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Knowledge: No
Reason To Fear

TOP 200
Standings *for 2017*

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March 13, 2018 ~ Private Wine Club

Details on page 30

Rising Star:

Diana DeLegge

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Photo by Lindsay Schirk

Why Chicago Real Producers Magazine?

▶ publisher's note

by Andy Burton

Our team is ecstatic to bring you the February issue of *Chicago Real Producers*! In October, we were half the size — the content and sponsorships have doubled in less than six months. It was an enormous risk, and in the beginning I encountered a handful of skeptics who questioned if this platform “would work.” It definitely wasn't easy. It took perseverance, determination, and an abundance of faith. As I write this, I am reminded of a Tony Robbins quote, “As soon you truly commit to making something happen, the ‘how’ will reveal itself.”

Ponder those words for a few minutes. Every great achievement that has ever occurred followed a moment when an individual allowed a perception of themselves to precede reality. If you're reading this and thinking about how to achieve your goals for 2018, don't wait for reality to prove you can achieve them. Start by committing. Think about how you want to feel six to 12 months from now and let that be your motivation.

So, why Chicago Real Producers? Community. There is no network that consistently brings together elite Realtors® and affiliates. There is no platform that connects Realtors® across all brokerages who are consistently performing at a high level. We are building this community, creating that network, and curating that platform through this publication and our events. Speaking of events, be sure to RSVP for our launch party on March 13th. Details are on page 30. There are an infinite amount of stories to be told, strategies to share, connections to make and relationships to build in this powerhouse market.

Six months ago, we didn't have a magazine. We didn't have the readership, social proof, advocates or raving fans. We also didn't have to wait for reality to prove the concept could be real. The person you are today may be unrecognizable to the person you become by 2019. Thus, I propose you ask yourself this question:

Who Do I Want To Be On January 1, 2019?
Commit to the process now.



Yours in success,
Andy Burton
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▶ sponsor spotlight

by **Brian Ramsey**

Monotelo – If you were to investigate the meaning behind the word, you would find the literal concepts of singular and purpose or mission. Though that strategically defines the nature of the business, the best insight into Monotelo Advisors lies in the people and the work that they accomplish. Monotelo’s “one mission” is simple: “to make a difference with meaningful and actionable financial solutions that positively impact their clients’ lives.” The beauty lies not only in their desire but in the reality of how they accomplish such great goals.

Monotelo Advisors was created in the fall of 2013 by Jim Richter. Richter, who has a background and degree in finance, worked in the capital markets where he developed an expertise in stocks and bonds. In 2008, Jim launched a hedge fund that invested in distressed bonds, and that fund eventually grew to become an investment firm with over \$1 billion in assets. As Richter traveled the country, his meetings with ultra-wealthy families led to some key observations. One strategic concept that he identified was that many of these families were quite adept at navigating the tax code. Some of them even had in-house staffs to help them in their affairs to minimize their federal tax liability.

Richter began to consider where there were professions or large groups of people that could benefit from a more disciplined application of the tax code to their individual situation. His first observation was what they now call their “Public Servants” channel which includes the police, fire fighters, nurses and teachers. The second area of opportunity is what they now call their “Independent Contractor/Small Business” channel, which includes agents who receive a 1099 and small business owners. Monotelo finds that most small business owners fail to structure their business in a way that minimizes their federal tax liability.

In the early days, Monotelo focused most of its effort on public servants. Knowing there would be a lack of trust for a start-up company asking for tax information from people they did not know, Monotelo met with union leaders across the Midwest and told them that their members would only pay Monotelo if the firm could make a difference in the lives of their membership. Monotelo has now recovered over \$2 million for public servants across the country.

As their public servant’s channel began to grow, Monotelo then shifted much of their marketing and research efforts onto small business owners. Knowing that small business owners spend enormous efforts seeking to grow their revenue while minimizing their expenses, Monotelo saw that these same business owners often failed to consider how they were structuring their businesses to maximize what they keep in their pocket. And while most tax professionals do a reasonable job to prepare an accurate tax return, they fail to address how their clients can minimize their tax liability.

When new clients are introduced to the firm, Monotelo makes it a priority to review each new case with their wealth management team. After the review, they create a game plan to help clients order their affairs and structure their business in a tax-efficient manner. “Every dollar you pay to the government is one less dollar available for you to reinvest back in your business,” said Jim Allen.

Clients can upload their information in a matter of minutes, where the team at Monotelo can then review the new case and create a strategy for

successful savings. On average, the amount saved ranges between \$15,000 and \$50,000 over a three-year window. Agents love the fact that they do not have to waste time visiting Monotelo’s office and that Monotelo does all the up-front work with no up-front financial commitment from the agent.

Both Richter and Allen note that 95 percent of the realtors and small business owners that they meet are paying more than needed to the Federal government. Although they have a significant tax consulting and tax preparation practice, they are certainly not just “tax guys.” Monotelo incorporates a holistic approach to wealth management, focusing not only on asset allocation but asset location. “It’s one thing to focus on the mix of investments in your portfolio, but when you fail to address the 23 to 43 percent toll that the government is going to take on that income, you are missing the lowest hanging fruit available to the average retail investor,” notes Jim Allen.

Jim Allen has been married to his wife, Elizabeth for 24 years. They have three children and one grandchild. Elizabeth leads worship at their church and is a member of an acoustic coffee-house band. Jim enjoys fishing and riding his Harley. Jim Richter and his wife of 20 years, Marianne, have two boys, and they enjoy boating, snowmobiling and skiing.

Don’t allow your finances to be so taxing! (humor intended). Monotelo Advisors is poised for continued growth as they continue to make a difference with meaningful and actionable financial solutions that positively impact their clients’ lives.

For a pain-free review and more information, contact them at 312-757-5151 or check out their web site at www.monotelo.com.

CHEZI RAFAELI

Knowledge: No Reason To Fear

► cover story

By **Brian Ramsey**
Cover Photo by **Lindsay Schirk**



Chezi Rafaeli is bold and confident, and though he has a military background, it is not the source of his strength. Knowledge is Rafaeli's power. Chezi understands his market niche, and he knows everything about it so that he may serve his clients well. In the first eight months of selling in Chicago, Rafaeli sold \$15 million, and he has been making a mark ever since. To Chezi, knowing everything that is possible in your work brings confidence, and people love to work with confident people.

Rafaeli is from Israel, and served in the army and special forces there for four years. He traversed to America in the late '80s and spent some time taking classes at Columbia University and New York University. While doing research for a medical project in conjunction with a Hebrew University, Chezi put his spare time to good use by obtaining his license and beginning work in real estate. He learned a lot selling in New York, but after having twins, his wife convinced him to move to Chicago where her family lived. Chezi has been in the world of Chicago real estate for almost two decades, and he loves every minute.

Chezi referred to his work as an "amazing treasure." Chicago is architecturally organized and beautiful to him. He especially enjoys the relationships he has established and the great people that he has met over the years. Since he did not know anyone upon moving, Rafaeli started hanging out in coffee shops and places with a lot of people so that he could "promote" his work. That discipline forged a special kind of work ethic and skill set that has served him well. He has always made it his passion to know the buildings in which he frequents. He learns the floor plans of every high rise, and he focuses on the key features such as price, exposure, layout, size, parking and amenities. His work in New York taught him to never hang up until he had booked an appointment, so this skill really helps him to establish rapport and is vital to servicing his clients' needs.



When asked about his obstacles, Chezi struggled to find them. Of course, he has surely had difficult tasks, but that is what often motivates him. Every day brings new solutions, and Rafaeli loves to educate his customers with the information that he has accumulated. He also strives to keep his clients and others in an open dialogue. He notes that it stimulates people and that it provides time for emotions to calm. Chezi is not in a hurry and never tells the client to move fast. He explains that the biggest question is, "Will it work for you?" If not, then another place will open.

Rafaeli has some sensible advice for newer agents. He challenges them to not take their work for granted. He encourages them to learn their inventory just like someone in the grocery store or a hardware store. Knowing that a building was created for condos or that it was renovated for them makes a big difference. He explains that if an agent learns all that can be learned about a listing, then it will help their clients make the best choice. To those seasoned producers, Chezi encourages them to enjoy their families, achieve a balance in their work and to give back — through seminars, communication and other service-oriented paths. For





Chezi, life is one big opportunity to give back to the community. Whether it is someone in need or a fellow agent in distress, he tries to serve others' needs every opportunity that presents itself.

Chezi has been married to Susan for 27 years. They have twins — a boy and a girl, and the family loves to travel, especially to Europe. They love the outdoors with activities such as hiking or biking, and the warmer climates are preferable. He is glad that they moved to Chicago and appreciates the different lessons that he has learned in each city. He also appreciates the support that he receives at work (for ten years) from those who assist him: Maureen, Susan and Julia.

“If I could work in real estate 200 years, I would still find things to learn,” quips Chezi. As a life-long learner, Rafaeli believes it gives him the skills to adapt to new situations and experiences. Negotiations are the best part of his job because they require strategy and are complex. There are a few things he is willing to change about his business, but what Rafaeli would not change, however, is the consistent effort to know his work and his clients. With that commitment, there is no reason to ever fear in real estate!

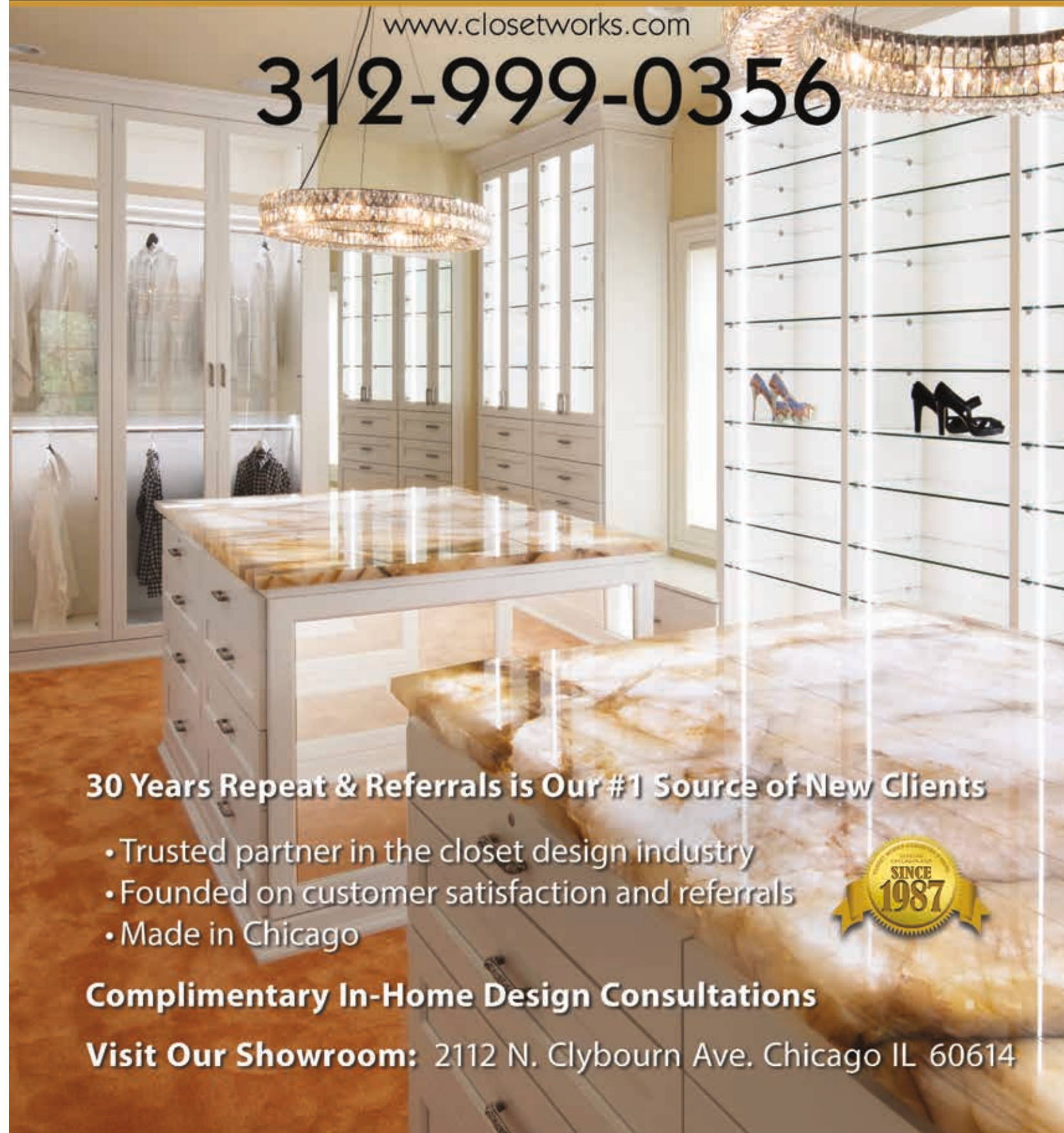


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DIANA DELEGGE

▶▶ rising star

By Brian Ramsey
Photos by Lindsay Schirk



Loving Chicago

Diana DeLegge loves her job, the people and the very city that she serves. She included it in her definition of success which is “being happy doing what you’re doing while making friends and being there to help them with their needs.” With less than four years in the industry and over \$4 million in sales last year, it appears that DeLegge has made a great career choice!

Diana attended community college for a couple of years and continued to work in the food service industry as she had done since she was fourteen years of age. Starting, of course, at the entry level, DeLegge went on to work at various chains and then later family-owned restaurants. She had the opportunity to learn a variety of jobs and the privilege to train and manage many employees. The experience taught her to love new challenges, enjoy creating solutions and to appreciate a variety of people. Those skills would later serve her well in her work with real estate.

DeLegge considers her work an adventure, as she journeys into the diverse neighborhoods and pockets of the city to find properties of interest. She has not limited herself to one area but instead sells all around Chicago. Despite the great opportunities and success, Diana notes that learning a new business comes with adjustment. She remembers having to learn the “language” of real estate sales as well as the processes which are quite different from the food service industry. She observes that creating an

“image” was a bit challenging but that aligning herself with “like-minded” agents became a key element in her survival.

Diana challenges other new agents to view real estate as a full-time job. Her most important task personally has been to devote considerable effort to the development of her mind to stay in a healthy, good mental place. She accomplishes this by eating healthier foods and exercising. The most helpful choice to support this effort comes from “hanging” with positive people. The business provides plenty of opportunities to ride an emotional rollercoaster, so Diana avoids those tracks as much as possible. She also notes that being willing to work all the time really helps.

DeLegge does enjoy some personal time as she loves to find new places to eat in the city or even cook at home. She often snowboards, rides a skateboard and plays the piano. Enjoying the culture of Chicago is very important to her, and it provides excitement and motivation for her to better herself in her work. Diana also places a premium on professional development which includes reading and interaction with good mentors.

Diana tries to improve client relationships by teaching them things that help them to navigate the process. She explains that clients must learn to select agents they trust. She wants them to be honest and even blunt, for clear communication is a key. The more open a client is, the better DeLegge can understand how to help them.

The next time you are out exploring the city, look for Diana DeLegge. She will be there enjoying Chicago and thinking about how to help that next client find a special place to build memories — in a city that is not just windy, but full of life.

Cloning Your Best Clients



By D.J. Paris

I host a weekly podcast called *Keeping it Real* (KeepingItRealPod.com) where I interview top Chicago real estate brokers to find out what they're doing to achieve high levels of success.

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As top producers you deal with a wide variety of client personalities. Some buyers and sellers are fun and satisfying and others, well, are not. What if there was a simple strategy that would get you in front of more of the clients you want to work with? Well, there is!

I call it "Cloning Your Best Clients." Don't worry, you won't need a background in gene splicing or biotechnology. I'll walk you through these simple, yet effective steps:

- Step 1** - Decide on which client you want to clone
- Step 2** - Take that client out for coffee
- Step 3** - Ask them for help meeting more people just like them
- Step 4** - Do what they suggest

Let's get more specific. I'm going to dive into each step to provide more detail and context to help you master this technique. Don't let its simplicity throw you.

Step One- Pick out a favorite real estate client. Got one selected? Next, ask yourself these two questions:

1. What is unique about this client?
2. Do I want to work with more clients like this?

Here's an example. Let's say you have a favorite client named Mary. What's unique about Mary? Well, she's a nurse and works

in a hospital. Now, would you like to work with more nurses? If the answer is yes, then proceed to step two.

Step Two- Call Mary (do not email or text) and use this exact language on the phone:

"Hi Mary! I'm going to be over by you this week — are you free for a few minutes to meet for coffee? I am in the process of putting my business plan together for 2018 and I could really use your advice."

Wait for her to accept the offer. If Mary asks what you need advice with, just say, "I wanted to get your opinion on an idea I have."

Asking someone for advice is incredibly flattering. By simply saying you need their help, you're already paying them a compliment by suggesting they have wisdom that could assist you.

Step Three- You and Mary are sitting across from each other at the coffee shop. Here's what to say next:

"Thanks, Mary, I really appreciate you taking a few minutes to meet with me. I am currently working on my 2018 business plan, and this year I would really like to work with more nurses just

like you, but I'm not sure of the best way to accomplish this. If you were me, how would you do it?"

Since Mary works with nurses, odds are she'll know exactly what to do to get you in front of them. You might hear a response like, "Well, we all go to lunch in the hospital cafeteria at noon on Tuesdays. You should drop by and I'll introduce you!" Or maybe Mary will say, "We're going out for happy hour tonight. Come with us!"

Step Four- Write down whatever Mary says and go do it! I know this sounds simple, because it is.

Your client will provide you the exact blueprint on how to get in front of more clients like them. Because you asked for their advice, they will feel honored to help you. In essence, they will have created your 2018 marketing plan for you. And all it cost you was a cup of coffee. Good luck!

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



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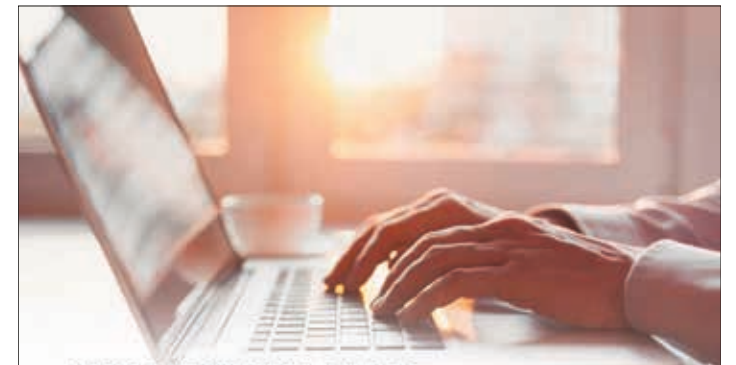


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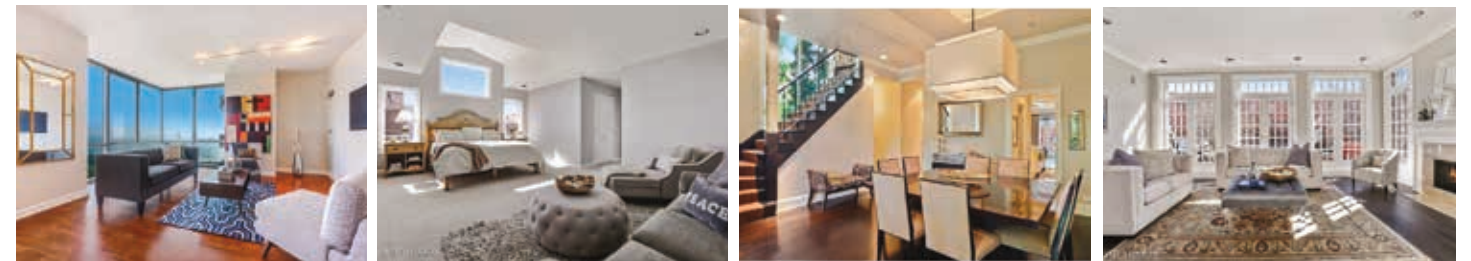
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Leveraging Your Reputation To Grow Your BUSINESS



By Jason Finn & Eric Bricker, Geek Chicago

The key to a successful real estate business is continuing to acquire new clients, month after month and year after year. Any good real estate agent can tell you that, and most bad ones probably can too. What they can't all agree upon is the best way to do that — they cannot outline a foolproof path to success.

We can.

Not so long ago, all of an agent's new business came from referrals and word of mouth. One client, satisfied with the work you did for them, told their friends, family, and colleagues, and, sure enough, some of them would give your business a call when the time came.

And the reality is that plenty of real estate brokers and salespeople still solicit the bulk of their business from personal referrals. After all, people are never going to stop talking to each other face-to-face, no matter how much time we spend on our smartphones.

But here's the thing... Today, people aren't only chatting with each other over coffee or at dinner parties. They're also taking their referrals and recommendations online.

There's a way that you can guide the online conversation around your brand for the better, helping to make sure that reviews, rankings, and testimonials all work in your favor — helping you gain new leads on the backs of your existing, satisfied clients. We call this strategy "reputation management," and it's a must-have for any business in any industry — from sales to design.

Generally, we break down successful reputation management into three interrelated parts, each of which has a major role to play in making your business stand out — for the right reasons — on the internet.

Step One: Reviews and Testimonials

As you may have observed in your own everyday searching, Google no longer just presents a list of website rankings and calls it a day; instead, results pages now also come with a "Knowledge Graph" card in the right-hand corner, offering location information, reviews, photos, and everything else Google knows about the business. Facebook, too, now emphasizes reviews and testimonials on business profile pages.

And this is to say nothing of the industry-specific spaces that aggregate reviews and rankings about you and your competitors, including Zillow, Trulia, Realtor.com, Yelp, HomeAdvisor, Redfin, and Houzz, among others. Today, in fact, many people start their search for a Realtor® (or a designer, architect, or other service provider) by going straight to one of these listing sites. What's more, your potential clients really do base their purchasing decisions around sites like these; in fact, 88 percent of consumers say they trust online reviews as much as personal recommendations, and 72 percent say that a positive review can improve their opinion of a local brand, according to SearchEngineLand.com.

With that in mind, it's important that you position your brand highly within these online spaces, where reviews, testimonials, and client feedback can be the difference between getting that new client, or having them move on to the next agent.

The key is to make sure that these sites work for you (and not someone else) by continuing to garner new "five-star" reviews on a regular basis and to avoid the negative ones. Aside from the old adage of pleasing all the people all the time, how can you do that?

Well, here at Geek Chicago, we partner with a national reputation management service to offer our clients access to a review management tool with a proven track record of success. Essentially, we'll set up a workflow that lets you automatically reach out to your clients via text or email after they're under contract (either) for sale or purchase, encouraging them to rate and review your place on a variety of sites.

Establishing this line of communication early will help you encourage your happiest clients to post glowing reviews. At the same time, reaching out like this allows you to "park" negative reviews; to that end, just giving less-satisfied clients a chance to vent privately to you over email could well prevent them from ever posting a negative public review in the first place.

The most important thing to know is that you don't have to leave the word-of-mouth about your business up to chance! Instead, have a process to steer the conversation in the right direction. Even better, once you've accrued customer reviews, stories, and testimonials, you can always repurpose them as user-generated content. (Hint: see step three!)

Step Two: Search Engine Optimization, or SEO

According to a report from Zillow, a full 87 percent of homebuyers use "online resources" to begin the search for their home, and a quarter of all buyers find the agent that they end up working with online.

And among "online resources," search engines such as Google and Bing will always be a solid launching point for consumers looking for help and guidance when it comes to their home. Is your real estate business reaching this massive audience of eager searchers, ready to do business?

In order to dominate the conversation on Google search ranking pages, you'll need a solid, local SEO strategy in place. Like any great dish, successful SEO requires a few different ingredients working in harmony, including:

- A responsive, well-designed website
- Compelling content, optimized for searches
- Accurate and up-to-date location tags and information
- An emphasis on mobile design

That last point, in particular, is worth noting. Today, more users are using smartphones than ever before: 56 percent of those looking for a home use their smartphone to research and contact

home professionals, for instance. If your site isn't attractive, responsive, and functional on mobile devices—and according to Yahoo Small Business, up to 91 percent of business's websites aren't—users won't hesitate to move on to the home pro who makes a better first impression.

Step Three: Social Media and Email Marketing

So far, we've talked about reputation management in terms of what it takes — and what it can do — to get new customers to your brand for the first time. But what about those who you can turn into lifelong friends and partners, ready to turn to you for the next project, the next home or the next consultation?

Can reputation management and digital marketing actually help keep your clients coming back? Yes! There are a ton of things your local business can do to encourage loyalty and retention — and it's important that you do since a loyal customer is worth up to 10-times as much as the value of their first purchase! Most of these strategies take place over two main digital channels: social media and email.

When it comes to social media, including Facebook, Twitter, and Instagram, it's important that you remain active on your pages and profiles and really foster a sense of community between your brand and your existing and former clients; remember, after all, that it takes a village, not just one house.

To that end, take care to respond to positive and negative feedback and answer any customer queries; pose questions and polls; offer up interesting blog posts and fresh visual content; and don't be afraid to give your dedicated fans a "peek behind the curtain" with behind-the-scenes stories or insights.

You can also use social media, particularly Facebook, as a paid advertising channel; the platform's sophisticated targeting tools make it easy to identify and appeal to a narrow audience, including users who've already searched for, or otherwise showed an interest in, your brand, a process that we call "remarketing."

Email marketing is also a powerful tool for retention and reputation management; hitting up your past clients in their inbox with compelling deals, blog content, or community-focused event invitations can be a great way to make sure that you're top of mind the next time they need help with their home.

Curious about what it would take to execute this three-part reputation management plan for your real estate business? Drop us a line with any or all of your digital marketing concerns! We're here and always ready to help you set up your internet "forever home."



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Dennis Huyck

A PASSION, NOT A JOB

agent feature ◀◀

By **Brian Ramsey** Photos by **Lindsay Schirk**

Dennis Huyck has built a career helping people as a real estate advisor. Sure, he does what most realtors do, but with an attitude that no job is too large or small. Huyck has been a long time consistent producer (over \$35 million in 2016) helping families with their moving needs and with the navigation of the often “tricky” developments that accompany real estate sales. For Huyck, the attitude toward clients drives his servant spirit.

Huyck moved to Chicago after high school to study business and marketing at Loyola University. Upon graduation, Dennis worked in the licensed apparel clothing and promotional products business. He even had the privilege of working with men who eventually led some well-known companies. In time, the market forced Dennis to shift his focus to technology sales. He began with a large data storage company and ended with a small technology re-sale business. Throughout this time, Huyck was establishing his path and learning about how businesses functioned. At the urging of his brother-in-law, who was a small developer, Dennis obtained his license in 2001 and started selling real estate part-time.

Dennis’ connections to his brother-in-law and a local builder spawned some quicker growth to his real estate work. It was enough time for him and his wife to enjoy the spoils of real estate success before the market crashed. When the real estate market took the downturn, it was a wake-up call for Huyck. From 2008 to 2009, his business dropped to one third. Dennis notes that all too often, agents can become victims of their own success. He made some major business philosophy changes that in time have only strengthened his family and work. As time progressed, Huyck also became aware of the need for expanding his workforce, so he started a team. He observes that managing others requires much more wisdom and a new skill set that he labors hard to develop.

Huyck defines success as something that is captured in the experience of the clients. He knows that his reputation is “on the line” and that pleased customers lead to more business and referrals. He tries to help clients by keeping the communication lines open, telling the truth and by giving families that facts regardless of how they might feel about them. He notes that agents sometimes

try to become too “strategic” and that most people want to understand exactly where they stand.

Dennis has been married to his wife, Kathleen, for 17 years. They have two children: Dylan (daughter, 8) and Kieran (son, 6). He has the privilege of coaching soccer for both children’s teams, so the Huyck family is often found near a soccer field when not concentrating on real estate.

For those who are considering real estate, Huyck gives some pointed advice. The job is not as flexible as many may think. He always feels “on call.” Newer agents must commit to systems before the business comes. That way, they can be proactive and not just reactive. Dennis explains, “It sounds too simple, but every agent must let everyone know what he or she does. We have all been caught by that neighbor or friend who says that they did not know that we sold real estate.”

One can discover the passion of Dennis Huyck through conversation or better yet, through engaging him in business. For Huyck, it is what he loves to do, and it has never seemed like work.

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jeffrey	Lowe	175	\$165,749,763	77	\$83,963,842	252	\$249,713,605
2	Emily	Sachs Wong	85	\$112,222,000	45	\$55,820,500	130	\$168,042,500
3	Mario	Greco	191	\$111,695,865	65	\$43,209,493	256	\$154,905,358
4	Matt	Laricy	108	\$45,180,940	183	\$90,838,450	291	\$136,019,390
5	Leigh	Marcus	196	\$113,111,358	34	\$22,745,217	230	\$135,856,575
6	Jennifer	Ames	71	\$70,189,500	43	\$44,913,000	114	\$115,102,500
7	Karen	Biazar	144	\$87,036,027	28	\$14,695,700	172	\$101,731,727
8	Barbara	O'Connor	79	\$50,880,515	41	\$23,983,900	120	\$74,864,415
9	Colin	Hebson	43	\$45,153,412	22	\$24,087,592	65	\$69,241,004
10	Chezi	Rafaeli	32	\$47,459,500	15	\$21,348,000	47	\$68,807,500
11	Sophia	Klopa	65	\$44,278,763	39	\$23,944,426	104	\$68,223,189
12	Jennifer	Mills	68	\$42,181,950	40	\$23,489,235	108	\$65,671,185
13	Joe	Zimmerman	63	\$32,904,018	55	\$32,071,650	118	\$64,975,668
14	Timothy	Salm	34	\$47,873,550	10	\$16,231,500	44	\$64,105,050
15	Melissa	Govedarica	73	\$54,435,850	4	\$6,604,900	77	\$61,040,750
16	Millie	Rosenbloom	30	\$35,712,150	22	\$22,700,760	52	\$58,412,910
17	Bari	Levine	45	\$22,742,575	62	\$34,731,368	107	\$57,473,943
18	Melanie	Giglio	56	\$37,966,069	32	\$18,057,309	88	\$56,023,378
19	Brad	Lippitz	48	\$33,895,733	28	\$21,660,800	76	\$55,556,533
20	Joanne	Nemerovski	22	\$38,752,500	11	\$15,711,856	33	\$54,464,356
21	Timothy	Sheahan	43	\$42,530,650	14	\$8,634,400	57	\$51,165,050
22	Joshua	Weinberg	34	\$15,421,500	52	\$35,538,547	86	\$50,960,047
23	Kathleen	Malone	37	\$39,389,250	9	\$11,154,000	46	\$50,543,250
24	Grigory	Pekarsky	22	\$7,935,650	107	\$39,456,118	129	\$47,391,768
25	Scott	Newman	82	\$22,006,325	60	\$25,067,847	142	\$47,074,172
26	Marlene	Granacki	19	\$25,998,613	11	\$19,763,563	30	\$45,762,176
27	Elizabeth	Brooks	54	\$45,549,497	0	\$0	54	\$45,549,497
28	Debra	Dobbs	13	\$17,870,000	22	\$26,479,750	35	\$44,349,750
29	Lisa	Madonia	13	\$32,480,000	6	\$11,292,500	19	\$43,772,500
30	Nancy	Tassone	20	\$23,946,000	16	\$19,295,000	36	\$43,241,000
31	Matthew	Liss	40	\$22,444,400	32	\$20,643,550	72	\$43,087,950
32	Sam	Shaffer	27	\$11,071,000	67	\$31,496,594	94	\$42,567,594
33	Carrie	Mccormick	53	\$32,969,074	18	\$8,480,854	71	\$41,449,928
34	Daniel	Close	6	\$2,345,000	63	\$38,798,052	69	\$41,143,052

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Robert	Picciariello	108	\$39,865,755	2	\$1,180,250	110	\$41,046,005
36	Frank	Montro	173	\$32,473,250	59	\$8,498,997	232	\$40,972,247
37	Michael	Shenfeld	29	\$19,287,725	29	\$19,266,000	58	\$38,553,725
38	Nicholas	Colagiovanni	27	\$18,895,750	26	\$19,364,000	53	\$38,259,750
39	Amanda	Mcmillan	35	\$14,453,000	44	\$23,639,040	79	\$38,092,040
40	Jason	O'Beirne	48	\$31,944,775	19	\$5,504,100	67	\$37,448,875
41	Philip	Skowron	13	\$16,901,000	17	\$20,251,117	30	\$37,152,117
42	Ryan	Preuett	16	\$22,089,500	15	\$15,033,000	31	\$37,122,500
43	Sam	Jenkins	33	\$28,440,111	9	\$8,501,500	42	\$36,941,611
44	Ivona	Kutermankiewicz	38	\$27,076,899	12	\$8,947,900	50	\$36,024,799
45	Katharine	Waddell	41	\$18,826,300	32	\$16,835,300	73	\$35,661,600
46	Christine	Paloian	27	\$32,370,250	7	\$3,159,500	34	\$35,529,750
47	Melissa	Siegal	38	\$17,183,600	32	\$17,995,415	70	\$35,179,015
48	Layching	Quek	1	\$769,000	52	\$33,473,500	53	\$34,242,500
49	D	Waveland Kendt	31	\$19,762,500	33	\$14,245,550	64	\$34,008,050
50	Julie	Harron	9	\$11,218,000	8	\$22,090,000	17	\$33,308,000

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TOP 200 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Rachel	Krueger	15	\$17,465,250	11	\$15,093,500	26	\$32,558,750
52	Ian	Schwartz	31	\$18,676,900	13	\$13,773,010	44	\$32,449,910
53	Michael	Rosenblum	23	\$15,210,150	20	\$17,143,500	43	\$32,353,650
54	Owen	Duffy	43	\$24,078,600	15	\$7,933,300	58	\$32,011,900
55	Jacqueline	Colando	69	\$29,169,750	5	\$2,649,000	74	\$31,818,750
56	Beata	Gaska	28	\$26,332,000	10	\$5,128,000	38	\$31,460,000
57	Elizabeth	Ballis	26	\$22,948,500	11	\$8,376,500	37	\$31,325,000
58	Nadine	Ferrata	31	\$20,889,500	14	\$10,134,000	45	\$31,023,500
59	Amy	Pritchard	22	\$20,156,702	9	\$10,823,070	31	\$30,979,772
60	Margaret	Baczkowski	20	\$18,359,000	11	\$12,222,100	31	\$30,581,100
61	Michael	Tolliver	5	\$15,015,000	6	\$14,957,900	11	\$29,972,900
62	Michael	Hall	45	\$23,291,767	15	\$6,432,500	60	\$29,724,267
63	David	Wienczek	16	\$26,265,000	4	\$3,431,700	20	\$29,696,700
64	Anthony	Madonia	26	\$24,635,981	5	\$3,868,250	31	\$28,504,231
65	Juliana	Yeager	25	\$13,750,500	13	\$14,740,150	38	\$28,490,650
66	Zane	Jacobs	54	\$28,030,583	0	\$0	54	\$28,030,583
67	Dennis	Huyck	42	\$20,703,500	15	\$7,265,900	57	\$27,969,400
68	Scott	Berg	58	\$25,925,900	4	\$1,947,500	62	\$27,873,400
69	Scott	Curcio	44	\$14,833,158	30	\$11,798,003	74	\$26,631,161
70	Alishja	Ballard	29	\$12,001,199	30	\$14,604,523	59	\$26,605,722
71	Gary	Lucido	24	\$11,276,500	26	\$15,249,250	50	\$26,525,750
72	Eudice	Fogel	14	\$11,021,450	17	\$14,998,250	31	\$26,019,700
73	Linda	Levin	12	\$15,698,500	13	\$10,271,500	25	\$25,970,000
74	Bruce	Glazer	15	\$6,834,500	35	\$18,941,660	50	\$25,776,160
75	Joel	Holland	18	\$6,809,400	35	\$18,837,741	53	\$25,647,141
76	Michael	Vrieling	17	\$7,083,400	19	\$18,529,339	36	\$25,612,739
77	Sarah	Ziehr	59	\$25,216,122	1	\$368,500	60	\$25,584,622
78	Joshua	Lipton	13	\$7,841,680	31	\$17,729,650	44	\$25,571,330
79	Janet	Owen	9	\$19,580,000	4	\$5,840,000	13	\$25,420,000
80	Lance	Kirshner	32	\$12,325,600	25	\$13,002,600	57	\$25,328,200
81	Nicholaos	Voutsinas	0	\$0	54	\$25,307,972	54	\$25,307,972
82	Eugene	Fu	20	\$18,298,000	6	\$6,839,000	26	\$25,137,000
83	Steven	Powers	13	\$6,615,900	30	\$18,269,800	43	\$24,885,700
84	Steve	Meyer	52	\$23,483,150	2	\$1,398,350	54	\$24,881,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Natasha	Motev	14	\$16,954,750	8	\$7,782,000	22	\$24,736,750
86	Cindy	Weinreb	7	\$3,168,775	42	\$21,509,050	49	\$24,677,825
87	Chris	Bauer	30	\$12,252,800	25	\$12,304,125	55	\$24,556,925
88	Karen	Ranquist	16	\$19,758,155	5	\$4,702,760	21	\$24,460,915
89	Lisa	Sanders	51	\$17,764,627	22	\$6,582,700	73	\$24,347,327
90	Deborah	Hess	30	\$10,607,450	31	\$13,714,945	61	\$24,322,395
91	Jennifer	Liu	59	\$24,163,458	0	\$0	59	\$24,163,458
92	Gail	Spren	34	\$15,738,425	11	\$8,364,000	45	\$24,102,425
93	Jeanine	Wheeler	26	\$15,007,700	15	\$9,061,500	41	\$24,069,200
94	Elizabeth	August	20	\$21,557,751	5	\$2,461,065	25	\$24,018,816
95	Jason	Vondrachek	37	\$21,366,600	3	\$2,258,500	40	\$23,625,100
96	Daniel	Glick	16	\$19,681,400	3	\$3,937,000	19	\$23,618,400
97	Danny	Lewis	24	\$10,833,088	22	\$12,469,525	46	\$23,302,613
98	Radim	Mandel	28	\$14,316,300	18	\$8,892,500	46	\$23,208,800
99	Sam	Boren	0	\$0	44	\$23,068,600	44	\$23,068,600
100	Philip	Schwartz	33	\$11,149,025	27	\$11,652,388	60	\$22,801,413

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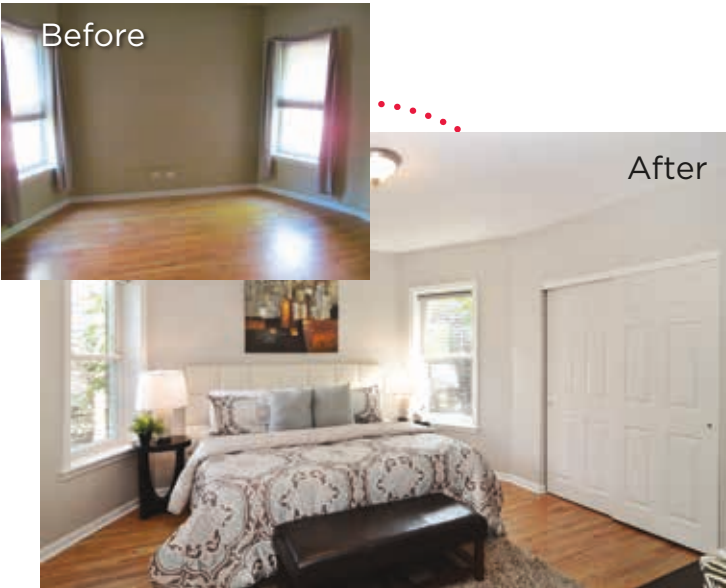
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Attorneys at Law

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TOP 200 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Carol Ann	Edwards-Nasser	9	\$11,842,250	9	\$10,627,540	18	\$22,469,790
102	Edward	Jelinek	21	\$8,491,900	22	\$13,919,750	43	\$22,411,650
103	Greg	Whelan	0	\$0	40	\$22,317,750	40	\$22,317,750
104	Sara	Mccarthy	21	\$9,120,800	26	\$13,109,150	47	\$22,229,950
105	Nicholas	Apostal	26	\$11,660,300	17	\$10,463,834	43	\$22,124,134
106	Kristi	Gunther	14	\$15,379,375	5	\$6,740,625	19	\$22,120,000
107	Santiago	Valdez	46	\$14,478,500	25	\$7,566,000	71	\$22,044,500
108	Helaine	Cohen	5	\$2,837,500	20	\$19,184,500	25	\$22,022,000
109	Ryan	Huyler	13	\$9,643,725	20	\$12,353,900	33	\$21,997,625
110	Terri	Mcauley	16	\$10,931,000	16	\$10,918,579	32	\$21,849,579
111	Armando	Chacon	18	\$14,162,000	13	\$7,634,000	31	\$21,796,000
112	Julie	Busby	10	\$7,297,000	18	\$14,476,950	28	\$21,773,950
113	Naomi	Wilkinson	10	\$14,140,000	5	\$7,615,000	15	\$21,755,000
114	Christopher	Mundy	19	\$9,759,250	18	\$11,670,486	37	\$21,429,736
115	Katherine	Malkin	8	\$16,705,612	2	\$4,425,000	10	\$21,130,612
116	Chaz	Walters	16	\$10,143,400	15	\$10,767,000	31	\$20,910,400
117	Ryan	Gossett	18	\$7,889,875	25	\$12,956,697	43	\$20,846,572
118	Harold	Blum	21	\$15,829,000	7	\$4,816,400	28	\$20,645,400
119	Richard	Anselmo	21	\$14,135,500	11	\$6,465,000	32	\$20,600,500
120	Nathan	Brecht	46	\$20,458,200	0	\$0	46	\$20,458,200
121	Patricia	Young	16	\$14,227,700	7	\$6,008,888	23	\$20,236,588
122	Thomas	Moran	16	\$15,797,000	7	\$4,195,000	23	\$19,992,000
123	Greg	Nagel	18	\$9,919,750	12	\$9,989,000	30	\$19,908,750
124	Richard	Kasper	15	\$17,795,313	2	\$2,105,000	17	\$19,900,313
125	Michael	Vesole	47	\$14,687,040	7	\$5,176,100	54	\$19,863,140
126	Andrea	Hebner	14	\$14,943,432	5	\$4,808,500	19	\$19,751,932
127	Brooke	Vanderbok	18	\$8,895,500	17	\$10,851,718	35	\$19,747,218
128	Michael	Maier	24	\$13,765,100	11	\$5,968,500	35	\$19,733,600
129	Danielle	Dowell	20	\$12,216,703	15	\$7,447,715	35	\$19,664,418
130	Keith	Tarasiewicz	0	\$0	41	\$19,492,700	41	\$19,492,700
131	Harry	Maisel	15	\$8,974,080	9	\$10,516,500	24	\$19,490,580
132	Leila	Zammatta	6	\$8,838,000	8	\$10,427,500	14	\$19,265,500
133	Laura	Topp	15	\$6,035,500	18	\$13,157,000	33	\$19,192,500
134	Erin	Mandel	19	\$11,188,130	12	\$7,928,082	31	\$19,116,212

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Brent	Hall	25	\$16,394,037	4	\$2,653,400	29	\$19,047,437
136	Brady	Miller	18	\$5,983,500	40	\$12,995,050	58	\$18,978,550
137	Mark	Zipperer	20	\$8,338,150	25	\$10,601,844	45	\$18,939,994
138	Hasani	Steele	42	\$14,729,450	15	\$4,204,150	57	\$18,933,600
139	John	Huebner	13	\$6,658,000	22	\$12,247,000	35	\$18,905,000
140	Arthur	Cirignani	150	\$18,327,526	6	\$569,671	156	\$18,897,197
141	Pamela	Rueve	19	\$12,948,000	11	\$5,847,900	30	\$18,795,900
142	Jeffrey	Proctor	26	\$10,835,050	13	\$7,921,900	39	\$18,756,950
143	Connie	Engel	18	\$9,131,000	19	\$9,507,000	37	\$18,638,000
144	Jill	Silverstein	5	\$5,170,000	18	\$13,445,750	23	\$18,615,750
145	Nancy	Mcadam	16	\$13,003,000	7	\$5,594,600	23	\$18,597,600
146	Cynthia	Sodolski	15	\$11,608,025	9	\$6,987,900	24	\$18,595,925
147	Samantha	Porter	24	\$16,122,500	5	\$2,447,694	29	\$18,570,194
148	Alfredo	Medina	38	\$18,559,300	0	\$0	38	\$18,559,300
149	Weston	Harding	20	\$10,301,600	18	\$8,190,000	38	\$18,491,600
150	Nick	Rendleman	14	\$4,487,300	34	\$13,991,400	48	\$18,478,700

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TOP 200 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Jennifer	Teadt Long	17	\$6,804,018	27	\$11,634,640	44	\$18,438,658
152	Susie	Pearson	18	\$11,427,500	12	\$7,010,215	30	\$18,437,715
153	Lisa	Mcmillan	22	\$15,496,778	5	\$2,880,000	27	\$18,376,778
154	Erlend	Candea	23	\$13,898,500	3	\$4,431,000	26	\$18,329,500
155	George	Morgan	21	\$9,064,125	15	\$9,163,268	36	\$18,227,393
156	Michael	Olszewski	107	\$15,336,869	13	\$2,828,250	120	\$18,165,119
157	Rizwan	Gilani	16	\$7,467,000	20	\$10,654,935	36	\$18,121,935
158	Beth	Wexner	4	\$4,635,000	7	\$13,376,340	11	\$18,011,340
159	John	Berdan	12	\$4,154,900	34	\$13,832,350	46	\$17,987,250
160	Christie	Ascione	17	\$9,531,600	9	\$8,383,400	26	\$17,915,000
161	Hunter	Andre	8	\$7,263,000	12	\$10,546,300	20	\$17,809,300
162	Robert	Safranski	19	\$10,682,500	15	\$7,121,900	34	\$17,804,400
163	Hayley	Westhoff	11	\$5,908,500	13	\$11,809,085	24	\$17,717,585
164	Gregory	Goldstein	0	\$0	48	\$17,677,500	48	\$17,677,500
165	Ken	Jungwirth	16	\$7,780,499	11	\$9,697,500	27	\$17,477,999
166	Amy	Duong	17	\$7,075,000	12	\$10,390,500	29	\$17,465,500
167	Qiankun	Chen	11	\$2,673,000	51	\$14,717,288	62	\$17,390,288
168	Brian	Grossman	17	\$11,623,700	6	\$5,687,000	23	\$17,310,700
169	Nancy	Hotchkiss	36	\$11,969,900	16	\$5,253,500	52	\$17,223,400
170	Ted	Guarnero	11	\$4,537,800	27	\$12,682,800	38	\$17,220,600
171	Sundeeep	Lamba	56	\$13,592,070	28	\$3,580,901	84	\$17,172,971
172	Camille	Canales	5	\$1,722,613	34	\$15,331,525	39	\$17,054,138
173	Rubina	Bokhari	11	\$7,127,000	17	\$9,837,000	28	\$16,964,000
174	Brett	Novack	22	\$11,284,200	12	\$5,633,900	34	\$16,918,100
175	Melanie	Stone	6	\$2,218,000	36	\$14,573,800	42	\$16,791,800
176	Stephanie	Cutter	27	\$10,634,500	14	\$6,146,500	41	\$16,781,000
177	Robert	Sullivan	14	\$6,675,500	14	\$10,049,500	28	\$16,725,000
178	George	Selas	19	\$7,905,200	18	\$8,779,000	37	\$16,684,200
179	Phillip	Buoscio	23	\$11,673,864	9	\$4,910,400	32	\$16,584,264
180	Beth	Gomez	12	\$7,665,500	9	\$8,865,200	21	\$16,530,700
181	Michael	Saladino	21	\$7,017,900	30	\$9,473,000	51	\$16,490,900
182	Monique	Pieron	17	\$12,287,199	5	\$4,033,199	22	\$16,320,398
183	Leslie	Glazier	12	\$8,574,000	12	\$7,617,777	24	\$16,191,777
184	Tim	Litchford	149	\$16,139,463	0	\$0	149	\$16,139,463

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Suzanne	Gignilliat	11	\$13,148,000	2	\$2,985,326	13	\$16,133,326
186	Gwen	Stark	21	\$8,787,100	12	\$7,324,775	33	\$16,111,875
187	Phil	Byers	19	\$7,126,200	19	\$8,929,399	38	\$16,055,599
188	Tara	Leinenweber	43	\$16,040,991	0	\$0	43	\$16,040,991
189	Landon	Harper	12	\$8,833,500	13	\$7,160,000	25	\$15,993,500
190	Pasquale	Recchia	19	\$7,657,150	16	\$8,330,900	35	\$15,988,050
191	Kenneth	Dooley	13	\$8,973,769	10	\$6,992,000	23	\$15,965,769
192	Alice	Berger	14	\$8,377,500	9	\$7,584,000	23	\$15,961,500
193	Paul	Barker	23	\$12,565,400	7	\$3,298,000	30	\$15,863,400
194	Lucas	Blahnik	12	\$6,712,000	17	\$9,117,500	29	\$15,829,500
195	David	Smith	1	\$220,000	32	\$15,608,750	33	\$15,828,750
196	Monique	Crossan	6	\$5,258,000	5	\$10,567,500	11	\$15,825,500
197	Charese	David	19	\$10,271,900	10	\$5,541,500	29	\$15,813,400
198	Michael	Kelly	19	\$8,063,000	15	\$7,724,900	34	\$15,787,900
199	Mark	Keppy	21	\$6,465,350	19	\$9,321,500	40	\$15,786,850
200	R. Matt	Leutheuser	9	\$7,988,500	6	\$7,774,500	15	\$15,763,000

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