings went, what's on the agenda



... for the weekend, what their plan is, etc. “The last thing I want is to have a client have to ask me for feedback. It’s a stressful process for them, and I don’t want to have them in the dark,” Sam says.

Sam has been married to his wife, Eden, for fifteen years. They have two children — Joey (12) and Louie (9). When Sam isn’t working or spending time with his family, he enjoys CrossFit and playing basketball.

In addition, Sam and Chicago Properties have been huge supporters of the Juvenile Diabetes Research

Fund (now just, JDRF) ever since Sam’s youngest son was diagnosed with type 1 diabetes at age 2. Chicago Properties creates and hosts a huge fundraiser for JDRF every year: a JDRF walk at the lakefront in October. The event has raised tens of thousands of dollars for the organization.

“I think one thing that has been very helpful to my business is having like-minded people on my team. We all have the same goals and talking points. I feel I am beyond lucky to have people with whom I have so much trust and confidence in,” says Sam.



Photo submitted: Sam and Louie at Chicago's 2017 Walk for a Cure Event



Photo submitted: Sam and family skiing in Park City, Utah

“ I think one thing that has been very helpful to my business is having like-minded people on my team. We all have the same goals and talking points. I feel I am beyond lucky to have people with whom I have so much trust and confidence in.



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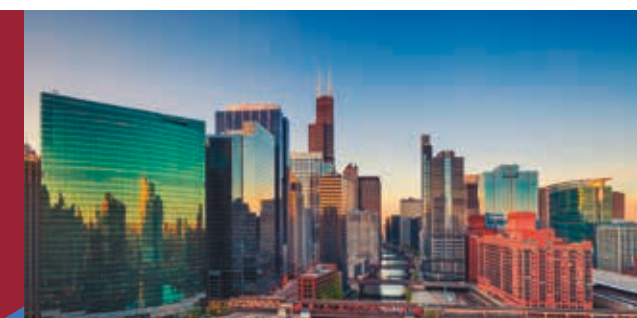
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DOING WHATEVER IT TAKES

Ryan Pierce learned the most important lesson about business (and life) from his dad. In fact, they share a similar ability for successfully reinventing their careers. When his dad was 18, he was put into the position of needing to take care of his mother and siblings after his father passed away. He put himself through college and joined a nation-wide accounting firm after graduation. When he left to start his own with two partners, his former boss told him that nobody would take his call. But instead the firm flourished. When

Ryan asked his dad how he did it, his response was: “Eventually, someone took my call, and I made sure that by the next time I called, I had earned it.”

“He took care of the family he had, as well as the one that was to come, and he retired as a well-respected member of his professional community. He taught me about honesty, perseverance, and the value of my word. These have become the tenets of my career,” says Ryan.



After graduating from Ohio University, Ryan worked in advertising for three years but didn't enjoy it. A friend introduced him to the mortgage industry in 2001. He started out as a loan officer, but quickly moved to wholesale mortgage banking where he enjoyed a 12-year career building relationships with many Chicago-based mortgage brokers. Ryan held the top producer position for the Midwest at his bank for seven years.

In 2013, when many brokerage shops were becoming correspondent lenders, Ryan decided it was time to reinvent himself again, but this time as a retail mortgage banker. And like his dad, he started his new business from scratch. While his wholesale expertise gave him a leg up on the competition, he had spent a dozen years referring his broker partners to every homeowner he knew, and he didn't have any REALTOR® contacts; he had nothing of value to stand on. “Eventually, someone took my call,” says Ryan. “And I sure as hell did everything I had to do to earn the next one.”

Ryan joined A and N Mortgage Services in 2014 and closed 26 loans. By 2016, he had closed more than 130, and it has grown from there. “I guess they kept taking my call,” he says. They certainly did, and for good reason.

“[My father] taught me about honesty, perseverance, and the value of my word. These have become the tenets of my career.”

“I believe that product expertise, sincere respect for my clients and partners, and a commitment

...

to delivering on promises is what elevates my service level above the rest," says Ryan.

Ryan strives to deliver the joy of home buying to his clients by being a source of clarity. He loves it when a 10-minute phone call turns into an hour of answering questions. "It's an opportunity to deliver true value in an ever-commoditized business," he says.

Ryan and his wife Nancy have two sons: Kingston (7) and Charlie (14). Ryan loves taking his boat out onto Lake Michigan every summer and is a huge Cubs fan.

"If I can live my life in a way that makes me proud and makes my family proud of the man that I am, then I will consider my life to have been a success," says Ryan.



Photo submitted: Ryan and his wife Nancy on their wedding day

You can reach Ryan at A and N Mortgage at 773-255-2793 and at www.anmtg.com.

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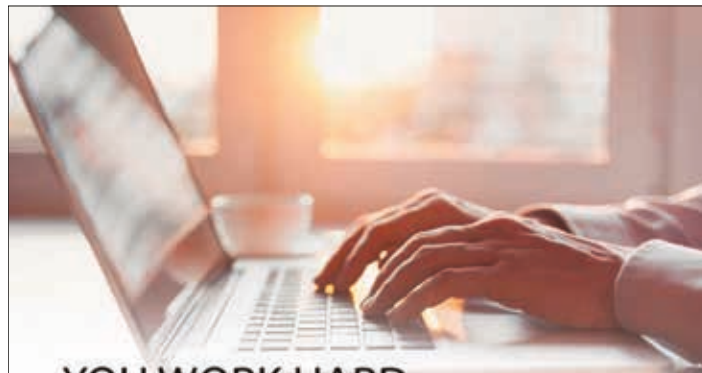
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FAQ

About This Magazine

Ever since we launched Chicago Real Producers in October of 2017, we have heard some of the same questions from many of you. I figured it would be most efficient to publish the answers in case more of you had the same questions. Remember, my door is always open to discuss anything regarding this community — this publication is designed to be your voice!

Q: Who receives this magazine?

A: The top 500 producing agents of Chicago proper. We only count transactions within the city limits of Chicago (606 zip codes) to keep it true to the name of Chicago Real Producers. Our distribution list for 2018 is the top 500 producing agents of 2017. The distribution will continue to reset annually with a fresh list of Real Producers. All of our rising star features and Preferred Partners receive a copy as well.

Q: Why am I not listed on the standings?

A: There are a number of reasons why that could be the case. First, be sure to read the disclaimer in its entirety. We have the data pulled on the exact date listed in the disclaimer. If the closed transaction is not submitted by that date to the MLS, it will not be included. As our disclaimer states, some teams report their data under one MLS ID, and other teams report each agent individually, which alters the ranking. Please keep in mind that we only count Chicago proper. For example: If an agent closes a transaction in Evanston, it will not count toward the standings. There are a few other factors too, so if you have further questions, please email me at andy.burton@realproducersmag.com, and we will take a look. We all want the standings to be as accurate as possible.

Q: What is the process for being featured in this magazine?

A: It's really simple — every feature you see has been nominated. You can nominate other REALTORS® (or yourself), affiliates, managing brokers, owners, and office/team leaders. We will consider anyone brought to our attention because we don't know everyone's stories. We need your help to learn about them. A nomination currently looks like this:

1. Email me at andy.burton@realproducersmag.com with the subject line "Nomination: (Name of Nominee)."
2. In the body of the email, explain in three sentences or less why you are nominating them to be featured. It could be for any reason. Here are some examples:
They have an amazing story that needs to be shared.
They overcame extreme obstacles.
They are an exceptional leader.
They consistently give back to the community.
3. We then interview them in person to find out if it's a good fit.
4. Assuming that everything works out, we set the wheels in motion to connect them with our photographer and writer.

Q: What does it cost a REALTOR® to be featured?

A: It costs nothing my friends, so nominate away!

Q: How can I write an article to be printed?

A: If you are interested in writing an article to give back to the Chicago Real Producers community, please email me. Even if you don't consider yourself a prolific writer, but have great ideas to share, let's talk!

Q: Who are the preferred partners?

A: Anyone listed as a "Preferred Partner" in the front of the magazine is part of this community. They will have an ad in every issue of the magazine, attend our quarterly events, and are part of our community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have personally referred every single Preferred Partner you see in here. We won't even take a meeting with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our goal is to create a powerhouse network of the best affiliates to support the best REALTORS® in the area so we can all grow together.

Q: How can I refer a preferred partner?

A: If you know and want to recommend a local business that works with local top Realtors, send us an email.

LUMI ISPAS

DETERMINED TO SUCCEED

By Chris Menezes
Photos by Lindsay Schirk



Lumi Ispas knows opportunity when she sees it. Originally from Romania, Lumi grew up under a communist dictatorship until the age of 15. After the revolution in 1989, Romania went through a slow transition into a free market democracy, but the slow pace contributed to other factors that caused the devaluation of their currency. “My family went from having enough money in the bank to buy a brand new car, to, with the same amount of money, in less than one year, only being able to buy a microwave,” says Lumi.

While getting her associate’s degree in accounting, Lumi went to work at one of the first boutiques in Romania’s free market. However, the owner of the boutique was horrible to the employees and treated them like dirt. She left after just six months because she decided she wasn’t going to let someone’s bad behavior dictate her life. When she left, she decided that she would never again work for an employer and that she would never treat people the way that she and her fellow employees had been treated.

After completing her degree, she started her own business with a partner from

school. However, she didn’t know the person very well, and she found that although they’d had six successful months, she still hadn’t seen a dime from the business herself, so she dissolved the partnership. She was given her half of the inventory back, but lost the company plus half of her money to her business partner.

Lumi was devastated, but, Lumi’s mom, who had run a few city-owned companies in the past, sat Lumi down and told her that she needed to bounce back immediately and do something or else her self-confidence would be shot and she never would have the same drive later as she did in that moment. Lumi

started another business the next day. By the time she decided to move to the United States, she had built a successful business with six employees.

She landed in Chicago and found that she needed a job, fast. By this time though, too, her interest in real estate and investments had grown, and she talked about it all the time to anyone who was interested. Her landlord, knowing this, quickly recommended her to the property manager he worked for, who, in turn, hired Lumi as a secretary. While at that company, she learned a lot about

...

property management, leasing, and how to screen tenants and analyze a building.

After finding out that many millionaires in this country were in some way invested in multi-unit buildings, Lumi began telling everyone about this investment strategy, and she started going to showings with friends who were buying property. She began to advise them on construction costs, remodeling ideas, and even negotiation techniques. She often knew more than the REALTORS® her friends were working with, so it wasn't long before they all began telling her to get her real estate license, and she saw her new career opportunity.

Since getting her license in 2002, Lumi has made over 560 deals. She is in the Top 1 percent of REALTORS® in Chicago. "It's been a team effort, and I owe a debt of gratitude to a lot of mentors, some that I met in person, some through books and tapes. My assistants over the years have been there to provide customer and personal support; the office employees and my colleagues all contributed in different ways [to my success] and answered many questions [for me]. My brokers have been some of my closest mentors and biggest supporters. My clients and seminar attendees have all taught me something as well. We learned about the human spirit when situations seemed hopeless. From them, I learned about courage and perseverance. I am grateful to all those I've met in my business and life," says Lumi.

Lumi has two children — Andrada (17) and Alex (14). They love traveling together and exploring new places. Lumi is a voracious reader with eclectic taste, and she is a big believer in continual education.

"In my opinion, success is a journey," says Lumi. "It starts with a positive attitude, continual work to strengthen your mindset, a drive to be the best at what you do, perseverance, clear goals, and ongoing growth to become the best you can be."



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WENDI GORDON

Never too Late to Change Directions

When Wendi Gordon decided to get into real estate, she was having a bit of a mid-life crises and needed a change. An entrepreneur at heart, Wendi grew up learning how to run a business by working at her family's retail store, Bravco Beauty, located in the Gold Coast on Oak Street now for over forty years. And after graduating from the University of Wisconsin-Madison with a degree in communications, Wendi opened a party goods and stationary store in the Gold Coast as well with her sister.

Wendi ran the store with her sister for ten years before opening a children's clothing store with her husband, David Shelist, called Madison and Friends, named after their first child. They eventually expanded the store to include men's and women's clothing, and added The Denim Lounge. As they continued to grow, they added multiple stores. Then the market crashed, and they spent the next five years downsizing and regrouping.

Toward the end of those five years, Wendi and David were working at the store every day themselves, and soon after, Wendi decided she needed to do something else. "I needed a change from retail. I was burnt out and want-



Photo submitted: Wendi and her family



Photo submitted: Wendi and her dogs Bowie (left) and Roscoe

ed to do something separate from my husband and my family," says Wendi. One evening while having dinner with friends, one who is a top producer, said to Wendi, "Get your license, and you'll be on my team." She signed up for real estate classes the next day and joined his team during the summer of 2014.

Four years later, Wendi has sold a career volume of \$13 million. Her volume last year was \$4.3 million. "The most rewarding part of real estate to me is helping first-time buyers through the entire process. When I help young couples find their first home in the city, it reminds me of my husband and I many years ago when we were just starting out. I know that their whole future is ahead of them, and I helped them find the home in which it will all happen," says Wendi.

Wendi loves the fact that she can grow her business as much as she wants to, and she doesn't have to

answer to anyone but herself. "You are your only limitation. This is a business where the sky is the limit, and I just want to keep working hard and growing every year," she says.

Wendi and David have two kids: Madison, who just graduated from the University of Arizona, and Bryson, who is going to be a sophomore at the University of Wisconsin. They also have a 14-year-old cockapoo named Roscoe and a 2-year-old Portuguese water dog named Bowie. They enjoy watching the Cubs, Blackhawks, and college sports. Wendi also enjoys Pilates, hanging with her dogs, having wine with girlfriends, and staying connected and involved in her retail businesses.

"Success to me is making people feel good," says Wendi. "No matter what you do, people should want to be around you and engage with you. Success is being that positive energy that takes people along for the ride."





The 2018 JDRF Illinois Youth Ambassadors: 27 children and teens with T1D, between the ages of 9 and 16, who represent JDRF in their communities and will support the educational and volunteer efforts of the chapter.

JDRF

By **Bob Vail**

IMPROVING LIVES.
CURING TYPE 1 DIABETES.



JDRF is the leading global organization funding type 1 diabetes (T1D) research that was founded by parents determined to find a cure for their children with T1D.

JDRF expanded through grassroots fundraising and advocacy efforts to become a powerhouse in the scientific community, and it now has dozens of US locations and six international affiliates. It has funded more than \$2 billion in research since its founding in 1970, and its efforts have directly contributed to medicine's significant progress in understanding and fighting the disease.

T1D is an autoimmune disease that strikes both children and adults suddenly. It has nothing to do with diet or lifestyle. There is nothing you can do to prevent it and, at present, there is no cure.

With T1D, the pancreas stops producing insulin — a hormone the body needs to get energy from food. This means a process that the body does naturally and automatically now becomes something that requires your daily attention and manual intervention. Those with T1D must constantly monitor their blood-sugar level, inject or infuse insulin through a syringe or pump, and carefully balance these insulin doses with their eating and activity throughout the day and night.

JDRF works every day to change that reality for the millions of people with T1D — and to prevent anyone else from ever developing T1D — by funding research, advocating for government support of research and new therapies, ensuring new therapies come to market, and by connecting and engaging the T1D community.

Here in Chicago, JDRF relies on dedicated volunteers and generous corporate partners to raise the money necessary to fund the 150 active research grants and 70 clinical trials that are currently underway to cure, prevent, and treat T1D and its complications. These incredible collaborators help our organization host and promote a few major fundraising events: Each year, 30,000 people come together at seven sites across Illinois and Northwest Indiana for the JDRF One Walk. (In 2017, the JDRF One Walk raised \$4.3 million.); the One Dream Gala is one of Chicago's premier events — nearly 2,000 people came together to raise a record-breaking \$5 million last December; JDRF's Ride to Cure — an event where hundreds of riders come together from all over the world to six sites across the country to make new friendships, enjoy the unparalleled camaraderie of the Ride to Cure community, and raise money to help end T1D — will have more than 170 riders join Team Illinois for the event this year; and, finally, we are so delighted that 70 runners have joined Team JDRF to run in the 2018 Chicago Marathon.



Members of Team Illinois prepare for the JDRF Ride to Cure Diabetes in La Crosse, WI.



The view of the JDRF One Walk Chicago Lakefront site



The Carlson family (David, Carrie, Sasha, and Wyatt) receive a standing ovation after sharing their family's T1D story as the Fund A Cure Family at the 2017 JDRF One Dream Gala that raised a record-breaking \$5 million.



Attendees inquire about more JDRF programs during the TypeOneNation Summit.

Beyond fundraising and advocating for research, JDRF supports the T1D community with resources like the Bag of Hope, a bag given to newly diagnosed children that contains a teddy bear, a blood-glucose meter, other kid-friendly materials, and info about T1D and JDRF. We also distribute the Adult T1D Care Kit to newly diagnosed adults, and we provide toolkits for advice on school advisory, teens with T1D, and pregnancy.

To help newly diagnosed individuals and their families understand and manage the significant changes that T1D can bring to their lives, the local organization connects them with mentors and support groups located throughout Illinois, and it hosts the annual TypeOneNation Summit. TypeOneNation is a full day of inspirational and educational activities led by national and local experts to help families better manage life with T1D. Attendees are able to meet and network with others in the T1D community, and they are able to see and learn about featured diabetes devices, resources, and other summit supporters.

Do you want to help create a world without T1D? There are so many ways you can support JDRF's efforts to find a cure and help those affected by this autoimmune disease. You can walk with them at the JDRF One Walk at one of five sites in Illinois on September 30th! You can join them at the One Dream Gala on December 8th for dinner, an open bar, a silent auction, the inspiring Fund-A-Cure Program, and an exclusive concert!

There are countless ways to help better the daily life of everyone in the T1D community; just visit www.jdrf.org/illinois to find the one that is right for you.

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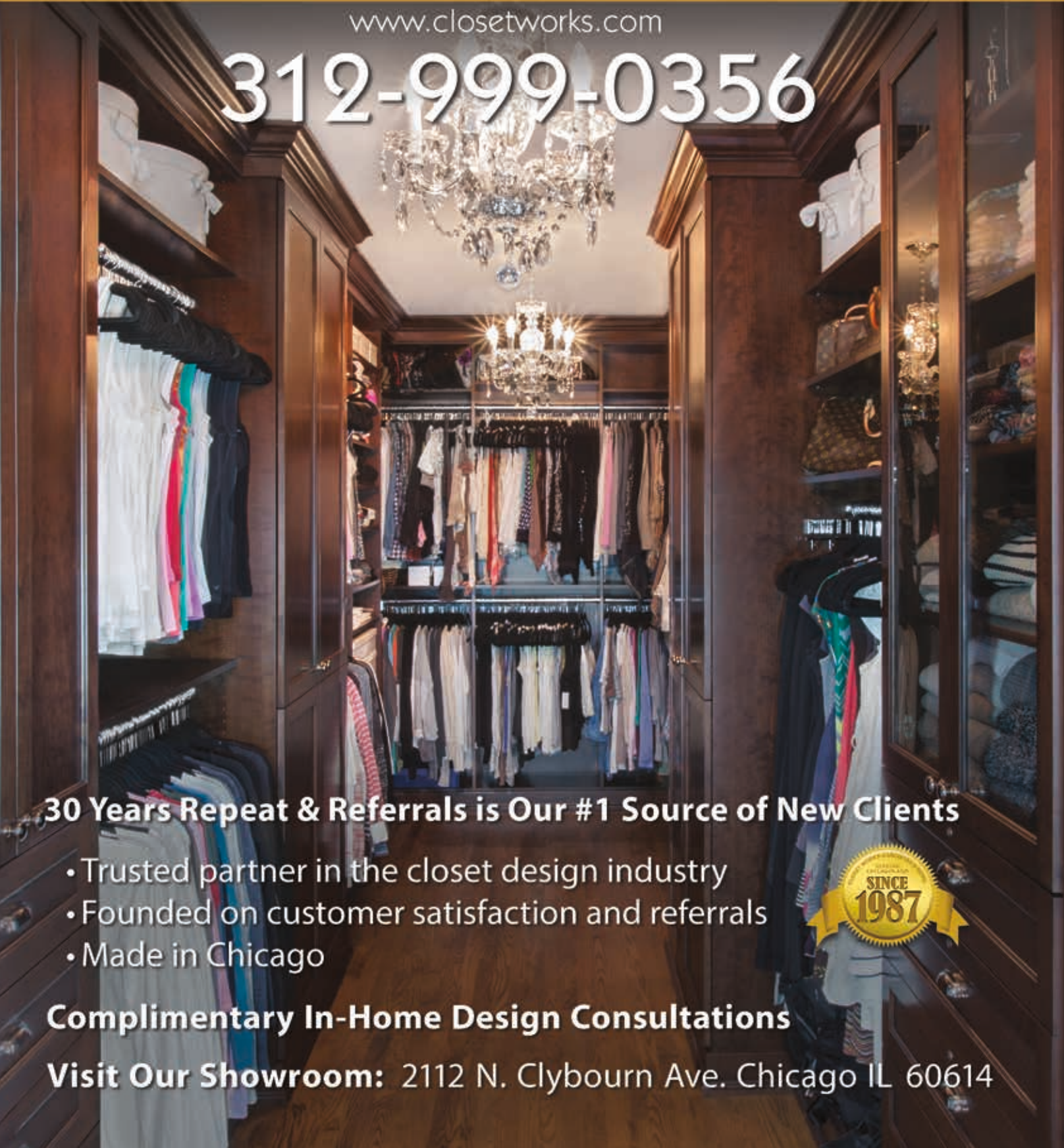
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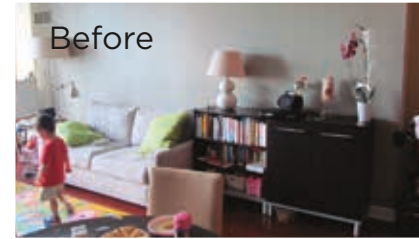


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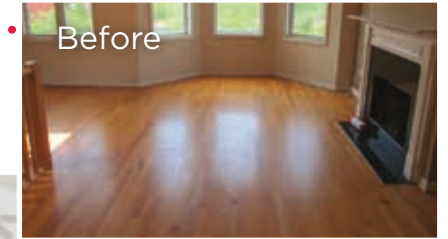
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After



Before



After



Before



After

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- Christie DelGreco & Lynn DelGreco

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TOP 200 STANDINGS

Teams and Individuals from January 1, 2018 to May 31, 2018

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jeffrey	Lowe	102	\$101,623,493	40	\$42,096,752	142	\$143,720,245
2	Nancy	Tassone	31	\$108,767,215	4	\$4,697,500	35	\$113,464,715
3	Matt	Laricy	76	\$35,742,524	114	\$51,371,066	190	\$87,113,590
4	Mario	Greco	98	\$55,392,712	40	\$23,002,742	138	\$78,395,454
5	Jennifer	Ames	36	\$54,565,800	22	\$22,063,750	58	\$76,629,550
6	Karen	Biazar	88	\$52,745,615	15	\$9,114,900	103	\$61,860,515
7	Emily	Sachs Wong	44	\$48,138,000	13	\$13,414,500	57	\$61,552,500
8	Colin	Hebson	37	\$36,798,031	25	\$20,376,931	62	\$57,174,962
9	Leigh	Marcus	79	\$47,706,033	16	\$8,994,230	95	\$56,700,263
10	Elizabeth	Brooks	51	\$53,492,959	1	\$935,081	52	\$54,428,040
11	Kathleen	Malone	25	\$34,123,338	11	\$17,818,775	36	\$51,942,113
12	Melanie	Giglio	38	\$30,407,517	21	\$14,997,675	59	\$45,405,192
13	Brad	Lippitz	28	\$26,373,245	19	\$16,182,500	47	\$42,555,745
14	Carrie	Mccormick	43	\$21,804,555	36	\$19,404,005	79	\$41,208,560
15	Sam	Shaffer	21	\$11,829,500	54	\$28,532,585	75	\$40,362,085
16	Chezi	Rafaelli	16	\$23,335,000	8	\$16,517,500	24	\$39,852,500
17	Barbara	O'Connor	38	\$23,172,676	25	\$15,984,594	63	\$39,157,270
18	Jennifer	Mills	35	\$17,855,600	18	\$15,575,900	53	\$33,431,500
19	Timothy	Sheahan	24	\$26,172,200	7	\$6,372,210	31	\$32,544,410
20	Sophia	Klopas	21	\$12,939,000	28	\$18,376,395	49	\$31,315,395
21	Tommy	Choi	26	\$14,888,400	27	\$16,028,900	53	\$30,917,300
22	Amanda	Mcmillan	23	\$13,957,100	17	\$12,377,400	40	\$26,334,500
23	Braden	Robbins	10	\$3,625,175	47	\$21,691,881	57	\$25,317,056
24	Ryan	Preuett	9	\$7,302,500	6	\$17,872,500	15	\$25,175,000
25	Michael	Rosenblum	15	\$17,019,247	9	\$7,127,500	24	\$24,146,747
26	Timothy	Salm	10	\$16,373,750	3	\$7,358,628	13	\$23,732,378
27	Frank	Montro	82	\$15,171,345	54	\$8,494,001	136	\$23,665,346
28	Millie	Rosenbloom	17	\$13,607,750	8	\$9,966,500	25	\$23,574,250
29	Julie	Harron	6	\$10,485,000	6	\$12,640,568	12	\$23,125,568
30	Jason	O'Beirne	24	\$19,381,500	14	\$3,716,500	38	\$23,098,000
31	Katharine	Waddell	20	\$11,865,500	18	\$9,712,632	38	\$21,578,132
32	Sam	Jenkins	23	\$15,557,000	7	\$5,653,500	30	\$21,210,500
33	Elena	Theodoros	21	\$10,814,000	18	\$10,275,300	39	\$21,089,300
34	Elizabeth	Ballis	10	\$13,509,500	10	\$7,512,500	20	\$21,022,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	D	Waveland Kendt	20	\$14,860,566	8	\$5,524,750	28	\$20,385,316
36	Michael	Maier	25	\$17,487,700	6	\$2,509,500	31	\$19,997,200
37	Lance	Kirshner	34	\$14,167,082	10	\$5,692,400	44	\$19,859,482
38	Melissa	Govedarica	27	\$17,010,200	3	\$2,543,700	30	\$19,553,900
39	Alex	Brusha	1	\$9,700,000	1	\$9,700,000	2	\$19,400,000
40	Scott	Newman	33	\$9,702,850	25	\$9,467,001	58	\$19,169,851
41	Joe	Zimmerman	23	\$10,139,950	20	\$8,649,365	43	\$18,789,315
42	Owen	Duffy	23	\$13,817,400	8	\$4,966,000	31	\$18,783,400
43	Daniel	Close	3	\$1,984,750	26	\$16,104,458	29	\$18,089,208
44	Peter	Moore	11	\$5,029,500	20	\$12,990,400	31	\$18,019,900
45	David	Schraufnagel	6	\$8,781,600	6	\$8,781,600	12	\$17,563,200
46	Jeffrey	Proctor	13	\$7,312,000	9	\$10,097,000	22	\$17,409,000
47	Matthew	Liss	24	\$12,842,100	8	\$4,515,401	32	\$17,357,501
48	Michael	Hall	24	\$10,769,750	16	\$6,483,900	40	\$17,253,650
49	Phil	Byers	15	\$6,819,200	14	\$10,339,900	29	\$17,159,100
50	Laura	Topp	18	\$11,511,500	14	\$5,602,500	32	\$17,114,000

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TOP 200 STANDINGS

Teams and Individuals from January 1, 2018 to May 31, 2018

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51	Layching	Quek	2	\$948,500	25	\$16,082,288	27	\$17,030,788
52	Jacqueline	Colando	30	\$12,747,300	5	\$4,074,400	35	\$16,821,700
53	Katherine	Malkin	3	\$4,675,000	2	\$12,112,500	5	\$16,787,500
54	Robert	Picciariello	42	\$16,600,050	0	\$0	42	\$16,600,050
55	Eudice	Fogel	7	\$5,243,500	11	\$11,280,000	18	\$16,523,500
56	Ivona	Kutermankiewicz	16	\$10,984,500	5	\$5,536,208	21	\$16,520,708
57	Philip	Skowron	7	\$6,986,900	6	\$9,405,142	13	\$16,392,042
58	Melissa	Siegal	18	\$7,532,100	11	\$8,656,343	29	\$16,188,443
59	Peter	Krzyzanowski	17	\$7,494,000	13	\$8,544,700	30	\$16,038,700
60	Dennis	Huyck	19	\$8,741,810	10	\$7,136,800	29	\$15,878,610
61	Nicholaos	Voutsinas	0	\$0	27	\$15,689,960	27	\$15,689,960
62	Beata	Gaska	12	\$10,684,432	3	\$4,955,000	15	\$15,639,432
63	Steve	Meyer	31	\$13,813,875	3	\$1,645,400	34	\$15,459,275
64	Christine	Paloian Fixler	10	\$14,929,000	1	\$475,000	11	\$15,404,000
65	Julie	Busby	12	\$7,321,500	12	\$7,887,600	24	\$15,209,100
66	Weston	Harding	18	\$11,783,814	6	\$3,415,714	24	\$15,199,528
67	Hayley	Westhoff	16	\$9,861,400	9	\$5,232,800	25	\$15,094,200
68	Zane	Jacobs	29	\$14,914,650	0	\$0	29	\$14,914,650
69	Kimberly	Gleeson	5	\$5,206,001	2	\$9,700,001	7	\$14,906,002
70	Helaine	Cohen	1	\$440,000	10	\$14,143,878	11	\$14,583,878
71	Gary	Lucido	15	\$9,036,990	11	\$5,531,586	26	\$14,568,576
72	William	Goldberg	16	\$10,462,293	7	\$4,017,001	23	\$14,479,294
73	Stefanie	Lavelle	11	\$6,322,000	22	\$8,135,000	33	\$14,457,000
74	Debra	Dobbs	8	\$4,095,000	9	\$10,122,400	17	\$14,217,400
75	Nicholas	Colagiovanni	10	\$7,087,000	7	\$7,126,792	17	\$14,213,792
76	Danielle	Dowell	16	\$9,430,650	12	\$4,758,500	28	\$14,189,150
77	Edward	Jelinek	19	\$7,345,000	12	\$6,640,900	31	\$13,985,900
78	Kevin	Hinton	10	\$4,698,373	21	\$9,250,400	31	\$13,948,773
79	Scott	Curcio	22	\$8,469,200	15	\$5,276,500	37	\$13,745,700
80	Pasquale	Recchia	17	\$7,893,669	9	\$5,729,000	26	\$13,622,669
81	Ted	Guarnero	5	\$1,936,000	16	\$11,569,700	21	\$13,505,700
82	Alishja	Ballard	16	\$7,687,500	15	\$5,670,500	31	\$13,358,000
83	Samantha	Porter	15	\$11,679,000	3	\$1,642,000	18	\$13,321,000
84	Kevin	Wood	2	\$7,517,378	3	\$5,610,000	5	\$13,127,378

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Nadine	Ferrata	11	\$6,327,000	6	\$6,747,220	17	\$13,074,220
86	Philip	Schwartz	17	\$8,818,075	11	\$4,249,250	28	\$13,067,325
87	Brian	Cargerman	0	\$0	22	\$13,033,915	22	\$13,033,915
88	Brooke	Vanderbok	11	\$8,061,948	12	\$4,897,000	23	\$12,958,948
89	Daniel	Glick	8	\$9,936,900	5	\$2,932,250	13	\$12,869,150
90	Lauren	Mitrick Wood	12	\$4,439,000	15	\$8,427,100	27	\$12,866,100
91	Alfredo	Medina	26	\$12,855,535	0	\$0	26	\$12,855,535
92	Scott	Berg	32	\$12,819,500	0	\$0	32	\$12,819,500
93	Jane	Shawkey-Nye	2	\$4,785,000	3	\$8,027,000	5	\$12,812,000
94	Meredith	Manni	4	\$3,840,000	6	\$8,878,375	10	\$12,718,375
95	Mariah	Dell	9	\$6,378,000	10	\$6,318,000	19	\$12,696,000
96	Lisa	Mcmillan	13	\$11,823,408	2	\$844,000	15	\$12,667,408
97	Ian	Schwartz	12	\$6,058,000	8	\$6,506,850	20	\$12,564,850
98	Stephanie	Cutter	18	\$7,841,900	10	\$4,692,500	28	\$12,534,400
99	Beth	Gomez	13	\$7,294,500	7	\$5,237,500	20	\$12,532,000
100	Terri	Mcauley	3	\$2,880,000	8	\$9,624,500	11	\$12,504,500

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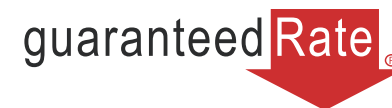
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TOP 200 STANDINGS

Teams and Individuals from January 1, 2018 to May 31, 2018

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Robert	Sullivan	9	\$7,587,500	7	\$4,874,000	16	\$12,461,500
102	George	Morgan	8	\$6,938,500	9	\$5,513,500	17	\$12,452,000
103	Andrea	Hebner	7	\$7,893,342	3	\$4,558,487	10	\$12,451,829
104	Joshua	Lipton	10	\$6,340,500	10	\$6,077,000	20	\$12,417,500
105	Margaret	Baczkowski	8	\$6,394,500	8	\$5,884,400	16	\$12,278,900
106	John	Vossoughi	6	\$5,200,000	7	\$7,050,500	13	\$12,250,500
107	Nancy	Hotchkiss	18	\$6,937,400	15	\$5,292,800	33	\$12,230,200
108	Michael	Shenfeld	13	\$6,928,150	10	\$5,247,900	23	\$12,176,050
109	Randy	Nasatir	12	\$7,093,000	12	\$5,074,900	24	\$12,167,900
110	Eric	Hublar	0	\$0	22	\$12,075,000	22	\$12,075,000
111	Deborah	Hess	15	\$6,177,550	13	\$5,887,900	28	\$12,065,450
112	Bari	Levine	5	\$3,027,500	13	\$8,790,385	18	\$11,817,885
113	Izabela	Sloma	11	\$8,167,400	7	\$3,616,000	18	\$11,783,400
114	Ryan	Smith	59	\$11,678,200	2	\$105,000	61	\$11,783,200
115	Melanie	Stone	8	\$3,162,000	27	\$8,569,500	35	\$11,731,500
116	Elizabeth	Lothamer	13	\$6,011,000	14	\$5,672,500	27	\$11,683,500
117	Erin	Mandel	7	\$4,128,000	11	\$7,544,271	18	\$11,672,271
118	Paul	Barker	15	\$7,889,531	6	\$3,763,500	21	\$11,653,031
119	Natasha	Motev	5	\$5,884,900	4	\$5,634,900	9	\$11,519,800
120	Radim	Mandel	10	\$5,406,000	12	\$6,084,900	22	\$11,490,900
121	Santiago	Valdez	20	\$5,663,700	20	\$5,825,000	40	\$11,488,700
122	Steven	Powers	9	\$5,545,000	10	\$5,881,000	19	\$11,426,000
123	Naomi	Wilkinson	5	\$4,605,000	6	\$6,792,500	11	\$11,397,500
124	Melinda	Jakovich	6	\$6,959,500	3	\$4,410,000	9	\$11,369,500
125	Rubina	Bokhari	10	\$8,000,000	7	\$3,354,500	17	\$11,354,500
126	Ian	Halpin	6	\$5,355,000	5	\$5,959,000	11	\$11,314,000
127	Susan	Kanter	11	\$5,771,500	10	\$5,468,000	21	\$11,239,500
128	Jill	Silverstein	7	\$4,122,500	10	\$7,043,400	17	\$11,165,900
129	Monique	Pieron	6	\$7,783,000	3	\$3,287,500	9	\$11,070,500
130	Edward	Thilman	5	\$9,468,000	2	\$1,548,000	7	\$11,016,000
131	Amy	Duong	11	\$5,648,300	10	\$5,224,924	21	\$10,873,224
132	Brett	Novack	9	\$3,816,400	14	\$7,034,900	23	\$10,851,300
133	Pamela	Rueve	7	\$6,512,902	7	\$4,337,000	14	\$10,849,902
134	Karen	Peterson	3	\$8,435,000	2	\$2,300,000	5	\$10,735,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Rory	Fiedler	0	\$0	23	\$10,708,400	23	\$10,708,400
136	Stephanie	Loverde	13	\$5,598,000	8	\$5,102,000	21	\$10,700,000
137	Ken	Jungwirth	10	\$4,758,500	7	\$5,916,500	17	\$10,675,000
138	Janelle	Dennis	14	\$5,883,900	11	\$4,740,950	25	\$10,624,850
139	Natalie	Renna	4	\$1,234,000	19	\$9,371,500	23	\$10,605,500
140	Ryan Douglas	Wells	7	\$3,349,400	15	\$7,229,500	22	\$10,578,900
141	Jennifer	Liu	21	\$10,281,077	1	\$210,000	22	\$10,491,077
142	Joanne	Nemerovski	7	\$6,624,000	6	\$3,816,000	13	\$10,440,000
143	John	Berdan	4	\$1,570,000	22	\$8,831,500	26	\$10,401,500
144	Theodora	Jordan	10	\$5,393,500	9	\$4,994,000	19	\$10,387,500
145	Nancy	Mcadam	14	\$9,385,500	3	\$990,500	17	\$10,376,000
146	Sara	Mccarthy	4	\$3,318,300	15	\$6,984,500	19	\$10,302,800
147	Terry	Mister	5	\$7,354,170	2	\$2,943,330	7	\$10,297,500
148	Nick	Nastos	5	\$3,163,500	13	\$7,112,450	18	\$10,275,950
149	Hasani	Steele	20	\$8,111,400	5	\$2,113,500	25	\$10,224,900
150	Megan	Tirpak	5	\$2,684,000	10	\$7,513,249	15	\$10,197,249

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TOP 200 STANDINGS

Teams and Individuals from January 1, 2018 to May 31, 2018

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Stacey	Dombar	17	\$7,334,900	7	\$2,848,250	24	\$10,183,150
152	Juliana	Yeager	15	\$8,184,800	4	\$1,984,500	19	\$10,169,300
153	Bruce	Glazer	9	\$3,292,500	12	\$6,863,500	21	\$10,156,000
154	Lisa	Sanders	21	\$8,069,100	7	\$2,054,000	28	\$10,123,100
155	Christie	Ascione	9	\$5,667,000	7	\$4,433,500	16	\$10,100,500
156	Arthur	Cirignani	91	\$9,806,203	4	\$262,400	95	\$10,068,603
157	Gail	Spreen	18	\$8,627,000	5	\$1,404,000	23	\$10,031,000
158	Kathryn	Schrage	23	\$9,985,900	0	\$0	23	\$9,985,900
159	Ryan	Gossett	16	\$6,499,000	8	\$3,474,900	24	\$9,973,900
160	Ryan	Huyler	10	\$5,012,899	8	\$4,899,250	18	\$9,912,149
161	Shay	Hata	5	\$3,575,000	9	\$6,243,000	14	\$9,818,000
162	Jeremiah	Fisher	8	\$4,706,150	9	\$5,044,450	17	\$9,750,600
163	Cara	Buffa	12	\$8,484,498	2	\$1,222,000	14	\$9,706,498
164	Michael	Linden	12	\$4,040,500	14	\$5,618,300	26	\$9,658,800
165	Cynthia	Sodolski	10	\$6,984,000	4	\$2,667,000	14	\$9,651,000
166	Sarah	Maxwell	17	\$6,875,698	6	\$2,737,000	23	\$9,612,698
167	Michelle	Berger	6	\$4,121,500	7	\$5,485,247	13	\$9,606,747
168	David	Smith	0	\$0	17	\$9,556,128	17	\$9,556,128
169	Leslie	Glazier	7	\$4,476,500	8	\$5,012,900	15	\$9,489,400
170	Olivia	Carlson	11	\$8,003,000	3	\$1,452,000	14	\$9,455,000
171	William	Vezo	0	\$0	21	\$9,385,000	21	\$9,385,000
172	Keith	Tarasiewicz	1	\$455,000	23	\$8,919,750	24	\$9,374,750
173	Elizabeth	Amidon	7	\$2,973,000	11	\$6,391,000	18	\$9,364,000
174	Qiankun	Chen	1	\$375,000	29	\$8,927,688	30	\$9,302,688
175	Collin	Walker	7	\$3,295,000	15	\$5,978,500	22	\$9,273,500
176	Jason	Rowland	12	\$6,257,550	6	\$3,005,500	18	\$9,263,050
177	Mary	Mac Diarmid	4	\$4,009,000	5	\$5,218,000	9	\$9,227,000
178	Patrick	Natale	11	\$5,421,750	8	\$3,797,500	19	\$9,219,250
179	Linda	Levin	3	\$1,451,000	9	\$7,745,573	12	\$9,196,573
180	Cadey	O'Leary	4	\$2,263,000	6	\$6,900,000	10	\$9,163,000
181	Emily	Smart Lemire	4	\$2,689,000	9	\$6,456,811	13	\$9,145,811
182	Pamela	Sage	3	\$3,487,500	2	\$5,592,000	5	\$9,079,500
183	Lisa	Kalous	6	\$3,235,000	7	\$5,821,250	13	\$9,056,250
184	Brendan	Murphy	6	\$3,680,000	7	\$5,375,000	13	\$9,055,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Danny	Lewis	9	\$3,181,500	12	\$5,793,500	21	\$8,975,000
186	Ben	Bodelson	11	\$4,262,400	7	\$4,656,768	18	\$8,919,168
187	Dympna	Fay-Hart	21	\$6,882,550	5	\$2,029,000	26	\$8,911,550
188	Sohail	Salahuddin	17	\$7,904,550	3	\$984,000	20	\$8,888,550
189	Michael	Saladino	11	\$4,382,000	11	\$4,407,000	22	\$8,789,000
190	Marci	Trick	0	\$0	18	\$8,784,500	18	\$8,784,500
191	Armando	Chacon	10	\$5,833,968	6	\$2,947,266	16	\$8,781,234
192	Thomas	Moran	6	\$4,307,400	1	\$4,462,500	7	\$8,769,900
193	Suzanne	Gignilliat	2	\$3,805,000	2	\$4,950,000	4	\$8,755,000
194	David	Heck	0	\$0	18	\$8,695,000	18	\$8,695,000
195	Derek	Disera	8	\$4,682,000	6	\$3,992,000	14	\$8,674,000
196	Michael	Vrielink	9	\$3,919,000	13	\$4,749,643	22	\$8,668,643
197	John	Huebner	10	\$4,059,700	11	\$4,591,500	21	\$8,651,200
198	Camille	Canales	4	\$2,013,500	13	\$6,627,000	17	\$8,640,500
199	Sam	Boren	0	\$0	13	\$8,637,000	13	\$8,637,000
200	Mariana	Knittle	5	\$3,608,500	7	\$4,976,525	12	\$8,585,025

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