

CHICAGO

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.

JOE ZIMMERMAN

STRIVING FOR GREATNESS



PARTNER SPOTLIGHT:

Antonia Mills, Attorney at Law

RIISING STAR:

Matthew Engle

CINDI SODOLSKI:

Connected, Determined, and Tenacious

LAUREN SHIMMON:

Ever Learning

MICHAEL OLSZEWSKI:

Shooting for the Moon and the Stars

**TOP 200
STANDINGS**

**Summer Event — Agent Panel
Thursday, July 25
Details on Page 66**

JUNE 2019



ALWAYS IMPROVING

- NEW & IMPROVED SOFTWARE
- EASIER TO UNDERSTAND REPORTS
- REPORT DELIVERY IN 24 HRS OR LESS*
- 8 HIGHLY EXPERIENCED INSPECTORS

*SOME LARGER OR COMM'L PROPERTIES MAY NOT APPLY



HAVEN Home Staging and Redesign, Inc.
317 N. Francisco Ave. • Chicago, IL 60612
Phone: 312-380-1276 | www.havenhomestager.com

- Home Staging Consultations
- Occupied Home Staging
- Vacant Home Staging
- Redesign



inspectingchicago.com
312-INSPECT
info@inspectingchicago.com

TABLE OF CONTENTS



11
Publisher's Note



14
Agent Feature: Lauren Shimmon



22
Business: Convenience is Killing the Community by Benjamin Turbow



26
Business: The Power of Saying No by Grigory Pekarsky



30
Rising Star: Matthew Engle



38
Partner Spotlight: Antonia Mills, Attorney at Law



48
Agent Feature: Michael Olszewski



56
Business: Using Video to Maximize Social Media by Marki Lemons-Ryhal



60
Agent Feature: Cindi Sodolski



66
Summer Event Details



68
Cover Story: Joe Zimmerman



76
Top 200 Standings

MEET THE CHICAGO

REAL PRODUCERS TEAM



Andy Burton
Publisher



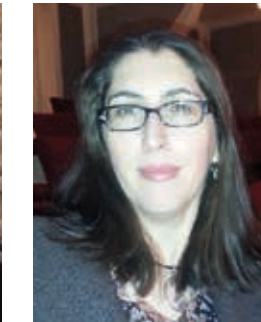
Carlos Miranda
Photographer



Heather Love
Photographer



Emily Burton
Editor-in-Chief



Christine Thom
Copy Editor



Michelle Medeiros
Account Manager



Chris Menezes
Writer



Nora Wall
Writer



Justin Barr
Videographer

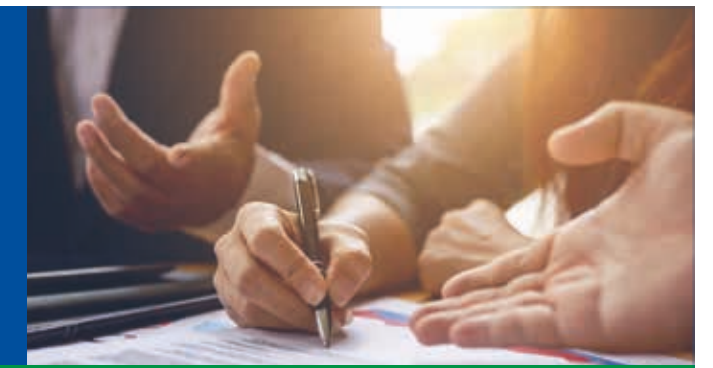


Melissa Lopez
Content and Operations Specialist

Agents, Ready To Close That Deal?



Shapiro Strane's goal is to provide our clients with the highest quality legal representation we can deliver. Whether buying or selling a home, commercial real estate, or negotiating a new business lease, we stand ready to provide the fast, responsive and affordably priced representation needed to close your deal.



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

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of N2 Publishing but remain solely those of the author(s). The publication contains paid advertisements by local companies. These companies are not endorsed or specifically recommended by N2 Publishing or the publisher. Therefore, neither N2 Publishing nor the publisher may be held liable or responsible for business practices of these companies. **NOTE:** When community events take place, photographers may be present to take photos for that event and they may be used in this publication.



Justin C. Strane

For High-Quality, Responsive and Affordable Counsel,

Call Justin Strane!

(312) 638-0871

www.shapirostrane.com | justin@shapirostrane.com | 53 West Jackson Blvd, Ste 1760, Chicago, IL, 60604

The choice of a lawyer is an important decision that should not be based solely upon advertisements. The Supreme Court of Illinois does not recognize certifications of specialties in the practice of law. Certificates, awards and recognition are not requirements to practice law in Illinois. Justin C. Strane is responsible for this content. Shapiro Strane's principal place of business is 53 W. Jackson Blvd., Ste. 1760, Chicago, IL 60604.

Justin's Recent Accomplishments Include:

- Selected to the 2017 through 2019 Illinois Rising Stars list by Super Lawyers.
- Received the Avo Clients' Choice Award in 2016 and 2017



ULTIMATE RATE

MORTGAGE



PREFERRED PARTNERS



This section has been created to give you easier access when searching for a trusted neighborhood vendor to use. Take a minute to familiarize yourself with the businesses sponsoring *Chicago Real Producers*. These local businesses are proud to partner with you to make this magazine and our entire social platform possible. Please support these businesses and thank them for supporting the *Chicago Real Producers* community!

ACCOUNTING - CPA

The Hechtman Group Ltd
(847) 256-3100
TheHechtmanGroup.com

APPRAISAL

Appraisal Solutions Group
(773) 236-8020

ART SERVICES

Artmill Group
(312) 455-1213
ArtMillGroup.com

ATTORNEY

Antonia L. Mills,
Attorney at Law
(847) 361-0079

Gerard D. Haderlein,
Attorney at Law
(773) 472-2888
GerardHaderleinLakeview-Lawyer.com

JMC Law Group
Jason M. Chmielewski
(312) 332-5020
jmclawgroup.com

Law Offices of
Jonathan M. Aven Ltd.
(312) 259-4345
AvenLaw.com

LoftusLaw, LLC
(773) 632-8330
Loftus-Law.com

Miles & Gurney, LLC
(312) 929-0974
MilesGurneyLaw.com

Raimondi Law Group
(312) 701-1022

Shapiro Strane, LLC
(312) 638-0871
ShapiroStrane.com

The Gunderson Law Firm
(312) 600-5000
GundersonFirm.com

The Law Offices of Paul A.
Youkhana, LLC
(312) 809-7023
youkhanalaw.com

Trivedi & Khan
(312) 612-7619
TrivediKhan.com

BUILDER

Ronan Construction
(773) 588-9164
RonanConstruction.com

BUSINESS COACHING

Scott Hansen Consulting
(310) 254-0136
ScottHansenConsulting.com

CLIENT AND REFERRAL GIFTS

Cut Above Gifts
(773) 769-7812
CutAboveGifts.com

Josh Moulton
Fine Art Gallery
(773) 592-3434
JoshMoultonFineArt.com

CREDIT RESTORATION

Prime Credit Advisors
(708) 761-4844
PrimeCreditAdvisors.com

CUSTOM CLOSETS

Crooked Oak
(708) 344-6955
CrookedOak.com

DEVELOPER

360-366 Superior LLC
(312) 252-9230

DISTILLERY

Rhine Hall Distillery
(312) 243-4313
RhineHall.com

GARMENTS, GROOMING & EVENTS

Gentleman's Cooperative
(312) 361-1166
gentsco-op.com

GENERAL CONTRACTOR

S.B. Construction, Inc.
(773) 520-7788

HAIR SALON & MAKEUP

SYstiled
(312) 952-2241

HANDYMAN

Fix It People
(312) 898-9300
FixItPeople.com

HEALTH & WELLNESS

Sunny Biggy Fitness
(219) 851-0170
SunnyBiggyFitness.com

HEATING & COOLING

Deljo Heating & Cooling
(224) 410-7432
DeljoHeating.com

HOME INSPECTION

Building Specs Property
Inspections
(847) 281-6605
BuildingSpecsChicago.com

Chicago Building
Inspections
(773) 849-4424
InspectingChicago.com

Echo Home Inspection
(847) 888-3931
EchoHomeInspections.com

Straightforward Home
Inspections, LLC
(773) 998-0386
StraightforwardHomeIn-
spections.com

HOME WARRANTY

HWA Home Warranty of
America
(888) 492-7359
HWAHomeWarranty.com

Super Home, Inc.
(844) 997-8737
HelloSuper.com

INSTAGRAM MARKETING

Instagram For Real, LLC
(312) 770-0565
InstagramForReal.com

INSURANCE

Goosehead Insurance
(708) 858-1246
Goosehead.com



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. ”



Your Mortgage Consultant

Ania Kozera

e-mail: akozera@urmortgage.com

phone: (773) 636-4441

NMLS: 228873

www.urmortgage.com

“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!

-Keon W. ”

...

Kevin Smith
State Farm Agency
(773) 772-2244
KevinSmithAgency.com

State Farm - Robert Archibald
(630) 501-1670
RobertArchibald.com

MIRRORS & SHOWERS
Sanchez CMS Inc. Custom
Mirrors & Showers
(773) 255-7586

MORTGAGE / LENDER
A&N Mortgage
(773) 255-2793
anmtg.com/ryanp

Blue Leaf Lending
(312) 546-3297
georgek.blueleaf lending.com

Chase
(312) 732-3584
Chase.com

CrossCountry Mortgage
(847) 636-9397
ManglardiMortgages.com

Draper & Kramer
Mortgage Corp.
(847) 226-8293
dkmortgageteam.com

Guaranteed Rate,
Christin Luckman
(773) 290-0522
MortgageBarbie.com

Guaranteed Rate,
Joel Schaub
(773) 654-2049
rate.com/JoelSchaub

Guaranteed Rate,
Michelle Bobart
(312) 379-3516
rate.com/MichelleBobart

Movement Mortgage
(312) 607-1111
www.movement.com

Neighborhood Loans
(773) 960-2278
MortgageBencks.com

Peoples Home Equity
(312) 731-4939
PeoplesHomeEquity.com

Perl Mortgage
(312) 651-5352
amargulis.com

The Federal Savings Bank
(773) 726-4374
TammyHajjar.com

Ultimate Rate Mortgage
Company
(773) 636-4441
urmortgage.com

United Home Loans
(708) 531-8300
uhloans.com

Wintrust Mortgage
(224) 770-2021
BillsLoans.com

MOVING COMPANY
Coffey Bros Moving
(773) 628-7798
CoffeyBrosMoving.com

Move-tastic!
(773) 715-3227
move-tastic.com

PAINTER
McMaster Painting &
Decorating, Inc.
(773) 268-2050
McMasterPainting.com

PEST SOLUTIONS
Rose Pest Solutions
(815) 871-2733
RosePestControl.com

PHOTOGRAPHY
Carlos Shot You
(773) 807-4485
CarlosShotYou.com

Heather Allison Love
Photography
(872) 240-4257
HeatherAllisonLove.com

PLUMBING
Doc Mechanical
(773) 951-8158
DocMechanicalChicago.com

PROFESSIONAL ORGANIZING
Mission 2 Organize
(773) 830-4070
Mission2Organize.com

REMODELER
Arete Renovators
(872) 302-4170
AreteRenovators.com

RESTAURANT
Onward
(872) 888-8776
OnwardChi.com

RESTORATION SERVICES
Tri-State Restore
(331) 425-3706
Tri-StateRestore.com

ROOFING
Lindholm Roofing
(773) 628-6511
LindholmRoofing.com

STAGING
Artfully Arranged Staging
(872) 903-3591
ArtfullyArrangedStaging.com

HAVEN Home Staging &
Redesign, Inc.
(312) 380-1276
HavenHomeStager.com

Phoenix Rising Home Staging
(312) 450-8365
ChicagoStaging.com

TAX SPECIALIST
Monotelo Advisors
(312) 757-5151
monotelo.com

TITLE INSURANCE
Chicago Title
(312) 223-2270
ctic.com

Saturn Title
(847) 696-1000
SaturnTitle.com

VIDEOGRAPHER
Chicago Video Dude Inc.
(419) 503-0417
ChicagoVideoDude.com

HWA
Home Warranty of America

13 mo. WARRANTY

We've Got You Covered.

Coverage Includes:

- ✓ Air Conditioning System/Cooler
- ✓ Kitchen Refrigerator w/ Ice Maker
- ✓ Door Bells, Burglar & Fire Alarm Systems*
- ✓ Heating System/Furnace
- ✓ Washer/Dryer Package*
- ✓ And much more!

*Covered by Platinum & Diamond Plans. Terms and Conditions apply.



Kim Chalekian - Account Executive
Cell: 847.212.8635
kchalekian@hwahomewarranty.com



Liane Luckett - Account Executive
Cell: 708.205.5193
lluckett@hwahomewarranty.com

HWAHomeWarranty.com 888.492.7359

©2017 Home Warranty of America, Inc.

THE RENOVATION KING OF CHICAGO!

Contact me today to learn more about renovation loans for your clients!



JOHN MANGLARDI
SVP of Mortgage Lending

D 312-319-8632
M 847-636-9397
John.Manglardi@myccmortgage.com
manglardimortgages.com

Contact me for renovation loans and all your lending needs!

CrossCountry
More than a Mortgage

All loans subject to underwriting approval. Certain restrictions apply. Call for details. NMLS3029 (www.nmlsconsumeraccess.org). Licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act. Illinois Residential Mortgage Licensure. CrossCountry Mortgage, Inc. 6850 Miller Road, Brooksville, FL 34609. For product disclosures, please visit https://crosscountrymortgage.com/licensing-and-disclosures/loan-product-disclosures/. For licensing and state-specific requirements, please visit https://crosscountrymortgage.com/licensing-and-disclosures/NMLS3029 NMLS3005506 NMLS31137918

TAKE YOUR LIFE TO A HEALTHY NEW LEVEL.




"Sunny has been a life changer for my husband and me. He transformed us physically and mentally with his uplifting, positive spirit; continued encouragement and expertise in fitness and wellness. He is now our dear friend as well. A tremendously giving and wonderful person all around! Many of my friends and colleagues have seen how great he is and are now working with him as well!!" - Katie Hutchens

OFFERING WELLNESS AND FITNESS TRAINING TO RESIDENTS AND EMPLOYEES IN THE DOWNTOWN CHICAGO AREA TOWERS

CLIENTS & REALTORS KNOW

JUST CALL JOEL

When your buyers work with Joel, they will receive a **\$1500 closing cost credit.***

Joel is different because he gives back to your clients. Your buyers could be next!

- 15+ years of lending experience
- Top 1% of all loan officers nationwide for annual volume
- Honest service and real advice from a dependable mortgage professional



(773) 654-2049
JOEL@RATE.COM

guaranteed **Rate**

EQUAL HOUSING LENDER Joel Schaub NMLS ID: 224512; IL - 031.0008503 - MB.0005932 • Guaranteed Rate NMLS ID #2611 (Nationwide Mortgage Licensing System www.nmlsconsumeraccess.org) • IL - Residential Mortgage Licensee - IDFPR, 122 South Michigan Avenue, Suite 1900, Chicago, Illinois, 60603, 312-793-3000, 3940 N. Ravenswood Ave., Chicago, IL 60613 #MB.0005932

*Lender Credit valid through Guaranteed Rate for applications submitted after 1/1/18 and prior to 06/30/18. Coupon/Credit must be presented/mentioned at time of application. \$1500 credit will be applied at time of closing and is factored into the rate and APR. Applicant subject to credit approval. If loan does not close for any reason, costs will not be refunded. This offer and/or receipt of application does not represent an approval for financing or interest rate guarantee. This coupon cannot be redeemed for cash/has no cash value. Restrictions may apply, contact Guaranteed Rate for current rates or more information.

Publisher's note

June:

the first month of summer, the month we celebrate fathers, the month we can take that vacation we've been planning since the beginning of the year, the month we can FINALLY put our snow shovels away.

As a dad myself, I can't believe that in just ten short years my wife and I have had three kids, and a FOURTH one on the way! Exactly ten years ago (at the time this was written), we didn't have any children. It is almost impossible to think back to what I did in my spare time before these little blessings entered our lives. Being a father has molded me for the better into the man I am today.

Joe Zimmerman, our cover story for this issue, is no stranger to fatherhood with three children of his own. Joe says of his own father, "He taught me to show up for work every day with a positive mindset, to be happy, to be there, to show up on time, to have a firm handshake, and to work harder than the competition." This is sound advice that reflects Joe's real estate career which you can read about in his story.

Our spring event was a huge success and wouldn't have been possible without **Rhine Hall Distillery, Michelle Bobart, and Lisa Raimondi**. It is partners like these who model a true *Chicago Real Producers* partnership.

I'm excited to announce that our summer event will be on Thursday, July 25 at 900 WEST (900 W Washington Blvd. Chicago, IL 60607). We had great feedback about the agent panel from our winter event so we will be running another panel for our summer event! The topic of discussion will be: Closing the Summer Strong. We will explore the nuances of what successful REALTORS® do to create urgency to sell more real estate during the last six weeks of the summer. Meet our panelists and read the details of the event on page 66. Our last panel was filled to capacity so if you would like to register early, please email me directly for the registration link.



Fighting the good fight,

Andy Burton
Publisher, *Chicago Real Producers*
andy.burton@RealProducersMag.com



facebook.com/ChicagoRealProducers
@ChicagoRealProducers

ECHO

Home Inspection Inc.
847-888-3931

Celebrating 30 Years Of Service!!!

We Offer:

- Pre-Purchase Inspections
- Pre-Listing Inspections
- Pre-Drywall Inspections
- Commercial Inspections
- 5-Point Precision Inspections
- Radon & Mold Testing
- Roof Certifications

When Experience Matters!!!
Call **ECHO**

Realtor, Attorney & Veteran **\$25.00 Discount**

"Providing peace of mind one home at a time since 1989"

PRIME CREDIT ADVISORS

ARE YOUR CLIENTS MORTGAGE READY?

We make the journey towards great credit a smooth ride!

FREE CONSULTATION AND CREDIT ANALYSIS

primecreditadvisors.com

Why our clients choose us:

- 100% Money-Back Guarantee
- No Monthly Fees
- Highest Removal Rates
- Fastest Credit Repair (30-60 days)
- Professional and Personal Approach
- Industry Leading Services
- Debt Settlement Assistance
- Registered and Bonded
- A+ Rating with BBB



Tom Tarkowski
Chief Troublemaker
O: 708-761-4844
tarkowski@primecreditadvisors.com



Brenda Zavala
Creator of Opportunities
O: 708-761-4844
brenda@primecreditadvisors.com



David Szymanski
Creator of Opportunities
O: 708-761-4844
david@primecreditadvisors.com



Yesenia Escamilla
Director of First Impressions
O: 708-761-4844
yesenia@primecreditadvisors.com



SANCHEZ CMS Inc.
Custom Mirrors & Showers

Good Craftsmanship Takes Time!

We believe in quality, not quantity.



Julio Sanchez (773) 255-7586
Owner julio.sanchez464@gmail.com

Check Us Out on Facebook @ Shower Doors & Mirrors

DRAPER & KRAMER MORTGAGE CORP.

"Relax – I Got This"

You should not have to worry about your client's loan AFTER you sign a contract.

Let Dan handle it!

Close in as little as 12 days*

useful when a deal falls apart with another lender

Experienced in complicated deals and condos

Straightforward and honest advice from a reputable professional

A social media expert – let Dan help find YOU clients

Dan Krucek

Vice President of Residential Lending
20+ years of experience
O: 847-239-7811 | C: 847-226-8293
dan.krucek@dkmortgage.com
dkmortgage.com/krucek

*12-day closing time not typical and only available when borrower has provided all required documentation and has received an underwriting credit and property approval and clear to close. Please contact your Draper and Kramer Mortgage Corp. representative for full details.



Daniel John Krucek (IL:031.0030233 TN:124976 NMLS:398738) is an agent of Draper and Kramer Mortgage Corp. (NMLS:2551) an Illinois Residential Mortgage Licensee located at 1431 Opus Place, Suite 200, Downers Grove, IL 60515, 630-376-2100. IL: Illinois Residential Mortgage Licensee No. MB.0004263 - Licensed by the Department of Financial and Professional Regulation, Mortgage Banking Division, 100 West Randolph, 9th Floor, Chicago, IL 60601, (888) 473-4858. TN: Mortgage License No. 109409 www.nmlsconsumeraccess.org - 400 Skokie Boulevard - Suite 100 Northbrook, IL 60062



"Delicious from starter drinks to the meal, then dessert and coffee after. Attentive service, helpful staff and a great evening." – Kat L., Facebook Review



Brunch
FRI – SUN: 10AM – 3PM

Dinner
SUN & TUES: 5PM – 9PM
(Closed Monday)
WED – SAT: 5PM – 10PM

Lunch
TUES – SUN: 11AM – 3PM
(Closed Monday)

Bar
SUN & TUES: 11AM – 9PM
WED & THURS: 11AM – 12AM
(Closed Monday)
FRI & SAT: 11AM – 1AM



872.888.8776 | www.onwardchi.com



Lauren *SHIMMON*

▶ agent feature

By Chris Menezes
Photos by Heather Allison
Love Photography

▶ EVER LEARNING

“If you put your mind to something, there really are no excuses to getting to your end goal,” says Lauren Shimmon of Dream Town Realty.

...

Lauren first came to this realization as a collegiate athlete, running track at the University of Illinois. Having to wake up at the crack of dawn to get to the training room before classes, sticking to a rigorous course-work schedule, staying on top of nutrition on an abnormally high level, and traveling to a new city every week, instilled a discipline within her that has proven to be invaluable both personally and professionally.

Lauren's athletic ability and sense of discipline comes from her parents, who were both collegiate athletes as well. Her father played soccer at St. Lawrence University in New York, and her mother was a "superstar" track athlete, running at both UCLA and the University of Illinois in the early stages of Title IX, which came with its share of adversity. Her mother actually began running track professionally as a teenager and won the 200-meter dash as a 16-year-old at the Nationals Track & Field meet, which was unheard of at the time.

Lauren followed in her parents' footsteps, playing soccer from elementary school to high school, and running track from high school through college. She was recruited to run track at the University of Illinois just like her mother, which made them the first mother-daughter legacy for the same sport at U of I. She majored in sports marketing thinking she wanted to stay in the sports industry. However, during her senior internship, working within the industry, she discovered that she hated the business side of sports and corporate life in general.

Lauren's boyfriend at the time and his best friend both grew up building houses with their fathers who were custom home builders. Her boyfriend's best friend started his own real estate firm to sell

his father's custom homes, and he asked Lauren if she wanted to get her real estate license. So, she started taking the classes while completing her internship and ended up graduating with her college degree and real estate license in 2005.

Equipped with a competitive mindset as a former athlete, Lauren really liked the idea of sales and the hustle that is required to become good at something. "It seemed like it fit hand in hand with my competitive mentality where I could continually challenge myself," says Lauren. What made Lauren perfect for real estate, in addition to her competitiveness, was her ability to make friends with everyone, even her competitors!

"My mom used to always make fun of me when I would compete in different sports because I would make friends with all of my competitors. I was supposed to be in 'killer mode,' not 'make-friends-with-everyone mode,' but that's just my nature! At the end of competing in a heptathlon, which lasts for two days, I would be friends with all 20 or so girls competing in it," says Lauren.

Real estate seemed to be the perfect fit for Lauren, despite the looming economic crises that would soon hit. About a year after starting her career, she quickly realized that she needed to move to the city and join a bigger company that could teach her more. She started with a firm that specialized in investment properties, in addition to their general brokerage division. So, when the market crashed, a lot of their clients went underwater with their investments and needed help.

In order to better help her clients, Lauren partnered with an attorney and a short-sale negotiator and quickly became a short-sale expert. "I think the main reason I survived this period was because I was so new to the industry and blindly just dove in and immersed myself, learning as much as I could. What was not normal for real estate veterans was my normal, and I didn't know any better. I can't tell you how many agents that were in the industry 20+ years just gave up because they'd never seen anything like that before and just could not adapt," she says.

“I love how there’s always something new to learn... I’ll never know everything, but I want to constantly be better and grow.”



...



Lauren made it through the crisis and became a CAR Top Producer in 2010. With plans to continually grow, she has adopted the mantra of never stop learning.

“I love how there’s always something new to learn, always a new way to grow your business and yourself in this industry, both personally and professionally. I’ll never know everything, but I want to constantly be better and grow. I learn from my clients, I learn from brand new agents as well as top producers, and I learn from the attorneys, inspectors, and lenders I deal with on a regular basis,” she says. “The business is ever changing and you need to be able to adapt with it—whether it be the technology in our industry or the ups and downs of the economy.”



Lauren remains close to her mother, father, and brother to this day and enjoys spending time with each one of them. She lives down the street from her mother in River North and pops in for dinner often. Her father and brother are partners in Jersey Mike’s franchises and own 17 stores (and growing) throughout Illinois.

As a lifelong athlete, Lauren’s form of meditation is hitting the gym. She enjoys lifting weights with friends, and she enjoys traveling too. Her desire to continually learn doesn’t only apply to real estate, as she is currently learning to speak Spanish. Lauren also has a soft spot for animals and helps support several animal charities.

The definition of success that most resonates with Lauren is by John Wooden: “Success is peace of mind, which is a direct result of self-satisfaction in knowing you did your best to become the best you are capable of becoming.”

IMPRESS YOUR CLIENTS WITH SOMETHING THEY’LL CHERISH AND NEVER FORGET.

SPECIAL REALTOR PRICING

JOSH MOULTON
FINE ART GALLERY

Providing Chicago’s Top Realtors with custom framed paintings and prints for closing gifts for over 15 years.

2218 N Clark St · Chicago, IL 60614
joshmoultonfineart.com · 773.592.3434

Business Breakthrough SCHOLARSHIP

Invitation for Chicago Real Producers Community
FREE Business Breakthrough Session (Value \$2,000)

In this (60) min session, top business strategist **Scott Hansen** will:

- Provide you a 12 month “business growth map” for doubling your revenue
- Share strategies that will help you DOMINATE your competition
- Help you find in excess of \$100,000 in untapped revenue in your business
- Provide success principles to close more clients
- Share strategies on how to become more productive

Claim Your Scholarship Today!
www.sixtyminutebreakthrough.com

Scott’s Work Has Been Seen In:

Meet Dave & Dave

“A Father and Son inspection team” Two sets of eyes at every inspection for attention to detail along with reducing inspection times.

Same day digital reports with pictures included.

Educating clients to help make a confident and well informed decision on their new home purchase.

We have conducted over 10,500 inspections since 2002.

Call or text for pricing and availability
847-281-6605
inspections@buildingspecschicago.com

BUILDING SPECS
Property Inspections

Services provided:

- Pre purchase inspections
- Pre-listing inspections
- New construction inspections
- Small commercial inspections

Additional services:

- Mold/air quality testing
- Radon testing

Special tools used:

- Aerial drone footage (for restricted areas)
- Moisture detector
- Infrared camera

www.buildingspecschicago.com

ROSE®

PEST SOLUTIONS

PEST INSPECTION EXPERTS SINCE 1860

**Schedule More,
Save More!**

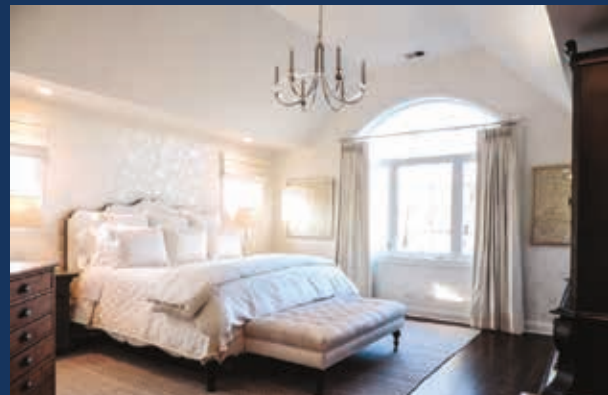
**Ask us how you can
qualify for our
discounted rate***



*some restrictions apply

**CALL US TODAY:
(800) GOT-PESTS**

ROSEPESTCONTROL.COM



Our Services:

- Pressure Washing • Block & Brick Sealing
- Carpentry • Cabinet Painting
- Wrought Iron Painting • Deck & Fence Refinishing
- Interior & Exterior Painting • Wall Coverings
- Drywall & Repair • Spraying
- Staining & Varnishing • Faux Finishes
- Snow Removal • Aerial Work- Bosuns Chairs, Lifts, Swing Stages



Kevin McVicker, Owner

- \$ GET A QUOTE
- 773-268-2050
- info@mcmasterpainting.com
- www.mcmasterpainting.com

Serving Chicago & Suburbs



**Give your
home the
protection
it deserves.**

Robert Archibald, Agent
IL-100731962
623 W North Avenue, Suite 4
Elmhurst, IL 60126
Bus: 630-501-1670
Fax: 630-501-1739
www.robertarchibald.com

Your home is where
you make some of
your best memories,
and that's worth
protecting.
**I'm here to help.
LET'S TALK TODAY.**

Mon-Fri: 9:00am - 5:00pm | Sat: 10:00am - 1:00pm
Evenings by appointment



State Farm Bank, F.S.B., Bloomington, Illinois ("Bank"), is a Member FDIC and Equal Housing Lender. NMLS ID 139716. The other products offered by affiliate companies of State Farm Bank are not FDIC insured, not a State Farm Bank obligation or guaranteed by State Farm Bank, and may be subject to investment risk, including possible loss of principal invested.

FULL SERVICE PLUMBING
EST 2015 CHICAGO IL
Doc Mechanical
LICENSED, BONDED & INSURED

CALL US FOR ALL YOUR PLUMBING NEEDS

773-951-8158



www.docmechanicalchicago.com

Offering full service plumbing and sewer expertise
for residential and commercial properties.

Family Owned & Operated



Ronan Construction, LLC has the experience to execute your construction goals. We develop **QUALITY** not quantity. Exceptional work ethic and quality, and luxurious finishes that far exceed the industry standards. With a full time crew of skilled craftsmen of carpentry, brick laying, and design we are experts at handling any scope and size project.

We offer a full range of property development services.

A family owned construction company.



4415 N Drake Ave. Unit # 1F, Chicago, IL 60625 773-588-9164
info@ronaninvestors.com www.RonanConstruction.com



business

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

CONVENIENCE is Killing the COMMUNITY

As REALTORS®, we all know the old adage “location, location, location.” We all advise our clients that the most important thing about their real estate purchase is where the property is located based on their wants, needs, and budget. For a home buyer, this could be proximity to activities and entertainment, transportation routes, and green space. For a business owner, the focus could be on foot traffic, the price per square foot, and available parking. While we say that the location is important, we tend to gloss over the fact that the community surrounding the “location” is actually what matters. Professionally, many of us are doing our clients a disservice, and not seeing the forest for the trees.

In today’s society, we are pulled in different directions on a daily basis, and time is always of the essence. The internet is our lifeline to the world, both professionally and personally. Through the multiple listserv options, we have access to almost all of the properties that we could ever dream of, and we can curate almost any experience from our mobile device. We embrace affordable luxuries that are both convenient and make our lives easier so we can do more. For example, now, we do not even have to talk with the barista at Starbucks because we can place an order from our phone. In just a few clicks, we can have our groceries delivered to

either our car or our front door, whichever is easier. If you don’t want coffee or groceries, Amazon seems to have everything else.

While our lives are more convenient, data indicates that these actions of convenience are killing our communities, and ultimately, our livelihood.

According to *Prime Numbers: Amazon and the American Communities*, in 2018 alone, Amazon and its third-party vendors sold \$189 billion, yes, billion, in retail goods. From a shareholder’s perspective, that is a wonderful number. From a convenience standpoint, more often than not, all of us have used Amazon to save the day. However, on a community level, this luxury of convenience is detrimental. Across the United States:

- 540 million square feet of retail space was displaced,
- 900,000 retail jobs were slashed, and
- \$5.5 to \$7 billion in taxes went uncollected.

The cumulative loss in uncollected sales taxes for 2014–2018 is estimated to be as high as \$22.5 BILLION!

Assume for a minute that an average neighborhood store or business has four employees: 225,000 businesses were displaced, and leases on 2,400 square feet, per business, were never

signed, in 2018 alone, for reasons of convenience. This loss of retail space and jobs negatively impacts the surrounding community. While a vacant storefront is an eyesore, imagine what could have happened if 225,000 businesses were contributing to the community.

How would our communities be different if, professionally and personally, we actively chose to be inconvenienced at times? Supporting local businesses, and the communities that surround them, ultimately increases our bottom line. After all, would you rather your location be near a thriving community with diverse storefronts, employed individuals, and healthy infrastructure, or conveniently located among a homogenous landscape of empty storefronts, a financially unstable community, and crumbling streets?

Source: *Prime Numbers: Amazon and American Communities*, *Civic Economics and the American Book Sellers Association (ABA)*, article derived from report of same title *Prime Numbers: Amazon and American Communities*, accessed February 2019, <http://www.civiceconomics.com/primenumbers.html>.

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.

CUT ABOVE Gifts.com



The most used place in the home is the kitchen.

Quality custom engraved gifts, that last forever.



Mike Parsio

Cutco Closing Gifts
“Cut Above Gifts”
Independent Field Representative



(773) 769-7812
Mike@CutAboveGifts.com
CutAboveGifts.com



Give your home the protection it deserves.

Kevin Smith, State Farm
2827 W Belden Ave Unit 1B
Chicago, IL 60647
773-772-2244
Kevin@kevinsmithagency.com

Your home is where you make some of your best memories, and that's worth protecting. We're here to help.

LET'S TALK TODAY.



State Farm Fire and Casualty Company, State Farm General Insurance Company, Bloomington, IL
State Farm Florida Insurance Company, Winter Haven, FL
State Farm Lloyds, Richardson, TX
1708136

CLIENTS WIN WHEN THEY'RE BACKED BY A GREAT TEAM. LET'S WORK TOGETHER TO HELP THEM BRING IT HOME!



CONTACT ME TO LEARN HOW I CAN HELP YOU AND YOUR CLIENTS.




BILL KATSOOLIAS
Senior Mortgage Planner, NMLS# 755858
231 S. LaSalle St., Chicago, IL 60604
507 N. Milwaukee Ave., Libertyville, IL 60048
DIRECT: 224.770.2021
BKatsoolias@WintrustMortgage.com
www.BillsLoans.com



Wintrust Mortgage is a division of Barrington Bank & Trust Company, N.A., a Wintrust Community Bank
NMLS# 449042. © 2019 Wintrust Mortgage.



CHICAGO'S #1 PROFESSIONAL AFFORDABLE & RELIABLE MOVING COMPANY

GIVE YOUR CLIENTS THE VIP TREATMENT



NEW STAGING SERVICES TO HELP BUILD YOUR BUSINESS
REFER YOUR CLIENTS AND EARN REWARDS

- LOCAL MOVING
- OFFICE MOVING
- LONG DISTANCE MOVING
- STORAGE
- PACKING
- LABOR ONLY
- STAGING
- JUNK REMOVAL

CALL US TODAY AT 1-833-GET-MOVED AND MAKE ANY MOVE LESS STRESSFUL!

3236 North Pulaski Road • Chicago, IL 60641
Locally Owned & Operated • www.coffeybrosmoving.com







Patrick J. Loftus
Chicago • Illinois
773.632.8330
patrick@loftus-law.com
www.loftus-law.com



A 5 STAR CHICAGO REAL ESTATE LAW FIRM



The Power of Saying No



►► business
By Grigory Pekarsky

When I entered into real estate my goal was, and still is, to help as many people as possible with their housing needs. I remember my first year in the business. I was fresh out of college, eager to prove myself and do what was necessary to be great. I started my real estate career in January 2008 in Chicago, a city I visited a few times in my early twenties for New Year's celebrations, and once with my family when I was nine years old. Whatever excitement I felt at the start of my career quickly turned into despair and panic. If I could put into

words how my first six months felt, I would say: "Imagine yourself locked in a maze with no lights on and having to blindly find your way out." To put it lightly, I hated it and barely made it. The turning point for me was a collection of lessons and concepts that still hold true to this day. One lesson was, and still is, the most important one that I had to learn. That lesson is learning the power of saying "no".

As real estate agents, we are here to guide and consult individuals through the transactions of buying and selling homes so that they will be successful. We know what will make a transaction successful, and we know the signs that predict what will be the unsuccessful ones as well. A turning point for me was when I began asking the right questions up-front to ensure I could, and can, really put my full energy and effort into assisting someone with their real estate needs. There are the obvious things like getting buyers pre-approved and listing homes at the appropriate market value price. But to really level-up in real estate, the secret is to focus your energy on choosing to work for clients who demonstrate two key characteristics:

1. They're under pressure to make a decision
2. They exhibit loyalty/they are willing to be loyal to you as their agent

The first one might seem obvious, but it's not. The first thing I look for in a potential new client is: Are they ready to make a decision? It doesn't have to be tomorrow or even next month, but are they really going to buy or sell in the near or not-so-distant future? Everyone likes to look at real estate, but only a few people among those actively looking at any particular time are serious about it because they're under pressure to act: Their lease may be coming due, a baby is on the way, or they're moving here for a job—all great reasons that demand decisions be made sooner rather than later. Pressure is what I'm looking for. Pressure is a great decision motivator. Dig for signs of pressure so you'll know you are dealing with someone who needs to buy or sell soon.

The second point is a lot more difficult to achieve, but it's what real estate careers are built on. Loyalty from your client is everything. Loyalty stems from trust, so it's a very difficult thing to establish early on in your relationship with your client, but it's the best business in-

surance you can find. Loyalty is built through honesty and professionalism. Client loyalty remains the most coveted piece of my business. With every client that finds their way to me either through referrals, open houses, or an online lead-buy, I strive to earn and maintain their loyalty from the beginning. I demand it, even. Here's why: I put 110 percent behind every one of my clients and their searches. But I have a limited amount of time in my day, so I need to only focus on those clients that I know will benefit from my efforts.

Every day, I go out into the field looking to attract clients who possess these two fundamental characteristics. Filling my day with work that's for clients who are both ready to make a decision and are working with me exclusively helps me to focus my energy and keep operating at a very high level.

The power of saying "no" comes from understanding that you, as an individual, have very limited time in the day to do all that needs to be done. It's all about using every second you have wisely and respecting yourself enough to know that what you provide is valuable, and to then look for the clients who are ready to respect the service you provide. I still keep everyone I come across in my CRM. Marketing to them consistently keeps me top-of-mind, and even though they might not be ready to buy now, they very well might be ready in the future, and when I see them demonstrate those two key characteristics, I know I'm absolutely ready to say yes.

Every day, I go out into the field looking to attract clients who possess these two fundamental characteristics. Filling my day with work that's for clients who are both ready to make a decision and are working with me exclusively helps me to focus my energy and keep operating at a very high level.



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.

The perfect home deserves the perfect loan.

With home loans for all of your clients' home buying needs, there has never been a better time to check out PERL!

- ▶ Portfolio Loan Options
- ▶ Special Doctor Programs
- ▶ Down payment assistance programs
- ▶ VA and USDA Loans

PERL
MYPERLTEAM.COM
A Division of CrossCountry Mortgage, Inc.

ALEX MARGULIS VP of Mortgage Lending
312.651.5352 office
847.529.8100 cell
alex@myperlteam.com
myperlteam.com/alex
NMLS #: 192878

Call PERL 100471. All loans subject to underwriting approval. Certain restrictions apply. Call for details. NMLS10029 (www.nmlsconsumeraccess.org). Licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act. Illinois Residential Mortgage Licensure. CrossCountry Mortgage, Inc. 4850 Midway Road, Overland Park, KS 66204. For product disclosures, please visit myperlteam.com/disclosures and customer loan product disclosures. For financing and state specific requirements, please visit <http://www.crosscountrymortgage.com/financing-and-disclosures/>. NMLS #: 192878, 1239632, 3029

Your Real Estate Needs Are My #1 Priority.



Raimondi Law Group

Proven Knowledge & Legal Expertise
For All of Your Real Estate Law Needs



Lisa M. Raimondi

15774 S. LaGrange Road, #161
Orland Park, Illinois 60462
312-701-1022
lmr@raimondilawgroup.com

We're not Cheap Charlie from Chicken Little Inspections... but we'll be Straightforward

- Our reports are simply better
- Streamlined report data for brokers
- Lifetime client support



For more info

www.straightforwardhomeinspections.com → 773-680-7402



"We used Jesse for the inspection of our first home! He was more than wonderful! He is very meticulous, and detail oriented. The report was given to us the next day, and included pictures of everything that was in need of fixing along with a thorough explanation of how to fix it. My Husband, who was there during the inspection learned so much about our new home. I highly Recommend Straightforward Home Inspections for anyone looking to purchase a new home!" -Lauren C.



Kitchen, bathroom, basement,
painting, additions & more

SB

Slawek
Construction, Inc. 773-520-7788

sbconstruction9@yahoo.com



Real Estate Valuation & Consulting
With Specific Emphasis on Renovation &
New Construction Analysis



Michael S. Leigh,
Owner

Appraisal Solutions Group

Chicago | Lake Forest | Waukegan

312-800-1025 Main Office

orders@appraisalsolutionsgrp.com

Experts in Real Estate Accounting



With over 20 years specializing in real estate accounting and tax strategies, our team of experts can guide you in achieving maximum return and growth for your business. From commercial and residential developers, to agents and investors, we understand the complexities of your business.

Hechtman Group

Exceptional CPA services for
small businesses with big plans

Contact Us Today:

www.thehechtmangroup.com

info@thehechtmangroup.com

847.256.3100



Home Warranty. Reinvented.
Silicon Valley Style

hellosuper.com/realestate
844-55-SUPER

Contact: Morgan Bertler
312-248-3173 | morgan@hellosuper.com

GRIT AND PERSISTENCE: MAKING DREAMS REALITY

By Nora Wall | Photos by Heather Allison Love Photography

Matthew Engle immediately strikes those around him as a man with ambition, focus, and a sharp intellect, by tackling life with determination and persistence.

» rising star

MATTHEW ENGLE

••• Born and raised in a small town in central Pennsylvania, Matt went on to study international relations at the University of the South in Tennessee and planned to live in either New York City or Washington, D.C., after he graduated. In 2010, during the summer before his senior year in college, he went to Rome for an internship with Istituto Affari Internazionali (IAI), the plan was to then work with the state department after graduating. While he was in Rome, though, Matt met a girl, stayed in touch, and followed her back to Chicago after graduation. Although that relationship only lasted a few years, Matt fell in love with Chicago while he was there and decided to stay. He quickly realized, however, that a career in international relations was not going to happen, so he decided to change his focus to logistics, a thriving industry in the Midwest. He soon landed what became his first job out of college with the logistics firm, CH Robinson.

Several years into his job, Matt realized he wasn't fulfilled and began to research other careers. He started asking himself: "Should I become a doctor? Should I become a lawyer? Should I go into advertising?" Real estate caught his interest as he began to listen to the real estate investing podcast *Bigger Pockets*. And the idea of creating passive income really appealed to him. Matt decided to pursue real estate in 2015.

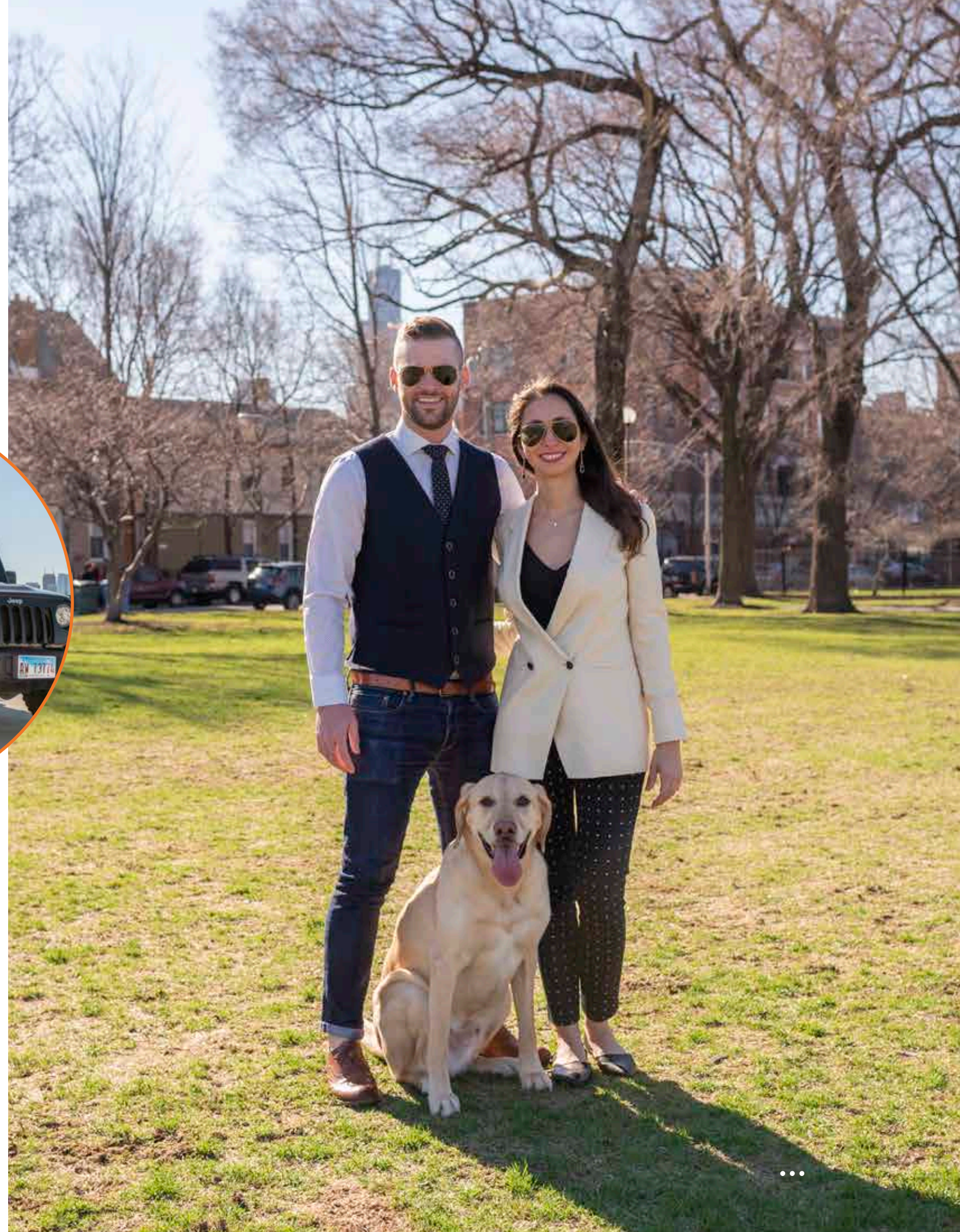
At first, Matt was attracted to commercial real estate, but the idea of having to wait six months to a year for a deal to close did not work for him. Matt decided to focus on residential real estate instead. He interviewed with Chicago's boutique firm, Fulton Grace Realty. Part of what attracted him to Fulton Grace was the fact that they are also a property management company with a thriving inventory of exclusive rentals. He took on rentals at Fulton Grace and quickly began to establish himself in the rental market.

A perpetual learner, Matt constantly listens to audiobooks. His top three recent books are *The Miracle Morning: The Not-So-Obvious Secret Guaranteed To Transform Your Life* (before 8am) by Hal Elrod, *Your Money or Your Life: 9 Steps to*

Transforming Your Relationship with Money and Transforming Your Financial Life by Vicki Robin and Joe Dominguez, and *Atomic Habits: An Easy & Proven Way to Build Good Habits and Break Bad Ones* by James Clear. Taking a cue from *The Miracle Morning*, Matt rises early to perform the daily practice he has created for himself that includes meditation, focusing on gratitude, reviewing his goals, visualization, and physical exercise. Keeping a steady eye on his ambitious goals, Matt continually looks to improve both his personal and professional processes and growth.

Atomic Habits: An Easy & Proven Way to Build Good Habits and Break Bad Ones has really got him thinking about his own processes. If people don't live up to their goals, it's because of their processes, it's the ingrained behaviors and habits that hold us back from achieving our goals—it's the difference between a pipe dream and a dream that becomes a reality. Matt relays, "You need to build strong processes first, and [then] you're going to shoot through those goals just by perfecting those processes. Right now I'm trying to figure out how to perfect the processes and get rid of things I don't need. It's about deciding what you desire to achieve and then creating the daily processes that will get you there."

Matt now has a combined real estate team with Jon Chenot, where he takes the sales lead and Jon takes a mentorship role to the rental agents on the team. The other main contributor to the team is Verona Imperatrice Alves, who is his partner in life both personally and professionally. "She's a huge contributor to my success and is a huge support. She is from Brazil and was a chef there. She came here as an au pair in 2010 and fell in love with Chicago. We met in 2016 and started dating. In 2017, I asked her if she would be interested in working in real estate with me and she said yes! This was the best hire I could have ever asked for. She now leads operations and keeps everything on track when times are super busy."





In the process of building a team, Matt has explained that his biggest obstacle, since the beginning, was learning how to give up total control as his business and team grew. He needed to learn how to delegate tasks and responsibilities to other members of his team. He explains, "I still struggle with it now. I'm very organized and super quick to respond, but I may not be the best teacher."

Creating passive income is also one of Matt's passions. Instead of having a 401(k), Matt has decided to invest in building his own rental portfolio where he believes he will always have an appreciating income. He has formed a 50/50 real estate investing partnership with James Tassone, his best friend from childhood who lives in Pittsburgh. They have bought two rental properties in Pittsburgh: A single-family home and a four-unit building. They plan to continue investing in properties in both Pittsburgh and Chicago.

Outside of the daily grind of building his real estate company, Matt is adventurous and loves to explore the city with Verona. Whether they are at bars playing darts, pool, ping pong or virtual reality games, or attending a festival or DJ show, they are always having fun! They love to try new recipes and are frequently implementing healthier habits into their lifestyle, but they also love to eat out and try new restaurants. Most of their free time is spent with family, friends, and their dog, either vacationing together or simply celebrating life events. In fact, last year they spent Christmas and New Year's in Brazil. Sometimes they simply enjoy going for a drive in their jeep or catching up on TV shows.

Matt says, "The sky really is the limit. It's really up to you." Matt is a man who decides what he wants and then creates a plan to achieve it. That's his secret, along with a lot of grit and persistence, to making his dreams a reality.

MOVING
PACKING
STORAGE

WANNA GET LOADED? WE CAN HELP!

**BOOK YOUR MOVE TODAY!
CHECK OUT OUR NEW WEBSITE
WWW.MOVE-TASTIC.COM · 773-715-3227**

MOVE-TASTIC!
CHICAGO'S PREMIER MOVING COMPANY
ICC MC#: 158678

Experience Matters

Over 35 years experience closings real estate transactions.

CHICAGO REAL ESTATE EXPERTS.

Gerard D. Haderlein, Esq.
773-472-2888
jerryhaderlein@ameritech.net
3413 N. Paulina Chicago IL 60657

www.gerardhaderleinlakeviewlawyer.com

Blueleaf Lending
COMMITTED TO YOUR SUCCESS

CALL ME TODAY FOR YOUR TAILORED MORTGAGE SOLUTIONS

GEORGE KAMBEROS
Mortgage Consultant | NMLS# 958111

Blueleaf Lending
COMMITTED TO YOUR SUCCESS

Blueleaf Lending – A subsidiary of Midwest Community Bank
112 S. Sangamon Street, Chicago, IL 60607
O: 312-546-3297 | C: 708-307-6812
GeorgeK@blueleaflending.com
Residential/Commercial/National Lending!

• AIRBRUSH MAKEUP & HAIR
• BRIDAL, CORPORATE, PRINT, AND TV
• SPECIALIZED IN PRECISION CUTTING, COLOR, AND EXTENSIONS

STACIE YAROSZ,
STYLIST & MAKEUP ARTIST
SYSTYLED@GMAIL.COM
312.952.2241

Styled.
f i



THE DELJO DIFFERENCE

Buying, selling and living well.

When it comes to keeping your heating and cooling system in good working order, you can always count on Deljo Heating & Cooling.

Since 1922, generations of Chicagoland residents and business owners know that Deljo provides the highest quality HVAC products and services available.

Deljo keeps you and your property warm in the winter, cool in the summer and comfortable year round.

HEATING AND COOLING INSTALLATION AND MAINTENANCE

INDOOR AIR QUALITY TESTING AND IMPROVEMENT

DUCTLESS SYSTEMS INSTALLATION AND MAINTENANCE

EMERGENCY HVAC SERVICE 24/7

FINANCING AVAILABLE

SERVICING ALL OF CHICAGOLAND

CALL OR CLICK

#thedeljodifference

773.663.4923 | deljoheating.com



Antonia

MILLS,

Attorney

AT LAW

▶ partner spotlight

By **Chris Menezes**

Photos by **Carlos Miranda**

MAKING CHICAGO A BETTER PLACE

Antonia Mills has a passion for helping Chicago through real estate law. While she does traditional home sales and purchases, she has built her practice around the unique transactions of investors, in order to “help Chicago be a better city.”

“The work I do with real estate investors helps stabilize the community, bring about economic development, and reduces crime in neighborhoods. I don’t just close real estate transactions, but also help advocate to make Chicago’s communities safer and protect the housing rights of individuals,” says Antonia.

Antonia provides legal representation for building code violations in the municipal and administrative courts, evictions for landlords, short sales, the creation of legal entities, land trusts, and basically any legal issue pertaining to residential and small commercial properties.

Antonia first got into real estate law by happenstance. To make ends meet while in law school, she worked as the receptionist for a not-for-profit organization that served low-income families from Chicago’s south and west sides. In 2012, the orga-

nization started receiving donated properties from banks and began rehabbing them. Their real estate portfolio grew so large that they needed an attorney on staff. Antonia stepped right into the role. Although she left the organization in 2016 to start her own practice, they remain one of her clients today.

In order to better serve the real estate community, Antonia obtained her real estate license in 2017 and has become involved in many organizations. “I wanted to have a deeper involvement in the community and be an advocate on the behalf of real estate agents and their clients. Real estate is incredibly personal and I like being part of the memory in helping someone’s dreams come true,” she says.

Antonia is the 2019 Program Director for the Women’s Council of REALTORS® and is responsible for creating the events and content for each program and networking event for the year. Since 2018, she has served as the government affairs director for the Veteran’s Association for Real Estate Professionals, working with state and federal legislatures to protect the housing rights of veterans. She is also a state legislative contact and has participated in the REALTOR® Capital Conference since 2016. ●●●

“

I want to be known for being a person of integrity, someone who made an impact on protecting the property rights of Chicago's citizens, and someone who helped better Chicago's south and west sides.”



“I want to be known for being a person of integrity, someone who made an impact on protecting the property rights of Chicago's citizens, and someone who helped better Chicago's south and west sides,” says Antonia.

When she isn't working, Antonia enjoys walking her dog, Queenie, watching live music, and creating new dishes in the kitchen with her boyfriend. She is a “joiner” and will try anything at least once, as long as it isn't illegal or incredibly dangerous.

To contact Antonia, give her a call at 847-361-0079 or email her at antoniainmillsesq@gmail.com.



VIDEO GURU



SIGNATURE SERIES

A 3 Camera Set Up that offers a Professional, Educational, and Personal branding approach.



SERVICES INCLUDE

Life Style / Intro Videos
 Property Showcases
 Event Marketing
 Green Screen Marketing

JUSTIN BARR

Video Producer / Creative Editor

419-503-0417

ChicagoVideoDude@gmail.com

www.ChicagoVideoDude.com

CONTACT ME FOR A FREE CONSULTATION!

Lindholm Roofing
 "Our family has your family covered™"

Residential & Commercial

- Cedar
- Flat Roofs
- Insulation
- Shingles
- Siding
- Gutters & Downspouts
- Slate & Tile
- Tuckpointing
- Window & Doors

3588 N Milwaukee Ave
 Chicago, IL 60641

P: 773-283-7675
 E: Info@LindholmRoofing.com
 W: LindholmRoofing.com

ANTONIA L. MILLS
 ATTORNEY AT LAW

The Attorney for
 Real Estate Investors.

847-361-0079
 AntoniaLMillsEsq@gmail.com

Sell Homes Fast

with Home Staging & Redesign



"There have been countless times where I have had to overcome hurdles with difficult listings that were not selling. When this happens I immediately turn to Mia. She is a true professional and has helped my clients in many different precarious situations. Each and every time resulted in a sale of their home. Do not hesitate to call her whether an entire home needs to be staged or just a room. She will put her skills to work while being sensitive to your client's budget."

- Dennis Huyck, Broker at @properties.

Entrances • Kitchens • Living Rooms • Offices • Dining Rooms • Bedrooms • Outdoor Spaces

Mia Hable, Designer

miahable@artfullyarrangedstaging.com | Call (872) 903-3591 today for a consultation.

www.artfullyarrangedstaging.com

Protect your property rights
with Saturn Title.

Saturn Title Insurance Company is a strategically competitive title agency, underwritten by some of the leading title insurers in the industry: Chicago Title, Fidelity Title, Old Republic Title and Stewart Title. The Company delivers services that are required by real estate and mortgage industries for settlement of transactions. **We work to ensure you buy your home with confidence and help protect your property rights.**

How We **STAND OUT:**

Full spectrum of products, commercial and Residential closing,
including general and specialized services and departments.

Advanced technology, resulting in exceptional quality | Streamline every process

Communicate faster and more accurately with all parties involved

Outstanding service and accountability | Highly skilled individuals



Agnes Mroczkowski

Manager

Email: agnes@saturntitle.com

Mainline 847-696-1000

Fax 847-696-1001

1030 W. Higgins Rd #365

Park Ridge IL, 60068

Go to our website for additional locations: www.saturntitle.com

guaranteed **Rate**



THE HOUSING MARKET IS
SIZZLING

WE SET THE **GOLD** STANDARD
FOR CONCIERGE LENDING.

By working with Christin and Guaranteed Rate, you'll
also be giving back: **When your loan closes, Christin
will donate the cost of one week of clinical trials to
Gateway for Cancer Research!***

XO lucky

CLOSING COST COUPON
\$1,000**

*\$100 donation will be made to the Gateway for Cancer Research at time of closing. Donations are valid for all loans closed from 06/01/2019 through 12/31/2019. Guaranteed Rate is not affiliated with Gateway for Cancer Research nor does Guaranteed Rate sponsor or endorse Gateway for Cancer Research. Applicant subject to credit approval. If loan does not close for any reason, donation will not be made. This offer and/or receipt of application does not represent an approval for financing or interest rate guarantee. This offer cannot be redeemed for cash/has no cash value. Restrictions may apply, contact Guaranteed Rate for current rates or more information.

**Credit valid through Guaranteed Rate for applications submitted after 06/01/2019 and prior to 12/31/2019. Coupon/Credit must be presented/used at time of application. \$1,000 credit will be applied at time of closing and is factored into the rate and APR. Applicant subject to credit approval. If loan does not close for any reason, credit will not be refunded. This offer and/or receipt of application does not represent an approval for financing or interest rate guarantee. This coupon cannot be redeemed for cash/has no cash value. Restrictions may apply, contact Guaranteed Rate for current rates or more information.

Feeling lucky? Let's explore your financing options.

Christin Luckman

SVP of Mortgage Lending

O: (773) 290-0522 C: (312) 771-6969

Rate.com/Luckman • lucky@rate.com

3940 North Ravenswood, Chicago, IL 60613

EQUAL HOUSING LENDER: Christin Luckman NMLS ID: 224408 IL - 031.0004163 - MB.0005932 NMLS ID #2611 (Nationwide Mortgage Licensing System www.nmlsconsumeraccess.org) • IL - Residential Mortgage Licensee - IDFPB, 122 South Michigan Avenue, Suite 1900, Chicago, Illinois, 60603, 312-793-3000, 3940 N. Ravenswood Ave., Chicago, IL 60613 #MB.0005932

\$15,000 COMMISSION ADVANCE
NOW UNDER CONSTRUCTION | DELIVERING SPRING 2020



SH

SUPERIOR HOUSE
366 WEST SUPERIOR / RIVER NORTH
superiorhouse.com

A collection of 34 light-filled corner condominium residences with spacious plans and impeccable interior design by Gary Lee Partners. Two, three, and four bedroom residences from \$1,544,000

SALES GALLERY

405 W Superior Street; Tues 11am-2pm, Sat & Sun 12-4pm
To schedule a private showing, call 312.626.0366



Superior House is developed by 360-366 Superior LLC. In an effort to continuously improve product, Superior House reserves that all specific design, specifications, dimensions, features and materials are subject to change without notice. All dimensions shown are approximate and may vary depending on residence selected. Floor plans, landscaping, styling and rendered images are only an artist's interpretation. Furniture shown for scale only. The depicted information is not warranted or guaranteed. Developer license #250442. © 2017 360-366 Superior LLC.

Commission advance paid once contract is non-contingent. Available for a limited time. See sales brochure for details.

@properties

PAY
LAW OFFICES OF
PAUL A. YOUKHANA

No matter the situation let The Law Offices of Paul A. Youkhana lead you in the right direction.

Business | General Civil Matters | Real Estate

CITY OFFICE 541 N. Fairbanks Ct., #2200 Chicago, Illinois 60611 Tel: (312) 809-7023 Fax: (312) 809-3995	SUBURBAN OFFICE 4819 Main Street, Ste., D Skokie, Illinois 60077 Tel: (847) 213-1008 Fax: (847) 213-0779
--	---

PYoukhana@YoukhanaLaw.com | www.youkhanalaw.com

A and N mortgage

**NEED A LOAN?
YOU'RE NOT ALONE.**

**PERSONAL
AND LOCAL**

RYAN PIERCE
SENIOR MORTGAGE CONSULTANT
773.255.2793 | RYANP@ANMTG.COM
WWW.ANMTG.COM/RYANP

THIS IS AN ADVERTISEMENT. This is not a commitment to lend. A and N Mortgage Services, Inc. is an Illinois Residential Mortgage Licensee and Equal Housing Lender. 1945 N. Elston Ave. Chicago, IL 60642 p: 773.305.LOAN (5626) ANmtg.com NMLS No. 19291 IL MB.0006638. Serving IL, IN, IA, FL, MA, MI, MN, TX, WI Ryan Pierce NMLS No. 1041686 Illinois Residential Mortgage Licensee

carlos SHOTyou
Your world through my lens

Carlos Miranda | carlos@carloshotyou.com | carlosshotyou.com | @carlos_shot_you | 773-807-4485

agent feature ◀

By Chris Menezes
Photos by Carlos Miranda

Michael Olszewski has developed a reputation as the “go-to” REO broker in the Chicago and Milwaukee market places. Since opening his brokerage, Area Wide Realty, in 1997, Michael has sold over 17,000 REO properties (approximately \$1.3 billion in sales), and over 2 percent of the entire market share. In addition to working closely with the City of Chicago as a court-appointed receiver and licensed developer, he services non-performing real estate assets for institutional lenders, governmental entities, and Wall Street firms. Ironically, Michael had actually left working in real estate before he happened to “fall into” the REO field.

MICHAEL OLSZEWSKI

SHOOTING FOR THE MOON AND THE STARS





Michael and his family

Michael started working as a real estate agent in 1987 with Coldwell Banker, but stopped practicing after two years. During his hiatus, he began buying homes to rehab and came across a foreclosure property. When he saw the acronym “REO,” he didn’t know what it stood for; he wasn’t familiar with REO real estate at all. However, he purchased the property, had the opportunity to speak directly with the lender, and began developing a relationship with them. He enjoyed it so much that he decided to focus solely on the REO market, opening Area Wide Realty.

Before entering real estate, Michael played professional minor league hockey from 1981–1983 and was a Chicago Golden Gloves boxing semi-finalist and CYO boxing finalist in the open division. After his hockey career ended, he attended Loyola University of Chicago and received his degree in political science. He thought about attending law school but decided on a career in real estate instead.

A lifelong Chicago resident, raised in Elk Grove Village, Michael has always had a passion for his community. In the midst of opening Area Wide Realty, Michael held elected office (1996–2004) as a township trustee and clerk in Hanover Township and he was the president of the Cook County Township Clerks Association. During his time in office,

he initiated a community program where a Cook County Wellness on Wheels bus would come to the township and perform free medical exams for seniors and lower income individuals. The program has proved helpful to many. One time, while examining a senior citizen, an abdominal aneurysm was detected and the individual was rushed to surgery, which, thanks to the program, helped prevent a fatal rupture.

66

I HAVE LEARNED THAT ONE NEEDS TO BE STRONG AND POSITIVE UNDER ALL CIRCUMSTANCES AND TO TREAT PEOPLE WITH FAIRNESS, RESPECT, AND DIGNITY.”



“Life is so wonderful but so very short, with the passing of my father I miss him terribly and I see that he is still teaching me a life lesson,” says Michael. “This has become evident to me the older that I get. I do not possess the intellectual capability to understand the meaning of life nor why things happen for the reasons that they do. I have learned that one needs to be strong and positive under all circumstances and to treat people with fairness, respect, and dignity.”

Remaining positive in all circumstances has been crucial for Michael, given the tremendous competition within the REO market, the pressure to perform on each transaction, and zero tolerance for error, lest the banks pull his entire portfolio. With a lot riding on each transaction, Michael is passionate about maintaining a level of excellence, always striving to be the best for each one of his clients.

Looking into the future, Michael plans to expand his business in other parts of the country and into various segments of the real estate market. In addition to the two offices he has now, located in Chicago and Wisconsin, he is currently on his way to opening a third office in Florida.

Outside of real estate, Michael enjoys water sports, boating, fishing, hunting, and going to sporting events with his family and friends. He and his wife, Tammy, have been married for 27 years. They have three grown children: Morgan, Michael, and Madison. Michael is also an owner and investor of two restaurants, Onward and Yügen, which he helps run with his daughter, Morgan.

With three dogs—Stanley, Dakota, and Bo—and three cats—Doc, Pebbles, and Louie—Michael has a heart for animals. He helps support Best Buddies, the Chicago Zoological Society, the Dolphin Research



Michael and his wife, Tammy

Center, Marathon Turtle Hospital, Fellow Mortals Wildlife Hospital, and the Florida Keys Coral Reef Preservation. He also supports the 100 Club and St. Jude Hospital.

“Strive for what you want to accomplish and never ever give up,” says Michael. “Hard work breeds success. Everyone can be successful. Anything is possible,” he says, paraphrasing Norman Vincent Peale: “Shoot for the moon. The worst that can happen is that you will land on a star.”

CHICAGO TITLE CAN HELP YOU
RISE TO THE TOP OF THE LIST

DATA + CONTENT + DESIGN

Highly-Targeted Lead Generation
Effective Listing Acquisition Programs
Strategic Marketing, Branding & Design

Discover the Possibilities Today
CastleMarketingInfo@ctt.com

goosehead
INSURANCE

People are Talking about the
Goosehead Difference...

“I trust Kristine to help my clients with the same level of care and dedication I would. I can stake my reputation on her service. Working with Kristine is more like having a business partner with a stake in your success than a service provider.”

Adele Lang | Chicago Association of Realtors 2017 Rookie of the Year | Baird & Warner

goosehead
INSURANCE

“The Power of Choice”

Kristine Pokrandt | Agency Owner
Kristine.pokrandt@goosehead.com | 708-858-1246
Gooseheadinsurance.com/agents/kristine-pokrandt/



Rhine Hall Distillery is located in West Fulton Market. Owned & Operated by a father-daughter team, Charlie and Jenny Solberg. Rhine Hall produces local, handcrafted spirits with the focus on the production of fruit brandy with an emphasis on how it is produced throughout Europe. **Come check us out!**

RHINE HALL



2010 W. Fulton St. • Chicago, IL 60612

Pool is a game, Lending is serious...
Let Team Tammy give you a **Break!**

Tammy Hajjar Miller

Senior Vice President, NMLS# 981615
direct: (312) 667-1965
tammy@thefederalsavingsbank.com
www.thefederalsavingsbank.com/tammyhajjar

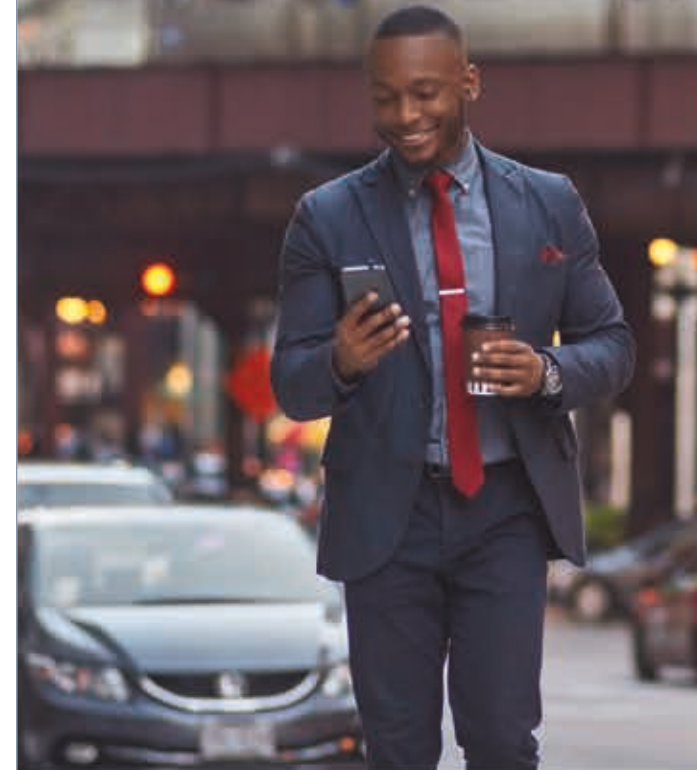


THE FEDERAL SAVINGS BANK



INSTAGRAM FOR REAL

INSTAGRAM MARKETING FOR CHICAGO-BASED REALTORS



@REALESTATECARA

"I HAVE HIRED CARA NOT ONCE, BUT TWICE, TO GIVE HER INSTAGRAM 101 PRESENTATION TO A GROUP OF INVITED REALTORS. HER PRESENTING STYLE IS ENGAGING, ENTERTAINING AND SHE DOESN'T HOLD BACK ON GIVING AWAY HER BEST INSTAGRAM SECRETS. I HIGHLY RECOMMEND BRINGING HER INTO YOUR OFFICE TO EDUCATE YOUR BROKERS. THE TIME FOR INSTAGRAM MARKETING IN REAL ESTATE IS NOW AND CARA WILL MAKE SURE YOU ARE ON THE RIGHT PATH."

- JILL BEDA DANIELS, ATTORNEY AT LAW



Ready to Take Your Marketing to the NEXT Level?

Connect with us!

312-770-0565

CARA@INSTAGRAMFORREAL.COM
WWW.INSTAGRAMFORREAL.COM



Artmill.com

Create Wall Decor from Your Photos
or Browse Our Image Library

Recommended for: - Home Stagings
- Client Gifts

20% OFF WITH CODE:
REALPRODUCERS



CUSTOM FRAMES, GLASS, & MIRRORS



ARMAND LEE
an Artmill Group company

CALL TO SCHEDULE A COMPLIMENTARY CONSULTATION.
REFER YOUR CLIENTS; 20% DISCOUNT WITH MENTION OF REAL PRODUCERS AD.

312-455-1200 • ARMANDLEE.COM • INFO@ARMANDLEE.COM

USING VIDEO TO MAXIMIZE

SOCIAL MEDIA



business
By Marki Lemons-Ryhal

They say “a picture is worth a thousand words.” Well, today, one minute of video content is worth 1.8 million words, according to the findings of Dr. James McQuivey in his Forrester study *How Video Will Take Over the World*, and what the blogger Shawn Forno, at Idea Rocket, seems to have coined the McQuivey equation:

McQuivey’s equation (that’s what I’m calling it) goes something like this:

1. One picture = 1,000 words
2. Video shoots at 30 frames per second (or 24fps, but who’s counting)
3. Therefore, one second of video = 30,000 words
4. 30,000 words x 60 seconds (a common explainer video length) = 1.8 million.
5. Ta-da¹

In the age of social media, we’re bombarded with changes in trends and technological advancements. To get ahead using social media, video content is non-negotiable. While a professional video is popular (and advisable, when possible) remember that at the core, your videos need to serve the needs of your audience. Create content daily for the people you want to attract.

An Important Camera Trick

One of the biggest mistakes people make with video is that, while they are recording, they look into their own eyes, into their own reflection on the screen. You actually want to look into the tiny camera lens. When you make eye contact with your video audience, you can actually connect with people, even if you aren’t face-to-face.

The C-R-M Approach and why it’s Effective at Converting

The approach you need to take is “Camera-first, Real-time, and Message-enabled,” or C-R-M. “Camera-first” is when you use the camera in the palm of your hand first. “Real-time,” or going live and non-scripted, will give you a push in the algorithms. Keeping it “Message-enabled” is important because messenger is fifteen times more engaging than email and people do not have to open a second app. When you get all these things working together, you can engage consumers in real time from the palm of their hand and communicate directly with them in messenger. This accelerates trust because their experience is much more personable and intimate.

Video content doesn’t have to be the lesser version of a face-to-face conversation. Having mobile phones means people have the chance to connect, literally, via the instrument that’s in the palm of their hands. We have to get comfortable with creating and delivering video content to achieve this connection, and we have to force ourselves to do this until it becomes a habit. If we take the C-R-M approach by interacting with people in real time and allowing them to get to know us and our mannerisms, we can ultimately convert people from consumers to clients and turn social activities into business outcomes.

“Remember, your brand is not a house. In order for us to build that trust with technology, we’ve got to make eye contact. If you want to build a tribe, the conversations are where it happens.” —Chelsea Peitz, Social Sales Coach and Speaker, and host of the podcast *The Voice of Social Sales*.

Create video content. Videos are the most popular content on the internet and will continue to be for the foreseeable future. When you don’t have all the answers yourself about the topic you want to make a video about, interview experts in your niche and community.

Stop worrying about how you look in your videos. Instead, ensure your content serves the needs of your audience.

To note: There’s a difference between personal and private content. Personal content is human and relatable. It’s content that allows people to know more about us—what’s beyond our business titles. Private content is the content we choose to keep solely within our close relationships and friendships.

Facebook Live

Facebook Live allows REALTORS® to broadcast to the largest audience in the world using the camera that’s right in their pocket; it connects REALTORS® with the consumers, customers, and clients who are interested in buying and selling real estate. There are four different places on Facebook where you can use the Facebook Live app:

- Personal Profile
- Business Page
- Facebook Group
- Facebook Event

How to Properly Plan and Promote Your Live Stream

Post a one day notice before going live and properly promote your live stream video. Giving people the opportunity to plan in advance and schedule your video into their day will help you grow your audience. Your followers can receive advanced notifications for when you will go live so they can tune into your broadcasts and engage with you in real time.

Create a Photo in Canva Announcing Your Facebook Live Broadcast

Tell people the date, time, and subject of your video, and provide a link to the page where they can find, or will be able to find, your broadcast. Email this same information to your database.

Promote your broadcast on Twitter using the photo you created in Canva. Resize the photo first to the platform where you plan to share the photo, then pin the photo you created in Canva to Pinterest.

Ensure you have a strong, reliable Wi-Fi connection

Facebook won’t let you go live until it can determine that you have a strong internet connection. A strong Wi-Fi connection is essential for ensuring a continuous and uninterrupted video experience—for both you and your audience.

Charge Your Batteries!

Streaming video WILL drain your device’s batteries. Charge your device and your additional batteries if you plan to use Facebook Live while on the go. And place your phone in airplane mode (Wi-Fi enabled) to eliminate any possible interruptions such as notices, updates, and phone calls.

Check the Lighting

Good lighting is essential to the live streaming experience and will help to show off your properties’ best qualities.

Stabilize Your Device

Use a tripod or selfie stick to stabilize the camera, and therefore, the video. Keep the device as level as possible so that your audience will have a good and comfortable viewing experience.

Engage Your Audience

You are creating live stream videos to benefit your audience, so why not use them to help you! Ask your audience questions and encourage them to participate.

About the Author: Licensed managing broker, REALTOR®, avid volunteer, and major donor, Marki Lemons-Ryhal is dedicated to all things real estate. With over 25 years of marketing experience, Marki has taught over 250,000 REALTORS® how to earn up to a 2682% return on their marketing dollars. As a REALTOR®, Marki has earned several sales awards, the REALTOR® Achievement Award and The President’s Award from the Chicago Association of REALTORS®. Six-time REALTOR® Conference and Expo featured attendee, one of 100 speakers selected to speak the REALTOR® Conference and Expo five times, and an Inman closing keynote speaker.

1. Shawn, “A Video is Worth 1.8 Million Words,” Video Marketing (blog), Idea Rocket, last modified September 4, 2017, <https://idearocketanimation.com/4293-video-worth-1-million-words/>.

2. “The State Of Social: How Marketers Across the Globe Think About Social Media, What’s Working, How the Industry Is Changing, and More.” 2019 Annual Report by Buffer and Social Chain, Buffer, accessed 01/2019, <https://buffer.com/state-of-social-2019>.

You may listen to our latest interview at www.socialsellingmadesimplepodcast.com.

Mission 2 Organize

Urban Organizing & Concierge Service

HOME

- ▶ Organizing
- ▶ De-cluttering
- ▶ Closet Design

OFFICE

- ▶ Filing Systems
- ▶ Paper Management
- ▶ Office System Integration

MOVE

- ▶ Move Management
- ▶ Organized Packing
- ▶ Unpacking



773.830.4070

www.Mission2Organize.com

Mission2Organize@gmail.com



Trivedi & Khan ATTORNEYS AT LAW

RESIDENTIAL & COMMERCIAL REAL ESTATE
BUSINESS TRANSACTIONS | COMMERCIAL LITIGATION



At Trivedi & Khan our attorneys and paralegals have years of experience helping individuals, families, investors, developers and business owners in every aspect of residential and commercial real estate.

Our attorneys will ensure that the client's interests are protected, will deftly move the negotiation process along, and get to closing.



Mr. Kashyap V. Trivedi
Partner

www.TrivediKhan.com

1345 Wiley Rd.
Ste. 110
Schaumburg, IL 60173
(224) 353-6346

550 W. Washington Blvd.
Ste. 201
Chicago, IL 60661
(312) 612-7619



Real World Tax Expertise for Real Estate Agents

Because it doesn't matter how much you make, it matters how much you keep!

WHICH BUSINESS STRUCTURE will save you the most on your tax bill? S-Corp, LLC, or 1099 Independent Contractor?

HOW WILL THE NEW TAX LAWS impact you as a Real Estate Agent?

ARE YOU PAYING YOURSELF ENOUGH salary to reduce the risk of being audited and penalized by the IRS?

CALL MONOTELO TODAY and let us provide you with a tax and salary review that can save you \$8,000 - \$12,000 per year while decreasing the risk of a painful IRS audit.



monotelo.com 312.757-5151 info@monotelo.com



Heather Allison

LOVE PHOTOGRAPHY

ILLUMINATING YOUR AUTHENTIC SELF
THROUGH OUR UNIQUE ARTISTIC LENS

@heatherallisonlove | heatherallisonlove.com
(872) 240-4257



CROOKED OAK

Custom Closets, Wall Beds,
Mudrooms, Pantries & Storage

for Chicago's Finest Homes

Crooked Oak has helped countless Chicago area homeowners bring new life to their kitchen, bathroom, home office or master closet. Our comprehensive design, fabrication and installation process ensures quality and complete customer satisfaction.

Trust the team so many Chicago homeowners have relied on for their storage needs.

COMPLIMENTARY 3D RENDERING
PROVIDED FOR EVERY PROJECT

HUNDREDS OF COLORS & STAINS AVAILABLE
OR WE CAN CREATE ONE JUST FOR YOU

CHOOSE FROM A LARGE SELECTION OF
SOLID WOOD & MELAMINE MATERIALS

1920 BEACH ST, BROADVIEW, IL 708.344.6955 WWW.CROOKEDOAK.COM



CINDI SODOLSKI

Connected, Determined, and Tenacious

By **Nora Wall**
Photos by **Carlos Miranda**

Persevering, social, reputable, and a woman who strives for excellence, Cindi Sodolski was a top performer in real estate straight from the start. Would one believe it's her third career? Her story begins in Ohio where she grew up and went to school to become an ultrasound technologist.

She describes her program as being very challenging. She and her classmates were constantly tested. The technology was new, and there were not a lot of people trained in ultrasound at the time. She reflects, "It [the program] was really hard to get in[to]. We had to know everything about everything. They wanted you to be confident and able to stand your ground. The doctors and instructors would try to throw you off your game to build your confidence."

At a young age, Cindi became certified in just about every kind of ultrasound. As a result, she was constantly in demand. She explains, "At the time,

there were only about nineteen people in the U.S. who could do what I did." All of her specialties enabled her to get a job with Acuson. With this job, she did a lot of traveling. She would sell ultrasound equipment and teach ultrasound in the midwest and traveled all over the country (and even Australia) teaching at seminars. After some time in the business, Cindi moved to the health hub of Chicago to ease some of the constant travel pains.

She met her future husband, Steve Sodolski, in 1987 when she moved to Cincinnati and he was in graduate school at Vanderbilt. Over the years, they

...

stayed in touch and finally got married in 1991. Living in Chicago and starting a new career selling ultrasound equipment, opened up a whole new door for Cindi. She loved sales and was excelling in her role, but when she became pregnant with triplets in 1995, everything changed. When she realized childcare would require two nannies, she made the difficult decision to stay home. The triplets—Samuel, Sophia, and Benjamin—kept her super busy. When they started school, she became very active in the Chicago Public School (CPS) system, donating her time volunteering and fundraising. From that experience, she mastered navigating the school system, and all three of her triplets were admitted into the selective enrollment CPS high schools—Lane Tech and Whitney Young.

In 2002, Cindi's fourth child, Nathan, was born with developmental delays and severe food allergies. Cindi was determined to make sure Nathan received the care he needed to heal and reach his full potential. She found herself battling the insurance companies, seeking out various therapists and developmental specialists, and going up against Chicago schools on more than one occasion. This was at a time before there was a lot of awareness around sensory issues and autism spectrum disorder.



Compass, head of Chicago, Rachel Rohn, Tammy VanKrevelen, one of Cindi's Compass team members, Sam Check, and graphic designer, Jess DePaul.

Cindi observed that CPS also needed to make adjustments in its policies concerning children with food allergies in order to meet the needs of these children. Not one to shy away from a challenge or controversy, Cindi took it into her own hands. It seems that the unwavering confidence her ultrasound training instilled in her was paying off in dividends. She became a force to be reckoned with and, along with others,

helped improve the public school system for special needs children. Working on behalf of her son and children like him, and her experience fundraising with CPS, she became an excellent negotiator. She says, "Negotiating a real estate contract is nothing compared to negotiating with Chicago schools and the insurance companies." She also developed a powerful social network during this time.



Cindi, her husband, Sid, and her four children, Sam, Ben, Sophia, and Nate.



When she started getting brochures for colleges, the sticker shock of the cost of tuition hit her hard, and she knew she had to return to work. She says, "I thought to myself, 'I've got to pay for three kids at these prices.' And that's kind of what got me started. So I started talking to friends, and asking them how they thought I'd do in real estate."

At first, she wasn't sure what her career in real estate would look like, but she liked the business immediately and says, "I flew." She explains, "Everyone knows I always give 10,000 percent to everything I do, and they trust me."

She became a top producer in 2013, her first full calendar year as a real estate agent. She attributes her success to all the experiences she honed prior to becoming an agent. Now a super-connected master negotiator, many of her clients are families who have children or other family members with special needs. She understands what these families value and need in a home. Cindi continues to grow and reinvent herself. She's always up for a challenge.

Over the years of excelling in different careers, Cindi has learned the importance of finding balance and focus outside of the hard work she does in her workplace. She has found that one of the best ways for her to regain focus and energy is through exercise. She has been doing yoga for years at different studios but prefers Power Vinyasa. She also started boxing at Midtown Tennis Club which she really enjoys. Being a woman who wears many hats hasn't slowed her down and she continues to be the same persevering, social, and reputable woman who strives for excellence, no matter her career.






111 PENTHOUSE

▪ CORPORATE DINNERS ▪ COCKTAIL PARTIES ▪ EXPERIENTIAL EVENTS

Mention **“REAL PRODUCERS”** and get **10% off** your showroom rental rate

 111 W Jackson Blvd,
Penthouse,
Chicago, IL 60604

 lorna@gentsco-op.com  312-361-1166  www.penthouse111.com

Nothing beats
**SPRING TIME
IN CHICAGO**



neighborhoodloans
Your Neighborhood Lender

MONDAY



TUESDAY





MB
MICHAEL BENCKS
MORTGAGE TEAM
773.960.2278
www.mortgagebencks.com
NMLS#: 1202417

Fix It People

Painting & Drywall | General Handymen
www.fixitpeople.com

HANDYMEN



PAINTING



ELECTRICAL



DRYWALL



CARPENTRY



PLUMBING



Read our reviews!

“A” RATING
on
Angies list
Reviews you can trust.



312.898.9300 | info@fixitpeople.com

2837 N. Halsted, Chicago IL, 60657

WAYS A COMPANY CAN SPEND \$3 MILLION:

N2  GIVES



BUY A PRIVATE JET



UPGRADE THE OFFICE WITH FANCY FURNITURE AND GADGETS



GIVE THE C-SUITE A NICE RAISE



N2 Publishing – the company behind every Real Producers magazine – believes in a future where everyone is free. This year, we donated 2% of our revenue, or \$3 million, to support nonprofits that rescue and rehabilitate victims of sex slavery and forced labor. And it was only possible because of the support of our industry partners and engaged readers. **Because of you.**

TO LEARN MORE, VISIT N2GIVES.COM

ENABLE THE RESCUE OF THOUSANDS OF HUMAN TRAFFICING VICTIMS WORLDWIDE

2019



MODERATED BY
PHIL BYERS

SUMMER EVENT

REAL PRODUCERS PANEL: CLOSING THE SUMMER STRONG

THURSDAY, JULY 25, 10AM-1:30PM

PANELISTS:



TOMMY
CHOI



DANIELLE
DOWELL



MATT
LARICY



MELANIE
EVERETT

ALL IMAGES COURTESY
OF B R LILLIE PHOTOGRAPHY

900 WEST



900 W Washington Blvd.
Chicago, IL 60607



DOORS OPEN AT 9:30AM

FREE VALET FOR THE FIRST 25 VEHICLES

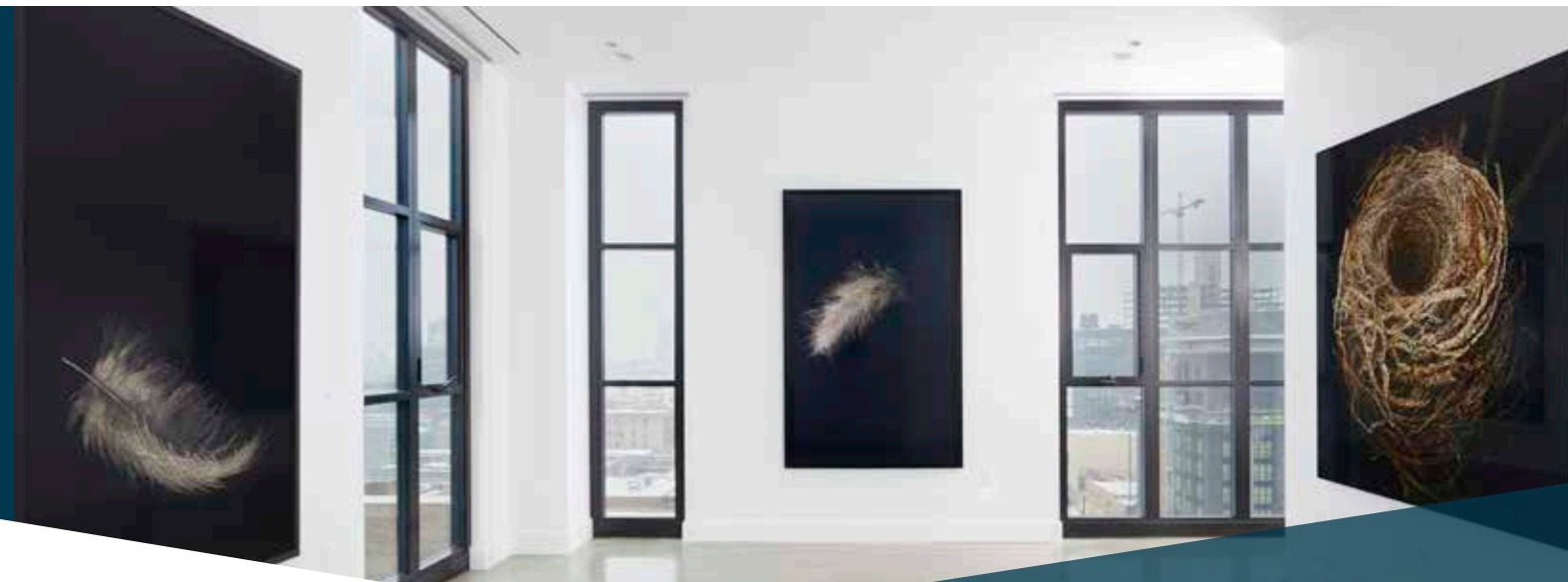
Must RSVP - Limited Seating

Private Event for *Chicago Real Producers* and Preferred Partners Only
Contact andy.burton@realproducersmag.com for event details

Jameson | Sotheby's
INTERNATIONAL REALTY

TARIS | REAL
ESTATE

**LUNCH AND DRINKS PROVIDED
RAFFLES AND GIVEAWAYS**



JOE ZIMMERMAN

STRIVING FOR GREATNESS



“My team and I are in constant growth mode...We just embrace the chaos, and don't let perfection get in the way of progress.”



▶ cover story

By **Chris Menezes**

Photos by **Heather Allison Love Photography**

“People do not decide their futures, they decide their habits, and their habits decide their futures.” This quote by F.M. Alexander has had the greatest impact on the life and business of Joe Zimmerman and has enabled him to continually work towards #somethinggreater.

While Joe Zimmerman had many people that he looked up to, like Michael Jordan, while growing up in the southwest suburbs of Chicago, he is most grateful to his parents for instilling the core principle of “do the right thing.” His mother, by example, instilled the foundation of love that would most influence his personal life and habits. His father was his first business mentor. After graduating from the University of St. Thomas in St. Paul, MN, Joe went to work with his father for two years as a medical equipment rep.

“He taught me to show up for work every day with a positive mindset, to be happy to be there, to show up on time, to have a firm handshake, and to work harder than the competition,” says Joe.

Although Joe enjoyed working with his dad, he quickly realized that working in hospitals was not for him. While working closely with his personal real estate agent, searching for a one-bedroom loft in the city, Joe found himself drawn to the energy of the business and the city itself. “When I understood that I could make a living by helping people

...

Family is the most important thing to Joe. Out of all the people that he has looked up to and credits for impacting his life, his wife and CEO of the Zimmerman household, Sarah, is the most important person in his life.

Photo submitted: Joe and his family on vacation in Cabo San Lucas



... find cool homes in the city that I loved, I was hooked," he says.

Joe started his real estate career in April 2001 with a small boutique firm that only had a handful of agents at the time. His first mentors in the business were Thad Wong and Mike Golden. "Having the opportunity to work with them and observe how they became so successful is something I will never be able to repay and will be forever grateful for," says Joe. Wong and Golden helped Joe lay the initial foundation for his business, but Joe credits Keller Williams for being his "master's degree program," both personally and professionally.

In his eighteen years within real estate, Joe has sold over 2,000 homes. He was named as one of the 30 Under 30 by the National Association of REALTORS®, and as one of the 40 Under 40 by Chicago Association of REALTORS® (CAR). He is in the CAR Top 1 Percent and is a proud qualifier for Gary Keller's Mastermind, which means Gary Keller coaches him once a quarter with other top agents in the country.

"What has led me to where I am today is pretty simple. I have done a good job of surrounding myself with like-minded people who are smart and have a very similar belief system. I am a firm believer in the fact that others have paved the path for us. So, emulate someone that you respect. In my case, I highly respect a coach of mine. His name is Gene Rivers, and everyone should look him up!" Joe says.

Joe opened the Zimmerman Property Group in 2018 and is passionate about building #somethinggreater. One of his biggest focuses right now is building a top-notch operation and lead generation department. "We are all very excited about this because we know it will allow us to not only give clients a great customer experience, but [will] also make an impact in the marketplace. Building an efficient, fun, professional environment with big thinkers is the passion. I get excited just talking about it!" he says.

Joe's ultimate goal for the Zimmerman Property Group is to be able to give back at the highest level. His dream is to be able to give \$1 million away. They currently support Children's Home and Aid, a non-profit organization that helps at-risk kids and families in a number of ways, including adoption services, foster care services, counseling and treatment programs, parenting services, childcare, and education. They help out by volunteering their time whenever needed, and by donating \$500 from every commission. Their goal this year is to donate \$125,000 to the organization. They are already at \$30,000.

"We want to make an impact for them. Honestly, it is the core value of our business. It's our 'why'! We want to help these people and it drives us," says Joe.



Family is the most important thing to Joe. Out of all the people that he has looked up to and credits for impacting his life, his wife and CEO of the Zimmerman household, Sarah, is the most important person in his life. “She is a natural leader and you see that in how she leads our family. She is an exceptional mom and wife,” he says. Sarah and Joe have three kids: Joey, Clara, and Lily. Joey plays basketball, swims, and loves Fortnite. Clara and Lily both dance, swim, and play basketball and volleyball. Clara loves to draw while Lily loves to play piano and sing. All three of the Zimmerman children are also avid readers.

Outside of being with his family, Joe enjoys riding his road bike and has an interest in Jeeps. He also has a curious addiction to Cocoa Pebbles. “Seriously, it’s a problem. It doesn’t matter how many boxes are in the house, if a box or five boxes make it into our house, I will demolish them in less than 24 hours. The best part of the experience is the chocolate milk it produces at the end,” he says.

Although Joe has been able to accomplish a lot so far in his career, he by no means believes that he



has everything figured out. “My team and I are in constant growth mode. We are always looking at and analyzing how we can give a better, customized experience to the people we are fortunate to serve. We just embrace the chaos, and don’t let perfection get in the way of progress,” he says. “It’s

important to dream big. Surround yourself with the best, and if you’re the smartest person in the room, then you are losing. Take risks because you only live once. And have fun with the process because it’s always going to be messy.”

HELP YOUR CLIENTS CLOSE IN AS SOON AS THREE WEEKS WITH THE CHASE CLOSING GUARANTEE.

You’re dedicated to helping your clients find just the right home; we’re committed to helping clients move in on time. And for current Chase customers, they can take advantage of our on-time closing guarantee when they purchase a home. With our guarantee, we will help them close on time or give them \$1,000 cash back.

Visit a branch near you and meet up with a local advisor.



This offer is for Chase customers. Ask me about eligibility, timing and documentation requirements. Contract closing date must be at least 21 calendar days after receipt of a completed mortgage application, supporting documents and a fully-executed purchase contract. Loan type, property type and other restrictions and limitations apply. This offer is subject to change at any time without notice. All home lending products are subject to credit and property approval. Rates, program terms and conditions are subject to change without notice. Not all products are available in all states or for all amounts. Other restrictions and limitations apply. The Chase Closing Guarantee may be reported on Form 1099-MISC. Your clients should contact their tax advisor or the IRS for more details. For real estate and lending professionals only and not for distribution to consumers. This document is not an advertisement for consumer credit as defined in 12 CFR 1026.2(a)(2).



Home lending products offered by JPMorgan Chase Bank, N.A.
©2019 JPMorgan Chase & Co.

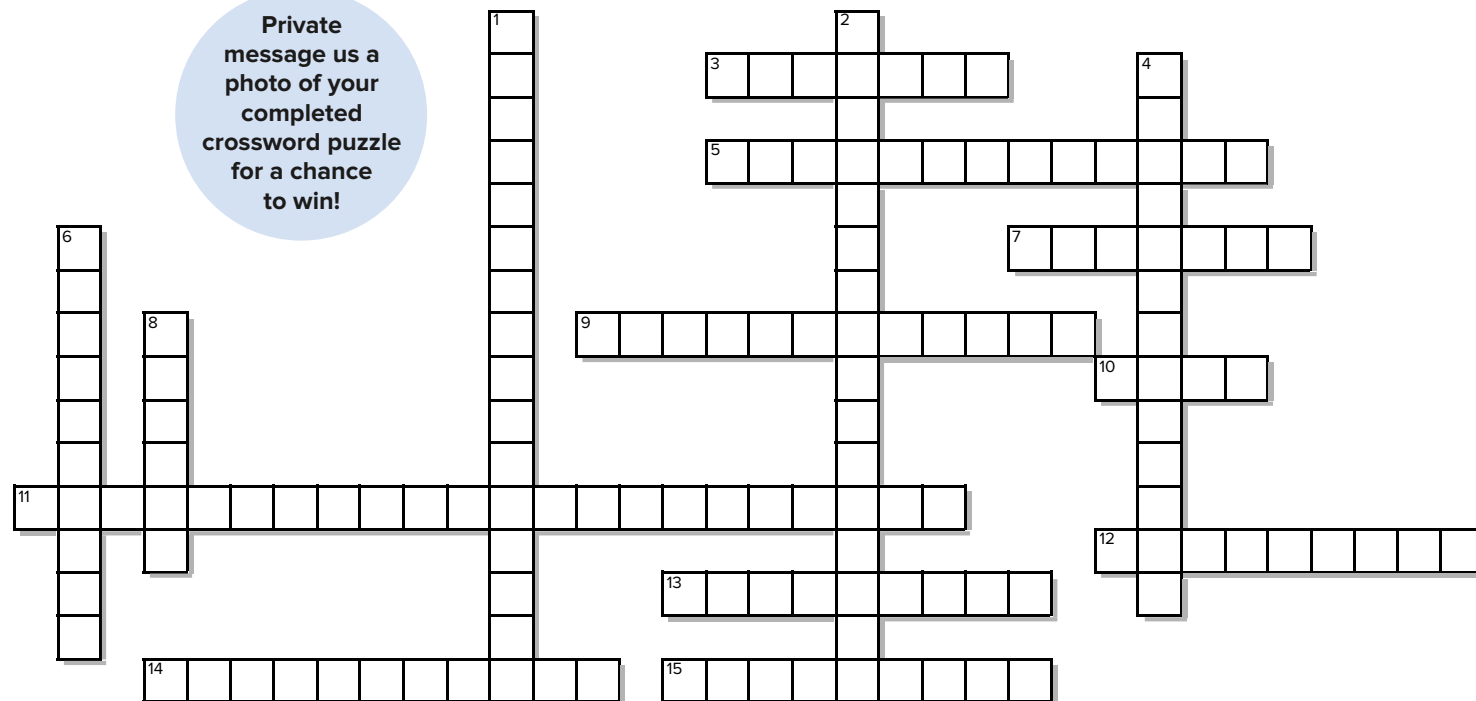
CHICAGO

Get to Know Your
Chicago
 Real Producers



▶▶ games

Private message us a photo of your completed crossword puzzle for a chance to win!



ACROSS

- 3** Grigory Pekarsky describes what real estate careers are built on (Business Article)
- 5** Lauren Shimmon's form of meditation
- 7** The name of Antonia Mills' Dog
- 9** Joe Zimmerman's favorite cereal
- 10** Where Matt Engle went for his college internship
- 11** Cindi Sodolski's career before real estate
- 12** How Antonia Mills describes the work she does with real estate investors to the community
- 13** Lauren Shimmon started in real estate as this kind of expert
- 14** Marki Lemons-Ryhal explains the "C" in the C-R-M method (Business Article)
- 15** Michael Olszewski has developed a reputation as the "go to"

DOWN

- 1** Joe Zimmerman's hashtag and mantra
- 2** Cindi Sodolski is considered a super connected
- 4** The real estate investing podcast that first got Matt Engle interested in real estate
- 6** The dollar amount Joe Zimmerman hopes to give to charity
- 8** One of the restaurants Michael Olszewski owns (Winter Event hosted there)



VISIT OUR SHOWROOM AND DESIGN CENTER LOCATED AT
 3821 W MONTROSE AVENUE, CHICAGO, IL 60618
 773.610.4551 • ARETERENOVATORS.COM

TOP 200 STANDINGS

Teams and individuals from January 1, 2019, to April 30, 2019.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jeffrey	Lowe	43	\$45,687,750	20	\$27,696,000	63	\$73,383,750
2	Matt	Laricy	49	\$21,249,776	58	\$32,373,050	107	\$53,622,826
3	Erin	Ward	9	\$30,532,500	5	\$19,650,000	14	\$50,182,500
4	Emily	Sachs Wong	20	\$28,276,500	10	\$15,875,000	30	\$44,151,500
5	Mario	Greco	53	\$28,043,106	13	\$11,108,500	66	\$39,151,606
6	Jennifer	Ames	14	\$24,187,500	8	\$9,601,000	22	\$33,788,500
7	Nancy	Tassone	6	\$31,342,035	1	\$377,000	7	\$31,719,035
8	Scott	Newman	22	\$8,328,000	37	\$21,248,801	59	\$29,576,801
9	Leigh	Marcus	42	\$25,222,316	7	\$3,579,500	49	\$28,801,816
10	Chezi	Rafaelli	8	\$9,887,000	7	\$16,981,325	15	\$26,868,325
11	Melanie	Giglio	23	\$15,772,300	15	\$10,045,500	38	\$25,817,800
12	Timothy	Sheahan	26	\$20,183,900	6	\$4,705,000	32	\$24,888,900
13	Karen	Biazar	34	\$18,294,858	9	\$5,723,000	43	\$24,017,858
14	Ryan	Preuett	6	\$11,842,500	8	\$10,697,500	14	\$22,540,000
15	Timothy	Salm	10	\$14,167,500	4	\$7,242,513	14	\$21,410,013
16	Sam	Shaffer	14	\$7,935,500	20	\$12,821,814	34	\$20,757,314
17	Carrie	McCormick	14	\$10,460,000	16	\$10,270,500	30	\$20,730,500
18	Colin	Hebson	10	\$10,843,197	11	\$7,858,697	21	\$18,701,894
19	Philip	Skowron	7	\$9,790,000	3	\$8,720,000	10	\$18,510,000
20	Sophia	Klopa	17	\$12,781,075	9	\$3,923,500	26	\$16,704,575
21	Gwen	Farinella	3	\$10,500,000	2	\$6,075,000	5	\$16,575,000
22	Natasha	Motev	3	\$5,090,000	1	\$11,274,395	4	\$16,364,395
23	Jill	Silverstein	6	\$3,622,500	13	\$12,684,000	19	\$16,306,500
24	Aaron	Sklar	4	\$1,506,500	8	\$13,816,500	12	\$15,323,000
25	Joshua	Weinberg	11	\$5,071,000	17	\$9,343,000	28	\$14,414,000
26	Konrad	Dabrowski	16	\$9,587,000	8	\$4,658,000	24	\$14,245,000
27	Eugene	Fu	7	\$10,287,000	2	\$3,780,000	9	\$14,067,000
28	Katharine	Waddell	12	\$6,974,500	13	\$6,477,250	25	\$13,451,750
29	Jason	O'Beirne	17	\$10,657,900	8	\$2,618,000	25	\$13,275,900
30	James	Athanasopoulos	39	\$12,997,007	1	\$137,200	40	\$13,134,207
31	Julie	Busby	10	\$6,732,400	8	\$6,164,000	18	\$12,896,400
32	Noah	Birk	4	\$12,310,000	0	\$0	4	\$12,310,000
33	Bruce	Glazer	7	\$3,462,500	7	\$8,676,062	14	\$12,138,562
34	Hayley	Westhoff	9	\$5,865,401	6	\$6,245,000	15	\$12,110,401

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Barbara	O'Connor	19	\$9,058,707	6	\$3,045,000	25	\$12,103,707
36	Kathleen	Malone	6	\$5,195,500	5	\$6,567,500	11	\$11,763,000
37	Brad	Lippitz	8	\$5,836,684	4	\$5,730,000	12	\$11,566,684
38	Nadine	Ferrata	12	\$7,646,000	5	\$3,754,000	17	\$11,400,000
39	Lucas	Blahnik	13	\$5,704,500	10	\$5,641,900	23	\$11,346,400
40	Frank	Montro	44	\$8,901,949	17	\$2,159,151	61	\$11,061,100
41	Layching	Quek	1	\$740,000	16	\$10,288,134	17	\$11,028,134
42	Ryan	Smith	62	\$10,479,694	0	\$0	62	\$10,479,694
43	Jennifer	Mills	14	\$7,133,632	7	\$3,313,500	21	\$10,447,132
44	Emily	Smart Lemire	9	\$5,386,050	5	\$5,031,250	14	\$10,417,300
45	Phil	Byers	5	\$1,834,800	9	\$8,478,150	14	\$10,312,950
46	Eileen	Brennan	4	\$10,243,787	0	\$0	4	\$10,243,787
47	Mary	Haight	12	\$7,801,400	6	\$2,422,900	18	\$10,224,300
48	Nicholas	Colagiovanni	6	\$4,405,000	4	\$5,760,000	10	\$10,165,000
49	Alishja	Ballard	6	\$3,085,525	12	\$7,027,500	18	\$10,113,025
50	Michael	Maier	5	\$1,677,750	5	\$8,240,961	10	\$9,918,711

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.



MOVEMENT
MORTGAGE

Ryan Cotter
MARKET LEADER
NMLS#: 224352
direct: 312.607.1111
ryan.cotter@movement.com
movement.com/ryan.cotter

121 S. Route 59, Naperville, Illinois 60564 | 916-242-1212, 601-000-6471
Movement Mortgage, LLC supports Equal Housing Opportunity. NMLS ID# 1879 (www.nmlsconsumeraccess.org) | 877-314-1493. Movement Mortgage, LLC is licensed by "Illinois Residential Mortgage Licenser" # 018/000096, WI # 250798A & 2917406. Interest rates and products are subject to change without notice and may or may not be available in all states. All loans are subject to credit review. Borrowers must qualify at closing for all benefits. "Movement Mortgage" is a registered trademark of the Movement Mortgage, LLC, a Delaware limited liability company. 8034 E. Silver Hill Rd., Indian Land, SC 29102 | CPD#7489 | Exp 02/2019



DO YOUR DEALS NEED SAVING?

Do you have deals that were denied by another lender?
Do you have clients with low credit scores?
Do you have deals that needed to close yesterday?

I highly recommend Ryan and his entire team at Movement Mortgage. They are lifesavers.
- **Christophe DuPont, Broker**

After my clients received a denial from another lender, Ryan and his entire team at Movement Mortgage stepped in to save the day.
- **Andrew Perkins, Realtor**

TOP 200 STANDINGS

Teams and individuals from January 1, 2019, to April 30, 2019.



#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Clare	Spartz	3	\$5,562,500	1	\$4,350,000	4	\$9,912,500
52	Douglas	Smith	3	\$2,280,000	3	\$7,610,000	6	\$9,890,000
53	Matthew	Liss	15	\$7,599,000	6	\$2,184,000	21	\$9,783,000
54	Amanda	McMillan	12	\$4,099,825	12	\$5,639,800	24	\$9,739,625
55	Nicholaos	Voutsinas	2	\$1,035,900	20	\$8,540,700	22	\$9,576,600
56	Santiago	Valdez	15	\$6,094,000	11	\$3,477,000	26	\$9,571,000
57	Alexa	Hara	2	\$1,982,500	3	\$7,578,000	5	\$9,560,500
58	Keith	Brand	0	\$0	22	\$9,357,650	22	\$9,357,650
59	Joe	Zimmerman	11	\$4,991,000	7	\$4,244,500	18	\$9,235,500
60	Sam	Jenkins	8	\$5,092,000	4	\$4,056,000	12	\$9,148,000
61	Owen	Duffy	18	\$8,270,540	2	\$830,000	20	\$9,100,540
62	Pamela	Rueve	7	\$4,339,000	4	\$4,690,000	11	\$9,029,000
63	Barbara	Proctor	3	\$6,742,500	1	\$2,180,000	4	\$8,922,500
64	Peter	Angelo	7	\$8,874,050	0	\$0	7	\$8,874,050
65	Melissa	Siegal	8	\$3,775,000	5	\$4,992,900	13	\$8,767,900
66	Thomas	Moran	7	\$5,505,500	3	\$3,243,500	10	\$8,749,000
67	Melissa	Govedarica	6	\$5,784,000	3	\$2,900,000	9	\$8,684,000
68	Tanni	Wong	4	\$4,850,000	3	\$3,812,000	7	\$8,662,000
69	Karen	Ranquist	8	\$8,252,300	1	\$320,000	9	\$8,572,300
70	Ian	Schwartz	9	\$7,828,500	1	\$690,000	10	\$8,518,500
71	Kevin	Wood	2	\$6,615,013	2	\$1,899,000	4	\$8,514,013
72	Steve	Meyer	18	\$7,870,000	1	\$562,428	19	\$8,432,428
73	Bari	Levine	6	\$2,573,000	8	\$5,808,900	14	\$8,381,900
74	Cynthia	Sodolski	5	\$4,120,000	4	\$4,097,500	9	\$8,217,500
75	Lauren	Mitrick Wood	9	\$2,980,000	9	\$5,191,400	18	\$8,171,400
76	Emily	Phair	8	\$2,215,000	13	\$5,497,900	21	\$7,712,900
77	Deborah	Hess	10	\$5,252,800	4	\$2,299,400	14	\$7,552,200
78	Daniel	Close	5	\$2,102,000	12	\$5,421,900	17	\$7,523,900
79	Brooke	Vanderbok	3	\$2,170,000	8	\$5,347,000	11	\$7,517,000
80	Joel	Holland	5	\$2,465,000	10	\$4,995,400	15	\$7,460,400
81	Ivona	Kutermankiewicz	8	\$5,649,750	1	\$1,780,000	9	\$7,429,750
82	Debbie	Maue	10	\$4,485,350	5	\$2,715,500	15	\$7,200,850
83	Stephanie	LoVerde	6	\$3,670,500	6	\$3,477,000	12	\$7,147,500
84	Scott	Curcio	8	\$3,536,500	10	\$3,507,999	18	\$7,044,499

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Scott	Broene	5	\$4,158,703	3	\$2,875,139	8	\$7,033,842
86	Brent	Hall	9	\$5,360,412	2	\$1,631,000	11	\$6,991,412
87	Dominic	Irpino	8	\$2,444,678	14	\$4,516,200	22	\$6,960,878
88	Craig	Isacson	1	\$630,000	3	\$6,328,500	4	\$6,958,500
89	Randi	Pellar	1	\$6,958,000	0	\$0	1	\$6,958,000
90	Helaine	Cohen	3	\$4,330,000	4	\$2,625,400	7	\$6,955,400
91	Lisa	McMillan	6	\$6,552,633	1	\$398,000	7	\$6,950,633
92	Marci	Trick	0	\$0	16	\$6,859,300	16	\$6,859,300
93	Jennifer	Liu	15	\$6,554,900	1	\$250,000	16	\$6,804,900
94	Margaret	Baczowski	5	\$4,630,000	3	\$2,156,000	8	\$6,786,000
95	Wayne	Beals	9	\$4,751,548	4	\$2,019,628	13	\$6,771,176
96	Kieran	Conlon	4	\$3,997,000	1	\$2,750,000	5	\$6,747,000
97	Dawn	Mckenna	4	\$5,461,500	1	\$1,075,000	5	\$6,536,500
98	Tyler	Weekes	1	\$1,270,000	3	\$5,245,000	4	\$6,515,000
99	Elena	Theodoros	8	\$3,622,500	5	\$2,886,000	13	\$6,508,500
100	Danny	Lewis	3	\$1,336,900	8	\$5,165,900	11	\$6,502,800

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.

Jonathan M. Aven

Law Offices of Jonathan M Aven, LTD
180 N. Michigan Ave. Ste. 2105
Chicago, IL 60601
312-251-8777
www.AvenLaw.com
Jonathan@AvenLaw.com






Tired Of Waiting for Your Lawyer To Call You Back?

You Shouldn't Have To!

Our clients are important to us! We promptly return phone calls, emails, texts, (even tweets) and strive to meet all deadlines!

If you are purchasing or selling property in Chicagoland, you can turn to our Chicago Real Estate Attorneys with confidence.

Real Estate Legal Services



Service is the Key to my success!



I HAVE THE BEST TOOLS FOR REALTORS

IT HAS ARRIVED!

LeadWorks

Smart Leads. Continuous Growth.

with DigitalDocs

JASON CHMIELEWSKI

Managing Attorney

office 312.332.5020 fax 312.332.5021

jason@jmclawgroup.com

10 S. LaSalle Street, Suite 3500 - Chicago, IL 60603

9661 W. 143rd Street, Suite 201 - Orland Park, IL 60462

What is LeadWorks with Digital Docs?

Real Estate Agents get access to the **LeadWorks** program which delivers targeted leads right to their inbox. This program analyzes over 21 life-event triggers from a specific radius around the property they sold. **LeadWorks** will automatically e-mail you the leads so you can get started immediately on growing your business!

With **DigitalDocs** all parties within a real estate transaction receive leading technology that is designed to create marketing automation post-closing to stay in touch with past clients, while offering their clients a safe and secure document storage solution and valuable reports.

Contact me for more information!

jmclawgroup.com



All your insurance needs under one roof. Combine and save. Let's talk.

Evelia Perez, Agent

5770 S. Archer Ave.
Chicago, IL 60638

Bus: 773-796-3800

Hablamos Español



My mission is to help people manage the risk of everyday life, recover from the unexpected and realize their dreams.

LET'S TALK TODAY.

State Farm Fire and Casualty Company, State Farm General Insurance Company, Bloomington, IL

State Farm Florida Insurance Company, Winter Haven, FL

State Farm Lloyds, Richardson, TX

1708136



THE PLATINUM MORTGAGE EXPERIENCE with Michelle Bobart

Partner with Michelle for a calm, creative mortgage experience with an outside-the-box approach.

The right mortgage partner can take your business to the next level. Equipped with over 20 years of proven experience, Michelle Bobart delivers financing solutions for all your clients – even those with the most challenging scenarios. Michelle has been consistently recognized with the industry's top accolades:

- **Top Producers - National Mortgage News 2018¹**
- **75 Elite Women - US Mortgage Banking 2017-2018²**
- **Five Star Professional - Chicago Magazine 2011-2018³**
- **Top 1% Mortgage Originators in America - Mortgage Executive Magazine 2012-2018⁴**

Contact Michelle today for a lender you can trust.



The Home Purchase Experts[®]

Michelle Bobart
SVP of Mortgage Lending

guaranteedRate | PRESIDENT'S CLUB

O: (312) 379-3516 C: (312) 953-7365

Michelle@Rate.com

Rate.com/MichelleBobart

320 W. Ohio St Suites 1E & 410, Chicago, IL 60654

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

EQUAL HOUSING LENDER
Michelle Bobart NMLS ID #137164; CO - 100035767 - Licensed, DC - MD137164 - MLB2611, FL - 017860 - MLD1102, IL - 031.0002302 - MB.0005932, IN - 14945 - 11060, MD - 06-20408 - 13181, MI - 137164 - FR-0018846 & SR-0018847, VA - MLD-13110VA - MC 3769, WI - 137164 - 27394BA • Guaranteed Rate NMLS ID #2611 (Nationwide Mortgage Lending System www.nmlsconsumeraccess.org) • CO - Guaranteed Rate, Inc. Regulated by the Division of Real Estate, 773-290-0505 • DC - Lic #MLB2611 • FL - Lic # MLD1102 • IL - Residential Mortgage Licensee - IDFFR, 122 South Michigan Avenue, Suite 1900, Chicago, Illinois, 60603, 312-793-3006, 3940 N. Ravenswood Ave., Chicago, IL 60613 #MB.0005932 • IN - Lic #13060 & #10332 • MD - Lic #13181 • MI - Lic #FR018846 & SR018847 • VA - Guaranteed Rate, Inc. - Licensed by Virginia State Corporation Commission, License # MC-3769 • WI - Lic #27394BA & 2611BR

TOP 200 STANDINGS

Teams and individuals from January 1, 2019, to April 30, 2019.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Justin	Penn	1	\$3,700,000	1	\$2,785,000	2	\$6,485,000
102	Laura	Rubin Dresner	2	\$6,480,000	0	\$0	2	\$6,480,000
103	Christopher	Helland	0	\$0	13	\$6,471,000	13	\$6,471,000
104	Elizabeth	Brooks	4	\$6,469,322	0	\$0	4	\$6,469,322
105	Michael	Shenfeld	6	\$2,912,500	5	\$3,539,000	11	\$6,451,500
106	Christopher	Norton	5	\$6,428,500	0	\$0	5	\$6,428,500
107	Suzanne	Gignilliat	2	\$2,695,000	2	\$3,700,000	4	\$6,395,000
108	Sohail	Salahuddin	16	\$6,156,799	1	\$211,000	17	\$6,367,799
109	Nancy	Huetteman	14	\$5,493,000	1	\$825,000	15	\$6,318,000
110	Doug	Harter	2	\$2,255,000	6	\$3,940,000	8	\$6,195,000
111	Keith	Wilkey	2	\$4,700,000	1	\$1,475,000	3	\$6,175,000
112	Stefanie	Lavelle	14	\$5,167,400	3	\$955,000	17	\$6,122,400
113	Danielle	Inendino	0	\$0	13	\$6,110,000	13	\$6,110,000
114	Chris	Bauer	7	\$3,129,500	5	\$2,980,500	12	\$6,110,000
115	Augusto	Panlilio	1	\$277,000	21	\$5,830,650	22	\$6,107,650
116	Coleen	Karpf	4	\$1,542,500	8	\$4,564,800	12	\$6,107,300
117	Karen	Schwartz	3	\$1,330,000	10	\$4,724,000	13	\$6,054,000
118	Michael	Battista	4	\$4,746,250	1	\$1,305,000	5	\$6,051,250
119	Sharon	Gillman	2	\$4,744,500	1	\$1,295,000	3	\$6,039,500
120	Greg	Vollan	3	\$3,114,000	5	\$2,887,500	8	\$6,001,500
121	Lawrence	Dunning	3	\$1,885,000	7	\$4,114,900	10	\$5,999,900
122	Todd	Szwajkowski	9	\$3,745,500	6	\$2,228,500	15	\$5,974,000
123	Tim	Vaughn	1	\$1,480,000	1	\$4,475,000	2	\$5,955,000
124	Camille	Canales	6	\$2,858,000	7	\$3,027,400	13	\$5,885,400
125	Amy	Duong	4	\$1,060,000	6	\$4,782,900	10	\$5,842,900
126	Mark	Icuss	3	\$4,300,000	1	\$1,504,900	4	\$5,804,900
127	John	Wyman	10	\$3,684,165	3	\$2,113,000	13	\$5,797,165
128	Jason	Davis	2	\$1,405,000	11	\$4,337,000	13	\$5,742,000
129	Kaylin	Goldstein	6	\$3,627,000	2	\$2,110,000	8	\$5,737,000
130	Hasani	Steele	16	\$4,642,391	6	\$1,091,700	22	\$5,734,091
131	Radim	Mandel	11	\$4,511,700	4	\$1,217,000	15	\$5,728,700
132	Megan	Tirpak	4	\$3,528,000	2	\$2,199,000	6	\$5,727,000
133	Erin	Mandel	6	\$5,433,250	1	\$290,000	7	\$5,723,250
134	Anthony	Disano	24	\$5,716,328	0	\$0	24	\$5,716,328

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Rubina	Bokhari	5	\$3,187,000	4	\$2,481,500	9	\$5,668,500
136	Philip	Schwartz	5	\$1,794,500	10	\$3,868,500	15	\$5,663,000
137	Nichole	Dinino	5	\$1,828,000	9	\$3,834,699	14	\$5,662,699
138	Elizabeth	Lothamer	4	\$2,708,325	8	\$2,913,400	12	\$5,621,725
139	Sara	McCarthy	6	\$4,395,000	5	\$1,221,000	11	\$5,616,000
140	Michael	Linden	11	\$4,569,000	3	\$1,043,750	14	\$5,612,750
141	Robin	Phelps	6	\$3,981,500	3	\$1,596,500	9	\$5,578,000
142	Sarah	Taich	2	\$3,335,000	2	\$2,225,000	4	\$5,560,000
143	Stephanie	Cutter	11	\$3,868,100	5	\$1,668,500	16	\$5,536,600
144	Sarah	Ziehr	10	\$4,620,500	1	\$916,000	11	\$5,536,500
145	Robert	Picciariello	17	\$5,535,800	0	\$0	17	\$5,535,800
146	Daniel	Nierman	16	\$5,519,750	0	\$0	16	\$5,519,750
147	Nancy	McAdam	5	\$3,051,000	2	\$2,467,000	7	\$5,518,000
148	Lisa	Huber	7	\$2,837,340	5	\$2,670,000	12	\$5,507,340
149	Michael	Hall	8	\$3,832,700	4	\$1,662,000	12	\$5,494,700
150	Paul	Mancini	7	\$2,886,500	6	\$2,600,000	13	\$5,486,500

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.



Clients Need More Space?

Chris Kinsella can help them with the attention to all their loan needs.



UNITED
HOME LOANS
HOME STARTS HERE

IT'S MORE THAN A MORTGAGE



Chris Kinsella
Sr. Mortgage Banker
Cell: 630.564.3272
NMLS #872091
ckinsella@uhloans.com
uhloans.com

4 Westbrook Corporate Center,
Suite 650, Westchester, IL 60154

1000 N. Milwaukee Ave,
Chicago, IL 60642 | (708) 531-9060

Copyright © and Trademark ™ 2017 United Home Loans, Inc. All Rights Reserved. An Illinois Residential Mortgage Licensee, #MB.0006479 | NMLS# 207546

TOP 200 STANDINGS

Teams and individuals from January 1, 2019, to April 30, 2019.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Nancy	Hotchkiss	7	\$2,947,250	6	\$2,534,250	13	\$5,481,500
152	Lissa	Weinstein	4	\$3,434,875	3	\$2,018,500	7	\$5,453,375
153	Beth	Wexner	1	\$1,160,000	2	\$4,275,000	3	\$5,435,000
154	Eric	Hublar	0	\$0	14	\$5,433,773	14	\$5,433,773
155	Ken	Jungwirth	7	\$4,013,000	3	\$1,415,000	10	\$5,428,000
156	Michael	Vrielink	7	\$2,876,500	4	\$2,524,900	11	\$5,401,400
157	Ashley	Carter	7	\$2,294,000	6	\$3,087,900	13	\$5,381,900
158	Benjamin	Lissner	0	\$0	12	\$5,371,120	12	\$5,371,120
159	D	Waveland Kendt	6	\$3,822,787	3	\$1,510,000	9	\$5,332,787
160	Laura	Meier	7	\$2,924,500	2	\$2,390,000	9	\$5,314,500
161	Elizabeth	Ballis	3	\$2,830,000	4	\$2,463,500	7	\$5,293,500
162	Izabela	Sloma	5	\$4,416,400	3	\$870,000	8	\$5,286,400
163	Nick	Rendleman	6	\$2,000,800	13	\$3,268,750	19	\$5,269,550
164	Danielle	Dowell	9	\$3,985,500	3	\$1,266,000	12	\$5,251,500
165	Ryan	Gossett	8	\$3,781,200	3	\$1,365,000	11	\$5,146,200
166	Joanna	Olszynska	8	\$4,568,000	1	\$539,000	9	\$5,107,000
167	Kelly	Parker	7	\$3,764,000	3	\$1,323,432	10	\$5,087,432
168	Christina	Mcnamee	5	\$1,806,500	5	\$3,243,250	10	\$5,049,750
169	Mark	Fischer	6	\$4,452,769	1	\$594,900	7	\$5,047,669
170	Lynn	Weekley	7	\$3,457,500	3	\$1,583,000	10	\$5,040,500
171	Melinda	Jakovich	2	\$4,790,000	1	\$240,000	3	\$5,030,000
172	Michael	Rosenblum	8	\$5,003,400	0	\$0	8	\$5,003,400
173	Dennis	Huyck	2	\$1,105,000	5	\$3,862,000	7	\$4,967,000
174	David	Smith	0	\$0	8	\$4,953,900	8	\$4,953,900
175	Gary	Lucido	8	\$3,566,500	4	\$1,359,500	12	\$4,926,000
176	Kristi	Gunther	4	\$4,924,000	0	\$0	4	\$4,924,000
177	Kimberly	Rizzo	0	\$0	19	\$4,899,500	19	\$4,899,500
178	Collin	Wasiak	4	\$2,415,000	6	\$2,480,400	10	\$4,895,400
179	Beth	Gomez	5	\$3,480,000	2	\$1,410,000	7	\$4,890,000
180	Peter	Moore	4	\$1,307,700	9	\$3,578,209	13	\$4,885,909
181	Rory	Fiedler	0	\$0	12	\$4,873,500	12	\$4,873,500
182	Paul	Barker	6	\$2,865,138	3	\$1,991,638	9	\$4,856,776
183	Ryan	McKane	11	\$4,839,800	0	\$0	11	\$4,839,800
184	Sharon Kay	Rizzo	1	\$290,000	16	\$4,539,535	17	\$4,829,535

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Vincent	Anzalone	5	\$3,060,000	4	\$1,767,500	9	\$4,827,500
186	Andrew	Glatz	4	\$2,738,000	2	\$2,078,000	6	\$4,816,000
187	Jacqueline	Colando	13	\$4,802,900	0	\$0	13	\$4,802,900
188	Richard	Kasper	4	\$3,058,000	5	\$1,725,900	9	\$4,783,900
189	Janelle	Dennis	7	\$2,622,400	4	\$2,157,000	11	\$4,779,400
190	Lance	Kirshner	7	\$2,265,300	4	\$2,486,500	11	\$4,751,800
191	Nathan	Ortiz	13	\$4,748,499	0	\$0	13	\$4,748,499
192	Eudice	Fogel	4	\$3,480,000	1	\$1,250,000	5	\$4,730,000
193	James	Sheehan	3	\$3,565,500	3	\$1,157,925	6	\$4,723,425
194	Nick	Libert	9	\$3,364,000	3	\$1,344,500	12	\$4,708,500
195	Matthew	Neistat	11	\$3,946,150	2	\$755,000	13	\$4,701,150
196	J	Maggio	5	\$3,121,900	2	\$1,567,500	7	\$4,689,400
197	Alexander	Cohen	1	\$545,000	7	\$4,143,900	8	\$4,688,900
198	James	D'Astice	4	\$1,888,500	5	\$2,791,500	9	\$4,680,000
199	Jeffrey	Stewart	4	\$2,954,800	3	\$1,710,000	7	\$4,664,800
200	Jodi	Serio	6	\$3,766,000	1	\$894,000	7	\$4,660,000

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.

MG
MILES & GURNEY LLC
ATTORNEYS AT LAW

We know that agents like you drive our business. Therefore, we want your clients to be amazed at how easy their transaction is and, as a result, be inclined to use you again on their next transaction. That's where Miles & Gurney, LLC shines.

If you have a buyer or seller in Chicagoland, we're ready to prove to you why Miles & Gurney should be your "go-to" real estate attorney.

150 S WACKER DR. SUITE 2400 | CHICAGO, IL 60606 | 312-929-0974

ADAM GURNEY, ESQ
adam@lawfirmmiles.com
www.milesgurneylaw.com

YES, WE PUT OUR **MONEY** WHERE OUR MOUTH IS



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.



Chad Lubben

Sr. Mortgage Adviser

NMLS # 447796

(312) 731-4939

Chad@TheLubbenGroup.com

www.TheLubbenGroup.com



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.



THE
GUNDERSON
 LAW FIRM



For Chicagoland's Real Estate Buyers & Sellers, we provide personalized legal guidance and counsel from Contract to Closing and Beyond.



C.J. Lamb



Michael J. Gunderson

THE GUNDERSON LAW FIRM, LLC

2155 W. Roscoe St. Chicago, IL 60618



PRSRT STD
US POSTAGE PAID
WILMINGTON, NC
PERMIT NO. 40

IL_Chicago REAL Producers



Phoenix Rising Home Staging can help you sell your home *faster* and for *more money*.



PHOENIX RISING

HOME STAGING - INTERIOR DESIGN - FURNITURE SALES

Designs that Inspire

Call and schedule your **FREE** consultation now with Chicagoland's largest home staging company.

www.chicagostaging.com

312.450.8365