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STANDINGS

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**RISING STAR:**

**Collin Wasiak**

**THE VALUE OF COFFEE & DONUTS:**

**Lindsey Richardson**

**RE-PRODUCERS:**

**Matt & Nicole Laricy**

**FROM THE SCHOOL OF HARD KNOCKS:**

**John Floros & Nick Nastos**

**SPRING EVENT, MAY 23**

**12pm–2:30pm | Rhine Hall Distillery**  
Details on Page 12

APRIL 2019





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# TABLE OF CONTENTS




**12**  
Spring Event at Rhine Hall Distillery



**16**  
Agent Feature: Lindsey Richardson



**22**  
Agent Feature: John Floros and Nick Nastos



**28**  
RE- Producers: Matt and Nicole Laricy




**32**  
Cover Story: Kate Waddell



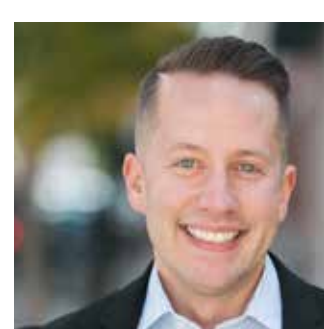
**40**  
Be an Opportunity Shark by Grigory Pekarsky



**46**  
Staying In Touch After the Sale With LinkedIn and Facebook



**50**  
Rising Star: Collin Wasiak



**56**  
How to Prioritize and Still Have Fun by Benjamin Turbow



**58**  
Partner Spotlight: Joel Schaub



**64**  
WINTER EVENT PHOTOS



**72**  
Top 200 Standings

# MEET THE CHICAGO

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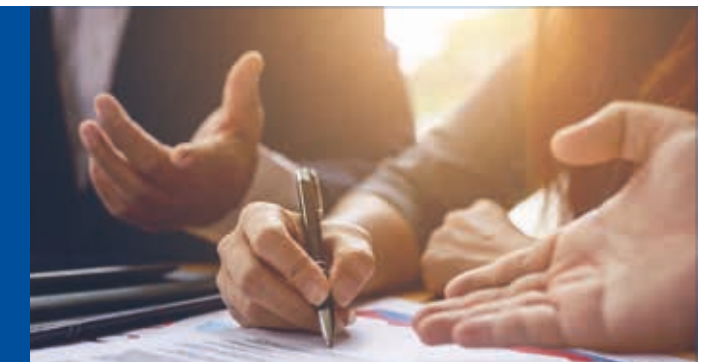


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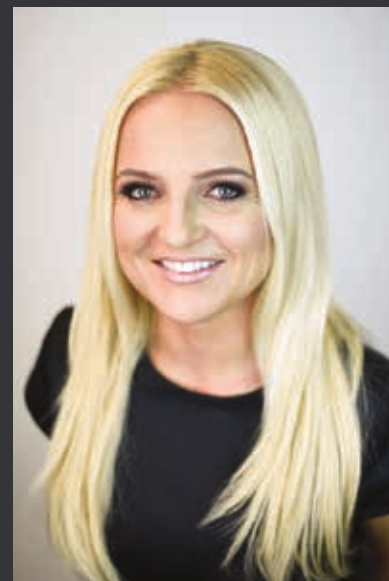
Ania Kozera has over **fifteen years** of mortgage industry experience, accumulating her knowledge from various brokers, mortgage banks and lenders. She is a **four-time** Chicago Magazine 5 Star winner with a primary focus on providing the best customer service experience possible through her understanding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

-Julie D.

“I could have not asked for someone more dedicated and accurate at what she does. The whole transaction from beginning to end was smooth and in reasonable time frame. Thank you Ania for your excellent services.

-Michelle B.



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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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# Publisher's note

One thing I love about Chicago winters is the camaraderie that it brings to my neighborhood. Don't get me wrong, I'm overjoyed that spring is in the air. But I never experienced this kind of community connection while growing up in Southern California. We currently live on a corner lot so it takes time for me to shovel our patio and sidewalk when it snows. For the past several years, my wife has gently encouraged me to purchase a snow blower to which I have stubbornly refused because I justify that shoveling snow is a "forced workout." I'm sure I will cave one day to her request when my back goes out.

It's almost as if it's us Chicagoans vs. the elements. I've helped people in my neighborhood dig their cars out of parking spots, put a car floor mat under the tire to help the vehicle gain traction when it's too slippery, and salt more than our fair share of sidewalk real estate. When someone is stuck, the look on their face is sheer elation when you help them on their way.

I was recently on the receiving end of some aid when we had a pipe burst in our basement. I happened to be out of town and was overwhelmed with gratitude when two guys from my church rushed over to help my wife stop the water and repair the damage. I'm now looking forward to a time when I have the opportunity to lend a hand to them in the future.

Just like the genuine camaraderie that exists in winter, we also have our own tight-knit neighborhood that is bonded together for the common purpose of adding value to the Chicago real estate industry and celebrating milestones and accomplishments. Don't miss our new feature *Chicago RE-Producers* where we will share about new babies born in our community. Meet our first featured RE-Producers, Matt and Nicole Laricy and their son, Rhône, on page 28.

Our event photos on page 64 remind me of the selfless community we have. Everything we do isn't possible without, well, YOU! Kate Waddell, our cover story, is a walking testimony of this as she candidly states in her article, "I'm all about the person, never the deal."

I can't wait to reconnect with everyone on May 23 from 12pm-2:30pm at Rhine Hall Distillery (2010 W. Fulton St) at our spring event!



Yours in Success,  
**Andy Burton**  
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# SPRING EVENT

## @ RHINE HALL DISTILLERY

THURSDAY, MAY 23, 12 P.M. – 2:30 P.M.

RHINE HALL



Rhine Hall Distillery is located in West  
Fulton Market  
Food and Drinks Provided  
Must RSVP; Limited Capacity  
Private Event for Chicago Real Producers  
and Preferred Partners Only



2010 W. FULTON ST. CHICAGO, IL 60612



### OUR STORY

Owned and operated by a father-daughter team, Charlie and Jenny Solberg opened Rhine Hall in 2013 with a dream to produce local, handcrafted spirits. Our special recipe and process were developed by Charlie and best friend, Stan the Man, with help from family and friends on both sides of the Atlantic. In the tasting room, we invite you to learn our story, taste our spirits, and enjoy a selection of cocktails all made with the spirits that we distill in house. We are excited and honored to host the *Chicago Real Producers* spring event on May 23!

### WHAT IS FRUIT BRANDY?

At Rhine Hall, we focus on the production of fruit brandy with an emphasis on how it is produced throughout Europe. Fruit brandy has many names across the globe, including eau de vie, schnapps, slivovitz, calvados, Rijeka, and many more. Our process starts with thousands of pounds of fresh fruit sourced from local farms, which is chopped, fermented, distilled, and bottled in-house. We have been perfecting our recipe for over 40 years and create a fruit brandy in its most pure form. No flavorings, sweeteners, or neutral spirits are added — each bottle contains roughly 25 pounds of fruit and that's it! This gives us a spirit that is not sweet but embodies the essence of the fruit in both taste and aroma.



Contact  
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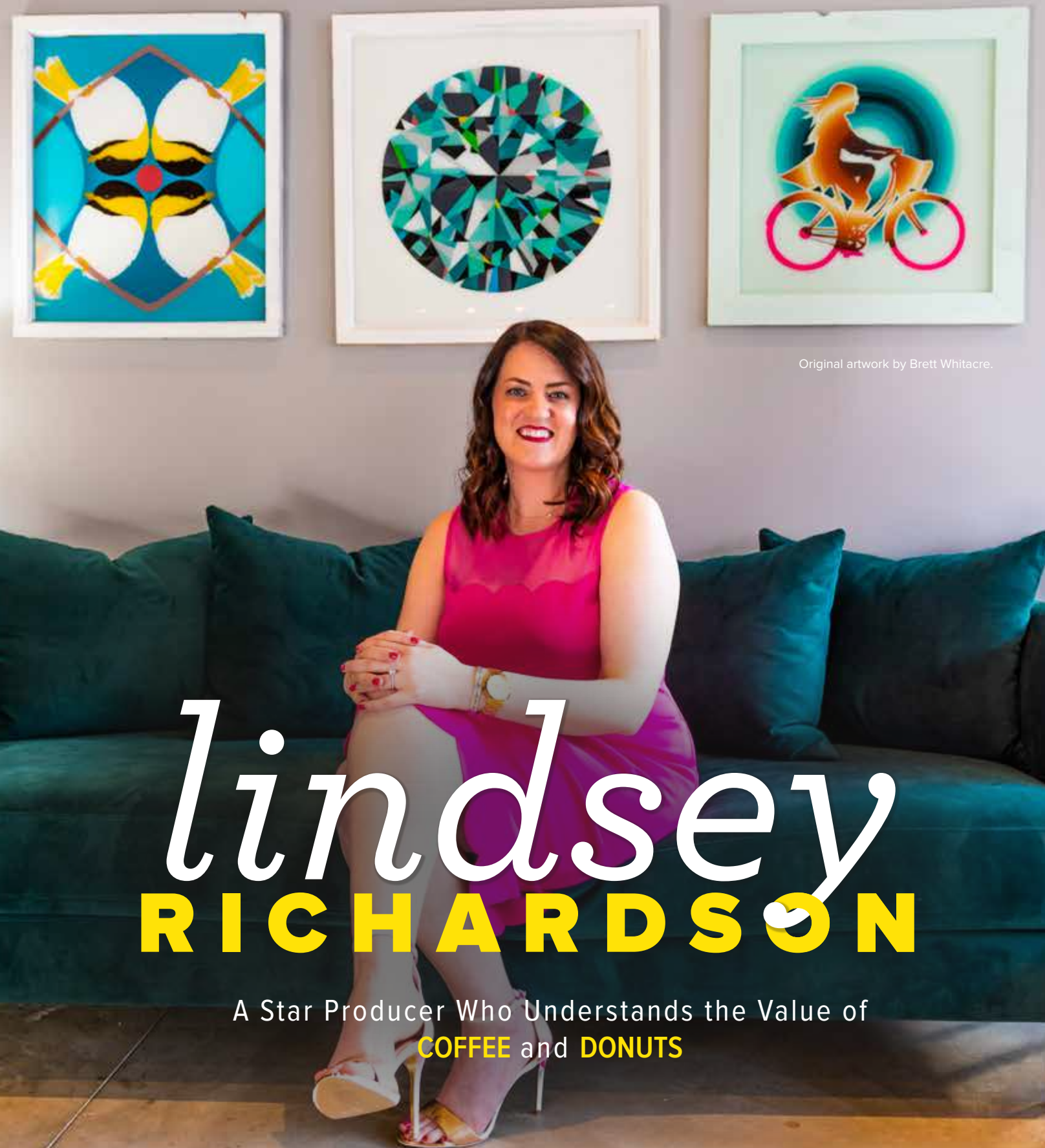
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Original artwork by Brett Whitacre.

# *lindsey* **RICHARDSON**

A Star Producer Who Understands the Value of  
**COFFEE** and **DONUTS**



One of Chicago's top producers, Lindsey Richardson, possesses a natural ability to connect with all types of people. Growing up in a small town in northern Michigan, she dreamed of living in the big city. She explains, "A small town wasn't really my jam.

I always told my mom when I was a little girl that "when I grow up, I want to live in the city." Lindsey loved the hustle and bustle of the cities that she saw on TV. The middle child of three children, she was the first in her family to go to college...one of her many accomplishments that she takes pride in.

Tragedy hit Lindsey's life when her mother died in a freak accident while Lindsey was in college. Looking to make a fresh start, she thought to herself, "I'm young and life is unfolding in front of me. Let me try something I've always dreamed of." She moved to Chicago the day after her college graduation in 2007. She was finding her own way because didn't have the fortune of having a lot of guidance at the time. She settled on an apartment in the South Loop and got a job managing a Jimmy John's. But she always had an interest in real estate and decided to give it a try. She found a REALTOR® to mentor her and became his assistant right when the market was tanking in 2008.

She was young when she started out, and she discovered that because she also looked young, getting people to trust her with a deal was hard. It was an obstacle she quickly tackled. Lindsey explains, "When I started, a lot of successful varsity agents were getting out of the industry. So I really didn't know any different. For me, the idea of being able to sell a place and make a few thousand dollars was really a huge deal. Not knowing anything and being a little naive was probably good off the bat."

At the time, she was training with her mentor who was doing a lot of short sales. She learned how to navigate the sales process with an agent who had loads of integrity. Watching how well he treated his clients when they were losing their homes made a huge impression on her. These situations were emotionally difficult for her to watch and made her more sensitive to her clients' needs. A tough market like that thins the herd, and this experience really shaped her as an agent. She says, "It makes me the problem-solving agent that I am today."

She started out in the South Loop, and when she would do open houses in buildings, she was always kind to the doormen, and she would make a point to bring them coffee and donuts in the morning. As she says, "Because who doesn't like coffee and donuts?" She continues, "I thought, 'Well, if we're going to be seeing each other every morning then we might as well be friendly.'" Through those coffees and donuts, she developed good relationships with doormen and managers in the South Loop. She started receiving a lot of referrals from doormen and managers because she has fostered these relationships. Today, 40 percent of her business is referral-based and 43 percent are repeat clients.

The things she loves most about real estate are the people and the opportunities. She explains, "In real estate, the sky really is the limit. You just have to really want it." She treats her clients like they are family. Her strong emotional intelligence is one of her keys to success. She tries to put herself in other people's shoes, and be on an eye-to-eye level with her clients. She considers herself an advocate for her clients.



Lindsey with her fiancé, Hamet Diouf, at their engagement celebration with friends.



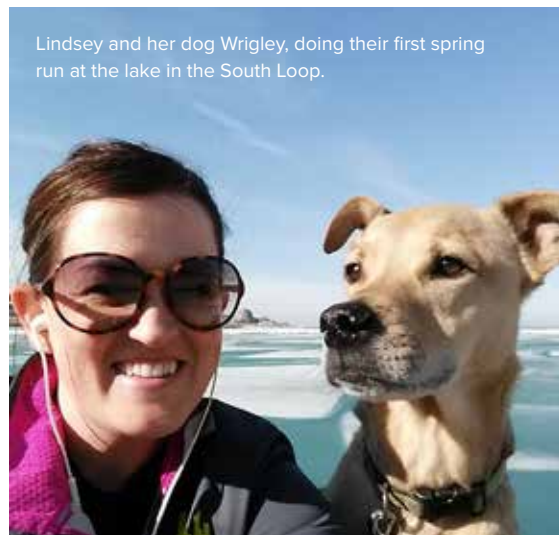


••• Lindsey believes in treating everyone the same, whether they are a million-dollar client or a hundred-thousand-dollar client. “It’s about treating people the way I would want to be treated.” She explains, “My clients are the greatest part of my business, and they decide whether I succeed or fail based upon how well I do with them and if they come back again.”

Her desire to make her family proud and see how far she “can blow the wheels off this thing” drives her. She explains, “I’m not very competitive with other people, but I’m very competitive with myself.” She strives to be the best version of herself. Knowing that she set in motion what she wanted to achieve gives her a sense of pride. She says she thinks to herself, “I set that goal and I did it.” And then I ask myself, “What’s next?” She keeps moving forward, setting bigger goals.

At this point, she is a one-woman team. She would like to expand, but she is very selective about who she works with. She wants to make sure that whoever she works with has the same level of integrity that she does. Integrity is her number-one value.

Recently engaged with a wedding date set for 2020, a dog that she loves, and good friends and family, Lindsey feels blessed to be surrounded by the people who believe in her and support her. The integrity of her brand is really important to her. She is most proud of being a self-made businesswoman and being the youngest self-made top producer at Dream Town.



Lindsey and her dog Wrigley, doing their first spring run at the lake in the South Loop.



Original artwork by Tim Jarosz.



Original artwork by Brett Whitacre (a colorblind artist who reverse spray paints on glass).

“My clients are the greatest part of my business, and they decide whether I succeed or fail based upon how well I do with them and if they come back again.”



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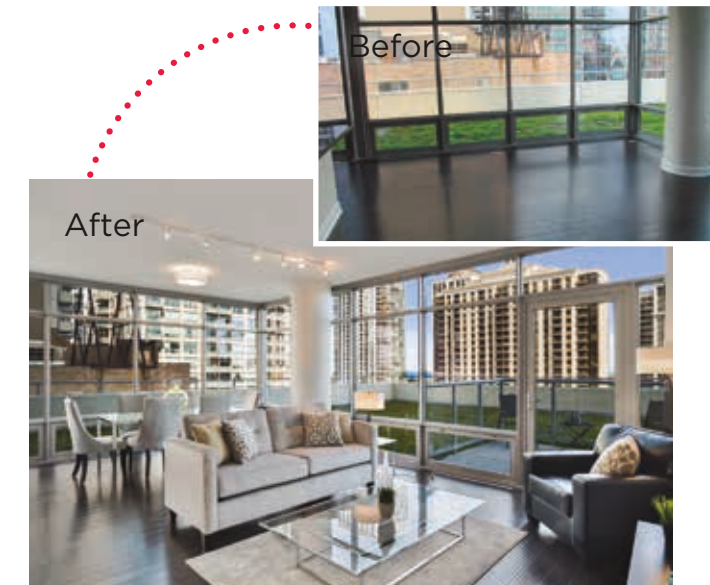
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THE DELGRECO TEAM  
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▶ agent feature

By Nora Wall • Photos by Carlos Miranda

# John FLOROS & Nick NASTOS

John Floros and Nick Nastos became agent partners a little over two years ago. A wise move considering that, together, they closed a little over \$20M in sales last year, joining the ranks of Chicago's top producers. John and Nick both grew up outside of Chicago, both men's parents are Greek immigrants, and both of their families instilled the value of hard work in them at an early age. Both students from the school of hard knocks, they are proof that success really is about a certain mindset.

From the School of Hard Knocks to Chicago's Top Producers





...  
Nick started his career in real estate a little over ten years ago. Like most entrepreneurs, Nick has a knack for building things from nothing. Nick explains, “I was doing mortgages when the market crashed in 2008, and pivoted to doing apartment rentals.” With the help of his parents, he started out posting ads for rentals on Craigslist. His dad, a waiter in one of Chicago’s hotels, also had a broker’s license, and he helped Nick get started with his own brokerage, but he, himself, never wanted to be a broker full time.

Nick’s apartment rental business took off, and soon he moved to his own office space in the West Loop. He quickly rose to be one of the top ranking agents for luxury apartment rentals. Over time, the market started to shift and people started to buy again. At first, Nick did a sprinkling of sales, but then he met a marketing guy he could work with, built a website, optimized it for SEO, and started to get a ton of leads. From there, Nick started his own brokerage: Chicago Property Shop.

Nick was introduced to John through mutual friends. John’s first career was in hospitality. In 2007, he got his real estate license just as the market was tanking. Feeling understandably a little nervous about the market, he decided to wait and see what would happen. Several years later, as he was feeling some burnout in hospitality, he noticed that the real estate market was starting to turn around. He decided to give real estate a try. So he started working part-time in 2015 with Nick to get his feet wet, and they

quickly discovered that they worked well together as partners. In 2017, John made the leap into working in real estate full time.

Last year they made a huge jump in sales. John and Nick attribute their success to several factors: improving their system and organization, improving their follow-up tactics, and partnering with Fulton Grace, a boutique real estate firm. Fulton Grace was able to provide them with a full-service marketing department and more support, making it easier for the pair to focus on sales.

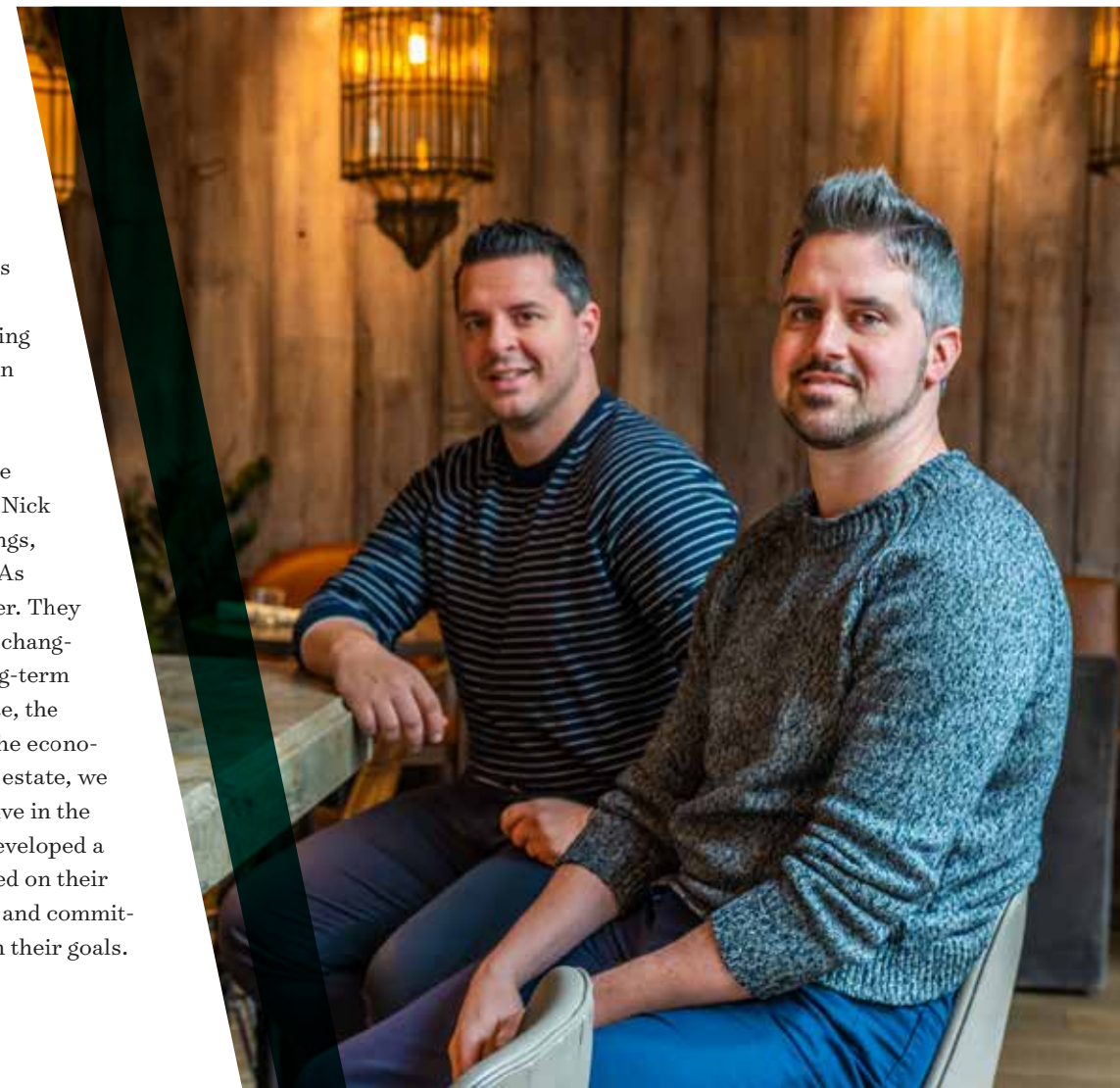
Nick mastered SEO, and he developed a powerful online lead generation system with which he built a massive database. When John and Nick started working together to really get to where they wanted to be in business, they knew they needed to shift from a transactional approach to a relationship-building approach with their clients. Taking the database, they shifted their mindset and focused on building those relationships.

They started to get referrals through the relationships they developed. They felt that referrals were the best leads they could get in the long run, and they wanted to turn those online contacts into actual relationships. It worked; today, 80 percent of their clients are buyers/sellers, and 20 percent are renters.

When Nick started out, he didn’t really have clear goals beyond the closing of a deal. He explains, “Now I have more of a business mindset. I’m thinking things through, and we’re setting goals.” It’s

working. Their business is growing exponentially. They set clear annual goals and break them down. Now with a team of ten agents under them, John and Nick have implemented weekly team meetings to support accountability and address issues as they come up. By doing so, they are able to keep their team moving forward and nip potential problems in the bud.

John takes the lead with clients while Nick remains the master of systems. Nick is good with the technical side of things, and John is good with the checklist. As partners, they complement each other. They recognize that the ability to adapt to changing market demands is critical to long-term success. John explains, “In real estate, the market is constantly changing, and the economy is constantly changing, so in real estate, we are always forced to change.” They live in the same building in Chicago and have developed a solid friendship and partnership based on their common background, shared values, and commitment to persevere and adapt to reach their goals.







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# Matt & Nicole Laricy Welcome Baby Rhône



►► **chicago re-producers**

By **Chris Menezes**  
Photos by **Heather Allison Love Photography**



After a 24-hour labor, Matt and Nicole Laricy welcomed their first child, Rhône Laricy (8 lbs. 5 oz.), into the world on January 17, 2019, and they couldn't be happier.

The name Rhône comes from Matt and Nicole's love of travel. Once a year, they travel to France and enjoy venturing to the regions outside of Paris to taste the food and wine. Rhône is one of those regions. "It reminds us of some of our best memories together," says Matt. Matt hopes that Rhône will pick up their love of travel when they take him to Napa, California.

While they've experienced many changes since having Rhône, Matt sees it all as positive. "I think anyone who has had a child can relate that it is a game-changer. The best part is, your business and life will only keep getting better from here."

As a third-generation REALTOR®, and having been in the industry since 2006, Matt has always been very passionate about his business. He is usually all business when it comes to clients. However, since having Rhône, he feels he has become more relatable to clients who have kids. "I am a family guy at heart, and I think they are able to see that more," he says.

When Matt isn't at the office, his favorite place to be is at home with Nicole, Rhône, and their Great Dane, Domino. He likes cook-

ing for Nicole while they both enjoy a good glass of wine.

Although having a child can create new challenges in balancing both life and business, Matt says the secret is to develop a system. "It won't be that hard if you figure out a good game plan. Find a system that works for you and your business," he says. "You just have to embrace it and enjoy the ride."



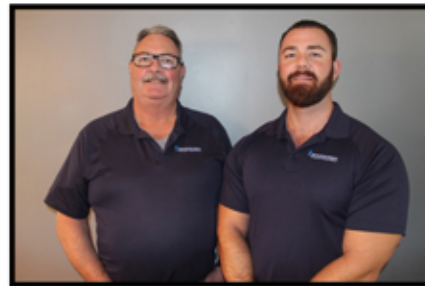
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# kate

## WADDELL

▶▶ cover story

By Chris Menezes  
Photos by Allina Tsvor

### CHARTING ◀◀ ▶▶ HER PATH

Kate Waddell has visualized every stage of her life from the time she was 25 years old. “I put my goals into a dream book and on a vision board and watched them come to life. It is incredible!” she says.



...

# W

hile visualizing your dreams and watching them come true sounds rather magical, there is nothing magical about

what Kate has been able to accomplish in real estate—it took a lot of good ol’ fashioned hard work. “There is no secret. I show up, work hard, do what I say I will, and make exceeding expectations my passion. I never dreamt of success. I worked for it,” she says.

She especially had to work hard in the beginning. When Kate obtained her real estate license in 2007, the market crashed before she could establish even one client. “That was the best possible thing that could have ever happened to me, because I learned very quickly you have to work HARD in this business to succeed. You have to do right by every single client, colleague, lawyer, lender, etc., to establish yourself as a respected go-getter,” says Kate.

Before becoming a REALTOR®, Kate was a 5th-grade teacher. While she enjoys teaching people and has a natural ability to educate and help others, which has contributed to her success as a REALTOR®, she wasn’t particularly enjoying her job as a teacher. However, she loved sales and took an interest in real estate.

Kate’s interest in the industry was sparked by her father, who was into real estate as well. She’s always loved homes, design, architecture, and visiting open houses. Originally from the western suburbs of Chicago, Kate grew up in Arizona. She went to Illinois State University and Louisiana State University for undergrad, and then to University of Illinois Urbana Champagne for graduate school.

Kate started her real estate career as a member of CRF Marketing, the number-one sales team in the city up until their transition to Jameson Real Estate in 2008. From 2008–2018, she served as vice president of sales for Jameson Sotheby’s International Realty and has been named a top 1 percent broker by the Chicago Association of REALTORS® every year since 2009. She had the Top Team at Jameson Sotheby’s in 2017 and was Crain’s Most Influential Real Estate Broker that same year.

In 2018, Kate joined Compass. “Compass empowers me with cutting-edge technology and world-class support so I can better serve my clients,” says Kate. Kate is currently very passionate about her team:

“I am really enjoying seeing my team succeed. Three powerful and aspirational women work with me: Carissa Giancarlo, Alexa Dowell, and Molly Fox. Together, we create some amazing experiences for our clients, and we are always here to support each other, cheer each other on, celebrate each other’s successes, and talk through each other’s failures and misses. We are in it to win it, together, and in a way that I’ve never seen a team operate. We are unique in that way—we all want each other to succeed. In fact, it gives me far more pleasure to watch the three of them succeed than to see my own success. It is incredibly rewarding for me to watch these women grow and turn their passions into careers,” says Kate.

For Kate, success translates to happy clients and a happy balance between her professional and personal lives. Kate and her husband, Jimmy, have been married since 2015. Their baby boy, Brooks, just turned one this past January. Kate and Jimmy are homebodies who love to cook and entertain friends at home. They love wine and really like to travel to Napa. They also try to visit one new place a year and are hoping to make it to Portland this year.

Kate would like to be remembered for treating people better than they ever expected. “I’m all about the person, never the deal,” she says.



...





“

We are in it to win it, together, and in a way that I've never seen a team operate. We are unique in that way—we all want each other to succeed.

**IN FACT, IT GIVES ME FAR MORE PLEASURE TO WATCH THE THREE OF THEM SUCCEED THAN TO SEE MY OWN SUCCESS.**

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It has been one of the coldest Chicago winters in recent years. This is the time of year that reminds me just how extreme a Chicago real estate agent's job can be. Showing a home on lockbox in sub-zero temperatures is a lot of fun, isn't it? We have to be ready for temperature extremes, and the seasoned professionals carry deicers and similar tools to help them get into the homes their clients want to view. In winter, I head out for the day looking more like I'm ready to go scale the Alps than trying to get my clients into walk-up three-flats around Logan Square.

I call this time of year "opportunity season." I love going out and getting after it. In fact, the days when certain conditions are sure to get many people to stay at home are the times I wait for. I urge my clients to go shopping at this time of year for a few reasons. Mainly, fewer people are out shopping because not many people are willing to go out to see a home on a Sunday when there's two feet of snow on the ground and the temperature says it's negative 15 degrees outside with the windchill.

But homes for sale during this time of year still have the same willing-and-ready sellers who are waiting for an offer. And fewer people out looking means there's less competition, which means there are fewer chances of multiple offers being made on properties, and higher chances of securing a great deal for your clients.

When the temperature dropped way down to around negative 50 with the windchill at the end of January, I told my agents to stay home for the day. It was really dangerous to be outside, and no one should have been out there unless they absolutely had to be. However, my team didn't skip a beat. We realized that if we were staying home, then most likely, potential clients were staying home as well. So we created a competition to see who could call the most potential clients that day. It was great. It was a window of opportunity of sorts. Many people were sitting at home watching TV, and they took the break to talk with us willingly and happily. We experienced upwards of a 30 to 40 percent pick-up rate, which is way higher than what we normally see. I personally converted two buyers that day.

Top 1 percent real estate agents know what I'm talking about. This is what separates us from the pack. We are opportunity sharks. We smell opportunity in the air from a mile away. This comes from years of converting business and being better, day in and day out, than the rest of the competition. It's never been about working harder, but about working smarter. This is how you do it. Touring in wintertime is just one example of when and where you can find opportunity.

Have you ever tried making your lead phone calls at 6 p.m. rather than at noon? Try it and you'll see just how many more people pick up because they are at home. Opportunities present themselves regularly, and as long as you come into the job with a positive mindset daily, you will be able to recognize them and act on them. Happy selling!

**About the Author:** Grigory is the managing broker and co-owner of Vesta Preferred. He co-leads the RNP Team at Vesta Preferred who are ranked among the top 10 teams in the Chicago area. Last year his team did over \$50 million in sales and 600+ leases. Vesta was founded in 2009 and celebrates its 10 year anniversary in 2019.

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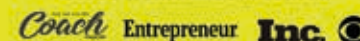
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▶▶ keeping it real  
By D.J. Paris



As a top producer, you already know the importance of referrals. And study after study confirms that the vast majority of buyers and sellers will refer clients if they're happy with their broker's performance. But what about the client you sold a home to three years ago? Are you staying in touch with past clients on a regular basis?

(And no, sending them an annual Cubs schedule refrigerator magnet doesn't count.)

In this series, I'm going to provide several ideas you can implement immediately to keep your name in the front of your clients' mind. But before we dig into the list, let's first discuss two assumptions about your past clients with respect to referrals.

1. Your past clients are happy with you and will refer you to their friends.
2. Your past clients will forget you exist if you don't stay in touch.

You worked hard servicing your clients during their transactions. Your clients, however, have busy lives. If they don't receive some sort of regular communication from you after the sale, they might forget how amazing you are! We know the expression "out of sight, out of mind." Today I'm going to show you how LinkedIn and Facebook can help give you a reason to reach out and stay in touch.

#### Using LinkedIn to know job changes, birthdays, and work anniversaries

Did you know that LinkedIn can notify you whenever someone in your network changes jobs or has a birthday or a work anniversary? This is a huge opportunity for you to pick up the phone and congratulate your client on their recent life event! Here's how to set it up: First, make sure you're connected to your past clients on LinkedIn. Next, head to "Settings" and then "Communications." From there, click on "Notifications on LinkedIn." Click "Activity In Your Network" and make sure "Job Changes" is set to "On." While you're there, turn on "Birthdays" and "Work Anniversaries." Every morning, simply

visit LinkedIn and click or tap on "Notifications" and you'll see everyone that's had a birthday, job change, or work anniversary. For example, in my network, nine people switched jobs last week. That's nine phone calls I could be making right now!

By the way, I don't recommend using LinkedIn messaging to connect with your clients about these events. Pick up the phone instead and do it voice-to-voice. First, the client is already going to receive dozens of automated "congratulations" messages from other LinkedIn users, and yours will get lost in the shuffle. Travel the extra mile and call. If you feel like you would be bothering your client with a call, use a service like SlyDial, which will send your message directly to their voicemail for a few pennies.

#### Use Facebook lists to learn about personal life events

I'll bet you're not familiar with the "lists" feature in Facebook. It's a powerful tool for making sure you're seeing all of your clients' most recent posts and life events. It's different from the traditional Facebook newsfeed, which might only show you 20-30 percent of a contact's posts. You want to see 100 percent of their posts so that you don't miss out on anything important going on in their lives! Here's how to set it up: Click "Friend Lists" under "Explore" on the left side of your news feed. Next, click "Create List." Enter "Real Estate Clients" as the title for your list and then enter the names of the past clients you would like to add. Once this is completed, note the URL in the address bar. Save this URL as a bookmark in your browser and every morning, go directly to this web address to see what your clients have posted.

In the LinkedIn strategy above, I said you should pick up the phone to congratulate your clients on their professional life events. On Facebook, however, your clients are mostly going to be posting things about their personal lives—vacation photos, pictures of their children, whatever they cooked for dinner that evening, etc. While you certainly can pick up the phone to talk to your past clients about their Facebook posts, I think it's acceptable here to comment directly on their post, or use Facebook Messenger to communicate about an update you noticed because these posts are mostly personal. In other words, I don't think you need to call a past client because they posted a funny video about their cat (although you could if you wanted to!). Just by commenting or using Messenger will be sufficient for letting them know that you noticed what is going on in their personal lives.

Following clients on LinkedIn and FB and connecting with these clients demonstrates that you care about them after the transaction has concluded. In the next column, we'll be discussing non-technology strategies to stay in touch after the sale!

To get more insight from other Chicago Real Producers, catch up on some of the latest episodes at [keepingitrealpod.com](http://keepingitrealpod.com).

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► rising star

By Chris Menezes  
Photos by Heather Allison Love Photography

# COLLIN WASIAK

MAKING A POSITIVE  
IMPACT ON THE REAL  
ESTATE COMMUNITY

**Collin Wasiak was exposed to the real estate industry at an early age.**

His mother is the office counsel for Chicago Title Insurance Company's commercial division and his dad is a real estate investigator for the State of Illinois. Collin was always impressed by his parents' extensive professional backgrounds (his father is also a retired Lieutenant Colonel in the U.S. Army, a retired Federal Aviation Administration air traffic controller, and licensed real estate attorney), which ultimately inspired him to obtain his broker's license and has consistently guided him throughout his life.

He grew up in Mount Prospect, IL. He received a bachelor's degree in political science with a minor in sociology from the University of Illinois at Chicago and participated in the U.S. Army Reserve Officer Training Corps program. While in college, he interned at a private practice law firm and worked in the hospitality industry.

After he graduated, Collin worked at a law firm in the Loop by day while moonlighting in the evenings as a bartender at a number of Chicago's most notable venues, including City Winery in the West Loop, Virgin Hotel, and American Junkie. In his spare time, he worked as a personal trainer.

Working in the fitness and hospitality industries made Collin realize how much he loved working with people. He wanted a meaningful career that motivated him from a place of passion vs. just a paycheck. Going into real estate allowed Collin to combine the legal component, customer service aspect, and the opportunity to be his own boss. His parents encouraged him to take the real estate brokers licensing course through CAR, and upon considering their suggestion, he thought to himself, "Why not?"

...



••• “I felt that by becoming a REALTOR®, I could find what I was looking for in a career and build a business of my own,” says Collin.

On the same day that Collin received his real estate license—April 15, 2014—he interviewed with all the major residential real estate firms in Chicago and ultimately chose to start his career with Koenig & Strey at their Mag Mile/Michigan Avenue office.

“From my first sales meeting at Koenig & Strey, I knew that real estate would be a platform that would allow me to achieve my dreams and goals. Real estate has provided me with an opportunity to reach my goals of growing my own business on my own terms, have the flexibility and financial freedom to live life how I want to, and to grow both personally and professionally,” says Collin.

## Traveling Adventures and Time With Friends



With the gang at the Paulaner beer house in Munich, Germany, for Oktoberfest!



In front of the Parliament building in Budapest, Hungary.



Collin's dog, Cooper (@BigCityCoop on Instagram)



At the highest and open peak of the Austrian Alps, three-hour drive outside of Salzburg, Austria.



Chicago boys doing Oktoberfest, Munich, Germany.



On top of the Castell de Montjuïc, an old military fortress in Barcelona, Catalonia, Spain.



Cubs game with the crew.



At the Lennon wall in Prague, Czech Republic.







“I am here to collaborate with others,” he says. “My goal is to grow my business and make a positive impact on the real estate community and those who do business in it.”

••• Having sold a career volume of over \$30 million, Collin has been a CAR Top Producer since 2017. He won the @properties Outstanding Achievement Award in 2017 and 2018, and was a Road to Rolex Award recipient, selling \$12 million last year.

Collin believes in focusing on the journey rather than the destination, cultivating relationships, and treating your business like a business. “I love the progression of building the business, whether it be through brand development, growing my team, or overcoming the struggles and obstacles that I face as a small business owner—it’s all very rewarding for me,” he says.

Giving back to the greater real estate community is very important to Collin. “I am here to collaborate with others,” he says. “My goal is to grow my business and make a positive impact on the real estate community and those who do business in it.”

Apart from his business, Collin loves to cook, work out, check out different neighborhoods and the various restaurant scenes, attend concerts, and travel. He recently returned from an extended trip through

Europe. Collin also likes to hang out with his puppy, Cooper (@BigCityCoop on Instagram!). Some things you may not know about him: He is of Polish and Chinese descent and because of this diverse background, he is so appreciative of Chicago’s vast cultural diversity. Collin was also a pro bodybuilder in the International Federation of Bodybuilding (IFBB) and represented international supplement company Gaspari Nutrition as a sponsored athlete and brand ambassador.

Collin also enjoys giving back to the community through organizations like Habitat for Humanity’s Global Village, Lakeview Pantry, and the Chicago Association of REALTORS® YPN board.

Based on his experience thus far in the industry, Collin advises others to “focus on building relationships and treat your business like a true business—not just [as a set of] transactions. Create a brand identity, collaborate with your peers and other real estate professionals, show up prepared, and above all else, be the hardest worker in the room and never give up.”



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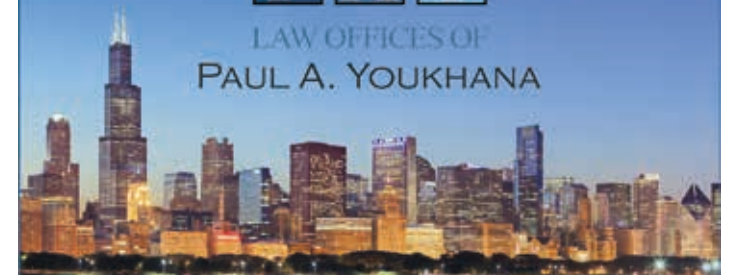
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business

By Benjamin Turbow, MBA, Ed.M., CIPS

# HOW TO PRIORITIZE AND STILL HAVE FUN



When I sat down to write this article, I wanted to start out with TIMEBLOCK, all in capital letters, just like that. However, that is passé. Personally, it left me with a color-coded calendar that started way too early, ended way too late, was unmotivating, and left me behind if I went to the bathroom or took an unexpected phone call.

Instead, I choose to plan backward, to make sure that I have the correct amount of professional and personal imbalance on the daily, weekly, and annual level. (You can all strive for balance. I enjoy being a little off-center.) Instead of taking the week, or month and planning forward, I take the year, or task, and plan backward. Planning backward allows me to feel proactive and in control of my schedule versus being a slave to my electronic tether.

As I plan backward, I focus on creating lists under two anchors: Personal Anchors and Professional Anchors. If something is not in one list, it is in the other. Anything that makes you whole—friends, family, movies, the gym, cooking, travel, a clean house, etc.—are all personal anchors. If it's something that makes you money, it is a professional anchor.

Now take your annual calendar and fill in your personal anchors that you know are coming down the pipeline: the big vacation, the weekend getaways, your friend's wedding, the first day of school, the last day of school, the restaurant you want to try, the class you want to take, volunteering, and any other activities that make

you feel whole. Start with the big, often expensive, items and work down to the small stuff. These anchors, right here, in front of you, are your motivations on a cloudy day.

Once you have completed the personal anchors, do the same thing with your professional anchors. What class do you want to take? What conference are you attending? What are you going to teach? How are you going to market? Pretend each professional anchor is a marketing calendar in and of itself and input all of the activities that you need to do or include to be successful for that activity. If you just put "conference" on the calendar, you'll fail. Put every step that will get you to that conference on the calendar and where it makes sense for it to be, such as register, book travel and hotel, arrange childcare, call dog walker, pack, schedule conference networking, schedule dinner with friends in the conference city, and enjoy conference! Planning backward allows you to do individual tasks for each event, and move things accordingly.

As business owners, our strength is in our network. Leverage this network as you plan backward. Personally, I hate cleaning my house, and have only good things to say about my cleaning lady. Having her come once a week or month is good. Scheduling her cleanings to coincide with my parents visiting and a big dinner party reduces my stress significantly and saves me money, so I can enjoy the activity more. What professionals do you find you can you utilize as you plan backward?

Once I have scheduled in my anchors, I can fill in my weekly and daily activities. Schedule in your authentic lead generation activities, and make sure they are meaningful to you. Schedule in listing presentations, team meetings, and the tasks that need to be done so you get paid. Most importantly, do not plan backward just once a year at the beginning of January. Keep adding on the big anchors throughout the year, and make sure your professional and personal life does not stop on December 31.

By planning backward, I can be impromptu with family, friends, and clients. Here's how: While they each have planned activities on my calendar—so that I have things to look forward to—because I plan backward, I can see where the open spaces are on my calendar on a daily level. And that allows me to throw in additional fun things with friends, family, and clients. Having unscheduled space on the calendar makes it so much better to use, and I become more realistic about the time of the activities I put on there. I am finally in control of my calendar instead of it being the other way around.

#### About the Author:

Benjamin is a seasoned traveler who has set down roots in Chicago. A small business owner with an entrepreneurial spirit, who takes a consultative and transparent approach to real estate. A client-focused strategist who likes to have fun, try new things, and experience new food, places, and cultures. Cat Dad.

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# Joel SCHHAUB

*Building a Brand,  
Creating a Legacy*



Joel Schaub has never been one to back down from a challenge. In fact, the 36-year-old Michigan-born VP of mortgage lending sees challenges as opportunities. He respects and regards challenges not only as chances to adapt and change, but to also grow and become a better professional. These opportunities have helped Joel live in alignment with his passion and purpose, and also his vision, which is to become the top producing mortgage lender in Chicago. There's a reason, he says, why people know to "Just Call Joel" when they are looking to get a mortgage in less than 10 days. He lives up to his tag line and more.

Schaub is known for his big style, gregarious personality, and generous nature. Sporting a crisp blue suit with a pocket square and rocking a "Just Call Joel" pop socket on his phone, he oversaw three closings just today, scored a Bahamas vacation at Baha Mar as a silent auction item for his favorite charity—Real Estate to the Rescue, pre-approved 11 people for the weekend, and set up an event for his clients at new Lucky Strike Social: a pretty typical day for Joel Schaub.

Joel was raised in Traverse City, Michigan. He attended DePaul University and claimed Chicago as his home eighteen years ago. He has been writing loans since 2003 and became Guaranteed Rate's youngest VP of mortgage lending when he was just twenty-three years old. He has been in the top 1 percent of mortgage lenders in the country for the past eleven years, and, to date, he has closed over \$550 MM in transactions. Joel can close a loan in less than ten days, and he is proud of how efficient and effective his team is. But even with all that Joel has achieved thus far, he still believes "The best is yet to come, and I am excited to enjoy the ride."

You may think you know someone who's as social and as much of a self-marketing man as Joel—you can't miss his billboards around Wrigley—but there is a lot more to Joel than just being the dedicated "Cubs Fan, Mortgage Man" that he is. To begin with, when I commented on his 2016 Cubs World Series Championship ring, he immediately replied, "It's not nearly as important as the one on my left hand," as he pointed to his wedding ring.



Cubs Fan, Mortgage Man!

In a world that seems to be dominated by highlight reels, it feels meaningful and genuine to learn about the hard parts in a person's journey. Joel was refreshingly open about a major turning point in his life, one that rekindled his relentlessly positive attitude: "I believe that my clients, my referral partners, and my wife deserve the best possible me that I can give. That simply wasn't happening while I was drinking. I became tired of my own excuses. I knew I wanted to bring more to my partnerships and now I am. I decided to give up drinking completely on May 17th, 2016, and I haven't looked back or regretted [that decision] for a single day." Giving up drinking can be a difficult challenge, but true to his personality, Joel took this challenge and turned it into an opportunity: he saw it was an opportunity to better his life, improve his relationships, and to breathe fresh life into his business.



Joel knew that having a vision is arguably one of the most crucial elements of any great business, and the vision a positive leader creates and shares, serves as a North Star for all involved. To achieve this, he knew he had to sit down and ask himself some tough questions: "Who is this all really for? Am I really being the best version of myself or am I phoning it in? How can I be the best person and referral partner I can be? How can I share my knowledge and thus enhance my passion? But also, how do I serve our community and create lasting change?" All of these questions pushed him to step things up. Joel explains, "Being a leader and creating a legacy is having the positive mindset to be able to evoke change and bring growth to myself and to my business. I am proud of what my team is creating." Joel has increased his business by over 20 percent in volume since he took that moral inventory of himself in 2016. What comes across loud and clear is that when Joel believes in something, he goes all in. (Maybe that's why he sponsors the "All-In" moments on the Windy City Poker TV show.)

Today, Joel keeps his goals simple and stays true to his passion: "It's all about people." His clients: Joel has a genuine desire to help educate his clients around the process of buying a home—a subject he believes should be taught in high school or college; he and his team are constantly working to make a difference for their clients. His referral partners: "My referral base is what keeps my business humming and continuing to grow year over year. I work with some of the smartest agents that see my value, a team of supreme lawyers, and, of course, our clients. Past, happy clients are my greatest referral source." And Joel surrounds himself with like-minded individuals. "People do business with people they like and trust."

Joel has been in the Business Networking International (BNI), a professional networking organization, for eight years and has served as his chapter's president three times. He believes in BNI's "Givers Gain" philosophy and exercises it. His community: One of his most recent opportunities to serve came

in January of this year when he began as a co-host on WGN's real estate radio program—Market Overdrive, co-hosted by Karla Mina of Compass Real Estate. WGN Market Overdrive is a weekly real estate radio show that highlights market trends and aims to elevate your knowledge surrounding real estate in Chicago. "I am so grateful to be a part of Market Overdrive. I feel that it is a unique platform that allows me to give back by helping agents book interviews on the program to grow their own brand awareness. It provides brand awareness (for REALTORS®), photos, videos and really great content for expanding and growing their brand."

Joel continues to deliver his very best to his clients and REALTOR® partners every day by consciously working to drive change within himself and within his community. He continues to serve on the Board of Directors for Real Estate to the Rescue, volunteers at the Lakeview Pantry, and donates to All-Stars After School, a non-profit designed for school-age children to be in enrichment programs after school.

"Change starts from within, and I am doing my best to show up and be authentic, passionate, and to provide value." Looking for opportunities (including the ones that look like challenges) is one of the biggest ways that Joel stays ahead of the curve and on top of the current challenges in Chicago's real estate market. But, it's his passion for people, his purpose to educate clients and create positive change in the city's market, and his vision for strengthening his brand and building his legacy that matters most to Joel, and he is making sure to enjoy the journey as he continues to rise to the top.

You can contact Joel Schaub, VP of Mortgage Lending at [Joel.Schaub@guaranteedrate.com](mailto:Joel.Schaub@guaranteedrate.com), [www.guaranteedrate.com/JoelSchaub](http://www.guaranteedrate.com/JoelSchaub), or by calling 773.654.2049



The Schaub's fur baby, Louie.

“Change starts from within, and I am doing my best to show up and be authentic, passionate, and to provide value.”

Photo by: Nathanael Filbert. The Schaub Family, Joel, Christine, and Louie.





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# TOP 200 STANDINGS

Teams and individuals from January 1, 2019, to February 28, 2019

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
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2	Jennifer	Ames	7	\$11,199,000	5	\$6,037,000	12	\$17,236,000
3	Jeffrey	Lowe	14	\$15,146,500	2	\$1,455,000	16	\$16,601,500
4	Ryan	Preuett	3	\$5,330,000	5	\$5,732,500	8	\$11,062,500
5	Scott	Newman	6	\$2,375,500	10	\$7,986,500	16	\$10,362,000
6	Emily	Sachs Wong	4	\$4,112,000	3	\$6,010,000	7	\$10,122,000
7	Sam	Shaffer	8	\$4,288,000	9	\$5,708,700	17	\$9,996,700
8	Timothy	Sheahan	7	\$5,940,500	4	\$3,865,000	11	\$9,805,500
9	Clare	Spartz	2	\$5,195,000	1	\$4,350,000	3	\$9,545,000
10	Philip	Skowron	4	\$3,515,000	2	\$5,620,000	6	\$9,135,000
11	Mario	Greco	8	\$5,341,000	4	\$3,291,000	12	\$8,632,000
12	Chezi	Rafaelli	4	\$6,052,000	1	\$2,550,000	5	\$8,602,000
13	Alexa	Hara	1	\$370,000	2	\$7,413,000	3	\$7,783,000
14	Colin	Hebson	5	\$5,830,750	3	\$1,717,750	8	\$7,548,500
15	Erin	Ward	2	\$4,695,000	1	\$2,275,000	3	\$6,970,000
16	Randi	Pellar	1	\$6,958,000	0	\$0	1	\$6,958,000
17	Kieran	Conlon	4	\$4,150,600	1	\$2,750,000	5	\$6,900,600
18	Leigh	Marcus	13	\$5,896,750	1	\$630,000	14	\$6,526,750
19	Justin	Penn	1	\$3,700,000	1	\$2,785,000	2	\$6,485,000
20	Melanie	Giglio	7	\$3,678,000	5	\$2,654,000	12	\$6,332,000
21	Helaine	Cohen	2	\$4,030,000	3	\$2,107,900	5	\$6,137,900
22	Sharon	Gillman	2	\$4,744,500	1	\$1,295,000	3	\$6,039,500
23	Konrad	Dabrowski	8	\$5,365,000	1	\$649,000	9	\$6,014,000
24	Sophia	Klopas	5	\$4,716,575	3	\$1,146,000	8	\$5,862,575
25	Lucas	Blahnik	8	\$3,822,500	4	\$1,899,900	12	\$5,722,400
26	Lawrence	Dunning	3	\$1,885,000	6	\$3,824,900	9	\$5,709,900
27	Emily	Smart Lemire	1	\$375,000	5	\$5,031,250	6	\$5,406,250
28	Phil	Byers	2	\$804,900	3	\$4,525,000	5	\$5,329,900
29	Nicholas	Colagiovanni	4	\$2,280,000	2	\$3,000,000	6	\$5,280,000
30	Natasha	Motev	3	\$5,090,000	0	\$0	3	\$5,090,000
31	Laura	Rubin Dresner	1	\$5,000,000	0	\$0	1	\$5,000,000
32	Karen	Ranquist	5	\$4,998,700	0	\$0	5	\$4,998,700
33	Ryan	Smith	28	\$4,875,637	0	\$0	28	\$4,875,637
34	Jason	O'Beirne	7	\$4,132,000	3	\$504,000	10	\$4,636,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Timothy	Salm	3	\$2,777,500	1	\$1,775,000	4	\$4,552,500
36	Wayne	Beals	4	\$2,527,628	4	\$2,019,628	8	\$4,547,256
37	Daniel	Nierman	11	\$4,436,000	0	\$0	11	\$4,436,000
38	Mark	Fischer	5	\$3,837,769	1	\$594,900	6	\$4,432,669
39	Michael	Shenfeld	4	\$1,242,500	4	\$3,170,000	8	\$4,412,500
40	Anthony	Disano	7	\$4,387,721	0	\$0	7	\$4,387,721
41	Nancy	Tassone	1	\$4,328,079	0	\$0	1	\$4,328,079
42	Sarah	Bryan	0	\$0	1	\$4,328,079	1	\$4,328,079
43	Nadine	Ferrata	4	\$2,331,000	3	\$1,985,000	7	\$4,316,000
44	Hayley	Westhoff	2	\$855,001	3	\$3,380,000	5	\$4,235,001
45	Steve	Horvath	1	\$4,200,000	0	\$0	1	\$4,200,000
46	Karen	Biazar	7	\$3,411,898	1	\$725,000	8	\$4,136,898
47	Kathleen	Malone	3	\$3,502,500	1	\$617,500	4	\$4,120,000
48	Keith	Wilkey	1	\$4,120,000	0	\$0	1	\$4,120,000
49	Nancy	Mcadam	2	\$1,608,000	2	\$2,467,000	4	\$4,075,000
50	Santiago	Valdez	6	\$2,526,500	5	\$1,540,000	11	\$4,066,500

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# TOP 200 STANDINGS

Teams and individuals from January 1, 2019, to February 28, 2019

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Amy	Duong	2	\$520,000	4	\$3,467,400	6	\$3,987,400
52	Jill	Silverstein	0	\$0	4	\$3,955,000	4	\$3,955,000
53	Doug	Harter	1	\$1,015,000	4	\$2,870,500	5	\$3,885,500
54	Peter	Angelo	3	\$3,884,050	0	\$0	3	\$3,884,050
55	Craig	Isacson	0	\$0	1	\$3,809,500	1	\$3,809,500
56	Michael	Rosenblum	4	\$3,807,500	0	\$0	4	\$3,807,500
57	Matthew	Liss	6	\$3,439,500	1	\$335,000	7	\$3,774,500
58	Tuwanna	Dennis	2	\$2,020,000	1	\$1,725,000	3	\$3,745,000
59	James	Kinney	3	\$2,885,000	1	\$835,000	4	\$3,720,000
60	Sharon	Glickman	0	\$0	1	\$3,700,000	1	\$3,700,000
61	George	Zoellick	2	\$1,835,000	2	\$1,835,000	4	\$3,670,000
62	Alishja	Ballard	1	\$735,000	4	\$2,900,000	5	\$3,635,000
63	Eugene	Wilson	0	\$0	2	\$3,625,000	2	\$3,625,000
64	Emily	Phair	5	\$1,468,500	5	\$2,142,000	10	\$3,610,500
65	Nicholaos	Voutsinas	1	\$399,900	8	\$3,197,000	9	\$3,596,900
66	John	Wyman	5	\$1,479,165	3	\$2,113,000	8	\$3,592,165
67	Frank	Montro	14	\$2,344,349	8	\$1,231,871	22	\$3,576,220
68	Jaime	Campos	4	\$2,338,000	4	\$1,226,900	8	\$3,564,900
69	Brent	Hall	5	\$3,496,412	0	\$0	5	\$3,496,412
70	Robert	Picciariello	10	\$3,479,650	0	\$0	10	\$3,479,650
71	Barbara	O'Connor	7	\$3,307,500	1	\$165,000	8	\$3,472,500
72	Mary	Haight	2	\$2,950,000	2	\$522,400	4	\$3,472,400
73	Jane	Shawkey-Nye	0	\$0	1	\$3,460,000	1	\$3,460,000
74	Mark	Icuss	2	\$3,445,000	0	\$0	2	\$3,445,000
75	Gary	Lucido	4	\$2,318,500	3	\$1,124,500	7	\$3,443,000
76	Joshua	Weinberg	2	\$545,000	7	\$2,884,000	9	\$3,429,000
77	Amanda	Mcmillan	6	\$2,260,500	2	\$1,107,500	8	\$3,368,000
78	Carrie	Mccormick	2	\$1,732,500	3	\$1,635,000	5	\$3,367,500
79	Peter	Krzyzanowski	3	\$1,565,000	3	\$1,793,900	6	\$3,358,900
80	Thomas	Rubin	0	\$0	2	\$3,300,000	2	\$3,300,000
81	Ken	Jungwirth	4	\$2,683,000	1	\$590,000	5	\$3,273,000
82	Marci	Trick	0	\$0	7	\$3,195,500	7	\$3,195,500
83	Steven	Jurgens	2	\$2,680,000	1	\$490,000	3	\$3,170,000
84	Michael	Hall	5	\$2,927,400	1	\$237,000	6	\$3,164,400

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Brooke	Vanderbok	2	\$990,000	3	\$2,147,000	5	\$3,137,000
86	Jeffrey	Stewart	2	\$1,574,900	2	\$1,550,000	4	\$3,124,900
87	Pasquale	Recchia	3	\$2,798,000	1	\$315,000	4	\$3,113,000
88	Margaret	Baczkowski	3	\$3,110,000	0	\$0	3	\$3,110,000
89	Thomas	Moran	2	\$1,280,000	2	\$1,780,000	4	\$3,060,000
90	Michael	Zuker	5	\$2,199,900	1	\$810,000	6	\$3,009,900
91	Andreas	Holder	0	\$0	1	\$3,000,000	1	\$3,000,000
92	Norbert	Mika	5	\$2,145,300	1	\$840,000	6	\$2,985,300
93	Brad	Lippitz	3	\$2,650,000	1	\$330,000	4	\$2,980,000
94	Melissa	Siegal	1	\$450,000	2	\$2,500,000	3	\$2,950,000
95	Steve	Meyer	6	\$2,383,750	1	\$562,428	7	\$2,946,178
96	Jose	Diaz	2	\$1,450,000	2	\$1,450,000	4	\$2,900,000
97	Michael	Maier	2	\$622,750	3	\$2,240,000	5	\$2,862,750
98	Hasani	Steele	7	\$2,247,391	2	\$609,800	9	\$2,857,191
99	Ivona	Kutermankiewicz	4	\$2,843,750	0	\$0	4	\$2,843,750
100	Joseph	Betancourt	1	\$1,420,000	1	\$1,420,000	2	\$2,840,000

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<sup>1</sup> National Mortgage News 2018 Top Producers  
<sup>2</sup> Mortgage Professional America Elite Women 2018  
<sup>3</sup> 5 Star Professional  
<sup>4</sup> Mortgage Executive Magazine Top 1% Mortgage Originators in America

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# TOP 200 STANDINGS

Teams and individuals from January 1, 2019, to February 28, 2019

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Joe	Zimmerman	4	\$1,870,600	2	\$960,000	6	\$2,830,600
102	Julie	Harron	2	\$2,821,500	0	\$0	2	\$2,821,500
103	Margaret	Daday	1	\$236,000	5	\$2,572,000	6	\$2,808,000
104	James	Athanasopoulos	8	\$2,787,700	0	\$0	8	\$2,787,700
105	Lauren	Mitrick Wood	4	\$1,328,000	4	\$1,442,000	8	\$2,770,000
106	Kenneth	Flaxman	0	\$0	1	\$2,750,000	1	\$2,750,000
107	Kaylin	Goldstein	1	\$1,030,000	1	\$1,715,000	2	\$2,745,000
108	Lala	Mahoney	3	\$2,742,095	0	\$0	3	\$2,742,095
109	Ryan	Gossett	4	\$1,905,000	2	\$825,000	6	\$2,730,000
110	Sarah	Ziehr	4	\$1,812,000	1	\$916,000	5	\$2,728,000
111	Anne	Rossley	2	\$1,912,500	1	\$805,000	3	\$2,717,500
112	Susan	Miner	1	\$2,700,000	0	\$0	1	\$2,700,000
113	Elena	Frankel	0	\$0	1	\$2,700,000	1	\$2,700,000
114	Edward	Mcloughlin	1	\$1,340,000	1	\$1,340,000	2	\$2,680,000
115	Mark	Zipperer	3	\$470,950	2	\$2,143,000	5	\$2,613,950
116	Linda	Levin	2	\$1,564,000	3	\$1,028,722	5	\$2,592,722
117	Jay	Koverman	3	\$1,223,900	3	\$1,363,000	6	\$2,586,900
118	Manuel	Godinez Jr	0	\$0	1	\$2,575,000	1	\$2,575,000
119	Charles	Gullett	1	\$917,500	3	\$1,656,500	4	\$2,574,000
120	Robert	Safranski	3	\$1,867,000	1	\$700,000	4	\$2,567,000
121	Lisa	Mcmillan	2	\$2,143,179	1	\$398,000	3	\$2,541,179
122	Salvador	Gonzalez	8	\$1,768,600	3	\$770,000	11	\$2,538,600
123	Joanna	Olszynska	3	\$1,993,000	1	\$539,000	4	\$2,532,000
124	Marta	Kazmierczak	1	\$2,529,900	0	\$0	1	\$2,529,900
125	Arthur	Cirignani	15	\$2,145,093	2	\$377,267	17	\$2,522,360
126	Matthew	Arminio	3	\$2,323,000	1	\$175,000	4	\$2,498,000
127	Christopher	Helland	0	\$0	5	\$2,481,000	5	\$2,481,000
128	David	Olaoye	3	\$1,695,000	1	\$785,000	4	\$2,480,000
129	D	Waveland Kendt	3	\$2,232,787	1	\$240,500	4	\$2,473,287
130	Jim	Streff	1	\$2,000,000	1	\$450,000	2	\$2,450,000
131	Radim	Mandel	4	\$2,441,150	0	\$0	4	\$2,441,150
132	Danny	Lewis	1	\$312,000	3	\$2,129,000	4	\$2,441,000
133	Brian	Loomis	2	\$2,406,500	0	\$0	2	\$2,406,500
134	Stephanie	Loverde	2	\$1,067,500	2	\$1,337,000	4	\$2,404,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Richard	Kasper	3	\$2,403,000	0	\$0	3	\$2,403,000
136	Eileen	Brennan	1	\$2,400,000	0	\$0	1	\$2,400,000
137	Steven	Zaleski	1	\$428,000	4	\$1,937,400	5	\$2,365,400
138	Elizabeth	Lothamer	2	\$1,668,325	3	\$667,900	5	\$2,336,225
139	Jason	Davis	1	\$610,000	5	\$1,715,600	6	\$2,325,600
140	Brian	Duggan	4	\$2,308,511	0	\$0	4	\$2,308,511
141	Brendan	Murphy	2	\$1,680,000	1	\$625,000	3	\$2,305,000
142	Dominic	Irpino	1	\$302,000	6	\$2,001,500	7	\$2,303,500
143	Jean-Marie	Minton	4	\$906,000	4	\$1,391,900	8	\$2,297,900
144	Katherine	Taylor	1	\$1,145,000	1	\$1,145,000	2	\$2,290,000
145	Beata	Gaska	2	\$2,282,900	0	\$0	2	\$2,282,900
146	Sam	Boren	0	\$0	5	\$2,275,500	5	\$2,275,500
147	Cheena	Chandra	1	\$400,000	1	\$1,875,000	2	\$2,275,000
148	Bari	Levine	2	\$988,000	2	\$1,285,000	4	\$2,273,000
149	Stephanie	Cutter	3	\$1,135,000	3	\$1,137,500	6	\$2,272,500
150	Samantha	Powell	3	\$1,061,900	3	\$1,203,324	6	\$2,265,224

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# TOP 200 STANDINGS

Teams and individuals from January 1, 2019, to February 28, 2019

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Maria	Castillo	8	\$1,598,000	4	\$666,900	12	\$2,264,900
152	Lon	Nianick	0	\$0	1	\$2,250,000	1	\$2,250,000
153	James	Ongena	1	\$341,250	4	\$1,901,150	5	\$2,242,400
154	Mariam	Moeinzadeh	0	\$0	2	\$2,233,179	2	\$2,233,179
155	Greg	Whelan	0	\$0	2	\$2,220,000	2	\$2,220,000
156	Michael	Vrielink	1	\$398,000	3	\$1,814,900	4	\$2,212,900
157	Ronald	Ohr	2	\$1,210,100	1	\$1,000,100	3	\$2,210,200
158	Jane	Lee	0	\$0	2	\$2,200,000	2	\$2,200,000
159	Kevin	Green	2	\$775,000	3	\$1,420,000	5	\$2,195,000
160	April	Moon	3	\$2,193,800	0	\$0	3	\$2,193,800
161	Stefanie	Lavelle	5	\$2,190,000	0	\$0	5	\$2,190,000
162	Maria	Casciaro	3	\$2,190,000	0	\$0	3	\$2,190,000
163	Layching	Quek	0	\$0	4	\$2,168,500	4	\$2,168,500
164	Morgan	Sage	3	\$1,650,000	2	\$516,000	5	\$2,166,000
165	Jennifer	Mills	2	\$1,524,000	1	\$625,000	3	\$2,149,000
166	Lissa	Weinstein	1	\$1,298,875	1	\$837,500	2	\$2,136,375
167	Tim	Stassi	1	\$525,000	3	\$1,605,000	4	\$2,130,000
168	Theodore	Burns	0	\$0	4	\$2,128,000	4	\$2,128,000
169	Renee	Bills	0	\$0	1	\$2,125,000	1	\$2,125,000
170	Nick	Rendleman	3	\$1,109,900	5	\$1,014,500	8	\$2,124,400
171	Linda	Marcus	1	\$485,000	2	\$1,635,000	3	\$2,120,000
172	Britta	Welbon-Rivera	3	\$1,141,100	2	\$974,100	5	\$2,115,200
173	Carrie	Plafchan	3	\$2,109,000	0	\$0	3	\$2,109,000
174	Daniel	Fowler	1	\$400,000	2	\$1,705,000	3	\$2,105,000
175	Mark	Ahmad	4	\$1,475,500	1	\$595,000	5	\$2,070,500
176	Gary	Weglarz	30	\$2,062,401	0	\$0	30	\$2,062,401
177	Courtney	Welsch	2	\$917,500	2	\$1,135,000	4	\$2,052,500
178	Camille	Canales	2	\$1,365,000	2	\$682,500	4	\$2,047,500
179	Andrea	Farley	1	\$1,015,000	1	\$1,015,000	2	\$2,030,000
180	Scott	Curcio	5	\$2,023,500	0	\$0	5	\$2,023,500
181	Heather	Seidelman	3	\$1,368,500	2	\$653,500	5	\$2,022,000
182	Sohail	Salahuddin	5	\$2,019,400	0	\$0	5	\$2,019,400
183	Tiffany	Meyers	0	\$0	4	\$2,014,500	4	\$2,014,500
184	Al	Zoubi	4	\$1,519,000	1	\$495,000	5	\$2,014,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Keith	Brand	0	\$0	6	\$2,012,000	6	\$2,012,000
186	Jordan	Pyle	2	\$853,500	2	\$1,155,000	4	\$2,008,500
187	Jacob	Steinle	0	\$0	1	\$2,000,000	1	\$2,000,000
188	Patrick	O'Brien	2	\$668,000	1	\$1,327,500	3	\$1,995,500
189	Aaron	Kramer	2	\$1,037,750	2	\$956,250	4	\$1,994,000
190	Alice	Tse	4	\$1,991,000	0	\$0	4	\$1,991,000
191	Daniel	Close	2	\$721,000	4	\$1,265,900	6	\$1,986,900
192	Lisa	Grandberry	4	\$1,115,000	3	\$860,000	7	\$1,975,000
193	Meredith	Manni	1	\$879,000	2	\$1,075,000	3	\$1,954,000
194	Krystal	Sauber	0	\$0	7	\$1,950,500	7	\$1,950,500
195	Adam	Wavrunek	10	\$1,941,273	0	\$0	10	\$1,941,273
196	Christopher	Lobrillo	11	\$1,937,690	0	\$0	11	\$1,937,690
197	Greg	Vollan	1	\$1,565,000	1	\$370,000	2	\$1,935,000
198	Debbie	Baren	1	\$730,000	1	\$1,200,000	2	\$1,930,000
199	Gerard	Scheffler	4	\$1,670,000	1	\$259,500	5	\$1,929,500
200	Ann	Connolly	2	\$1,280,000	1	\$649,000	3	\$1,929,000

Disclaimer: Information is pulled directly from the MLS. New construction or numbers not reported to the MLS within the date range listed are not included. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. Chicago Real Producers does not alter or compile this data nor claim responsibility for the stats reported to/by the MLS. Data is based on Chicago proper only and may not match the agent's exact year to date volume.



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**1 Buyer On-Time Closing Protection**

We are so confident in closing your loan on or before the closing date that we will issue a \$500 closing credit, solely from our delay.

**2 Seller On-Time Closing Protection**

We will close the loan on or before the closing date or we pay the seller a \$100 per day closing credit.



**3 Deposit Protection**

Under the same closing protection, we will also reimburse you for any lost Earnest Money Deposit up to \$5000.

**4 Agent Protection**

When we issue a fully underwritten approval and are unable to close your transaction solely from our error, we will pay up to \$1000 for related inspections, appraisals or relocation expenses you have incurred.

1-This Guarantee applies to purchase loan applications received by PHE after February 15, 2018, and this agreement shall expire on February 15, 2019. 2-This Guarantee will apply only if there are no material changes in the borrower's application or credit status from the date of preliminary credit approval through closing. Material changes include changes in underwriting guidelines, the loan amount or loan product, loss or change of employment or income, undisclosed liabilities or increases in debt, fraud, misrepresentations or material omissions in the loan application and supporting documents. 3-This Guarantee only applies to home purchases funded by PHE using conventional, high balance (non-jumbo), FHA and VA loan programs for one to four family dwelling units only and excludes second liens, refinance loans, renovation loans, non-purchase money home equity lines of credit, brokered loans, jumbo loans, loans involving short sales, or any other purchase contract that requires the approval from a third party (e.g., a lender, relocation company, etc.). 4-If PHE does not proactively provide any credits or payments required under the Guarantee, you must request the funds within thirty (30) days from the triggering event. Any payment made under the Guarantee will be reported to the IRS on Form 1099-MISC. Please consult your tax advisor regarding any tax implications. 5-PHE employees and their immediate family members are not eligible to participate in the program. 6-The Guarantee is not a commitment to lend; is not transferable or assignable; and PHE reserves the right to amend or terminate this Guarantee at any time except as to qualified home purchasers with submitted applications prior to the date of the amendment or termination. 7-All payments made under this Guarantee shall be the only recourse and obligation of PHE under this Guarantee. Any other indirect, special or consequential damages due to PHE's failure to close a loan, timely or otherwise, are hereby disclaimed. 8-The closing days are business days, and shall commence under the On-Time Closing Protection when: (a) consumer indicates an intent to proceed; and (b) consumer submits to PHE all of the documents required by PHE to close the loan in the specified closing. PHE is not liable for delays ("Delays") which are caused by events beyond the control of PHE which prevents PHE from complying with any of its obligations under this On-Time Closing Protection program, including but not limited to, delays caused by the consumer or other third parties. Accordingly, this On-Time Closing Protection is not enforceable if such Delays occur and the loan closes after the contract closing date.



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