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If you are interested in contributing or nominating Realtors for certain stories, please email us at [jason.acres@RealProducersMag.com](mailto:jason.acres@RealProducersMag.com)



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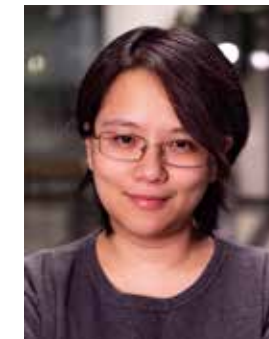
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# A YEAR IN THE REARVIEW MIRROR

## ▶ publisher's note

Unbelievably, I've been with Real Producers now for an entire year. Many of you don't know, but I entered this new career in a place of extreme brokenness. There's no need to go into detail as to the whys and who's, but I do feel the need to share some of my ponderings as I've grown and healed so much. You have been a part of making this year wonderful, whether you realize it or not. May you take a little something away from the lessons I've learned this year.

I'm a very simple person with very little need. However, I long for purpose and to feel like I'm making a difference.

My life has been quite a mix of things from striving to contentment. Striving to be genuine yet being satisfied with the journey. I've also tried to lead well and take responsibility, even when not at fault. I've found this to be very challenging personally, but worth it and so freeing. I believe human nature hates taking personal responsibility, seen from as far back as when Adam blamed God and then turned on his wife, Eve.

I've learned afresh that mankind is never to be idolized or revered, but rather was created to encourage one another and choose others above ourselves. It is my heart's desire to pursue this path persistently. With any successes I might have along the way, I pray I might not see the crowns, but His glory.

Leadership is needed, but always should be held loosely and with gratitude, seeking to build up and maintain accountability, all with love in our hearts towards those around us. Leading through fear and demand is so short-sighted. My wish is to be a beacon of hope and a light for those in my community as I lead from a service mindset.



I'm healing. I'm getting stronger. I've learned so much. I'm grateful for where I've grown and come from, but look forward with anticipation to where I'll eventually arrive, and doing it with much love in my heart for others. I admire, so much, the leadership that our REALTORS® and preferred partners provide to our community. It's an honor to partner with you as friends and supporters.



Jason Acres

Owner/Publisher

North Shore Real Producers

jason.acres@RealProducersMag.com



# BRAD ANDERSEN GRIFFITH, GRANT & LACKIE REALTORS®

► celebrating leaders

Designated **Managing Broker**  
Article written by **Laura Zickert**  
Photography by **Sheri Whitko** //  
Sheri Whitko Photography

## A Managing Broker Rises to the Top as a Market Expert



Brad is bringing a new level of expertise to real estate. His knowledge and understanding of his industry have led him to become one of the most successful brokers on the North Shore. With 26 years of experience, his passion to educate, lead others

and continue learning has supported the growth within his career.

Brad is married to his wonderful wife and together they live in Lake Bluff.

They admire the beauty of the North Shore and have raised their family there. Together, they have three grown children and have been blessed with grandkids also. Brad finds much

of his inspiration from those within his family.

Outside of work, Brad and his wife enjoy visiting new places, seeing

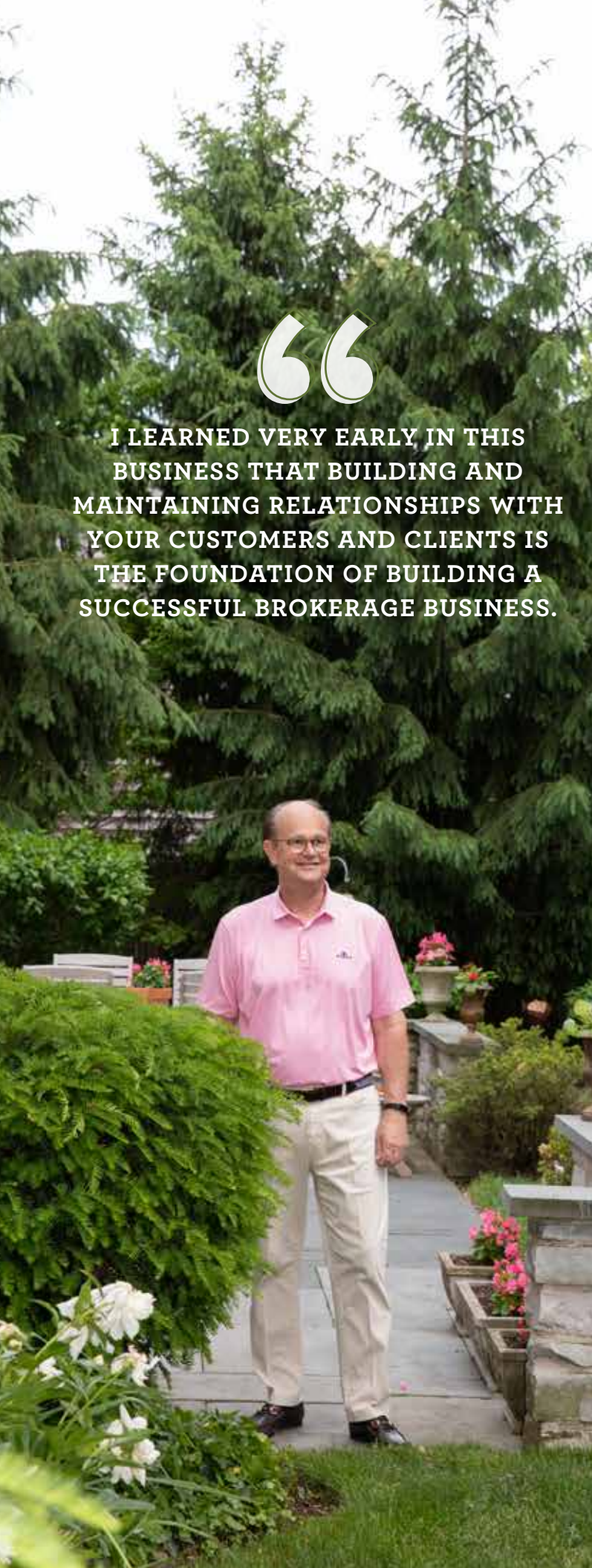
grandkids in South Carolina, and spending time at home. He said, “I often mention to people that if I did not work, Lake Bluff would really feel like a vacation resort community.”

Additionally, Brad devotes much of his time as a member of local service organizations. He has served on the board of directors of the LF-LB Chamber of Commerce, the LF-LB Rotary club, and the Planning Commission in Lake Bluff. He cur-





I LEARNED VERY EARLY IN THIS BUSINESS THAT BUILDING AND MAINTAINING RELATIONSHIPS WITH YOUR CUSTOMERS AND CLIENTS IS THE FOUNDATION OF BUILDING A SUCCESSFUL BROKERAGE BUSINESS.



Brad currently serves on the executive committee and board of the North Shore-Barrington Association of REALTORS®. With nearly 4,000 members, this year he is focused on working with the board with input from the membership to navigate the changing times in our world. When asked about his involvement, Brad said, “Giving back to the community has been one of my greatest joys.”

Prior to entering real estate, Brad worked for a building materials and concrete supply business. When the company sold, he brought his expertise in management and communication to the real estate industry as a broker. Brad began working for Griffith, Grant & Lackie as a salesperson in 1994. GGL is a family business that started in 1903. When asked about the transition, Brad says, “It just seemed natural to help carry on a tradition that has lasted for so many years in our family.” Brad works alongside his son Brady and cousin Scott Lackie.

Brad’s core strengths are studying the local real estate market, having great listening skills, and exceeding expectations. He said, “I learned very early in this business that building and maintaining relationships with your customers and clients is the foundation of building a successful brokerage business.” Griffith, Grant & Lackie is both locally owned and managed, setting them apart from the competition and helping them excel in their industry.

Brad is passionate about working hard and giving his clients the highest level of care. He says, “In this business, if you do not work hard and commit yourself to doing a good job for your clients, you won’t last.” Brad also recognizes how fortunate he is to be working alongside the incredible brokers in his office. “The brokers working in our office are the best in the business. Our agents are experienced, knowledgeable and committed to providing the best service possible for their clients.”

Brad Andersen has a passion to continue learning and educating others as he continues excelling at being a broker and market expert on the North Shore.

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▶▶ rising star

Article written by **Laura Zickert**  
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# **BRADY ANDERSEN GRIFFITH, GRANT & LACKIE REALTORS<sup>®</sup>**

*SUCCESSFUL REALTOR<sup>®</sup>  
FINDS HIS PASSION IN  
SERVING OTHERS*



Brady is the definition of someone who views his career as an opportunity to serve people well. As a REALTOR<sup>®</sup> on the North Shore, he is going above and beyond to work hard and give his clients outstanding service.

Brady attended Indiana University where he earned his degree in Management in 2012. During his senior year of college, he studied for his real estate license and passed his exam the same year. In June 2015, he began working full time as a REALTOR<sup>®</sup> for his family's business. Brady says, "Real estate has been in my family's history since 1903. My father and his cousin Scott Lackie are fourth-generation owners of our family business, Griffith, Grant & Lackie Realtors<sup>®</sup>. I always wanted to be involved in our family's business. I am so glad I made the decision to do so. Now, I have the opportunity to work alongside our leadership team improving operational workflows, marketing tools, and training for agents."

Born in Lake Forest and raised in Lake Bluff, he grew up with two older brothers and his parents who have been married for 36 years. He is currently engaged to his fiancé, Paige. With family, they enjoy playing golf together and taking advantage of the wonderful amenities their communities offer. "Family is very important to us so anytime we're all together it is a special time," Brady says.

Outside of work, golf continues to be his favorite activity. He said, "I also find it to be a great excuse to go network on the course with







•••

clients and friends!" Additionally, Brady enjoys being a proud supporter of Lurie Children's Hospital and serves as Chairman of the North Shore-Barrington Association of REALTORS® Young Professionals Network. He is involved in hosting numerous fundraising, educational, and networking events throughout the year including their annual fundraising event for Lurie Children's Hospital. His passion for the community continues to be a huge part of his life.



Being a REALTOR® for five years, Brady says, "The most rewarding part of my business is serving my clients. When we reach the closing table, there is no better feeling than seeing how excited they are to be closing on their purchase or sale." Brady puts time and effort into doing the very best he can for clients. His understanding of his field, experience working one on one with top agents, time studying contracts and disclosures, and passion to serve

his clients well has contributed to his success. Brady contributes his success to the management team at Griffith, Grant & Lackie, and having the opportunity to work alongside top agents in the market at his firm. He says, "The one-on-one training we receive at GGL is top-notch. I also completed training through our affiliation with Leading Real Estate Com-

panies of the World and by a certified Tony Robbins coach, training agents through the Ninja Selling program."

Exceeding expectations, he is trusted both professionally and as a friend on the North Shore. Brady Andersen sets the tone for how to serve people well and excel in his field.

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## ▶▶ top producers

Article written by **Nora Wall**  
Photography by **Jennifer Schuman** //  
Horizon Photography

Dave and Amy Chung are a fast-rising dynamic husband and wife real estate team in Chicagoland. Over the last four years, this couple has consistently grown their business while raising their children, Campbell and Manning, who just finished fourth and second grade. It's their strong interpersonal skills coupled with their sharp creative abilities that have contributed to ongoing success. Dave says, "Our mission is to help our clients get from here to there. We are incredibly passionate about utilizing our expertise and lending our skills in any way we can to help our clients."

Dave and Amy met while working at Walt Disney Feature Animation — Dave as an editor and Amy in production. Together they worked on movies such as *Chicken Little*, *Bolt*, *The Princess and the Frog*, and *Meet the Robinsons*. In 2007, they decided to exit Los Angeles and the entertainment industry and move to Chicago. They switched industries and started new careers. Dave worked at Morningstar, and Amy got her culinary degree and worked in the kitchen at Everest, a Michelin rated restaurant in downtown Chicago.

Shortly thereafter, they started to get interested in real estate investment. After purchasing and flipping a home in Wilmette, they decided to become licensed REALTORS®. They quickly established their business and reputation as an innovative north shore real estate team with a lot of integrity. They serve the entire north shore including Wilmette, Winnetka,







Kenilworth, Glencoe, and Northfield communities. Today, 80% of their business is referral-based.

When it comes to marketing their listings, Dave and Amy pride themselves on being “digital-first.” With backgrounds as creatives, they pay careful attention to not only style and messaging but also interactivity. They create all the digital assets for a listing and then create digital ad campaigns on social media, which drives significant traffic to the properties they represent.

Dave and Amy love the field and helping clients find their dream home. Dave says, “The most rewarding part of our business is being allowed into a client’s family, even for a short time, to help them through a huge life transition.”

Real estate is the perfect combination of continual learning, constant problem-solving, and interpersonal connection that makes work and life incredibly rewarding. While working long hours, Dave and Amy manage to balance their family life and still be

very active in their community. Dave serves on the board of a local bank, and Amy serves on the North Shore Board of the Northwestern Settlement, a large organization in Chicagoland that runs a charter school and other community endeavors. Their strong partnership has laid the foundation for their professional success.

**“WE WANT TO GROW PERSONALLY, IN OUR CRAFT, AND OUR COMMUNITY. MY FAVORITE PART OF REAL ESTATE IS THE INTERPERSONAL ASPECT, INTERACTING WITH CLIENTS AND GETTING TO SHARE IN THE EXPERIENCE WITH THEM.”**

As a family, Dave and Amy spend a lot of time outdoors with their kids, and when Dave and Amy can find the time they fit in a game of tennis and paddle tennis too. As foodies, they love to host dinner parties and explore new restaurants with friends.

Dave and Amy plan to keep growing their business at a sustainable rate. “For us, it’s more about personal growth than growing bigger in size.” Dave says,

“We want to grow personally, in our craft, and our community. My favorite part of real estate is the interpersonal aspect, interacting with clients and getting to share in the experience with them. Our clients’ goals are also our goals.”



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# DAVID FRANK

## The David Frank Law Group

### VALUES CLIENTS' INTERESTS ABOVE ALL ELSE

#### ▶▶ partner spotlight

Article written by **Laura Zickert**

David Frank is the Owner and founding Attorney of The David Frank Law Group. He zealously represents both buyers and sellers of residential and commercial real estate. His accessibility, tenacity, and deep knowledge of real estate law sets him apart from the competition.

While attending the University of Illinois at Urbana/Champaign, David started a moving company that helped students move to and from Big 10 colleges and the Chicagoland area. After larger moving companies saw him as a competitor and threatened him with lawsuits, he decided a legal education would be necessary to protect himself and others. In 1998, David graduated law school and began his real estate law practice.

David has been married to his wife, Stacey, for nearly 21 years. Together, they have three daughters, Taylor (16), Logan (13), and Charlie (10). As a family, they enjoy vacationing in Florida and playing tennis. He says,

“Recently, due to the pandemic, we have made it a habit to always eat dinner together. That is the best part of my entire day.” When not working, David also enjoys watching sports, playing tennis and golf, and participating in fantasy sports.

David has had a few role models who helped shape how he views life and work. His Mom, who passed away from cancer in 2016, strongly influenced how he approaches life and work. He says, “She taught me the value of hard work and how hard work is never easy. She instilled a work ethic and persistence in me that forms the backbone of my practice to this day.” While growing up, David also admired Michael Jordan. David lived down the street from the basketball star and respects him as both a talent, a player and person. “His leadership and work ethic matched my upbringing,” adds David.

David’s relentless work ethic, persistence, and a passion to put his







clients first has helped contribute to the growth of The David Frank Law Group. He defines success as, "Knowing that we protected all the various risks for a client in the purchase and/or sale of their home and earning their sincere appreciation." This standard for success is the cornerstone of the David Frank Law Group. David continues, "We take very seriously that our referring REALTORS® are entrusting us with not only their clients but their reputation. We won't let you down."

David continues to lead his team with the mission to put, "Clients' interests above all else." This tenet has led The David Frank Law Group to become one of the highest regarded and fastest-growing real estate law firms in the Chicagoland area.



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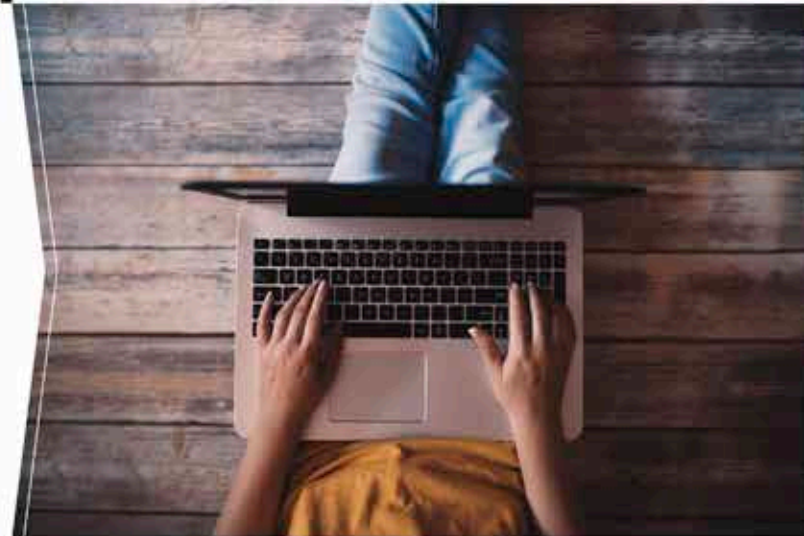


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Written by Preferred Partner **Jennifer Prell**

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A portrait of Scott Lackie, a middle-aged man with short, light brown hair, smiling. He is wearing a dark blue suit jacket over a light blue and white striped button-down shirt. The background is an outdoor setting with green bushes and a blurred fountain in the distance.

# Scott LACKIE

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Written by **Laura Zickert**  
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Scott Lackie is an experienced managing broker in the North Shore who has a reputation for excelling in his career, working hard, and giving back to the community.

Scott is married to his wife Lura and resides in Lake Forest. He has three grown children and four grandchildren who all reside in the Chicagoland area. He loves biking, fishing, reading

...





*My biggest satisfaction comes from training, developing and mentoring both new and experienced into top-flight professionals.*

to not only do his best but to encourage all of his employees and agents to do their best as well. “My biggest satisfaction comes from training, developing and mentoring both new and experienced into top-flight professionals,” said Scott.

The industry has shifted dramatically over the years with massive changes in technology and operating methods. However, for Griffith, Grant, and Lackie, the need to strive towards excellence and share unified goals among the company has not changed.

Scott has held various leadership positions with his local Board of REALTORS® including the chairmanship of the Professional Standards Committee and the Professional Services Committee. He has also held a position on the Finance Committee and Board of Directors. “The need to give back to the profession by volunteering for these positions is of paramount importance to me,” said Scott.

Scott’s mission is to maintain the highest level of quality service coupled with maintaining the highest ethical standards of practice. With a passion to serve his clients well, Scott continues to set the standard for excellence among Managing Brokers in the North Shore.



... history, and spending time with his grandchildren at their summer home in Door County. Scott has been an active member of the Lake Forest and Lake Bluff Lions Club for over 40 years with the primary mission being to support blind and deaf causes.

Scott joined John Griffith Inc. in 1979 after working for Hartford Insurance right out of college. In 1981, Scott became a part of the management team of John Griffith Inc. At that time,

he helped engineer a merger with a local Century 21 office and the company was renamed Griffith, Grant and Lackie. Scott has helped lead this small independent firm to a position of prominence in the Lake Forest and Lake Bluff marketplace.

With 41 years of experience in the sales and management of Griffith, Grant and Lackie, Scott brings a wealth of experience to his position. He is passionate about ensuring that the company delivers the highest level of real estate broker representation to all of the clients working with their firm. Scott is a mission-minded man with a drive

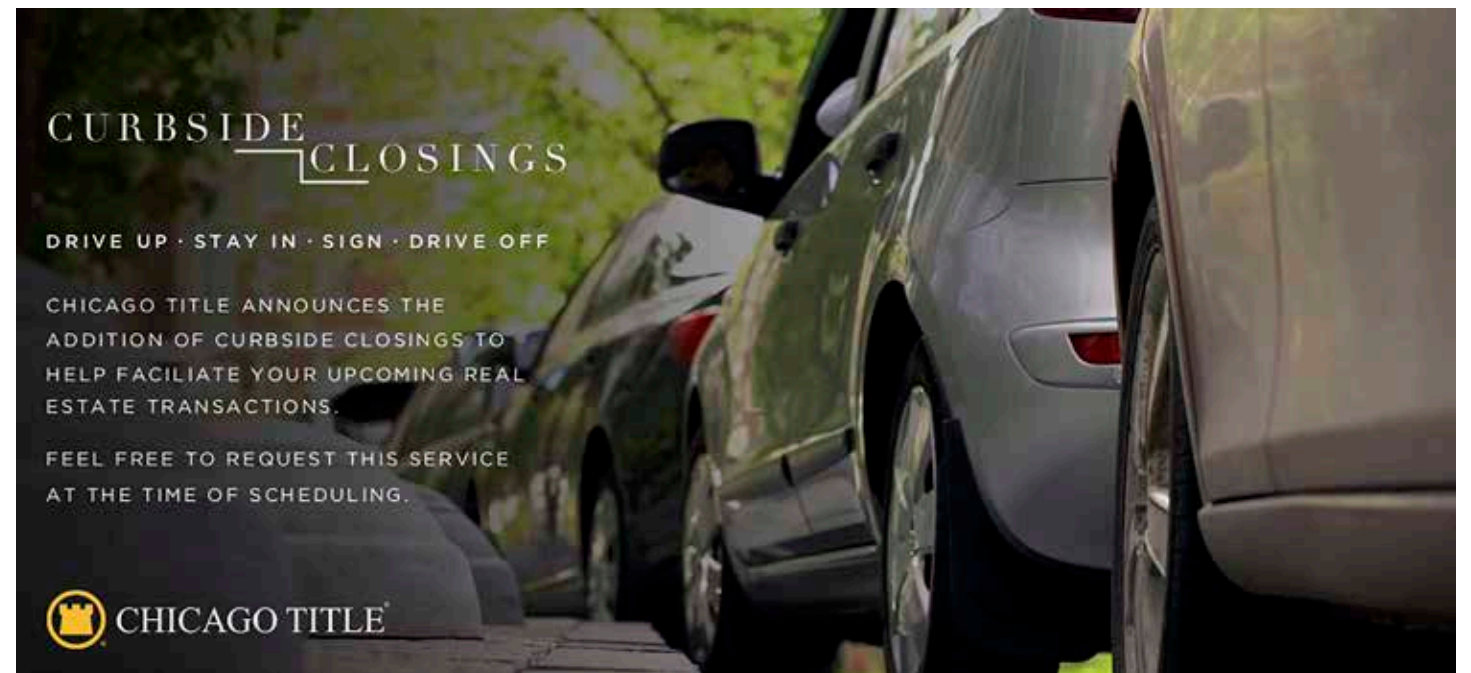


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