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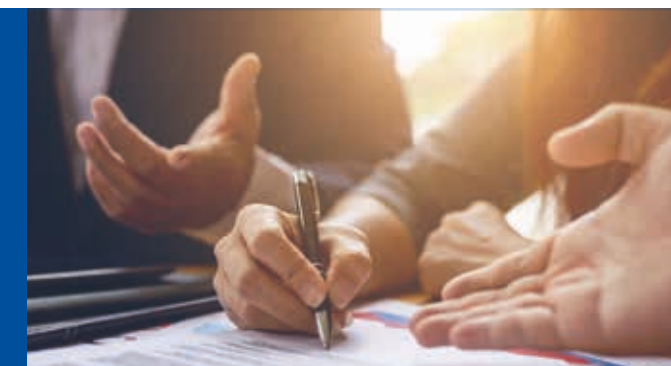
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Ania Kozera has over **fifteen years** of mortgage industry experience, accumulating her knowledge from various brokers, mortgage banks and lenders. She is a **four-time** Chicago Magazine 5 Star winner with a primary focus on providing the best customer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

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

-Julie D.

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

-Michelle B.

“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.



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► publisher's note

Thank You,
VETERANS!



We are extremely proud to present our first veterans issue to the *Chicago Real Producers* community. Every REALTOR® featured in this issue is based here in Chicago and has served in the military in some capacity. We thought it was important to honor REALTORS® who put our great country first. I encourage you to read every single article. Be mindful of the recurring themes and character traits that have allowed these people to be successful in two different career paths. Spoiler alert: Real estate is a service-driven industry and there are so many parallels of one's attitude in joining the armed forces.

Our dedicated staff enjoyed crafting this special issue. Please thank our amazing photographers, Carlos Miranda and Heather Love, next time you see them at a future event. Melissa Lopez and Emily Burton did such a good job coordinating everything to make sure we hit all of our deadlines. Christine Thom, Chris Menezes, and Jennifer Mitchell put forth extra effort to ensure we captured the military background of each REALTOR® who was featured.

In the spirit of expressing gratitude, I am eternally grateful for Jason Chmielewski with JMC Law Group, Joel Schaub with Guaranteed Rate, Phoenix Rising, and TESLA Gold Coast for making our fall event a hit. Our publication and events don't happen without loyal partners like these. Event photos will appear in the December issue and be on the lookout for the details of our winter 2020 event soon!



Fighting the good fight,

Andy Burton

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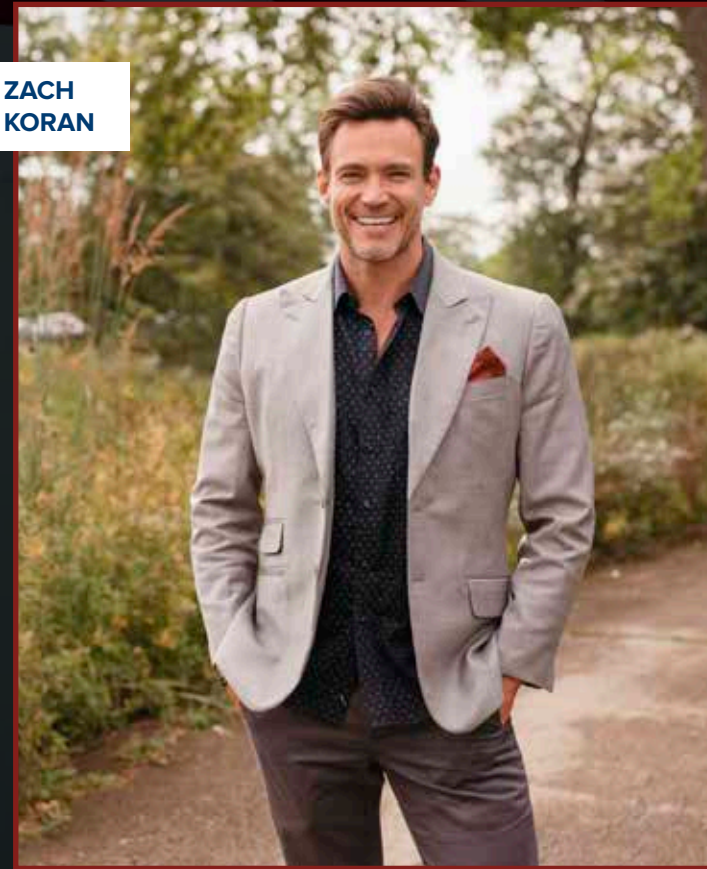
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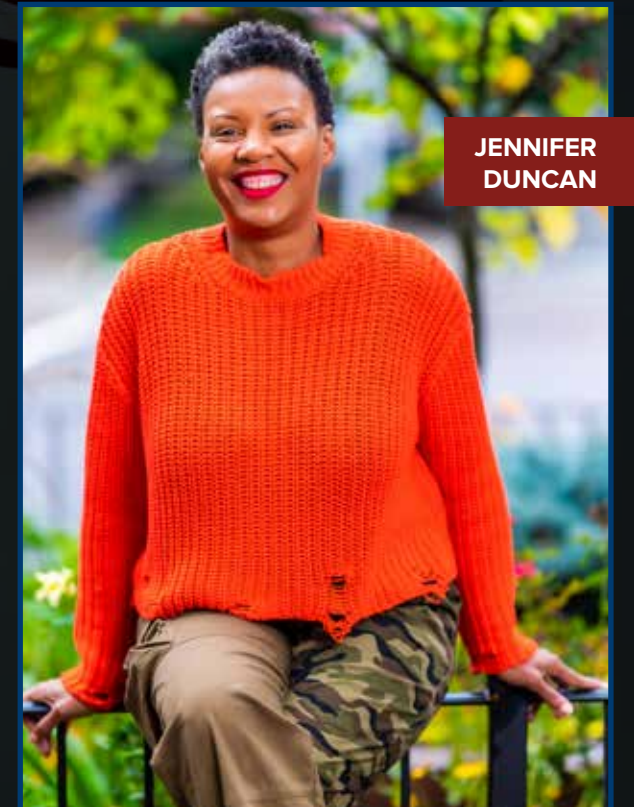
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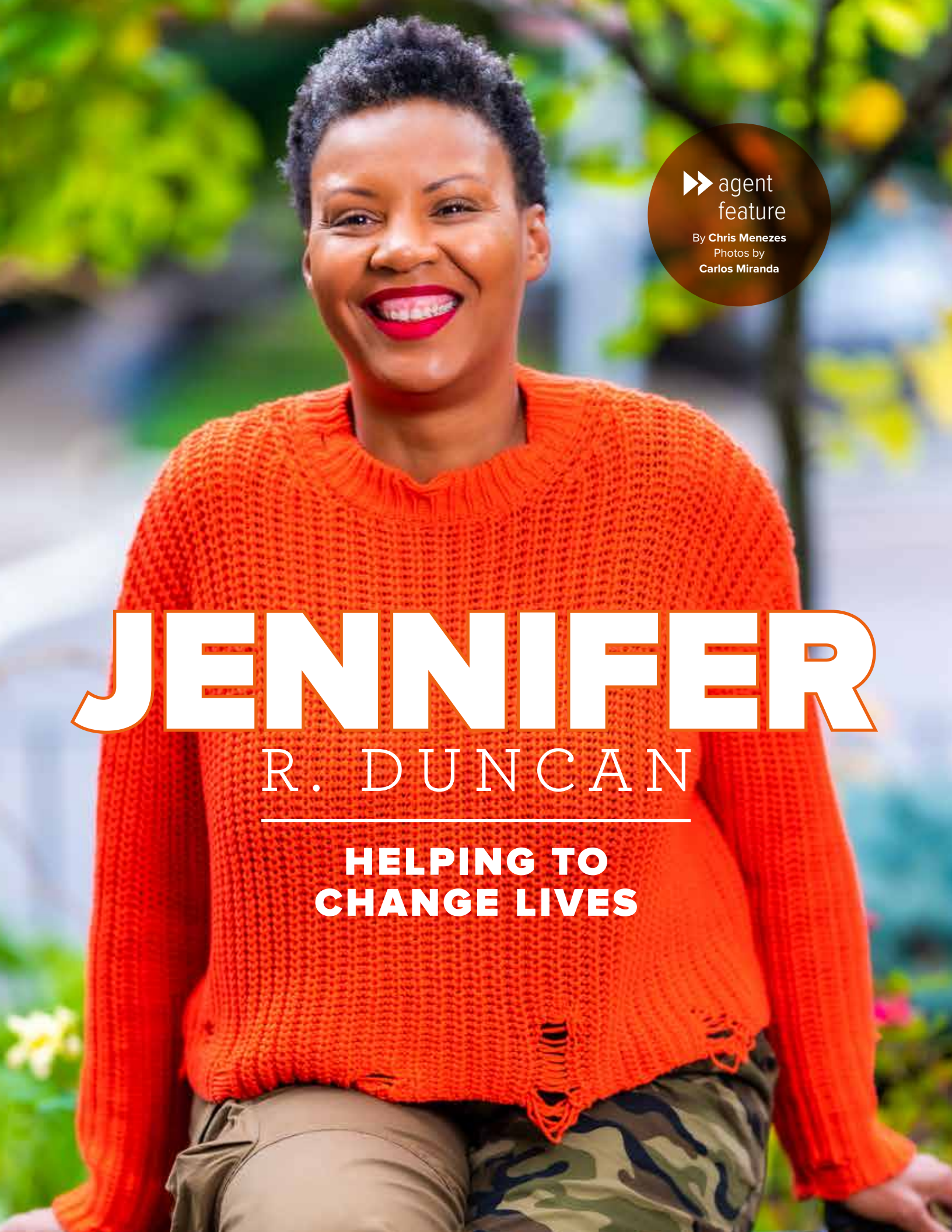
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▶▶ agent feature

By Chris Menezes
Photos by Carlos Miranda

JENNIFER

R. DUNCAN

**HELPING TO
CHANGE LIVES**



Jennifer and her husband, Vladimir.

In addition to being able to pick up and properly use any weapon—from a hunting knife to a grenade launcher—Jennifer R. Duncan is also running a successful real estate business and loves to sing and dance. (She’s also secretly working on her standup, but you didn’t hear that here.) While much of her worldview was strengthened during her time in the U.S. Air Force, her confidence to become a successful businesswoman grew after becoming a mother.

Jennifer was born in East St. Louis, Illinois. Due to some disturbing experiences at the hands of the adults in her life, she was placed in foster care at age 6. At age 9 she was adopted. This was also the time that Jennifer decided she would join the military when she was old enough. Her father, a Navy man who was later commissioned into the Army as a medic, inspired her.

“He would come home with these amazing stories about the people he worked with from the Peace Corps and the families that he helped,” says Jennifer. “My dad was a pretty impressive man. He overcame so many obstacles to get an education and make a pretty successful career for himself at a time when it wasn’t the norm for black people.”

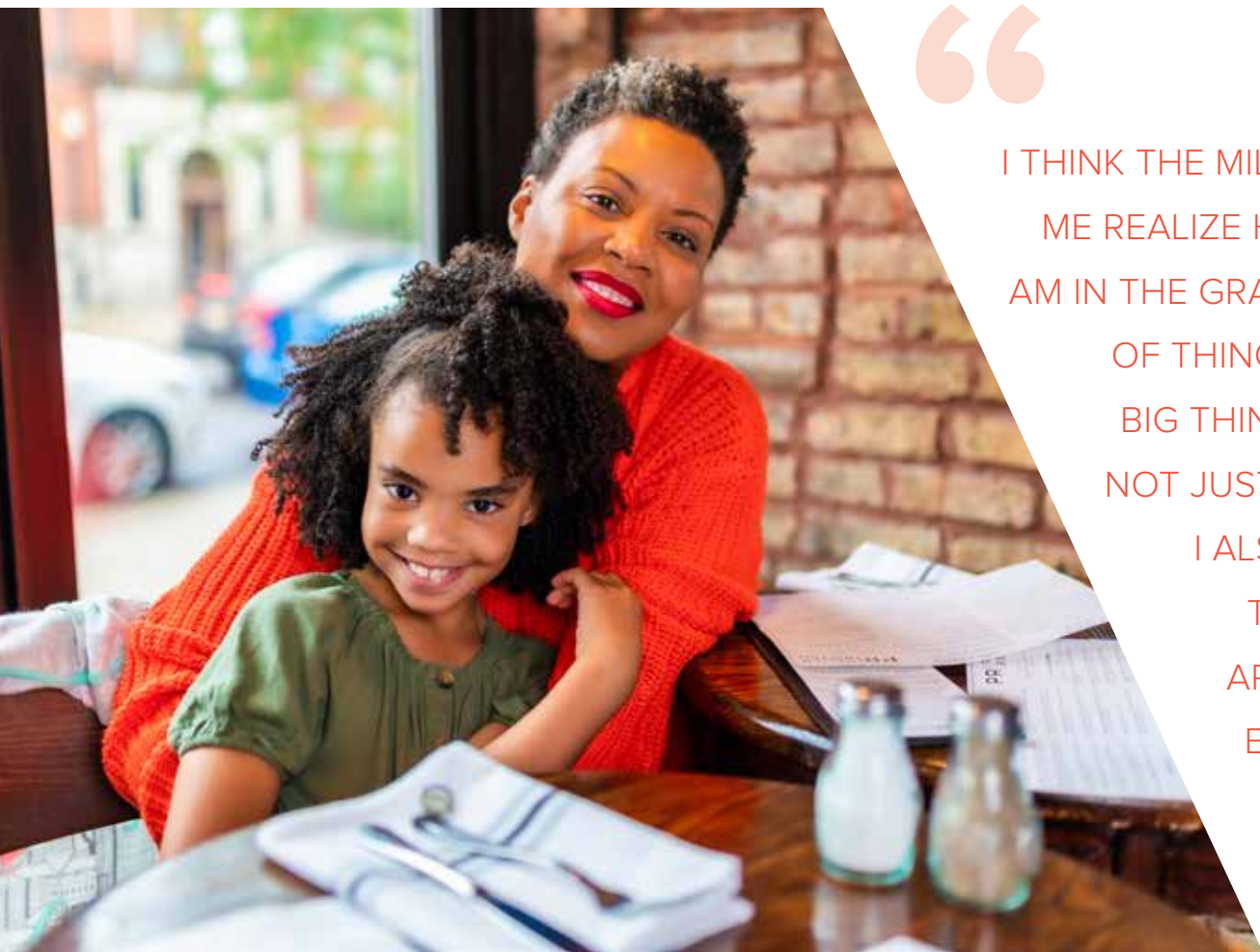
When the time came, Jennifer decided to join the Air Force mainly because she liked the recruiter’s outfit. “It was silly, but I was a teenager,” she says. During her four years in the military, she was deployed for at least six months out of the year, every year. Within the ground aerospace control and warning systems career field, she specialized as an interface control technician for the 726th Air Control Squadron at Mountain Home AFB, Mountain Home, ID.

While Jennifer had many interesting experiences in the Air Force, on one of her deployments to Kuwait, there was a period of two weeks where the entire base was in MOPP 4, meaning they had to wear full chemical warfare gear, including gas masks, due to the threat of chemical weapons being used. “Having to be okay with what could be the inevitable ‘end’ of everyone on our airbase was pretty tense,” she says.

“I think the military made me realize how small I am in the grand scheme of things. I can do big things, but it’s not JUST about me. I also realized that people are the same everywhere you go. We are all just trying to make a better life for our babies and keep food on the table. And speaking of food, food is so good everywhere!”

After leaving the Air Force, she attended Northeastern Illinois University and the University of Missouri, St. Louis where she studied international business, marketing and Spanish. She became a makeup artist and also worked as a server/bartend-





“

I THINK THE MILITARY MADE ME REALIZE HOW SMALL I AM IN THE GRAND SCHEME OF THINGS. I CAN DO BIG THINGS, BUT IT'S NOT JUST ABOUT ME.

I ALSO REALIZED THAT PEOPLE ARE THE SAME EVERYWHERE YOU GO.

”

...

er, but throughout those 15 years, real estate kept calling to her, too. “I took advantage of every adventure that was presented to me and ended up in Chicago,” she says.

Jennifer was traveling for work as a makeup artist about three times a week when she learned that she would become a mother. Everything changed after Gabriella was born. She knew she had to do something different.

“I wanted to be her mom full-time. And more than that, I wanted to have control over my income and to build a business that I could potentially hand down to my daughter. I want her to grow up with choices,” says Jennifer.

She obtained her real estate license in 2014 and has been passionate about helping people realize a path to financial freedom ever since. She cherishes the opportunity that real estate offers to change her family's life.

Jennifer, her husband, Vladimir, and her daughter, Gabriella have two pet hamsters — Rockwell and Teddy. “We work very hard to support one another and laugh until our sides hurt. We, of course, have bad days and hard times, but that's when we make it a point to laugh harder and snuggle longer (although I hate the hamsters). We sing a lot, dance often, and love to read together,” says Jennifer.

In the community, Jennifer supports Spark, One Heart One Soul, CASA, and Adult Adoptees of Illinois in Chicago. “I remember what life was like in foster care, and the challenges of being a single mom,” she says. “I want to help even just one family or person realize that it is possible to change their

current situation. The past does not dictate what's possible for the future.”

Jennifer has learned and fully believes that true success is the ability to not only savor every single ounce of your life but also to appreciate who you are without regret.



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business



By Jamie Book

GROWING THE NEXT REAL PRODUCER FOR YOUR TEAM

Part Two: Traits of a Good Boss

Does this sound familiar? You have had good assistants, bad assistants, and mediocre assistants, but they all have one thing in common: they keep leaving. The fact is, assistants rarely stick around for more than a couple of years. The best assistants are motivated by their own goals to become great agents, too, like you. You can either resent that fact or use it to your advantage.

The most prosperous route would be to use it to your advantage. Create a role that is meant for only two, three, or four years and uses future earning potential as the motivator. With this structure, all parties are motivated to support each other, and that increases everyone's chance for success. The formula for keeping and grooming a great assistant is simple: Be prepared, organized, respectful, and honest.

Be prepared. It is up to you to provide a structure and to set tasks. In the busy months, this is easy. There is plenty to do and keep up on in the spring, but when the market slows down you still need to pay your assistant, so have a plan. Have a set of constructive and beneficial projects in place that can be completed during the downtime, such as lining up your marketing materials, getting your taxes in order, and the like. Have a schedule. For example, have your assistant enter open houses into the MLS every Wednesday and remove past open houses every Monday.

Be organized. Don't expect your assistant to be organized if you do not have a system in place. Everyone stays organized in different ways, so allow some freedom in that sense. However, you will need to be clear about what the existing system is or what the system you want to create is, and then you and your assistant will both need to follow and feed that system to keep it functioning. If you are unclear and inconsistent, expect your assistant's work to reflect that. It's easy to get caught up in micro-managing, especially if your assistant is new or if you've never had an assistant before. This is why being clear about what you want, and about the process and system itself, is so important. Give your assistant a direction and allow them to run with it, and give them the freedom to learn in their own way with your guidance. In the end, this will set them up to be able to function independently and complete tasks without having to bother you, which is the ultimate goal—to have an assistant that can do anything and everything that you can but better, so you will have the time to grow your business.

Be a mentor. Remember, this relationship is a two-way street that is motivated by future earning potential for both of you. This requires you to be a teacher. Your assistant wants to see the way you function and how you run your business so that one day, they can do the same. Be open about sharing what you know, explain transactions, let them listen in on phone calls, let them read emails, and more.

Be respectful. Respect is the single most important aspect of a good relationship. If you respect your assistant they will respect you, and the correlation will produce far more fruitful results for both of you. Expect that there will be a learning curve. Everyone is different. However, how well and how soon your assistant is able to work independently is highly dependent on you, on your ability to teach them (i.e., be prepared). Understand that many things will be new to them and mistakes will happen. Speed in learning will increase tenfold if a mistake is addressed without anger or contempt on your part. Approach problems directly and honestly, with the goal of having a positive outcome. Point out the

error, explain its importance, offer feedback and solutions on how to avoid it, ask that it doesn't happen again, and move on. Always be honest.

It is on you to nourish this relationship. Do not expect someone to bend over backward for you if you do not provide the backbone to support that bend. Everyone's needs are different and what you need from an assistant may be different than the next person. That's absolutely fine. Just remember that honesty, kindness, and generosity go a very long way. Additionally, when it's time for your great assistant to move on, they will have the structure, tools, and knowledge to become a great agent. Whether they join your team or go off on their own, at least you know there is one more REALTOR® out there who is doing a good job (one whom you can be proud to call your colleague), and not giving agents everywhere a bad name.

About the Author:

As a young professional in the real estate field, Jamie works to produce the best experience for her clients when buying, selling, and renting real estate. Originally from New Mexico, Jamie moved to Chicago three years ago and has been assisting Danielle Dowell and The Dowell Group for almost two years as she simultaneously works on building and supporting her own business.

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By Chris Menezes
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PAUL BARKER

MARINE STRONG

“I would not have had the successes I have had in only five years of business if it had not been for the strong character traits instilled in me during my fifteen years in the Marine Corps. Discipline, tenacity, and the ability to execute and follow through on a plan to completion are the greatest advantages I have in business,” says Paul Barker.

Paul Barker entered the Marines when he was 18 years old, ready to give it his all. He had worked as a boat carpenter throughout high school, building high-end cabinets, decks, and trim on pleasure yachts on the Chesapeake Bay in Maryland, and always enjoyed physical labor. The summer before his senior year, he was selected to attend a summer camp called “Boys State,” where he learned the values of the Marine Corps by volunteer recruiters and was instantly all about it.

“The Marine Corps is the hardest branch of the military to get in to. It has the toughest boot camp and produces the best fighting servicemen. I wanted to prove to myself that I could succeed as one of the best warriors America has,” says Paul.

Paul joined the Marines as an infantryman. After attending boot camp in Parris Island, South Carolina, and the School of Infantry at Camp Lejeune, North Carolina, he was assigned to be a machine gunner with the 2nd Battalion, 3rd Marine Regiment. He served there for three years and was deployed to Thailand, Okinawa, South Korea, Japan, and Australia.

After being promoted to sergeant, Paul transferred to the Basic School in Quantico, Virginia, where he instructed officers on the proper techniques of utilizing and employing machine guns effectively for both attack and defense. He also became a Rope Master and trained other Marines on the proper techniques for repelling and fast-roping out of helicopters as they hovered hundreds of feet above the ground.

In 2004, he was deployed to Baghdad, Iraq, as a combat instructor and was imbedded into a platoon of new Iraqi troops. His role was to advise them on proper combat techniques and strategies while engaging insurgents and terrorists that were determined to undermine the rebuilding of the country. Paul saw a lot of combat on that tour. He received and returned small-arms rifle



fire, endured mortar and rocket attacks on his base weekly, and survived a roadside bomb detonation on a convoy on the road to Baghdad.

After returning to the United States, he transferred to the 2nd Battalion, 23rd Marine Regiment, and was deployed for a second combat tour to Ramadi, Iraq. That tour was much more peaceful, however—only a few random mortar rounds were launched at their base. They spent most of their time acting as a police force for the surrounding villages and protected the main supply route from Baghdad to Ramadi.

Paul moved to Chicago in 2009 and finished his military career with the 2nd Battalion, 24th Marine Regiment, where he served as a platoon sergeant and platoon commander, in charge of the training, discipline, and welfare of over forty Marine infantrymen. His final deployment was to the Republic of Georgia in Eastern Europe in 2013, where he was once again tasked to train Georgian troops on U.S. and NATO military tactics and techniques, preparing their battalion for a combat tour to Afghanistan to support NATO operations.

Before this last deployment, Paul’s brother asked him if he wanted to invest with him in buying the three-flat that his brother was living in from his landlord.



Rather than using a REALTOR®, Paul pulled the area’s sales data for similar homes and calculated the CAP rate and projected ROI based on rent. Using that data, they presented an offer, which was accepted after a brief negotiation. Paul enjoyed the process and experience so much that when he returned from his last deployment, he dedicated himself to getting his broker’s license.

Paul left the Marine Corps in 2014 with a Joint Service Commendation Medal, five Navy and Marine Corps Achievement Medals, four Good Conduct Medals, and a Presidential Unit Citation. He went directly into real estate and began building his business. Since he really didn’t know many people in Chicago at all, he launched an aggressive direct mail mar-

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“
 DISCIPLINE,
 TENACITY, AND
 THE ABILITY TO
 EXECUTE AND
 FOLLOW THROUGH
 ON A PLAN TO
 COMPLETION ARE
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...
 keting campaign that evolved into a well-executed lead generation system over the next five years. Today, those direct mail campaigns are responsible for bringing in about 75 percent of his yearly business.

“The most rewarding part of my business is knowing that my success and failures are a direct result of my decisions, hard work, and knowledge. There is no one else to blame when things don’t go correctly, but at the same time, success is a direct reflection of the time and effort that I put into my business. That feeling is very freeing, and directly opposite to life in the military, where a Marine has very little say about the situations and circumstances he is put in,” says Paul.

While Paul’s time in the Marine Corps shaped him into the disciplined, decisive, and determined businessman he is today, he emphasizes the fact that it does not define him. He does not run his business like a Marine Corps platoon, which stresses “instant obedience to orders,” to survive the chaos of combat. Rather, Paul likes to encourage ideas, free thought, and discussion with those he works with in his business.



Paul, Ava, and Iain enjoying a bike ride around Roscoe Village.



Paul Barker, Alan Barker (Brother), and Erin Barker (from left to right) at Soldier Field 10-Miler.



Paul and his daughter, Ava, at Wrigley Field (August 2019).

Paul and his wife, Erin, have two children—Ava (4) and Iain (2.5). He and Erin are passionate about fitness. Erin is a personal trainer and they like to challenge each other with difficult workout routines that they create. As a family, they enjoy riding bikes together, traveling to the country for long weekends in Wisconsin or to Lake Michigan, and going to the Caribbean during the winter.

“The Marine Corps has had a huge influence on my outlook on life,” says Paul. “Tough training taught me that I can always handle more stress and hardship than I thought possible. The horrors of combat made me realize that life, situations, and circumstances could always be worse than the present. Life can be snuffed out in an instant of horrible violence, so one must treasure every moment one has. And finally, work hard to change the things you can, and work hard to adapt to the things you can’t change. Stressing about things beyond your control just makes things worse and takes away your ability to make the best of the situation.”



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By Andy Shiparski

A few weeks ago, I had the privilege to sit down with my friend Andy Burton for a collaboration session. We were able to accomplish an insane amount of productive work, but through our discussions, an idea was hatched. What we both realized is that while we have many things in common, at the forefront is our committed, daily effort to empower, inspire, and impact as many people as possible. To “pay it forward,” as that gift was given to both of us.

Andy asked me about my strength and where it comes from. My immediate response was that it comes from my faith. As you can imagine, our conversation then went to another level.

We realized we also have a common bond regarding faith, but here is where this could take a different direction. Faith by definition can mean a couple of things. The first—what I personally believe, and what I believe most people would say—is that it is a strong belief in God or in the doctrines of a religion, based on a spiritual concept rather than proof. Another would be having complete trust or confidence in someone or something.



For me, both definitions ring true and are foundational pillars in my daily life. Let's get this out of the way: we are all human and we make mistakes daily, whether we admit it or not. I try to live by the golden rule/rules, but at times, I succumb to the pressures and expectations of life.

With that said, I also try to be reflective and make my wrongs right by circling back, apologizing, and owning up to when I have not been at my best. I also try not to use the words “ever,” “never,” or “always” because no one can live up to them.

Now, let's dive deeper. Growing up, I was a very gifted athlete. I played football

and baseball at high levels. I also played tennis, basketball, and golf. Plus I ran track in high school. Here is the transparent, vulnerable moment: I was NOT blessed with being a great student in the classroom. However, what I learned through sports—through my efforts and time spent in my world of passions—was that with teamwork and the ability to realize the team was always bigger than the individual, you can succeed. With this mindset, we could move mountains.

When we all focused on our unique individual strengths and came together as a team, the unexpected could become reality. This repeated experience is what led me to adopt that second definition of faith. I had to have faith: The belief that

my teammates would execute their roles and have my back as I had theirs. When a group of individuals comes together for the betterment of the whole, that is when we can truly impact the world and affect the change we want to see and be. I also needed to have faith in myself, knowing that if I focused and committed to my role, I could accomplish anything I wanted.

Faith/belief in other human beings is something that is in my DNA. I try to live my life choosing to believe in the goodness of all people until they demonstrate differently, which is when I hope my faith (in both definitions) kicks into full throttle and is even more evident.

These principles have carried over into my professional life. I know I wouldn't have been able to have the career I've had in real estate without having had faith in the company I work for, the leaders of the company, or all the others involved or employed by the company. I also feel the same about the associations we belong to as REALTORS®.

What drew me to the company I am currently associated with was its vision and core principles, as well as the good character I saw within the leadership and every staff member and agent associated with the firm.

I love our company's tagline of “helping everybody find their place in the world”! What a profound and all-encompassing statement. We as REALTORS® have the immense privilege to help people's dreams of homeownership come true. We as people have an obligation and duty to accept the uniqueness of each individual we cross paths with and realize that those unique differences create the exact fuel that makes the world, and life itself, such a blessing. Imagine how boring life would be if these unique differences didn't exist.

Our CEO was blessed to have many impactful roles during his career when he worked at major corporations and even the White House. Seeing his courage to be vulnerable when he told us that he never fully felt comfortable being his true self until he started his own company resonated so deeply with me. After reflecting on this, this is one of the key reasons why I chose to work here and feel blessed in doing so. Our leader is committed to helping all of us become the best versions of ourselves by supporting each unique employee to be the best versions of themselves, by BEING themselves.

Being immersed in a culture that truly reflects, accepts, and encourages the differences each individual possesses, allows us to work together in a place of acceptance and non-judgment, which ultimately means that we get to work in an atmo-

sphere of comfort and mutual respect.

If you don't have faith from either of the two definitions hopefully this will help lead you to have faith in yourself, your company and co-workers, humanity itself, or something larger than yourself.

If I could give one piece of advice that applies to your life or work journey, it would be to TRUST THE PROCESS! Maybe translated, that could also mean, HAVE FAITH!

About the Author:

Andy Shiparski started his career 30 years ago. He is widely recognized as one of the most respected managing brokers in Chicago and is an industry ambassador. Throughout Andy's career path, he has learned the value of listening and focusing on the needs of others to ultimately serve them. He is fiercely committed to building strong relationships knowing he can ultimately impact, empower, and inspire each individual he communicates with. He has served on the Board of Directors at the Chicago Association of REALTORS® since 2017 and is fulfilled by serving others.



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By Jennifer Mitchell
Photos by Carlos Miranda

KEVIN TATUM

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More than anything else, Kevin Tatum values security and makes it his goal to provide security for others—whether that’s keeping our country safe through serving in the U.S. Air Force or helping his clients achieve real financial security through homeownership.

After graduating from high school, Kevin knew he wanted something other than the traditional college education. He wanted a different challenge and an adventure. With a brother in the Air Force, he had a glimpse into military life and decided to enlist in the U.S. Air Force, too.

“I was lucky enough to grow up in a household full of great love and affection,” says Kevin. “But there were

also a lot of rules and expectations. I was attracted to the structure of the military and the idea of a disciplined, orderly, results-oriented environment. I thought it would provide a great foundation for life, and enlisting was the best decision I ever made.”

During his time serving, Kevin learned the power of discipline and preparation. The training not only prepared him for the potential challenge of defending our country, but also for the challenges he faced on a daily basis. His incredible discipline combined with the mental preparation to meet life’s challenges is what makes him so successful today.

...





After leaving the military, Kevin purchased a property in Chicago and quickly realized that real estate ownership can be a vital step in achieving financial security and preparing for a prosperous future.

“I was always good with money and was willing to sacrifice to save, but buying property convinced me that real financial security comes through homeownership and knowledgeable real estate investment,” explains Kevin. “I approached my own real estate purchases in a methodical way and recognized that my philosophy might work well for others if I shared it.”

Hoping to help others achieve the same financial security he found, Kevin dove into the world of real estate and he hasn't looked back. He loves helping his clients make a sound investment in their life and their future. When considering his success, Kevin chalks it up to his ability to match people to their ideal property based on their needs and finances.

“ REAL FINANCIAL SECURITY COMES THROUGH HOME OWNERSHIP AND KNOWLEDGEABLE REAL ESTATE INVESTMENT. ”

“When someone purchases property, they're not just buying a home—they're buying a sanctuary from an increasingly hectic world,” notes Kevin. “There are no bad properties, just properties that might not be appropriate for a person's needs.”

He advises REALTORS® who are struggling to satisfy clients, to step into their clients' shoes so they can fully understand what their clients need most. Is this their first purchase? Do they hope this will be their last purchase or will this property be somewhere in between? That will dictate how the client will approach the process and what they'll ultimately require in a home.

Kevin also notes that buying and selling real estate can be a very emotional and stressful process, so REALTORS® need to do their best to set realistic expectations and educate clients about the process of buying or selling property, so their clients will have a positive experience.



Outside of the office, Kevin loves working out. The reason? If you exercise correctly and often enough, it will yield the results you want over time—not unlike owning a property. He's also an active supporter of the National Ovarian Cancer Coalition. After losing his mother to ovarian cancer, he joined the organization to honor her and all the women who confront this horrible disease. And with the little bit of free time he has outside of working, working out, and volunteering, he loves to travel.

“Travel is another thing that drew me into the military and real estate,” says Kevin. “I was able to see other communities and how people live. Seeing various villages and communities reaffirmed my sincere belief in the unique power of home ownership.”

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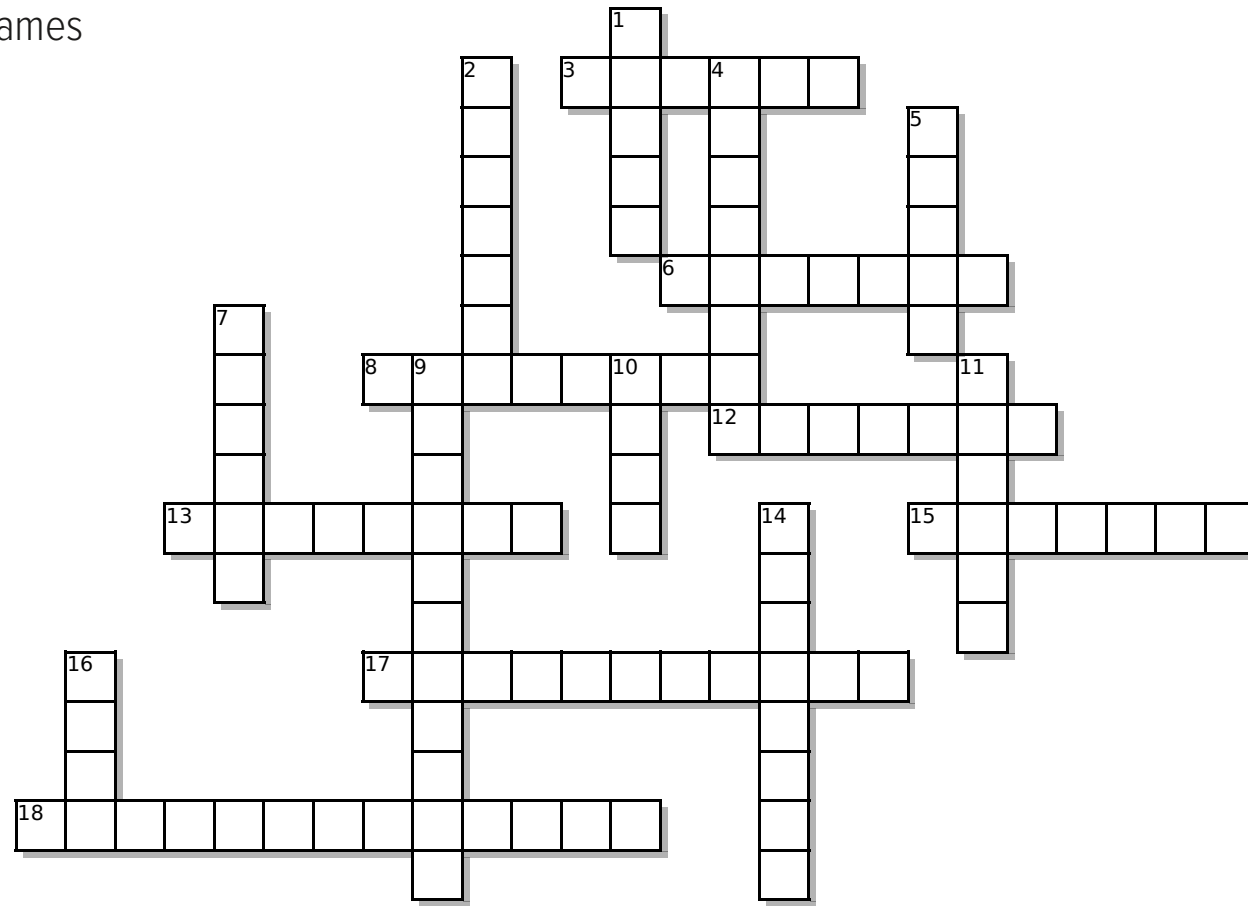
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ACROSS

- 3 One thing that drew Kevin Tatum to both the military and real estate.
- 6 Zach Koran defines success as constantly learning and ____.
- 8 The age Paul Barker entered the Marines.
- 12 What Jennifer Duncan is secretly working on.
- 13 Zach Koran served as a staff ____ in the United States Air Force.
- 15 Where Paul Barker was deployed to in 2004.
- 17 During his time serving, Kevin Tatum learned the power of discipline and ____.
- 18 John Lyons served as a ____ technician in the United States Marine Corps.

DOWN

- 1 The name of Zach Koran's French Bulldog.
- 2 One of Jamie Luevano's hobbies.
- 4 This is Chicago Real Producers' first ____ issue.
- 5 John Lyons' daughter's name.
- 7 The type of sports balls Jamie Luevano gave out while on patrol.
- 9 Jamie Luevano joined the U.S. Army National Guard as an ____.
- 10 Paul Barker's wife.
- 11 A country Jennifer Duncan was deployed to.
- 14 What other career was Jason Chmielewski interested in.
- 16 The number of children Jason Chmielewski has.



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Agnes Debicki, Attorney at Law
847-398-6500

Agnes Mroczkowski
Manager

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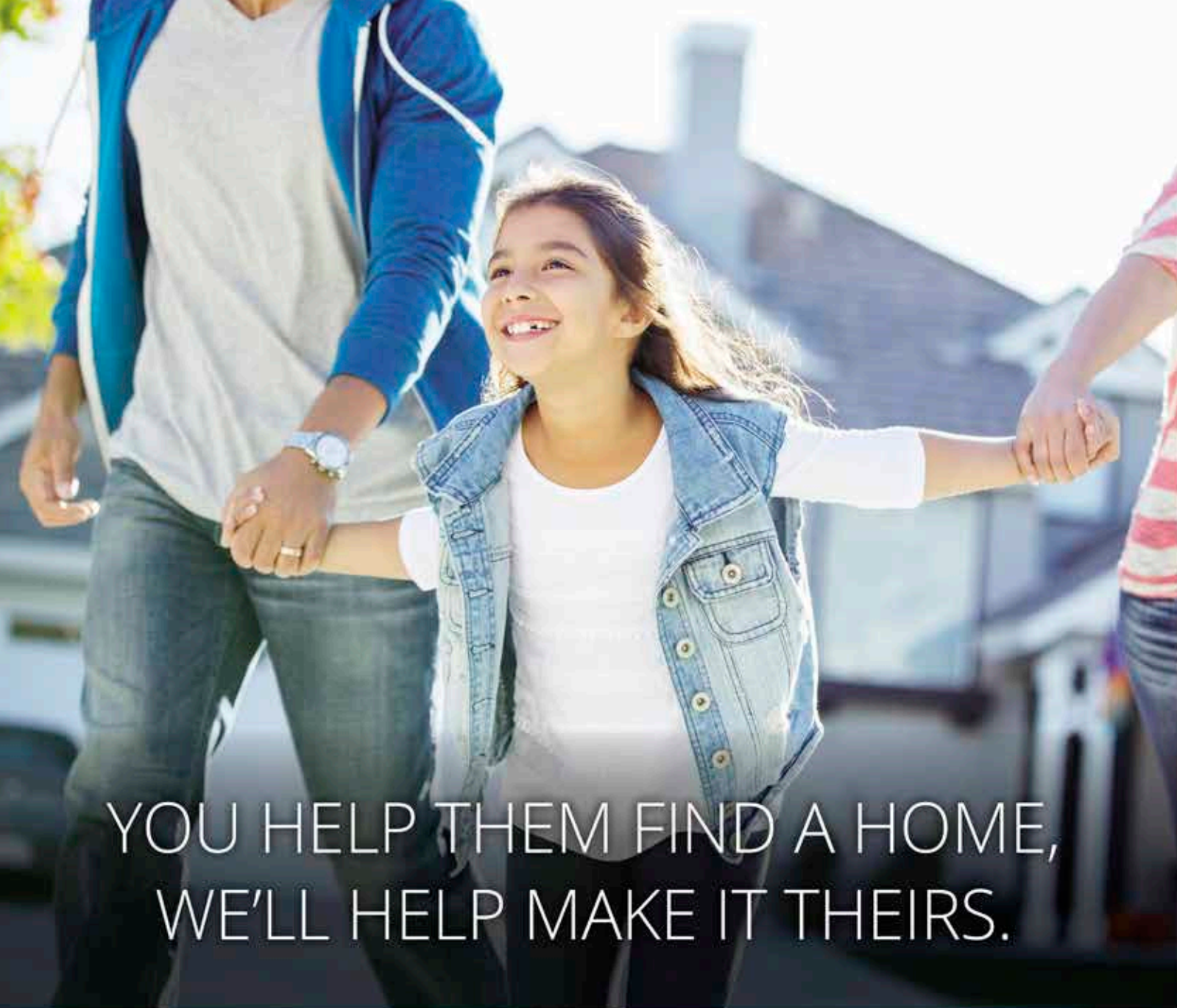
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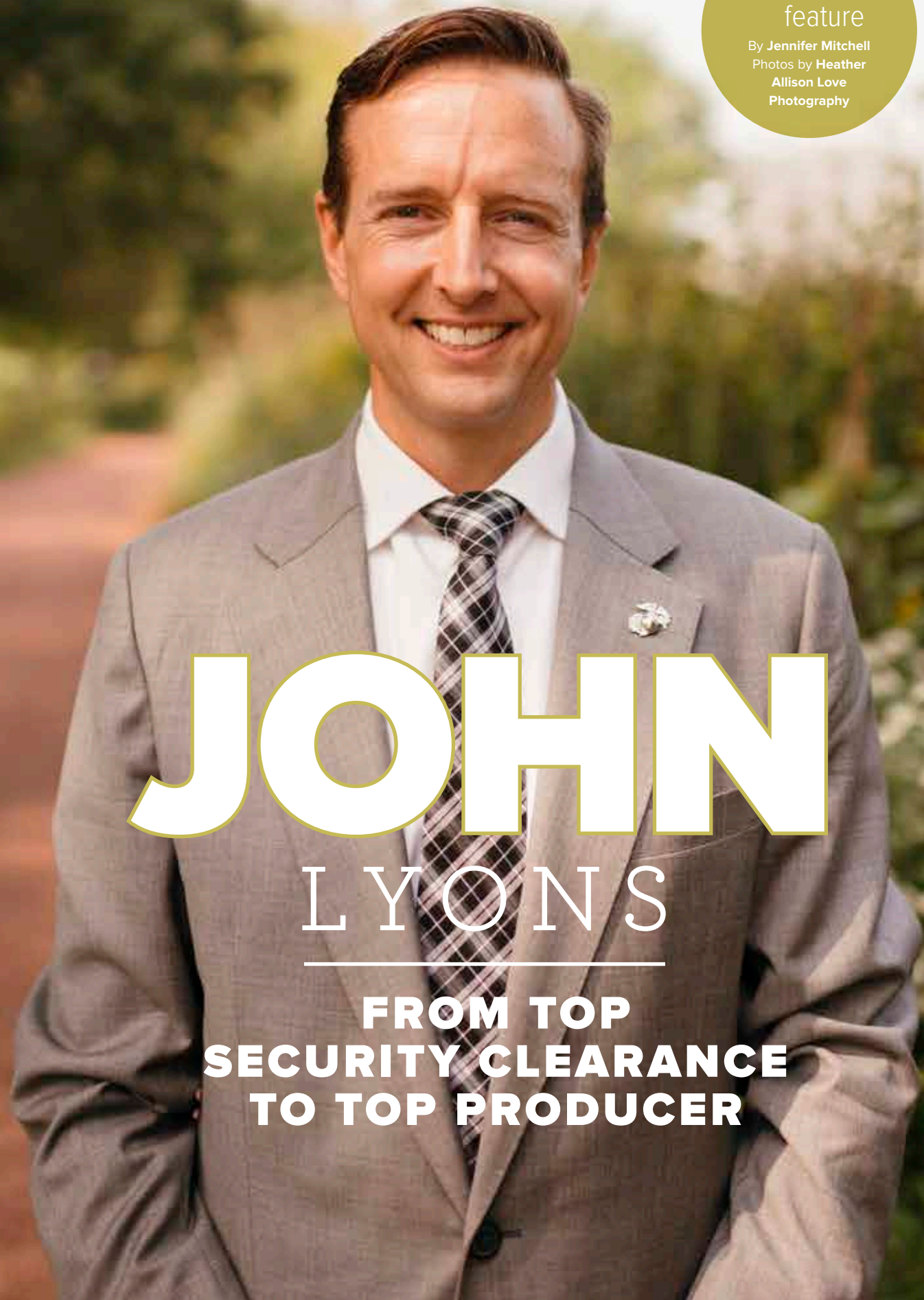
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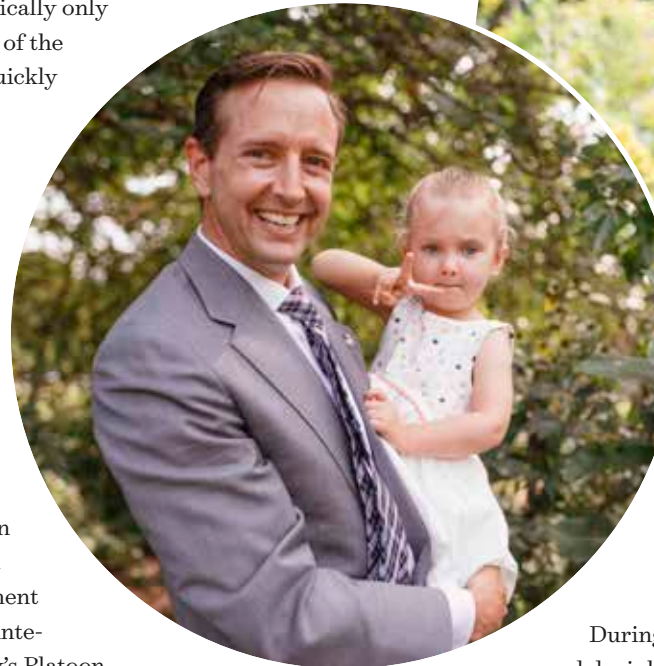
JOHN LYONS

FROM TOP SECURITY CLEARANCE TO TOP PRODUCER

Finding success in real estate takes a lot of effort, willpower, and confidence, but John Lyons is not one to shy away from a challenge. A former member of the United States Marine Corps, John served as a cryptographic technician, a position held by only 28 Marines when he graduated from the Basic Electronics School of the Marine Corps, a job typically only given to the top of the class. He was quickly promoted to sergeant within three years and picked up two additional jobs within his unit. First, as his unit's nuclear, biological, and chemical warfare non-commission officer and then as 2nd Detachment Electronics Maintenance Company's Platoon Sergeant. John also completed the first six-week session of Officer Candidate School—the most physically challenging test he has ever encountered. After serving in the Marine Corps Reserves for six years, John spent 11 years in corporate sales before deciding to launch a career in real estate.

Though he may not have taken a traditional path to become a REALTOR®, each stage in John's life has helped pave the way to his becoming a top producer. That journey started with his time in the military.

Since John was 10 years old, he knew he wanted to serve his country. His grandfather (whom he was named after), flew the P40 Warhawk in WWII and survived being shot down in North Africa. A family friend served in the Marine Corps in Vietnam as a recon officer and saved his platoon by taking a grenade blast, being shot and stabbed with a bayonet, and living to tell the tale. After hearing these stories, John knew he wanted to be next in line to serve.



During his time in the Marine Corps, John cyphered and deciphered communication and information over the airwaves, built wiring harnesses for bombs and missiles at the Naval Air Warfare Center as a civilian, and had one of the top security clearances. The demands of the Marine Corps and his high-pressure role made him the person he is today.

"The Marine Corps will forever be a part of my character," said John. "In the Marine Corps, you're put through the fire, over and over again, and that builds confidence, and burns off bad habits and character flaws. It taught me to lead by example, have a strong sense of integrity, and constantly work to improve myself."

Not only does John still focus on self-improvement, but he has loved the process of building a team

at his real estate business and helping his teammates improve their lives. Because he developed a solid organizational structure and repeatable processes for his business, he can focus on helping others find success too. He encourages his team, and all REALTORS®, to constantly improve themselves by learning new things.

“ THE MARINE CORPS TAUGHT ME TO LEAD BY EXAMPLE, HAVE A STRONG SENSE OF INTEGRITY, AND CONSTANTLY WORK TO IMPROVE MYSELF. ”



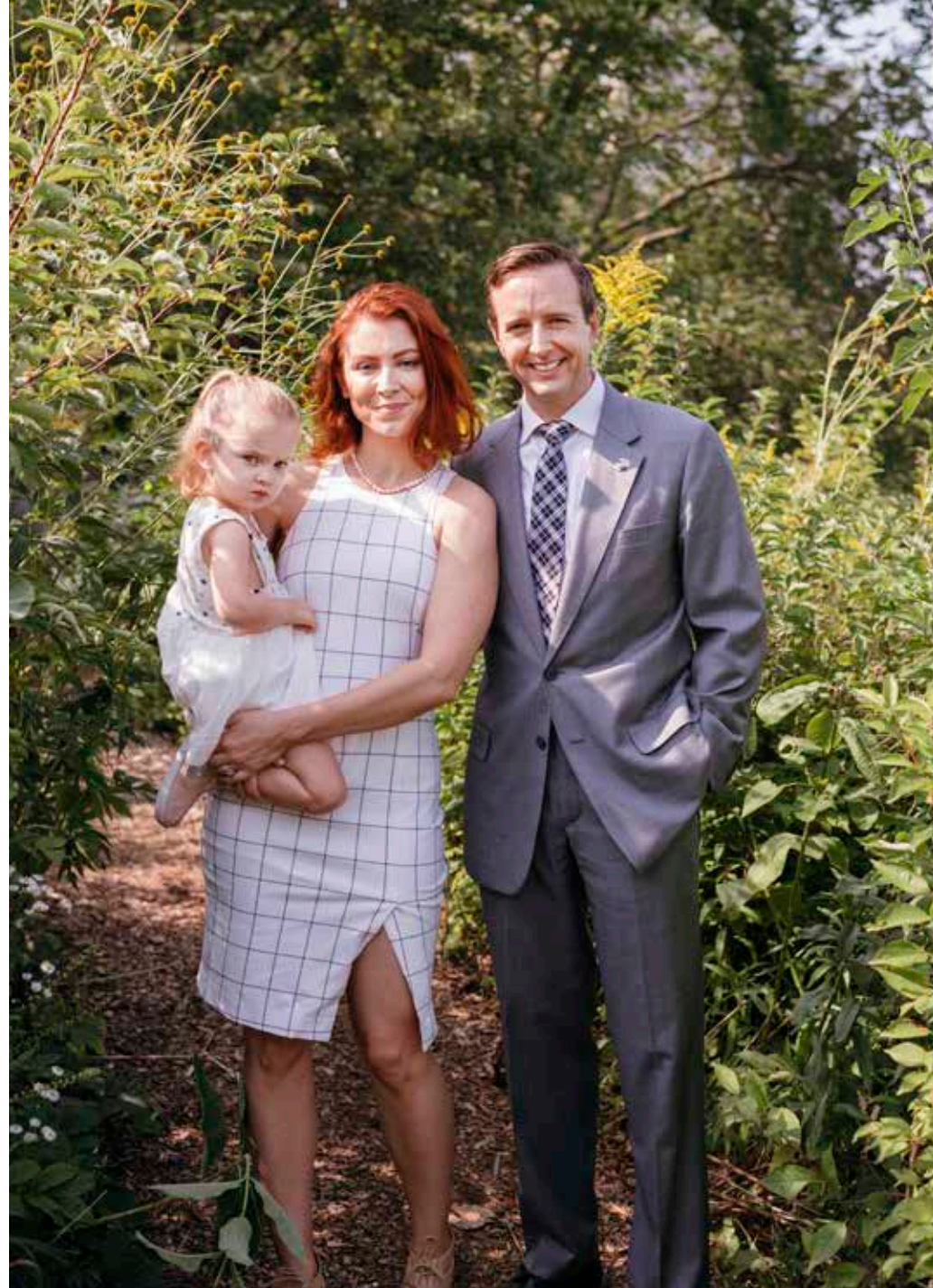
“Read as many books, take as many courses, and invest in yourself as much as you can,” notes John. “Investing in yourself will always give you the greatest payout and return.”

His desire to improve the lives of the people around him extends to his clients as well. In fact, his favorite part of being a REALTOR® is the ability to make a very direct and positive impact on someone’s life by helping them buy or sell a home.

At the end of the day, when John returns to his own home, he’s a true family man and loves spending time with his wife, Irina, and his 3-year-old daughter, Dagny. Together, they love to explore and experience new places. John also loves to ski, play golf, and workout. In October of this year, his workouts paid off—literally—he ran the Chicago marathon and was one of the top fundraisers for Lurie Children’s Hospital.

“When my daughter was born, she experienced complications and needed to be transferred to Lurie Children’s,” explained John. “What I learned from that experience was that not all hospitals have a high standard of care. Lurie Children’s is an amazing institution with unparalleled care, and I want to do whatever I can to help this world-class hospital in our city.”

Looking into the future, John wants to constantly learn and grow so he can help more people, including his family, his team, and his clients. And with the training and discipline he learned in the military, along with a number of civilian professional accomplishments, he will no doubt continue to have a positive impact on the people around him.



John with his wife, Irina, and daughter, Dagny.



John at the Chicago Marathon.



John at the Lurie Children’s Charity Marathon pasta dinner.

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ZACH

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A CAREER FOCUSED ON SERVICE



► agent feature
By Jennifer Mitchell
Photos by Heather Allison Love Photography



Zach with some of his team at ZKG: Laura Davis (middle) and Sarah Jenema (Left). Other team members not pictured: Demeko Taylor, Michael Mauro, Donna Gelmanovich, and JR Nones. Photo by: Alina Tsvor

Zach Koran has spent his entire career serving others. The number one tenet of his company, the Zach Koran Group, is service, and that includes serving his clients, the community, and his team.

“For me, service is number one,” says Zach, “My job is to focus on people’s problems and come up with the best solution to their housing needs.”

But Zach’s commitment to service started long before his time in real estate. He served as a staff sergeant in the United States Air Force from 1996 to 2002, working as a financial analyst. He spent three years overseas in Europe, then served in the Air Force Reserves stateside.



and lessons that he has applied to his life as a civilian. Working side by side with others taught him to be part of the greater “we.” He also sharpened his team-building skills and learned how to build camaraderie from within.

Zach also appreciated the discipline required of military personnel, specifically the strict adherence to an early morning routine.

“I still get up early and start my day in a really specific way,” notes Zach. “Accomplishing a few tasks in the morning sets me up for success and kicks off the day in a positive way.”

Not only did his time in the military affect how he lives his day-to-day life, but it affects how he approaches his real estate business. Working in real estate, you get pulled in so many different directions throughout the day. You’re managing a team, responding to client demands, and putting out a lot of fires. But you can’t let the chaos of the inbound requests distract you from the tasks like prospecting and follow-ups. Zach attributes his success to his ability to start his day by tackling the money-making tasks first—without fail.

With a career volume of more than \$30 million, Zach is undeniably a success. But when asked how he defines success, he said, “It’s constantly learning and growing.” He argues that you don’t want to

His admirable desire to serve his country started when he was young. Zach has a long line of family members who served, including his grandfather and several cousins. He knew as soon as he graduated high school that joining the military to serve his country was something he needed to do.

His time in the military taught him a number of valuable skills

“FOR ME, SERVICE IS NUMBER ONE. MY JOB IS TO FOCUS ON PEOPLE’S PROBLEMS AND COME UP WITH THE BEST SOLUTION TO THEIR HOUSING NEEDS.”



put a dollar amount or a number on success because you never want to put a cap on what success can be. But if you’re constantly growing, you know you’re moving in the right direction.

Helping his team grow and feel successful is incredibly important to Zach, and it has been the most rewarding part of running his own business.



Photo by: Alina Tsvor
54 • November 2019

“I never realized how rewarding it would be to build up a team,” says Zach. “But the best parts of coming to work are the coaching sessions, the one-on-ones, and the team outings and conferences. It’s great to spend time with my team and help them be the best versions of themselves.”

Zach also notes that team bonding and helping others is something he carried over from

the military, and he wishes more people understood that military personnel and veterans are friendly and personable.

“I think people associate military personnel with the cold and harsh ‘Yes, Sir, No, Sir’ persona,” explains Zach. “But we’re people too—just like everyone else.”

Zach not only brings his positive energy to work, but he also makes sure to share it with his 10-year-old son, Miles, and their French Bulldog, Frank. Together they travel and explore the food scene in Chicago, constantly trying new places. He also loves to workout and golf whenever the Chicago weather cooperates.

A strong supporter of Volunteers of America, an organization that helps house homeless veterans, Zach notes how large and widespread the problem of homelessness is among veterans. He firmly believes that no one should be without a home, and everyone deserves a second and third chance to get back on their feet.

When it comes to guiding up-and-coming producers, Zach has a few pieces of advice: “If you put in the hard work, you will be successful. It takes time to get your first few deals. But you can’t just sit at your desk and wait for the phone to ring; you need to start by putting your name out everywhere. Pound the pavement, hit social media hard, and don’t be afraid to hound friends and family for referrals.”

He also notes the importance of approaching your work with a service mindset. By focusing on serving others to the best of your ability, you’re bound to succeed.



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partner 
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By Jennifer Mitchell
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JASON

CHMIELEWSKI

OWNER OF JMC LAW GROUP

Helping Clients by Building Relationships

There's nothing Jason Chmielewski loves more than helping others and building relationships. As a real estate attorney, he gets to do just that. Whether it's helping people buy their first home, upgrading to a better property, or purchasing the home in which they plan to retire, he has the pleasure of working with clients during one of the most important events in their lives.

Jason is able to help so many people buy and sell their homes because he has the experience and work ethic to make sure every transaction is a worry-free and smooth one as it is a very stressful time for his clients. In college, he worked on construction sites during the summers with his father doing hard labor. Jason's father emphasized the importance of staying in school and working hard. The lessons he learned from his father drove him to study hard in college and to go on to law school.

...

“

As is evidenced by the number of bad lawyer jokes out there, we get a bad rap for poor service and leaving clients hanging. I know the key to success is communicating with your clients in a timely manner and building a relationship with them, so they feel comfortable coming to you with any issues.

”



The Chmielewski Family.
Photo by: Waffles and Honey Photography

Being of service is so important to Jason that he has made it his firm's tagline: "Service is the key to my success." And he strives to make his firm one that stands out for its level of responsiveness and acute attention to client needs.



Jason's four children (Vincent, 8, Bella, 6, Grace, 4, and Charlotte, 2)
Photo by: Waffles and Honey Photography

"As is evidenced by the number of bad lawyer jokes out there, we get a bad reputation for impersonal service and for leaving clients hanging," says Jason. "I know the key to success is communicating with your clients in a timely man-

"As a real estate agent, clients will take your referrals without question," Jason explains. "So be sure that the people you work with, such as attorneys or lenders, are high performers and truly care about their clients. Otherwise, it can sour the whole experience."

ner and building a relationship with them so they feel comfortable coming to you with any issues they may encounter. It might seem like a simple thing, but I think a lot of attorneys fail to do that for their clients."

While he is very passionate about his work, Jason has another motive for working as hard as he does: his family. With four kids under the age of 8, there's never a dull moment in Jason's life. He spends his free time with his wife, Gina, and their four children, Vincent (8), Bella (6), Grace (4), and Charlotte (2), exploring Chicago and going to the zoo, the beach, and the aquarium.

At JMC Law Group, the team's philosophy is to treat every deal like it's a big deal—whether it's helping someone purchase a starter home or helping investors develop and lease commercial and residential properties. JMC Law Group strives to make every client feel protected and taken care of.

"I care about what I do, and I care about my clients," notes Jason. "I treat every real estate deal as if it were for my mom and dad."

He encourages green lawyers to keep the lines of communication open and be true to their word. His advice: Follow through on your promises and try to work with people who are as passionate as you are about the work. Jason encourages REALTORS® to surround themselves with a strong team.

"I work hard every day. After work, I like to be involved with my children's activities and have dinner as a family. I've volunteered to coach both baseball and softball teams for my kids, which was a blast. I love what I do, I love my family, and I love being able to support my family," states Jason. "And for that, I feel very lucky."

For more information about JMC Law Group, please visit www.JMCLawGroup.com.

...

"I strive to be a good role model for my children every day. I want to teach my children that in order to be successful they need to study and work hard. Nothing will be handed to you," says Jason. "I've brought my daughter to work several times because I think it's important for my children to see me at my workplace and maybe even imagine themselves here with me one day."

Jason knew early on that he either wanted to practice law or go into politics, so he saw law school as a natural fit. Several internships in both fields solidified his desire to practice law, specifically real estate law. After law school, he landed a job at a two-man firm and worked to become

a partner. As a partner, he got a taste of what it is like to run a firm and found that it was something he really enjoyed. So in 2008, he founded JMC Law Group, which he has built from the ground up. Every year for the last 10 years the firm has increased its business exponentially and is on track to have another record-breaking year in 2019.

Jason loves real estate law because he's able to combine two of his passions: practicing law and building relationships with others while helping them through some of the most important events in their lives. Real estate law allows Jason to interact with his clients during some of the most positive and exciting times in their lives. Most often, a new home means growth and new opportunities, and he's grateful to be a part of these momentous and exciting times in his clients' lives. Real estate law also allows him

to work with clients on multiple occasions at various stages of their lives, maintaining positive ongoing relationships with his clients as well as their families.

"Attorneys often work with clients for extended periods of time, but then they never see them again after their case is complete," explains Jason. "But I cross paths with many of my clients several times at various stages of their lives. And I always encourage them to call with any questions they may have, or if they need referrals—even after they've closed on their home. For me, it's not just about the transaction, it's about the relationship with the client(s)."



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▶▶ on the rise

By Chris Menezes
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JAIMIE

L U E V A N O

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Jaime Luevano joined the military out of both gratitude and duty. His parents immigrated to Chicago from Mexico in the 1960s and instilled a great deal of pride in their children about being both Mexican and American. “I felt it was my duty to give back to a country that gave my family everything,” says Jaime. “When 9/11 happened, I enlisted six months later.”

Jaime joined the U.S. Army National Guard as an 11-Bravo (an infantryman). He was 20 years old and he did not want to sit behind a desk. “I wanted to be ‘boots-on-the-ground.’ As strange as it sounds, I wanted to be in the action,” he says.

During his six-year active contract and eighteen-month deployment to Iraq, Jaime saw plenty of action. While on deployment, he was a lead driver

in convoys and patrols or served as a gunner or a dismount. As a driver, he would call out their routes, call out dangers, and set up security. As a gunner, he would sit in the turret of the truck or military vehicle and be the first line of defense against suicide drivers and ambushes. As a dismount, he would sit with his fellow soldiers in one of the Humvees until they were signaled to dismount and patrol the area. At that point, they’d get out, go door-to-door, and talk to the nationals to give them a sense of security and try to rid the area of terrorists.

“I have so many memories from my deployment, both good and bad,” says Jaime. “A good one would be getting a shipment of soccer balls and being able to hand them out to the kids while I was on patrol. Seems like nothing really, but these kids had nothing, and their homes were being torn apart so bad that a soccer ball gave them an opportunity to play and just forget about what was going on around them.”

When his service ended in 2010, Jaime was a completely different person. “My experience changed everything about me,” he says. “I stopped sweating

the small stuff—traffic, bad cell service, not having my favorite coffee . . . everything just seemed trivial. When you go out every day, for months, worried about dying and the people around you dying, and then you transition to civilian life, you realize that we are blessed and have such a wonderful life. I wake up happy and positive and know that no matter what the day throws at me, it could be so much worse.”

When Jaime left the service, he started working as a valet attendant, moved up to account manager within the company, and eventually left to start his own valet parking business. Pulling on his savings to stay financially afloat, he started going into every restaurant to pitch himself and his service. He was given one “no” after another and had doors literally slammed in his face

...



“I stopped sweating the small stuff— traffic, bad cell service, not having my favorite coffee . . . everything just seemed trivial. I wake up happy and positive and know that no matter what the day throws at me, it could be so much worse.”



Jaime and his wife, Maureen, on their Honeymoon at the Grand Canyon.

then that was what I really wanted to do,” he says.

Jaime got his license just a year-and-a-half ago, and he has loved every moment since. He loves the fact that he could work 24 hours a day and his business would directly reflect that effort. He also loves how the foundation of the business is to just help people—to take a situation that is overwhelming and stressful and to turn it into a memory to look back on and be thankful for.

Jaime has found that his time in the military— learning how to control his emotions and remain even-keeled, and to make personal sacrifices— has benefited him tremendously in real estate. “In the military, you cannot do your job and support the soldiers around if you are down or up. You have to stay in the moment and do what you’re trained to do. I feel that in real estate, there is also a lot of up and down, and I feel really prepared to handle it. Every situation is what it is. You strap on your boots and deal with it and keep on moving forward,” he says.

At the end of a long day, all Jaime wants to do is go home to his wife, Maureen, and give her a big hug and tell her how much he loves her. Jaime and Maureen are expecting their first child in March. Jaime enjoys having game night at his family’s house and bowling. With a high bowling score of 273, he is pretty slick on the lanes.

As Jaime keeps marching forward in life, building his real estate business and family with the same integrity, dedication, and compassion he gave to his service in the Army National Guard, there is no doubt he will continue to see much success and happiness in the future.

...

before he finally found one restaurant that was willing to take a chance on him. It was all he needed. His business snowballed through the referrals and reputation he generated.

Although his business was growing successfully, Jaime started to feel burned out. He loved growing the business and building relationships, but he found he hated the day-to-day operations. The breaking point came on one Saturday night when

one of his valets was a no-show for his shift. Jaime broke down. “I hated relying on employees to grow my business. I told myself I would never feel like that again,” he says.

That Monday, Jaime began working on getting his real estate license. Jaime was first introduced to real estate as a kid. His friend’s grandmother was a real estate agent and

over the holidays, she would have them lick stamps for the mailers she’d send out. “I saw how happy her clients were and how happy she was at the end of the day. I knew



COCKTAIL PARTIES:

In-person or Online, Be There This Holiday Season!

» business



By Katie Hutchens

With the fall market in full swing and the holidays on the horizon, we're all thinking about what we need to do to bring 2019 to a successful close, as well as fine-tune our visions and plans for 2020.

One of the most impactful things we can do at the end of *this* year is to get out and work the holiday party circuit where we can secure meaningful relationships for the beginning of next year! At a time when many people's businesses are cooling down and they're feeling ready to let loose, we have the opportunity to heat

things up by making key face-to-face contact with more clients and potential clients in these upcoming weeks than we've had in our last several busy months. So, get out your suits and sequins. It's time for you to shine!

Don't blow this off. Consider this: at what other point in the year do so many of your clients, friends, family, neighbors, referral partners, and vendors invite you to come mingle with them—and everyone else they've invited—in a relaxed, celebratory social setting? You can connect and catch up with people you already know, meet and

make great impressions on new contacts, and take mental notes of who you want to reach out to in the future. Holiday party invitations are a direct call for you to interact and genuinely connect not only with the party host, but also with the other guests who understand that simply because you are there, the host endorses you.

So, monitor your snail mail, your e-mail, your junk mail, and your social media direct-message mail for party invites. Open your calendar and strategize. Figure out how to attend as many events as possible. Treat it as part of your job so you can keep your business hot during our cold holiday months.

But it's important to keep the fact that we view these parties as business opportunities to ourselves. There is an art to attending such events:

1. Be engaging, listen, and ask people about themselves. Terry Gross, host of NPR's *Fresh Air* knows a few things about talking to people. Her go-to icebreaker is only four words long: **"Tell me about yourself."** This approach will not only provide you with insight about a potential client, but it also keeps you from being "that person" who does all the talking and forgets to listen.
2. Don't use this setting to be "salesy." You don't want people to avoid you like a bad holiday sweater because they know you're just going to ask them when they want to buy or sell!
3. Be intentional. Take strong mental notes about the people you meet and take the time to establish a rapport.
4. Casually and conversationally, ask people for their social media contact information. This is a way to connect on a more personal level than something like LinkedIn or simply asking for business cards. Send a direct message later saying that you enjoyed connecting and touch on a few points from your conversation. By deliberately building Instagram contacts, you are able to use it like a database/CRM.

But what do you do if you're not able to physically make it to some of those parties this holiday season? You do the next best thing. You "attend" by catching up with people on social media! As my managing broker and high-performance coach, Jim Miller, would say, "Social media is essentially a cocktail party— you're either at that party or completely missing out."

Here's what he means: Clients, friends, and other contacts are serving up the perfect conversation starters for you on Instagram and Facebook all year long, but especially during the holidays. In their daily posts and stories, they announce accomplishments from the year, holiday plans, new babies, vacations, engagements and weddings, birthdays and anniversaries, gaining or losing a pet, family members achieving something great, and hitting major milestones. If you are not present on social media, you miss being able to reach out immediately to your sphere at the most meaningful times in their lives with a DM, a card, a gift, or an invitation to get coffee or lunch.

According to the National Association of REALTORS® more than 80 percent of home sellers consistently say they would be likely to work again with the real estate agent who sold their last home. This makes it clear that the foundation of our business development plans should be staying in touch with past clients and our sphere of influence.

Social media is a crucial platform for doing just that. It gives you the unique opportunity to closely monitor the people most important to your business and be present. So, attend their "cocktail parties" online this holiday season!

Cheers, party people! For more details on how to be present and proactive via an Instagram "cocktail party," DM me!

About the Author:

Katie Hutchens is head of the Hutchens Home Team at Jameson Sotheby's International Realty. She is consistently a top producing Chicago real estate broker, who has been providing her clients unparalleled representation and guidance for fifteen years. Her clients describe her as "smart, honest, experienced, connected, insightful, detail-oriented, and accommodating."

Genuine connection, relationships, and trust are the foundation for Katie's business. Leveraging Sotheby's cutting edge technologies, international marketing exposure, and her personal social media platforms, Katie successfully reaches and identifies the most qualified buyers for her listings.

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VOLUNTEERS OF AMERICA ILLINOIS

making a difference



By Bridget Hickey



Did you know a report of child abuse is made every 10 seconds? At VOA Illinois we are committed to providing every child with a home free of abuse and neglect.



VOA's dedicated staff is trained to help those they serve at every step of their life.



Every year VOA Illinois serves over 500 veterans and their families.

At VOA Illinois, we deliver strength-based, trauma-informed, gender-responsive, and culturally sensitive programs and services at the highest standards of excellence for these individuals and families. And throughout our history, we've never stopped reinventing our services. We continuously innovate our work and programs based on our communities' evolving needs.

VOA Illinois is dedicated to living out our values in all we do and we are always looking for people to get involved. Here are just a few ways:

- **Get educated.** Learn more about us at voaillinois.org or take a tour of our program sites to see our programs in action.
- **Get involved.** Become a volunteer or attend our events to help the people we serve.
- **Give.** Become a donor and help us transform lives. Your gift makes an immediate impact and provides resources that help people overcome life's greatest challenges and reach their full potential. Every dollar we raise goes directly to support high-quality, outcome-driven services for more than 2,000 individuals and families every year.

For more information about how to get involved with VOA visit www.voaillinois.org

VOA Illinois is one of the largest providers of affordable housing in the country with an innovative network of support for people of all ages.

Volunteers of America (VOA) Illinois is one of the oldest affiliates of the Volunteers of America family, a national, nonprofit, faith-based organization that was founded in 1896 by social reformers Ballington and Maud Booth. They envisioned a movement dedicated to "reaching and uplifting" the American people. On behalf of the organization, the Booths pledged to "go wherever we are needed and do whatever comes to hand."

Since 1896, VOA Illinois has been there to make an immediate, tangible impact for the people we serve in our communities. VOA Illinois works to correct life's greatest financial inequities. We serve individuals and families who need help the most, and when they need it most, by ensuring they

have a place to call home and the support they need to thrive. We believe that when the people we serve can thrive today, our communities will be stronger tomorrow. We are committed to bringing real solutions and lasting change to the lives of those we serve, including creating and establishing new beginnings for veterans and families who are struggling or are in crisis, a bright future for children and families in the foster care system, and a better quality of life for seniors and adults with disabilities.

The True North Project for Veterans is a comprehensive program for veterans who are struggling, or in crisis, or at-risk of experiencing serious instability in their lives. The program provides veterans with the support, resources, and hope they need to successfully win the 'war' that often follows many soldiers home. Many soldiers return from war with experiences that civilians will never understand. There are cases where they experience PTSD and/or moral injury, mental health and physical injuries. This project

helps soldiers win the 'war' at home by providing direct services they need to integrate back into society and become successful.

In 2012, we created our Home for the Brave continuum. This program provides housing and a full continuum of supportive services and interventions for 200 veteran families every day, fostering transformational and lasting change in the lives of these veterans and their families. Our services include counseling and clinical support, coaching, and professional development, and these services are individually tailored to meet each veteran's own unique needs.

Each year VOA Illinois also provides safe, nurturing homes

for more than 200 children who have needed, for various reasons, to be removed from their biological families. We offer therapeutic services for the whole family. We are committed to the children we serve. Our dedicated team creates thoughtful service plans to meet the needs of every child and to ensure happy, healthy lives. These plans are based on the child's sense of time, attachment, and best interests. We pursue the best permanency option for each child, whether that's reunification, adoption, guardianship with a relative, or, based on age, independence.

Finally, VOA Illinois provides a better quality of life for seniors and adults with disabilities. Through our supportive, high-quality housing communities, residents gain an opportunity to live with dignity and independence in a place of their own. Our communities provide a unique and integrated system of support to address specific resident needs and meet any challenges they may have so that they can continue to live independently. For example, we provide assistance with shopping or transportation to some senior residents, and for our residents with disabilities, we prepare meals and help them communicate with their medical providers.

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TOP 200 STANDINGS

Teams and individuals from January 1, 2019 to September 30, 2019

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|----|------------|-------------|--------|---------------|--------|--------------|---------|---------------|
| 1 | Jeffrey | Lowe | 129 | \$136,147,432 | 61 | \$66,213,196 | 190 | \$202,360,628 |
| 2 | Matt | Laricy | 153 | \$64,471,141 | 165 | \$84,760,877 | 318 | \$149,232,018 |
| 3 | Emily | Sachs Wong | 67 | \$83,512,500 | 37 | \$52,654,499 | 104 | \$136,166,999 |
| 4 | Timothy | Sheahan | 82 | \$103,246,692 | 19 | \$21,712,000 | 101 | \$124,958,692 |
| 5 | Mario | Greco | 153 | \$83,814,168 | 46 | \$34,241,101 | 199 | \$118,055,269 |
| 6 | Elizabeth | Brooks | 56 | \$110,964,575 | 2 | \$1,954,900 | 58 | \$112,919,475 |
| 7 | Erin | Ward | 18 | \$66,212,500 | 9 | \$38,175,000 | 27 | \$104,387,500 |
| 8 | Leigh | Marcus | 115 | \$73,840,252 | 22 | \$13,463,900 | 137 | \$87,304,152 |
| 9 | Scott | Newman | 71 | \$28,906,650 | 101 | \$56,367,802 | 172 | \$85,274,452 |
| 10 | Jennifer | Ames | 37 | \$47,905,385 | 15 | \$19,118,535 | 52 | \$67,023,920 |
| 11 | Melanie | Giglio | 54 | \$34,968,564 | 59 | \$31,362,747 | 113 | \$66,331,311 |
| 12 | Karen | Biazar | 91 | \$48,969,958 | 21 | \$11,840,388 | 112 | \$60,810,346 |
| 13 | Sophia | Klopas | 52 | \$39,143,375 | 37 | \$20,040,970 | 89 | \$59,184,345 |
| 14 | Chezi | Rafaelli | 23 | \$31,926,000 | 13 | \$25,126,325 | 36 | \$57,052,325 |
| 15 | Millie | Rosenbloom | 26 | \$30,138,750 | 19 | \$22,190,250 | 45 | \$52,329,000 |
| 16 | Philip | Skowron | 19 | \$38,073,500 | 5 | \$13,596,000 | 24 | \$51,669,500 |
| 17 | Sam | Shaffer | 23 | \$12,834,000 | 57 | \$37,247,688 | 80 | \$50,081,688 |
| 18 | Carrie | McCormick | 36 | \$26,649,400 | 35 | \$21,003,000 | 71 | \$47,652,400 |
| 19 | Nancy | Tassone | 18 | \$44,490,026 | 3 | \$1,411,000 | 21 | \$45,901,026 |
| 20 | Brad | Lippitz | 44 | \$26,837,085 | 27 | \$17,616,400 | 71 | \$44,453,485 |
| 21 | Jennifer | Mills | 38 | \$26,417,532 | 22 | \$15,462,400 | 60 | \$41,879,932 |
| 22 | Colin | Hebson | 32 | \$28,614,696 | 20 | \$13,244,697 | 52 | \$41,859,393 |
| 23 | Joshua | Weinberg | 40 | \$17,281,536 | 45 | \$23,970,400 | 85 | \$41,251,936 |
| 24 | Natasha | Motev | 13 | \$26,477,944 | 3 | \$14,449,395 | 16 | \$40,927,339 |
| 25 | Eugene | Fu | 23 | \$34,357,500 | 4 | \$5,970,000 | 27 | \$40,327,500 |
| 26 | Timothy | Salm | 20 | \$25,514,000 | 7 | \$11,579,013 | 27 | \$37,093,013 |
| 27 | Jill | Silverstein | 14 | \$8,643,500 | 37 | \$28,138,450 | 51 | \$36,781,950 |
| 28 | Ryan | Preuett | 9 | \$16,912,500 | 13 | \$19,843,098 | 22 | \$36,755,598 |
| 29 | Katharine | Waddell | 27 | \$15,757,500 | 33 | \$20,683,372 | 60 | \$36,440,872 |
| 30 | Konrad | Dabrowski | 39 | \$24,703,700 | 20 | \$11,572,388 | 59 | \$36,276,088 |
| 31 | Gwen | Farinella | 7 | \$23,600,000 | 3 | \$12,275,000 | 10 | \$35,875,000 |
| 32 | Matthew | Liss | 49 | \$27,726,392 | 17 | \$7,488,050 | 66 | \$35,214,442 |
| 33 | Kathleen | Malone | 20 | \$16,183,850 | 18 | \$18,141,000 | 38 | \$34,324,850 |
| 34 | Jason | O'Beirne | 44 | \$26,334,523 | 21 | \$7,492,400 | 65 | \$33,826,923 |

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|----|------------|------------|--------|--------------|--------|--------------|---------|--------------|
| 35 | Layching | Quek | 2 | \$1,180,000 | 51 | \$31,736,634 | 53 | \$32,916,634 |
| 36 | Joanne | Nemerovski | 17 | \$24,070,500 | 9 | \$8,145,000 | 26 | \$32,215,500 |
| 37 | Julie | Busby | 25 | \$17,474,550 | 18 | \$14,303,500 | 43 | \$31,778,050 |
| 38 | Barbara | O'Connor | 44 | \$21,547,447 | 19 | \$9,974,400 | 63 | \$31,521,847 |
| 39 | Katherine | Malkin | 7 | \$14,430,000 | 5 | \$15,815,000 | 12 | \$30,245,000 |
| 40 | Erin | Mandel | 22 | \$24,716,750 | 8 | \$4,410,800 | 30 | \$29,127,550 |
| 41 | Aaron | Sklar | 9 | \$8,369,000 | 12 | \$20,471,500 | 21 | \$28,840,500 |
| 42 | Danielle | Dowell | 35 | \$15,763,600 | 17 | \$12,221,230 | 52 | \$27,984,830 |
| 43 | Debra | Dobbs | 14 | \$13,897,500 | 18 | \$13,431,500 | 32 | \$27,329,000 |
| 44 | Emily | Phair | 18 | \$5,503,400 | 43 | \$21,509,501 | 61 | \$27,012,901 |
| 45 | Hayley | Westhoff | 25 | \$14,059,201 | 16 | \$12,867,500 | 41 | \$26,926,701 |
| 46 | Phil | Byers | 18 | \$9,249,600 | 23 | \$17,607,650 | 41 | \$26,857,250 |
| 47 | Lauren M. | Wood | 27 | \$9,210,000 | 34 | \$17,547,450 | 61 | \$26,757,450 |
| 48 | Margaret | Baczkowski | 13 | \$12,095,500 | 9 | \$14,611,500 | 22 | \$26,707,000 |
| 49 | Lucas | Blahnik | 21 | \$9,297,500 | 26 | \$17,146,900 | 47 | \$26,444,400 |
| 50 | Weston | Harding | 20 | \$12,521,040 | 23 | \$13,355,390 | 43 | \$25,876,430 |

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



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TOP 200 STANDINGS

Teams and individuals from January 1, 2019 to September 30, 2019

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|----|------------|-----------------|--------|--------------|--------|--------------|---------|--------------|
| 51 | Elizabeth | Ballis | 12 | \$11,029,000 | 17 | \$14,766,540 | 29 | \$25,795,540 |
| 52 | Bari | Levine | 25 | \$11,458,000 | 26 | \$14,154,650 | 51 | \$25,612,650 |
| 53 | Joe | Zimmerman | 31 | \$14,884,300 | 18 | \$10,501,900 | 49 | \$25,386,200 |
| 54 | Nicholaos | Voutsinas | 4 | \$1,910,900 | 47 | \$23,171,700 | 51 | \$25,082,600 |
| 55 | Daniel | Close | 8 | \$4,092,500 | 34 | \$20,808,242 | 42 | \$24,900,742 |
| 56 | Amanda | McMillan | 31 | \$12,886,825 | 29 | \$11,587,460 | 60 | \$24,474,285 |
| 57 | Nicholas | Colagiovanni | 18 | \$13,445,500 | 12 | \$10,941,000 | 30 | \$24,386,500 |
| 58 | Melissa | Siegal | 27 | \$10,831,500 | 22 | \$13,294,400 | 49 | \$24,125,900 |
| 59 | Frank | Montro | 100 | \$19,617,490 | 31 | \$4,142,451 | 131 | \$23,759,941 |
| 60 | Ian | Schwartz | 20 | \$15,729,500 | 9 | \$7,318,900 | 29 | \$23,048,400 |
| 61 | Alishja | Ballard | 21 | \$9,807,025 | 24 | \$13,173,400 | 45 | \$22,980,425 |
| 62 | Santiago | Valdez | 31 | \$10,900,200 | 33 | \$12,054,257 | 64 | \$22,954,457 |
| 63 | Megan | Tirpak | 8 | \$7,629,000 | 8 | \$15,255,555 | 16 | \$22,884,555 |
| 64 | Dennis | Huyck | 21 | \$10,443,500 | 19 | \$12,291,000 | 40 | \$22,734,500 |
| 65 | Eudice | Fogel | 13 | \$10,215,000 | 11 | \$12,485,787 | 24 | \$22,700,787 |
| 66 | Nadine | Ferrata | 21 | \$15,304,000 | 9 | \$7,352,000 | 30 | \$22,656,000 |
| 67 | Joel | Holland | 19 | \$7,680,900 | 33 | \$14,943,650 | 52 | \$22,624,550 |
| 68 | Ivona | Kutermankiewicz | 20 | \$16,550,550 | 6 | \$5,987,000 | 26 | \$22,537,550 |
| 69 | Scott | Curcio | 26 | \$11,237,900 | 31 | \$11,215,900 | 57 | \$22,453,800 |
| 70 | Gary | Lucido | 22 | \$9,606,800 | 15 | \$12,724,388 | 37 | \$22,331,188 |
| 71 | Sara | McCarthy | 25 | \$13,806,200 | 15 | \$8,312,000 | 40 | \$22,118,200 |
| 72 | Steve | Meyer | 45 | \$21,036,500 | 2 | \$997,428 | 47 | \$22,033,928 |
| 73 | Michael | Battista | 17 | \$19,507,498 | 2 | \$2,480,000 | 19 | \$21,987,498 |
| 74 | Keith | Brand | 0 | \$0 | 44 | \$21,954,400 | 44 | \$21,954,400 |
| 75 | Robert | Picciariello | 54 | \$19,806,200 | 2 | \$1,640,000 | 56 | \$21,446,200 |
| 76 | Michael | Hall | 31 | \$16,166,050 | 10 | \$5,116,000 | 41 | \$21,282,050 |
| 77 | Richard | Kasper | 20 | \$18,452,500 | 7 | \$2,655,899 | 27 | \$21,108,399 |
| 78 | Nancy | Huetteman | 48 | \$20,264,100 | 1 | \$825,000 | 49 | \$21,089,100 |
| 79 | Mark | Icuss | 12 | \$13,977,000 | 6 | \$6,986,567 | 18 | \$20,963,567 |
| 80 | Owen | Duffy | 35 | \$17,456,740 | 6 | \$3,270,000 | 41 | \$20,726,740 |
| 81 | Michael | Maier | 22 | \$10,571,150 | 8 | \$9,783,961 | 30 | \$20,355,111 |
| 82 | Ryan | McKane | 50 | \$19,441,650 | 1 | \$850,000 | 51 | \$20,291,650 |
| 83 | Lance | Kirshner | 32 | \$13,217,850 | 15 | \$6,971,400 | 47 | \$20,189,250 |
| 84 | Landon | Harper | 23 | \$18,206,640 | 3 | \$1,815,000 | 26 | \$20,021,640 |

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|-----|------------|----------------|--------|--------------|--------|--------------|---------|--------------|
| 85 | Noah | Birk | 7 | \$16,026,000 | 4 | \$3,896,000 | 11 | \$19,922,000 |
| 86 | Nancy | Hotchkiss | 28 | \$11,287,830 | 20 | \$8,517,810 | 48 | \$19,805,640 |
| 87 | Bruce | Glazer | 11 | \$5,578,900 | 15 | \$14,057,062 | 26 | \$19,635,962 |
| 88 | Kelly | Angelopoulos | 12 | \$14,619,999 | 8 | \$4,951,029 | 20 | \$19,571,028 |
| 89 | Douglas | Smith | 7 | \$4,265,000 | 8 | \$15,123,500 | 15 | \$19,388,500 |
| 90 | Barbara | Proctor | 9 | \$15,202,500 | 3 | \$3,640,000 | 12 | \$18,842,500 |
| 91 | Amy | Duong | 14 | \$9,350,500 | 18 | \$9,466,900 | 32 | \$18,817,400 |
| 92 | Michael | Rosenblum | 20 | \$11,273,647 | 8 | \$7,329,500 | 28 | \$18,603,147 |
| 93 | Melanie | Everett | 12 | \$3,916,800 | 42 | \$14,648,700 | 54 | \$18,565,500 |
| 94 | Helaine | Cohen | 8 | \$7,290,000 | 9 | \$11,245,400 | 17 | \$18,535,400 |
| 95 | Ryan | Smith | 114 | \$18,496,674 | 0 | \$0 | 114 | \$18,496,674 |
| 96 | Elena | Theodoros | 20 | \$9,961,250 | 14 | \$8,280,600 | 34 | \$18,241,850 |
| 97 | D | Waveland Kendt | 23 | \$13,470,787 | 8 | \$4,574,000 | 31 | \$18,044,787 |
| 98 | Cynthia | Sodolski | 10 | \$7,193,000 | 14 | \$10,752,750 | 24 | \$17,945,750 |
| 99 | Marci | Trick | 0 | \$0 | 34 | \$17,912,736 | 34 | \$17,912,736 |
| 100 | Karen | Schwartz | 21 | \$8,597,400 | 18 | \$9,222,999 | 39 | \$17,820,399 |

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TOP 200 STANDINGS

Teams and individuals from January 1, 2019 to September 30, 2019

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|-----|------------|----------------|--------|--------------|--------|--------------|---------|--------------|
| 101 | James | Athanasopoulos | 50 | \$17,453,005 | 1 | \$137,200 | 51 | \$17,590,205 |
| 102 | Cindy | Weinreb | 8 | \$4,475,000 | 31 | \$13,026,900 | 39 | \$17,501,900 |
| 103 | Melissa | Govedarica | 17 | \$14,075,850 | 4 | \$3,260,500 | 21 | \$17,336,350 |
| 104 | Michael | Shenfeld | 17 | \$9,125,400 | 13 | \$8,014,000 | 30 | \$17,139,400 |
| 105 | Pamela | Rueve | 11 | \$7,458,500 | 11 | \$9,651,000 | 22 | \$17,109,500 |
| 106 | Rubina | Bokhari | 16 | \$10,286,645 | 10 | \$6,660,000 | 26 | \$16,946,645 |
| 107 | Sam | Jenkins | 12 | \$7,057,000 | 18 | \$9,830,750 | 30 | \$16,887,750 |
| 108 | Stephanie | Loverde | 15 | \$7,174,400 | 15 | \$9,624,000 | 30 | \$16,798,400 |
| 109 | Camille | Canales | 14 | \$6,617,000 | 22 | \$10,173,800 | 36 | \$16,790,800 |
| 110 | Eric | Hublar | 3 | \$1,770,000 | 33 | \$15,016,798 | 36 | \$16,786,798 |
| 111 | Nathan | Wilks | 16 | \$5,055,400 | 38 | \$11,557,895 | 54 | \$16,613,295 |
| 112 | Danny | Lewis | 11 | \$6,098,400 | 17 | \$10,397,900 | 28 | \$16,496,300 |
| 113 | Stephanie | Cutter | 22 | \$7,091,100 | 19 | \$9,324,500 | 41 | \$16,415,600 |
| 114 | Jacqueline | Colando | 39 | \$15,664,600 | 2 | \$707,500 | 41 | \$16,372,100 |
| 115 | Kieran | Conlon | 12 | \$8,548,250 | 7 | \$7,594,000 | 19 | \$16,142,250 |
| 116 | Steven | Jurgens | 8 | \$7,507,000 | 7 | \$8,400,500 | 15 | \$15,907,500 |
| 117 | Tanni | Wong | 13 | \$9,061,500 | 9 | \$6,842,000 | 22 | \$15,903,500 |
| 118 | Dawn | McKenna | 6 | \$9,261,500 | 4 | \$6,589,003 | 10 | \$15,850,503 |
| 119 | Kristi | Gunther | 11 | \$13,630,500 | 3 | \$2,055,000 | 14 | \$15,685,500 |
| 120 | Qiankun | Chen | 17 | \$5,075,250 | 30 | \$10,358,000 | 47 | \$15,433,250 |
| 121 | Sharon Kay | Rizzo | 4 | \$1,067,500 | 50 | \$14,340,035 | 54 | \$15,407,535 |
| 122 | Darrell | Scott | 9 | \$4,423,000 | 17 | \$10,966,000 | 26 | \$15,389,000 |
| 123 | Todd | Szwajkowski | 17 | \$5,875,900 | 15 | \$9,487,500 | 32 | \$15,363,400 |
| 124 | Samantha | Porter | 15 | \$10,689,000 | 2 | \$4,625,000 | 17 | \$15,314,000 |
| 125 | Laura | Meier | 14 | \$5,177,500 | 18 | \$10,093,450 | 32 | \$15,270,950 |
| 126 | Ashley | Carter | 18 | \$7,251,000 | 15 | \$7,882,890 | 33 | \$15,133,890 |
| 127 | Philip | Schwartz | 19 | \$7,363,000 | 20 | \$7,761,900 | 39 | \$15,124,900 |
| 128 | Brooke | Vanderbok | 13 | \$7,371,250 | 12 | \$7,496,500 | 25 | \$14,867,750 |
| 129 | Deborah | Hess | 19 | \$9,318,100 | 13 | \$5,449,399 | 32 | \$14,767,499 |
| 130 | Emily | Smart Lemire | 11 | \$8,293,050 | 8 | \$6,464,250 | 19 | \$14,757,300 |
| 131 | Keith | Wilkey | 7 | \$10,228,500 | 4 | \$4,434,000 | 11 | \$14,662,500 |
| 132 | Lawrence | Dunning | 11 | \$6,759,000 | 14 | \$7,887,900 | 25 | \$14,646,900 |
| 133 | Clare | Spartz | 12 | \$9,502,624 | 2 | \$5,065,000 | 14 | \$14,567,624 |
| 134 | Michael | Linden | 30 | \$12,915,500 | 4 | \$1,559,750 | 34 | \$14,475,250 |

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|-----|-------------|-----------|--------|--------------|--------|--------------|---------|--------------|
| 135 | Joanna | Olszynska | 21 | \$12,908,500 | 2 | \$1,489,000 | 23 | \$14,397,500 |
| 136 | George | Selas | 23 | \$9,823,148 | 8 | \$4,453,400 | 31 | \$14,276,548 |
| 137 | Christopher | Mundy | 11 | \$6,700,000 | 8 | \$7,537,900 | 19 | \$14,237,900 |
| 138 | David | Heck | 2 | \$1,166,000 | 24 | \$13,066,601 | 26 | \$14,232,601 |
| 139 | Steve | Otwell | 0 | \$0 | 27 | \$14,232,100 | 27 | \$14,232,100 |
| 140 | Elizabeth | Lothamer | 12 | \$6,976,325 | 17 | \$7,188,344 | 29 | \$14,164,669 |
| 141 | Hasani | Steele | 39 | \$10,955,607 | 10 | \$3,155,215 | 49 | \$14,110,822 |
| 142 | James | D'Astice | 7 | \$3,080,500 | 17 | \$11,028,643 | 24 | \$14,109,143 |
| 143 | Nick | Rendleman | 16 | \$4,354,358 | 37 | \$9,743,458 | 53 | \$14,097,816 |
| 144 | Stephen | Hnatow | 15 | \$6,252,500 | 14 | \$7,843,400 | 29 | \$14,095,900 |
| 145 | Rachel | Krueger | 10 | \$7,182,500 | 8 | \$6,889,000 | 18 | \$14,071,500 |
| 146 | Sarah | Ziehr | 31 | \$13,105,000 | 1 | \$916,000 | 32 | \$14,021,000 |
| 147 | Stacey | Dombar | 32 | \$12,702,225 | 3 | \$1,296,000 | 35 | \$13,998,225 |
| 148 | Lisa | Huber | 14 | \$5,515,340 | 19 | \$8,470,400 | 33 | \$13,985,740 |
| 149 | Haley | Levine | 12 | \$3,660,001 | 29 | \$10,284,370 | 41 | \$13,944,371 |
| 150 | Karen | Ranquist | 13 | \$12,346,800 | 4 | \$1,561,000 | 17 | \$13,907,800 |

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TOP 200 STANDINGS

Teams and individuals from January 1, 2019 to September 30, 2019

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|-----|-------------|---------------|--------|--------------|--------|--------------|---------|--------------|
| 151 | Greg | Vollan | 11 | \$10,470,500 | 6 | \$3,312,500 | 17 | \$13,783,000 |
| 152 | Daniel | Glick | 13 | \$8,852,500 | 7 | \$4,919,400 | 20 | \$13,771,900 |
| 153 | Beth | Gomez | 14 | \$10,217,425 | 7 | \$3,521,500 | 21 | \$13,738,925 |
| 154 | Andreas | Holder | 3 | \$2,638,750 | 9 | \$11,080,750 | 12 | \$13,719,500 |
| 155 | Christopher | Norton | 11 | \$9,854,339 | 8 | \$3,847,900 | 19 | \$13,702,239 |
| 156 | Danielle | Inendino | 0 | \$0 | 32 | \$13,682,350 | 32 | \$13,682,350 |
| 157 | Edward | Jelinek | 17 | \$8,850,500 | 7 | \$4,638,400 | 24 | \$13,488,900 |
| 158 | Helen | Chatzis | 2 | \$6,400,000 | 5 | \$7,065,000 | 7 | \$13,465,000 |
| 159 | Mark | Bystrowicz | 7 | \$8,065,000 | 11 | \$5,388,000 | 18 | \$13,453,000 |
| 160 | Nathan | Binkley | 9 | \$4,083,000 | 15 | \$9,213,616 | 24 | \$13,296,616 |
| 161 | Christopher | Helland | 0 | \$0 | 29 | \$13,228,000 | 29 | \$13,228,000 |
| 162 | Jennifer | Liu | 28 | \$12,137,500 | 4 | \$1,049,929 | 32 | \$13,187,429 |
| 163 | Paul | Mancini | 12 | \$4,960,500 | 19 | \$8,198,250 | 31 | \$13,158,750 |
| 164 | Mary | Haight Himes | 17 | \$9,518,900 | 8 | \$3,574,150 | 25 | \$13,093,050 |
| 165 | Janelle | Dennis | 19 | \$7,526,050 | 12 | \$5,547,900 | 31 | \$13,073,950 |
| 166 | Morgan | Sage | 14 | \$6,489,500 | 13 | \$6,495,500 | 27 | \$12,985,000 |
| 167 | Jeffrey | Proctor | 13 | \$6,089,100 | 7 | \$6,880,000 | 20 | \$12,969,100 |
| 168 | Kelly | Parker | 15 | \$8,464,000 | 8 | \$4,476,432 | 23 | \$12,940,432 |
| 169 | Mario | Barrios | 8 | \$3,539,900 | 22 | \$9,394,253 | 30 | \$12,934,153 |
| 170 | Dominic | Irpino | 13 | \$3,931,578 | 24 | \$8,999,100 | 37 | \$12,930,678 |
| 171 | Christina | Delgreco | 17 | \$8,715,000 | 6 | \$4,215,000 | 23 | \$12,930,000 |
| 172 | Paul | Barker | 18 | \$8,727,288 | 7 | \$4,156,638 | 25 | \$12,883,926 |
| 173 | George | Furla | 7 | \$5,676,075 | 5 | \$7,136,325 | 12 | \$12,812,400 |
| 174 | Laura | Rubin Dresner | 4 | \$11,150,000 | 1 | \$1,650,000 | 5 | \$12,800,000 |
| 175 | Chris | Bauer | 12 | \$5,265,500 | 11 | \$7,506,500 | 23 | \$12,772,000 |
| 176 | Angelo | Labriola | 11 | \$8,809,500 | 4 | \$3,902,500 | 15 | \$12,712,000 |
| 177 | Matthew | Engle | 4 | \$1,768,500 | 24 | \$10,903,650 | 28 | \$12,672,150 |
| 178 | Shay | Hata | 14 | \$6,320,500 | 12 | \$6,307,300 | 26 | \$12,627,800 |
| 179 | Christie | Ascione | 7 | \$4,579,000 | 12 | \$8,036,000 | 19 | \$12,615,000 |
| 180 | Boris | Lehtman | 20 | \$12,070,500 | 1 | \$525,000 | 21 | \$12,595,500 |
| 181 | John | Berdan | 5 | \$2,251,050 | 23 | \$10,330,900 | 28 | \$12,581,950 |
| 182 | Peter | Angelo | 12 | \$12,565,050 | 0 | \$0 | 12 | \$12,565,050 |
| 183 | Pasquale | Recchia | 12 | \$5,993,975 | 11 | \$6,543,339 | 23 | \$12,537,314 |
| 184 | Alexandre | Stoykov | 6 | \$2,199,000 | 22 | \$10,217,652 | 28 | \$12,416,652 |

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|-----|-------------|-----------|--------|--------------|--------|--------------|---------|--------------|
| 185 | Coleen | Karpf | 14 | \$5,272,500 | 12 | \$7,077,800 | 26 | \$12,350,300 |
| 186 | Stefanie | Lavelle | 27 | \$10,413,900 | 7 | \$1,924,000 | 34 | \$12,337,900 |
| 187 | Richard | Anselmo | 10 | \$7,289,500 | 6 | \$5,042,000 | 16 | \$12,331,500 |
| 188 | Lisa | Kalous | 5 | \$4,040,000 | 9 | \$8,174,400 | 14 | \$12,214,400 |
| 189 | Christopher | Pertile | 10 | \$5,175,500 | 6 | \$7,007,000 | 16 | \$12,182,500 |
| 190 | Benyamin | Lalez | 4 | \$1,435,400 | 23 | \$10,721,650 | 27 | \$12,157,050 |
| 191 | Laura | Topp | 20 | \$7,756,500 | 6 | \$4,392,500 | 26 | \$12,149,000 |
| 192 | Alexa | Hara | 2 | \$1,982,500 | 8 | \$10,143,499 | 10 | \$12,125,999 |
| 193 | Jason | Hortin | 0 | \$0 | 27 | \$12,081,400 | 27 | \$12,081,400 |
| 194 | Peter | Moore | 10 | \$4,183,200 | 16 | \$7,843,709 | 26 | \$12,026,909 |
| 195 | P Corwin | Robertson | 7 | \$12,018,306 | 0 | \$0 | 7 | \$12,018,306 |
| 196 | Leslie | Glazier | 11 | \$8,150,500 | 4 | \$3,852,155 | 15 | \$12,002,655 |
| 197 | Krystal | Sauber | 0 | \$0 | 31 | \$11,967,187 | 31 | \$11,967,187 |
| 198 | Colleen | Berg | 33 | \$11,965,327 | 0 | \$0 | 33 | \$11,965,327 |
| 199 | Rory | Fiedler | 0 | \$0 | 31 | \$11,895,530 | 31 | \$11,895,530 |
| 200 | Allen | Johnson | 7 | \$9,301,500 | 3 | \$2,587,500 | 10 | \$11,889,000 |

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