

CHICAGO

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.



PARTNER SPOTLIGHTS:

Rich Moran:
Gentleman's Cooperative

Igor Jokanovic & Davor Jokanovic:
Areté Renovators

FEATURES:

Kevin Rocio
Megan Tirpak
Mike Opyd

ON THE RISE:

Eli Masud

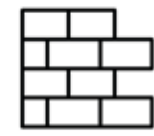
EMILY PHAIR & KEVIN HINTON

The Power of People

JULY 2020



apart right now but **ALWAYS AT HOME WITH HAVEN**



havenhomestager.com
@havenhomestager
312.380.1276



+ introducing **OCCUPIED STAGING VIDEO CONSULTS**



GET
a dedicated consultant
a private Dropbox resource folder
a written recommendation report
a live video consult walkthrough
contact us for pricing and details



HAVEN cares, is thinking about you and is here to help



CHICAGO BUILDING INSPECTIONS

PROTECT YOUR FAMILY AND INVESTMENT.
Schedule a professional inspection.



CBI enacts strict CDC / Covid-19 safety protocols during inspections.



Also performing radon testing via Chicago Radon Testing, Inc., a CBI Company.

RADONISEVERYWHERE.COM

inspectingchicago.com | 312.INSPECT | info@inspectingchicago.com



THE DELJO DIFFERENCE

A home changes everything.

And Deljo knows everything about a home's heating and cooling system.

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

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

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

HEATING & COOLING INSTALLATION AND MAINTENANCE

INDOOR AIR QUALITY TESTING AND IMPROVEMENT

DUCTLESS SYSTEMS INSTALLATION AND MAINTENANCE

EMERGENCY HVAC SERVICE 24/7

FINANCING AVAILABLE

SERVICING ALL OF CHICAGOLAND

CALL OR CLICK

#thedeljodifference

773.663.4923 | deljoheating.com

TABLE OF CONTENTS



13
Publisher's Note



14
Photographing Real Estate Like a Pro
By Chuck Gullett



18
Cover Story:
Emily Phair & Kevin Hinton



24
Learning To Be A Leader
By Melanie Everett



28
Behind-the-Scenes All-Star Feature:
Allie Tassi



34
Partner Spotlight:
Igor Jakanovic & Davor Jakanovic with Areté Renovators




40
Commercial REALTOR®:
Kevin Rocio



48
Agent Feature:
Megan Tirpak




54
Managing Broker Feature:
Mike Opyd



60
Maintaining a Clear Mind and Strong Workflow in This Crisis
By Grigory Pekarsky



64
Partner Spotlight:
Rich Moran with Gentleman's Cooperative & Penthouse 111



70
On The Rise: Eli Masud

MEET THE CHICAGO REAL PRODUCERS TEAM



Andy Burton
Publisher



Emily Burton
Editor-in-Chief



Melissa Lopez
Operations and Content Specialist



Michelle Medeiros
Ad Strategist



Christine Thom
Managing Editor



Justin Barr
Videographer



Heather Love
Photographer



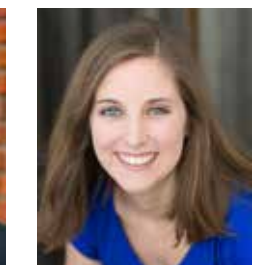
Carlos Miranda
Photographer



Sonya Martin
Photographer



Chris Menezes
Writer



Jennifer Mitchell
Writer



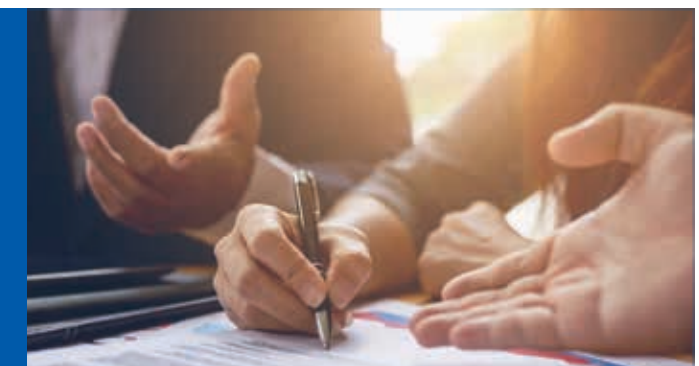
If you are interested in contributing or nominating Realtors for certain stories, please email us at andy.burton@realproducersmag.com

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

Agents, Ready To Close That Deal?



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



Justin C. Strane

For High-Quality, Responsive and Affordable Counsel,
Call Justin Strane!

(312) 638-0871

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

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

Justin's Recent Accomplishments Include:

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

Protect your property rights with Saturn Title.

We work to ensure you buy your home with confidence and help protect your property rights.



Agnes Mroczkowski
Manager

Email: agnes@saturntitle.com
Mainline 847-696-1000
Fax 847-696-1001
1030 W. Higgins Rd #365
Park Ridge IL, 60068

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

Attorney. Homeowner. Parent.

BRINGING TOGETHER THE KNOWLEDGE
AND EXPERTISE IN THE THREE ROLES I
EMBRACE THE MOST,
I IMPART FINESSE AND PROFICIENCY TO A
FAST-PACED AND CHALLENGING REAL
ESTATE MARKET.



SHANE E. MOWERY
ATTORNEY AT LAW
smowery@mowerylaw.com
(773) 279-9900
MoweryLaw.com



There is no transaction where
speed and accessibility matter more.
I understand, and I deliver.

Fix It People

Painting & Drywall | General Handymen
www.fixitpeople.com

HANDYMEN



PAINTING



ELECTRICAL



DRYWALL



CARPENTRY



PLUMBING



Read our reviews!

"A" RATING
on
Angie's list
Reviews you can trust.



PREFERRED PARTNERS



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

ACCOUNTING - CPA

The Hechtman Group Ltd
(847) 853-2599
TheHechtmanGroup.com

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

APPRAISAL

Appraisal Solutions Group
(773) 236-8020

The David Frank
Law Group
(773) 255-6499

ATTORNEY

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

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

Camden Law Office LLC
(630) 789-5896
CamdenLawOffice.com

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

Gerard D. Haderlein,
Attorney at Law
(773) 472-2888
GerardHaderleinLake
viewLawyer.com

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

Gurney Law Group
(312) 929-0974
GurneyLawGroup.com

**BRANDED MARKETING
MATERIALS**
iCandee
(773) 649-3790
iCandeeMarketing.com

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

**CLIENT AND
REFERRAL GIFTS**
Cutco Closing Gifts/
Cut Above Gifts
Daron Wooding
(312) 344-3477
CutAboveGifts.com

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

DEVELOPER

Townes Glaser
Development
(773) 558-4452
TownesGlaser.com

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

Raimondi Law Group
(312) 701-1022

FINANCIAL ADVISOR
Northwestern Mutual
Jon Dickinson
(847) 969-2585
Jonathan-Dickinson.com

Shane E. Mowery,
Attorney at Law
(773) 279-9900
MoweryLaw.com

GARMENTS, GROOMING & EVENTS

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

HANDYMAN

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

HEALTH & WELLNESS

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

HEATING & COOLING

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

HOME INSPECTION

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

Chicago Building Inspections
(773) 849-4424

InspectingChicago.com

Heartland Home Inspections
(708) 785-3868

HeartlandHomeInspections.net

HouseCall Inspections
(773) 426-0458

HouseCallInspections.net

Inspection Concepts, LLC
(773) 851-9667
InspectionConceptsLLC.com

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

INSURANCE

Goosehead Insurance
(708) 858-1246
Goosehead.com

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

INTERIOR DESIGN

Hubbard Design Group
(312) 600-6974
HubbardDesignGroup.com

LIGHTING & HOME FURNISHINGS

Hortons Home Lighting
(708) 352-2110
HortonsHome.com

MORTGAGE / LENDER

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

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

Chase
(312) 732-3584
Chase.com

CrossCountry Mortgage
Alex Margulis
(312) 651-5352
AlexMargulis.com

CrossCountry Mortgage
Dan Krucek
(847) 226-8293
dkmortgageteam.com

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

•••

MORTGAGE / LENDER

Guaranteed Rate,
Crystal Kurzynski
(773) 435-0667
rate.com/Crystal

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

Guaranteed Rate,
Michael Bencks
(773) 960-2278
rate.com/MichaelBencks

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

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

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

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

Wintrust Mortgage
Bill Katsoolias
(224) 770-2021
BillsLoans.com

Wintrust Mortgage
George Kaiser
(847) 784-1390
GKaiserTeam.com

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

PAINTER

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

PEST SOLUTIONS

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

PHOTOGRAPHY

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

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

Sonya Martin
Photography
(847) 732-0507
SonyaMartin.com

RESTORATION SERVICES

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

**SOCIAL MEDIA
MARKETING/
MANAGEMENT**

The Social Broker
(312) 771-9201
TheSocialBroker.com

STAGING

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

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

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

PLUMBING

Doc Mechanical
(773) 951-8158
DocMechanicalChicago.com

**PROFESSIONAL
ORGANIZING**

Neat Method
(319) 404-2314
NeatMethod.com

**REAL ESTATE VIDEO &
PHOTOGRAPHY**

Fio Creative
(630) 550-0706
FioCreative.com

REMODELER

Arete Renovators
(872) 302-4170
AreteRenovators.com

Renovation Sells
(773) 301-9125
RenovationSells.com

TAX SPECIALIST

Monotelo Advisors
(847) 923-9015
monotelo.com

TITLE INSURANCE

Chicago Title
(312) 223-2270
ctic.com

Saturn Title
(847) 696-1000
SaturnTitle.com

VIDEOGRAPHER

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

WINTRUST MORTGAGE

FLEXIBLE SOLUTIONS TO GIVE YOUR CLIENTS THE Confidence To Close

BLAIR ROBINSON
Loan Officer
NMLS #755971
DIRECT: 847.784.1394
Cell: 847.525.0923
BRobinson@wintrustmortgage.com
GKaiserTeam.com

GEORGE KAISER
Loan Officer
NMLS #755857
DIRECT: 847.784.1390
Cell: 847.804.5725
GKaiser@wintrustmortgage.com
GKaiserTeam.com

245 Waukegan Rd., Northfield, IL 60093
231 S. LaSalle St., Chicago, IL 60604

Wintrust Mortgage is a division of Bankington Bank & Trust Company, N.A., a Wintrust Community Bank NMLS #49942. © 2017 Wintrust Mortgage.

Our homes are **timeless** on the outside. Modern and built for urban **family living** on the inside.

TGD **TOWNES GLASER DEVELOPMENT**

www.townesglaser.com
2215 W. Barry Ave., Chicago, IL 60618
Give us a call today 773-910-0385

EXPERTS IN REAL ESTATE TAXES & ACCOUNTING

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

Hechtman Group
Exceptional CPA services for small businesses with big plans

www.thehechtmangroup.com
info@thehechtmangroup.com
847.256.3100

Rock Your Social Media.

"The Social Broker is a game changer!..."
"I am so lucky to have found The Social Broker..."
"This has been the best investment I've made to enhance my business!"

thesocialbroker.com
maris@thesocialbroker.com

the.social.broker

SOCIAL MEDIA COACHING | SOCIAL MEDIA MANAGEMENT | SOCIAL MEDIA CLASSES | MONTHLY CONTENT MEMBERSHIPS

guaranteed **Rate**®

Clients & Agents Know **Just Call Joel**

When your buyers work with Joel, they'll receive a **\$1500 closing cost credit.**¹

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

- 15+ years of lending experience
- Top 1% of all loan officers nationwide for annual volume²
- Honest service and real advice from a dependable mortgage professional
- Over 117 Million funded in 2019³

(773) 654-2049

JOEL@RATE.COM

1-Lender credit valid through Joel Schaub for applications submitted after 2/1/20 and prior to 12/31/20. Coupon/Credit must be presented/mentioned at time of application. \$1500 credit will be applied at time of closing and is factored into the rate and APR. Applicant subject to credit approval. If loan does not close for any reason, costs will not be refunded. This offer and/or receipt of application does not represent an approval for financing or interest rate guarantee. This coupon cannot be redeemed for cash/has no cash value. Restrictions may apply, contact Guaranteed Rate for current rates or more information.

2-Source: Mortgage Executive Magazine, 2018

3-Source: Guaranteed Rate's Internal Production Report.

EQUAL HOUSING LENDER Joel Schaub NMLS ID: 224517; IL - 031.0008503 - MB.0005932 • Guaranteed Rate NMLS ID #2611 (Nationwide Mortgage Licensing System www.nmlsconsumeraccess.org) • IL - Residential Mortgage Licensee - ID#PR, 122 South Michigan Avenue, Suite 1900, Chicago, Illinois, 60603, 312.793.3000, 3940 N. Ravenswood Ave., Chicago, IL 60613 #MB.0005932

PUBLISHER'S **NOTE**

I'm writing this note during a tumultuous time in America where racial unrest has continued and more people are speaking out against it. But by the time this issue hits mailboxes, we will be celebrating our independence as a country. As I think about my freedom as a white male in America, it's not lost on me that because of my privilege I will never have to experience, nor will I fully understand, the oppression that people of color have suffered for generations.

It took the breath being squeezed from George Floyd to get my undivided attention. I immediately felt ashamed that this happened (again) in our country, yet I knew something more needed to be done. This is supposed to be the country where people can have "life, liberty, and the pursuit of happiness," but somehow when I look around, I'm not seeing this happening for everyone. In the weeks following this horrific act of evil, I made it a priority to "wake up" and start educating myself about the racism that still exists in our country. I have learned more in the last couple of weeks than in my entire life, which is something that I am not proud to admit.

I began to reflect and evaluate the things I can control that will impact change. One of those things is to start in my home with myself, with my kids, and with my sphere of influence and committing to having those difficult but meaningful conversations about racism—examining my own biases and trying to break the cycle.

Another thing I can control is how we use our platform to create a level playing field for all REALTORS®. Earlier last month, I had the honor of discussing race in real estate with Marki Lemons-Ryhal, Nykea Pippion McGriff, Sarah Ware, Tracey Royal, and Carrie Jo Little and it was an eye-opening experience. My biggest takeaway was that Chicago Real Producers has some work to do when it comes to the standards we use to choose our featured agents. A system that I thought was fair and logical in fact has not provided equality for a lot of our agents who are Black and POC, or their ability to be featured. We are committed to changing the way we do things moving forward and exploring ways to create equal opportunity for featuring agents.

As you reflect on your freedom as an American this month, remember that although we live in a free country, POC do not always experience the freedoms we experience. I would encourage you to think about adjustments you can make now in your home and in your business that will impact change for future generations.



Fighting the good fight,

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



@ChicagoRealProducers



facebook.com/ChicagoRealProducers

FIRST RESPONDERS & HEALTHCARE WORKERS DISCOUNT
ON FULL HOME INSPECTIONS

INCLUDED WITH EVERY HOME INSPECTION

- 90DAY WARRANTY
- SEWER GARD
- PLATINUM
- MOLD SAFE
- Riscall Creek
- NXT

NOW OFFERING
10% OFF
HOME INSPECTION SERVICES
TO FIRST RESPONDERS & HEALTHCARE WORKERS

SCHEDULE TODAY!

- HOME INSPECTIONS
- COMMERCIAL INSPECTIONS
- RADON TESTING
- MOLD SAMPLING
- INFRARED
- SEWER SCOPING
- CHIMNEY SCAN
- ON-SITE LEAD WATER TESTING
- CRAWLBOAT

MANY OTHER SERVICES AVAILABLE!

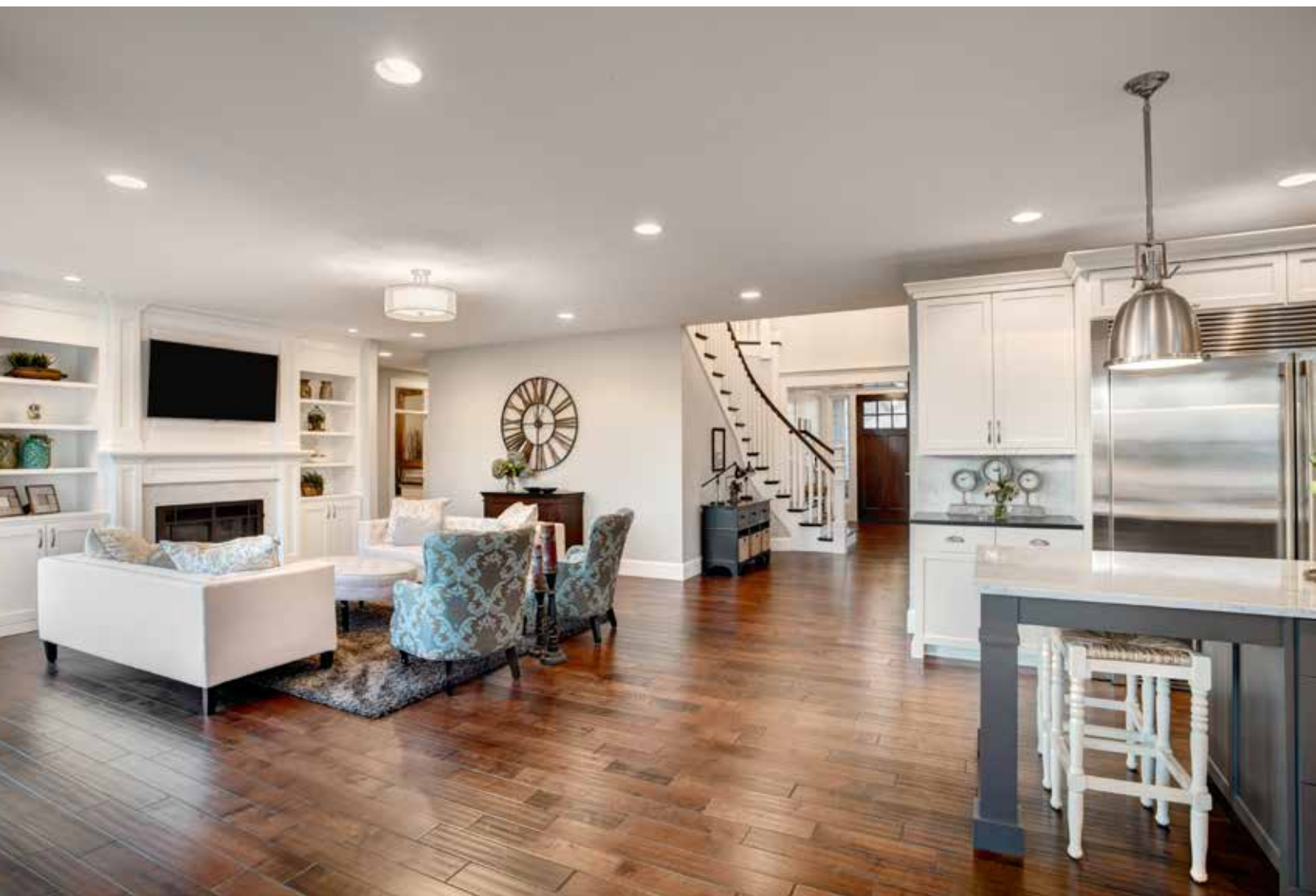
HEARTLAND HOME INSPECTIONS

(708) 785-3868 | heartlandhomeinspections.net



business
By Chuck Gullett

PHOTOGRAPHING REAL ESTATE LIKE A PRO



As successful real estate brokers, we know that property photos are the buyer's first impression of our amazing listings. Motivated buyers quickly flip through listing photos in search of the perfect home, and they make instant decisions about whether or not to add those properties to their favorites list. The images need to look professional and be attention grabbers in order to draw in potential buyers. So, what happens when your listing timeline is tight and your favorite photographer is booked solid for the next two weeks? With pressure from the seller, do you dare take the photos yourself? As a full-time broker and the owner of a real estate photography company, I'm going to share some effective tips to help you showcase your listing until your professional photographer arrives.

Tip 1

Prep ahead of time by getting your iPhone ready for a real estate photoshoot. In settings, under Camera, turn on Smart HDR and Grid. Smart HDR will take multiple images at different exposures and combine them into one image with extra detail from the dark and light areas of the room. Next, open the Camera app; you should see lines making a 3x3 grid, meaning you successfully turned on the grid setting. Finally, turn off the flash by clicking the lightning bolt until there is a line through it. Now you are ready to shoot.

Tip 2

The way you position the camera and compose your image is key. Real estate photos should be shot wide-angle, so

position your phone horizontally. Use the gridlines to help frame your shots. The human eye is naturally drawn to areas in the photo where the lines appear and intersect, so use the grid lines to highlight interesting features as you compose your shot. The grid lines are also helpful in leveling the iPhone, so you can maintain parallel vertical lines, like walls and doorways; line up the vertical gridlines with the vertical features in the space.

A telltale difference between professional and amateur photos? Pros keep the camera low and level, while amateurs take shots from high angles facing downward to "catch all the detail." So when composing your shot, keep the phone horizontal and as level as possible, and take the photo at a height of 4 to 5 feet to get the best visual perspective. Take shots from the corners of the room facing inward, toward the center. Set your lens to the widest possible setting, and then zoom in until you like the composition. If in doubt, take the photo at the widest setting, and crop it later in the Photos app.

Tip 3

Less is more and details count. Onsite, you will only need eight-to-ten key shots depending on the size and features of the property. Your shot list should include the living space, outdoor space/view, and kitchen; dining room, master bedroom, and master bath; and the exterior front. Add in extra shots for unique features.

The least glamorous part of any photoshoot is prepping the property so it is "photo-ready." Move clutter out of sight; otherwise, the lens will find it and potential buyers will see it. Hopefully, the seller has done this before you arrive, but chances are you will be doing some of the heavy lifting yourself. I don't know how many times I've heard an excited seller say, "Move whatever you need to!" as they're running out the door.

Tip 4

Light it up. Lighting is one of the most important tools for a great shot. Because the camera flash is intentionally turned off, we will only be using ambient lighting, i.e., the light emitting from lamps, fixtures, and windows. Turn on all lights and open the window treatments. Midmorning and midafternoon are the best times to obtain the most even light. The goal is to have the interior light and light from the windows be as close to the same level as possible.

The Smart HDR function will do some heavy lifting and help you even out the exposures. Also, try tapping on the screen in different areas of the room to see how the focus and exposure change. Pick an exposure level that seems to be the "middle ground" for the image—not too dark and not too light. When the light is consistent throughout, you will get balanced exposure between the interior

and exterior. Your reward will be a well-lit interior with an amazing view out the window—the holy grail of real estate photography. It's hard to get it perfect; that's what you'll hire the professional to do later.

Bonus Tip

Look to the sky. Slightly overcast days are actually great for interior shoots because they provide even, diffused light. A nice blue sky with some puffy clouds is the best for exterior shots. Does the property have east-facing windows and an amazing view of the lake? Shoot that one in the afternoon, when the sun is past the building. You will get even lighting inside the home, the sky will pop, and you will get the best color from the lake. If the unit is west-facing, sunset is great for an exterior shot, but the interior will look best midmorning when the sun is on the opposite side of the windows. You can shoot north- and south-facing units at any time of day.

Good luck and happy shooting!

About the Author:

Licensed since 2005, Chuck Gullett is the managing broker at Best Chicago Properties in Chicago's West Loop. He is consistently recognized as a Top Producer and has a true passion for real estate. Chuck is also the owner of ThreeSixtyChicago specializing in real estate photography.

The perfect home deserves the perfect loan.

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

- ▶ Portfolio Loan Options
- ▶ Special Doctor Programs
- ▶ Down payment assistance programs
- ▶ 5+ Unit Multifamily Financing



ALEX MARGULIS
CROSSCOUNTRY MORTGAGE™

ALEX MARGULIS
VP of Mortgage Lending
312.651.5352
Alex@myccmortgage.com
www.alexmarginis.com
NMLS #: 192878

Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. NMLS3029 (www.nmlsconsumeraccess.org). Illinois Residential Mortgage Licensee. 2936 West Belmont Ave. | Chicago, IL 60618
NMLS1806506 NMLS192878.

Giving you
PEACE OF MIND
from **CONTRACT**
to **CLOSING.**



**Raimondi
Law Group**

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



Lisa M. Raimondi
15774 S. LaGrange Road, #161
Orland Park, Illinois 60462
lmr@raimondilawgroup.com



Give us a call today 312-701-1022



FiO
CREATIVE

630-550-0706 • fiocreative.com • @fiocreative

Photo, Video, and Multimedia for your Real Estate Listings



**EASY
branding**

This summer, discover how Cutco Closing Gifts can help you build relationships through the power of thoughtful gift-giving.

- ✓ Custom engraving with your logo & contact info
- ✓ Creates top of mind awareness for your business
- ✓ 100% tax deductible*
- ✓ Generates a lifetime of impressions and only needs to be given once!
- ✓ Potential referral opportunity

🇺🇸 American made since 1949
**consult your CPA*

Dimonds
aren't
the only gift
that lasts
forever...



CUT ABOVE
Gifts.com

Daron Wooding
Independent Area Director
312.344.3477
Daron@CutAboveGifts.com
CutAboveGifts.com
YOUR CHICAGOLAND CLIENT RETENTION SYSTEM

CUTCO
CLOSING GIFTS

Emily Phair & Kevin Hinton



THE POWER OF PEOPLE

Life is often about finding the right people, and when it comes to business, having the right teammates can be a game-changer. When like-minded professionals align, they're likely to attract others who share the same vision and values. Such is the story of Emily Phair, Kevin Hinton, and the whole squad at the Phair-Hinton Real Estate Group (PHG).

You can't rush a good thing, and timing is everything. Emily had been working in real estate for years (she started in 2009) before Kevin even considered a career as a small business owner. At that time, his world revolved around a golf ball. Having graduated from the University of Michigan as the captain of the golf team, Kevin became a golf pro and was one of *Golf Digest's* Top 40 under 40 instructors in the United States from 2010 to 2015.

Although Emily and Kevin seemed worlds apart, they were each cultivating know-hows that would become the foundation of their team. Kevin was honing his skills as a golf instructor, working one-on-one with people to become better skilled at their craft, much like he does now with the young agents on their team. Emily was developing relationships with clients and industry experts and learning everything about strategic business building—all the right (and wrong) ways of doing things, while bouncing around between brokerages and teams, in search of her right people.

Emily has always been a doer. Having grown up on a farm in Wisconsin, getting her hands dirty—both figuratively and literally—is second nature. After receiving her undergraduate degree from the University of Wisconsin-Madison, she went on to work in supplementary and higher education before heading back to the classroom to earn an MBA. She ultimately decided to enter real estate, because, as she puts it, it “seemed like fun.”





“ I love thinking about who they [new team members] will be and the cool skills and personalities they’ll bring with them. - Emily ”

“I’m an action-taker and not afraid of risk, so ‘fun’ was a good enough reason,” she says. “I had never met a REALTOR® and knew nothing about it. It just seemed like a big, exciting challenge. So, why not?”

Kevin is not afraid to dig into the nitty-gritty of success either, but he comes at it from the angle of teaching and instruction, diving into the fine mechanics to help the people around him perform at the top of their game. In fact, sports, coaching, and teaching runs in his blood. Kevin’s family is from Michigan. His mother is a teacher and his father played hockey for the Red Wings organization and coached at the University of Michigan. His sister currently works for the Blackhawks. His brother is a real estate broker with Keller Williams in Virginia, and was the one who encouraged Kevin to enter the business.

Kevin was splitting his time between New York and Miami as a golf professional, and he wanted to get back to the Midwest to spend more time with family and friends.

Kevin knew that he ultimately wanted his own business in which he could leverage his time better. So, when he entered real estate in 2016, he was already looking to build something bigger than a one-man shop.

“Fortunately, I was able to surround myself with extremely knowledgeable and generous teammates. Immediately joining a high-producing team was the best move I ever made, and I strongly encourage any new agent to consider the same. At PHG, we’re trying to give our young team the same great experience I had just a few years ago. While we are constantly trying to create a world big enough to keep all of our team members forever, we will be extremely proud and satisfied to see them build huge businesses and exciting lives outside of the confines of PHG.”

When Emily found Kevin, she knew that they could accomplish more if they worked together. They formed PHG and made growth (professional, personal, and financial) their mission. Today, PHG consists of six agents, as well as their two administrators, Molly and Kim, whom Kevin refers to as “our rock stars.” “We are so unbelievably lucky to have [all of] them in our lives,” he says. To which Emily poses, “Are we simply lucky, or really good at finding and hiring the most talented people?” No matter how much luck is involved, their numbers speak for themselves: producing over \$42 million last year, they are in the Top 1% of Chicago REALTORS® and committed to their company’s continuous growth.

20 • July 2020



•••

After growing a highly successful business in Chicago, Emily and Kevin are excited to announce their recent expansion to Milwaukee. Just as they did a few years ago, they're starting from the ground up through strategic hiring. "We plan to replicate our business model with our neighbors to the north. Milwaukee is intriguing, and we think this is a good challenge for the future of PHG," says Emily.

Kevin is most passionate about helping his teammates accomplish their respective goals. Emily is determined to create business opportunities for everyone on the team, while add-

ing new team members to the group. "I love thinking about who they'll be and the cool skills and personalities they'll bring with them," she says.

Emily and Kevin are currently devoting most of their time to working on their future business through building better systems, creating additional revenue sources, and adding talent.

"The spring market of 2020 could be the biggest challenge of our careers. We're determined to come out ahead," says Emily.

Helping the Elite Real Estate professionals with their Financial HOMES while they help people get into their dream homes.



Northwestern Mutual
CHICAGOLAND

Chicago | Downers Grove | Naperville | Schaumburg



Jonathan G Dickinson
Financial Advisor

847-969-2585
www.jonathan-dickinson.com
1475 E Woodfield Rd #900, Schaumburg, IL 60173

Northwestern Mutual is the marketing name for The Northwestern Mutual Life Insurance Company, Milwaukee, WI (NM) (life and disability insurance, annuities, and life insurance with long-term care benefits) and its subsidiaries. Jonathan Galen Dickinson is an Insurance Agent of NM and Northwestern Long Term Care Insurance Company, Milwaukee, WI (long-term care insurance) a subsidiary of NM, and a Registered Representative of Northwestern Mutual Investment Services, LLC (NMIS) (securities), a subsidiary of NM, broker-dealer, registered investment adviser and member FINRA and SIPC. Representative of Northwestern Mutual Wealth Management Company*, Milwaukee, WI (fiduciary and fee-based financial planning services), a subsidiary of NM and federal savings bank.

CURBSIDE CLOSINGS

DRIVE UP · STAY IN · SIGN · DRIVE OFF

CHICAGO TITLE ANNOUNCES THE ADDITION OF CURBSIDE CLOSINGS TO HELP FACILITATE YOUR UPCOMING REAL ESTATE TRANSACTIONS.

Feel free to request this service at the time of scheduling.




carlos SHOTyou PHOTOGRAPHY

YOUR WORLD THROUGH MY LENS

- HEADSHOTS
- TEAM PHOTOS
- LISTINGS
- EVENT
- AERIAL PHOTOGRAPHY



www.carlosshotyou.com

carlos@carlosshotyou.com

@carlos_shot_you

773-807-4485



» business
By Melanie Everett

LEARNING TO BE A Leader

When I launched my boutique brokerage in January 2019, I had absolutely no idea what I was doing. I went from being a solo agent within a massive firm to the managing broker of a tiny team of three. It was, as they say, uncharted territory.

During the first half of that year, I struggled with my new responsibilities. My team members—Courtney and Candace—were unfailingly patient with me, but I could feel my own personal sense of failure creeping in. I would toss and turn all night long before our weekly meetings, worried about what I would say. Constantly, I wondered if I was checking in with them enough. I even fretted that we were not bonding as well as other real estate teams seemed to be when I looked at their entries on social media.

I have learned invaluable lessons over the last year and a half as a managing broker and team leader. Although I still battle anxiety and self-doubt, I've come so far since the early days of Melanie Everett & Company, and I am honored to share what is working for me and my team.

1. Meetings: Our meetings were a hot mess in the beginning. To fill an entire hour, every single week, felt impossible. And frankly, it was not a reasonable expectation to have at that time. I could

not expect that I would have enough to talk about for that entire session, nor could I expect that the team members would stay focused and engaged. Midway through 2019, I made a change: *monthly, not weekly*. This small tweak proved to make all the difference in our productivity. Instead of stressing out about four meetings a month, I began to find joy in planning for our one meeting a month. I learned how to write agendas, ask open-ended questions, and develop a structure that seemed to work.

2. Training: Both of my team members came to me as brand-new brokers. With Courtney, my first hire, I was completely in over my head. *Training? What was that?* I didn't have any formal classes or materials to share with her. I soon discovered that the best way to teach someone was the same way I had been taught: shadowing. I did that with Courtney, and a year later, I did it with Candace. Now, my "training" is to give the team as much hands-on experience as I possibly can, guiding them along the way.

3. Communication: There are some days when I'm in constant contact with the members of the team, whether we're rapid-fire iMessaging in our group text, sending DMs on Instagram, or on and off the phone so I can help with a tough transaction. Then, there are times when we don't talk at all. I used to feel immense

pressure to check up on them, but now I know that whenever they need me, they will reach out. Balance is key!

4. Friendship: When Candace joined Courtney and me, we were suddenly a group of three. I immediately envisioned us going to happy hours, taking leisurely weekday lunches, and hanging out at our WeWork office 24/7. It wasn't like that at all—at first! We naturally needed time to build trust and get comfortable with one another. Eventually, our relationship changed for the better. We don't see each other in person all the time, but I've come to understand that that's okay! Friendship takes time, and it has to happen organically. (Our significant others even have their own group text now, about sports betting ... I know, I know.)

Learning to be a leader is an ongoing challenge for me, and frankly, I am certain it always will be that way. My hope is that my story will motivate anyone out there aspiring to run a team one day. If a rookie like me can do it, then so can you!

About the Author:

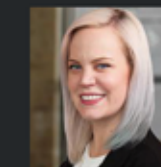
Melanie Everett is an award-winning Chicago broker and founder of her boutique real estate firm, Melanie Everett & Company (M&Co.). She is a writer, negotiator, thinker, marketer, teacher, reader, and leader in her industry. Melanie's small-but-mighty team is the secret to her success. 2019 marked M&Co.'s first year as an independent brokerage and Melanie's best one yet with over \$25 million closed.

guaranteed Rate

Phone ringing off the hook?

Reach out to me and find out how my proactive approach will save you time and provide your clients a Crystal clear mortgage experience.

Your local lending expert.



Crystal Kurzynski
Vice President of Mortgage Lending
O: (773) 435-0667
Crystal@rate.com
Rate.com/CrystalKurzynski
3940 North Ravenswood, Chicago, IL 60613

Applicant subject to credit and underwriting approval. Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee. Restrictions may apply, contact Guaranteed Rate for current rates and for more.

EQUAL HOUSING LENDER
Crystal Kurzynski NMLS ID #1705365; IL - 031.0051454 | GR NMLS ID #2611 (Nationwide Mortgage Licensing System www.nmlsconsumeraccess.org) • IL - Residential Mortgage Licensee - IDFPR, 122 South Michigan Avenue, Suite 1900, Chicago, Illinois, 60603, 312-793-3000, 3940 N. Ravenswood Ave., Chicago, IL 60613 #MB.0005932

HELPING YOU GET ORGANIZED TO FEEL

IN CONTROL & relaxed

neat
METHOD

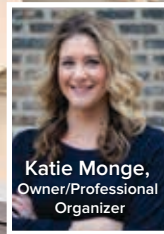
Home Organizing Moves & Relocations

ATTICS | BATHROOMS
CLOSETS | GARAGES
HOME OFFICE/DEN
KITCHENS & PANTRIES
LAUNDRY ROOMS | MUDROOMS
KIDS ROOMS

319-404-2314

www.neatmethod.com

katie.monge@neatmethod.com



CLOSE ON TIME
GET PAID ON TIME
STOP WASTING TIME



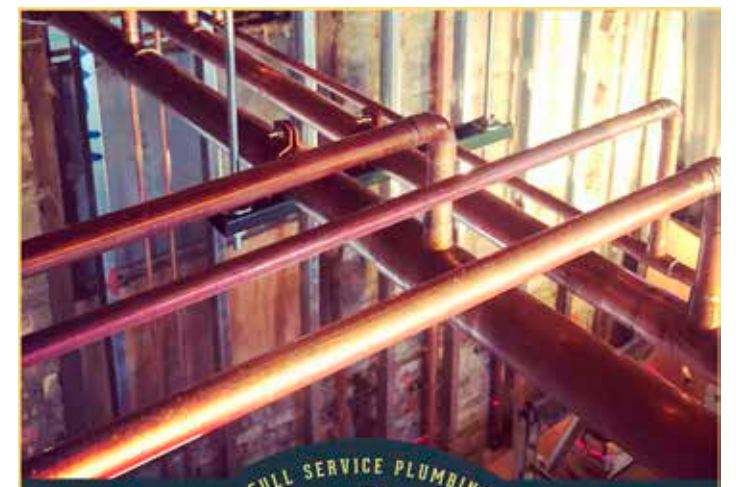
RYAN PIERCE

SENIOR MORTGAGE CONSULTANT

773.255.2793 | RYANP@ANMTG.COM

WWW.ANMTG.COM/RYPANP

THIS IS AN ADVERTISEMENT. This is not a recommendation to lend. A and N Mortgage Services, Inc. is an Illinois Residential Mortgage Licensee and Equal Housing Lender. 1845 N. Elston Ave. Chicago, IL 60642 p: 773.305.1040 (A)Nmtg.com NMLS No. 192918. MB 0006618. Serving IL, IN, IA, MI, MN, TX, WI. Ryan Pierce NMLS No. 1941686 Illinois Residential Mortgage Licensee



FULL SERVICE PLUMBING

Doc Mechanical

We like our customers to feel taken care of, not taken advantage of. Providing peace of mind and delivering quality Plumbing is our number one priority.

Offering full service plumbing and sewer expertise for residential and commercial properties. Family Owned & Operated

Call us for all your plumbing needs

773.951.8158 | docmechanicalchicago.com

BUILDING SPECS Property Inspections



A professional home inspection from Building Specs Property Inspections will give your clients peace of mind.

SERVICES PROVIDED:

- Pre-Purchase Listing
- Pre-Listing Inspections
- New Construction Inspections
- Small Commercial Inspections

ADDITIONAL SERVICES:

- Mold/Air Quality Testing
- Radon Testing

SPECIAL TOOLS USED:

- Aerial Drone Footage (For Restricted Areas)
- Moisture Detector
- Infrared Camera

We have conducted over **15,000 inspections since 2002.**

SAME DAY DIGITAL REPORTS WITH PICTURES INCLUDED.

CALL OR TEXT FOR PRICING AND AVAILABILITY

847-281-6605 • inspections@buildingspecschicago.com • www.buildingspecschicago.com



Sonya
martin
photography

Schedule your session today

(847) 732-0507

www.sonyamartin.com

Instagram sonyamartinphotography

Facebook Sonya Martin Photography

Twitter @smartinphoto

Allie Tassi

▶▶ behind-the-scenes all-star feature



NOMINATED BY: TOMMY CHOI AND JOSH WEINBERG

Name: Allie Tassi

Position/Title: Executive Concierge

Office/Company: Weinberg Choi Residential at Keller Williams Chicago - Lincoln Park

How long have you been working for/with the person who nominated you? six months

How long have you been working in the real estate industry? six months

supporting our CEO, Josh Weinberg, and Co-Founder, Tommy Choi throughout the day. I prioritize managing their inboxes and assisting them in scheduling calls, meetings, and events so that they are able to focus on supporting our clients' perfect real estate experience on the front end.

Although I am deeply committed to supporting the organization's founders, the typical workday includes many other responsibilities as well. I spearhead all client events, manage the database, organize client communication, enhance our digital marketing and social media presence, curate the content to write and send the monthly e-newsletter, build and implement new systems, and plan our 365 Days of Giving initiatives. I also support listing management by collecting and sharing showing feedback on a weekly basis.

How would you describe your job in one word?
Empowering

Why do you think you excel at your job?
I excel at my job because I have advanced organizational and project management abilities and the proven ability to learn and succeed in a fast-paced environment. Josh has described me as extremely reliable which is crucial in being an accountability partner to my teammates. I am deeply committed to completing tasks

the right way with a high degree of quality, attention to detail, integrity, and consistent communication. I am a "YES" person.

What is the most rewarding aspect of your job?

The most rewarding aspects of my job are planning and executing quarterly events and spearheading Weinberg Choi's 365 Days of Giving initiative.

What is the most challenging aspect of your job?

The most challenging aspect of my job is building, implementing, and managing all systems of Weinberg Choi. When I joined the team, there were already systems in place for most, if not all of our operations, that were implemented by my very talented co-workers at some point previously. But, to continue to grow and exceed our goals and standards, our systems are ever-changing. The most challenging part for me has been being new to the real estate industry but bringing constant, creative thoughts and ideas to the table regarding how our team can work better and work more efficiently.

What is one thing about you that others might find surprising or interesting?

A personal fun fact about me is that I love traveling and seeing new places. To date, I have been to 20 countries and have so many more on my bucket list. A goal I have set is to visit every continent before I turn 30.

How do you feel about being nominated as a Behind-the-Scenes All-Star?

I am beyond honored to be nominated as a Behind-the-Scenes All-Star. There are so many amazing and talented admins on our team that are very deserving of this nomination, so I was absolutely flattered to have heard this news. This nomination is reassuring that I am contributing to our team's success and deserving of recognition for my hard work and devotion.

"We are extremely grateful to have Allie as part of our Weinberg Choi family. Allie continues to positively impact everyone on our team and she inspires us all daily!" -Josh Weinberg

I am so grateful for this opportunity.

Is there anything else you'd like to share about yourself, about your job, or about your relationship with the person(s) who nominated you?

Seven months ago I was on a different career path and felt completely lost as to where I was going and what I wanted to do in life. I was introduced to Josh by my brother, a former Weinberg Choi client, about seven months ago and I truly can say that this team has already changed my life. I am so grateful

to be a part of the Weinberg Choi family and feel as though I have grown immensely because of the people I am surrounded by on a daily basis. Our culture and what we do is so special and I am so proud to be a part of that.

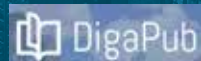
"We define being an all-star as a team member whose performance has a direct impact on the success of the entire team. To that definition, Allie embodies what it means to be an all-star. Her success in our team is setting up everyone else to see their success." -Tommy Choi



GET EVERY ISSUE ON YOUR PHONE



DOWNLOAD OUR MOBILE APP



Search DigaPub - Choose Illinois - Chicago Real Producers



Focused || Professional || Respectful
17 Years of Trusted Experience

Stephen Wrought

(773) 426-0458

steve.wrought@gmail.com

housecallinspections.net



Creating Memorable Client Experiences

iCandees[®]

Complete Line of PPE Products- Masks, Sanitizers, and More

Custom Apparel • Branded Merchandise • Closing Gifts

www.icandeemarketing.com | 773-754-0493



MAXIM
LIGHTING

HORTONS
HOME FINISHINGS

Hortons Makes Your Home Uniquely You

LINCOLN PARK 1617 N. CLYBOURN | 312-337-9172 • LA GRANGE 60 S. LA GRANGE RD. | 708-352-2110

www.hortonshome.com

Blueleaf Lending
COMMITTED TO YOUR SUCCESS

CALL ME TODAY FOR YOUR TAILORED MORTGAGE SOLUTIONS

GEORGE KAMBEROS
Mortgage Consultant | NMLS# 958111

Blueleaf Lending
COMMITTED TO YOUR SUCCESS

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

LENDER NMLS 812298

A LAWYER WHO LISTENS
because every transaction should be smooth and stress-free.

PAY

LAW OFFICES OF
PAUL A. YOUKHANA

Business • General Civil Matters • Real Estate

City Office 541 N. Fairbanks Ct., #2200 Chicago, IL 60611 (312) 809-7023	Suburban Office 4819 Main St., Ste D Skokie, IL 60077 (847) 213-1008
--	--

Heather Allison
LOVE PHOTOGRAPHY

ILLUMINATING YOUR AUTHENTIC SELF
THROUGH OUR UNIQUE ARTISTIC LENS

@heatherallisonlove | (872) 240-4257

IGOR JOKANOVIC & DAVOR JOKANOVIC WITH ARETÉ RENOVATORS

▶ partner spotlight

By Jennifer Mitchell
Photos by Heather Allison Love Photography



From Refugee to Renovator: Building a Life from the Ground up

This December, Areté Renovators will be celebrating eighteen years as a family-owned and operated business. What started as a small family remodeling firm grew into Chicago's premier interior residential remodeling business, specializing in kitchen and bath renovations. In the last few years, the company has added a property management firm, a showroom and design center, and a real estate fund to meet almost any of the home needs a client might have.

Igor and Davor Jokanovic's incredible story, however, begins long before the founding of their remodeling firm. Their family is originally from Bosnia and Herzegovina, and when Igor, the eldest son of Vikica and Jovo, was in high school, the war in Bosnia began and caused great upheaval in their lives and the lives of those around them.

"We went from living peacefully with neighbors to losing neighbors to shelling, depending on U.N. rations for food, and, eventually, having to leave our home as refugees," remembers Igor. "This taught me important lessons in perseverance, finding opportunity through adversity, and how we can all play a role in helping our communities grow."





Igor with his family.

estate closing process, and found that he really enjoyed the experience. He has since closed more than 100 real estate transactions for private and investment purposes.

Once they closed on their home, the family got to work on remodeling and building on an addition. During the process, Jovo realized he wanted to remodel homes for a living. So, after finishing their own home renovations, the family purchased and flipped another house in Rockford and founded Areté Renovators in December of 2002.

“We initially founded Areté to help our parents gain financial independence and help our father pursue his passion for wood-working,” says Igor and Davor. “After graduating from business school, we both worked in finance for a number of years, but when the 2008 financial crisis hit, everything in the housing and remodeling industry came crashing to a halt. So we both decided to leave banking and focus all of our efforts on making sure Areté Renovators survived the crisis and became something viable for our immediate family and for future generations.”

Because most major renovation work was put on hold during the crisis, Areté found its niche in fixing everyday issues in high-rise buildings. The company established relationships with property management companies and building managers, many of whom remain clients to this day.



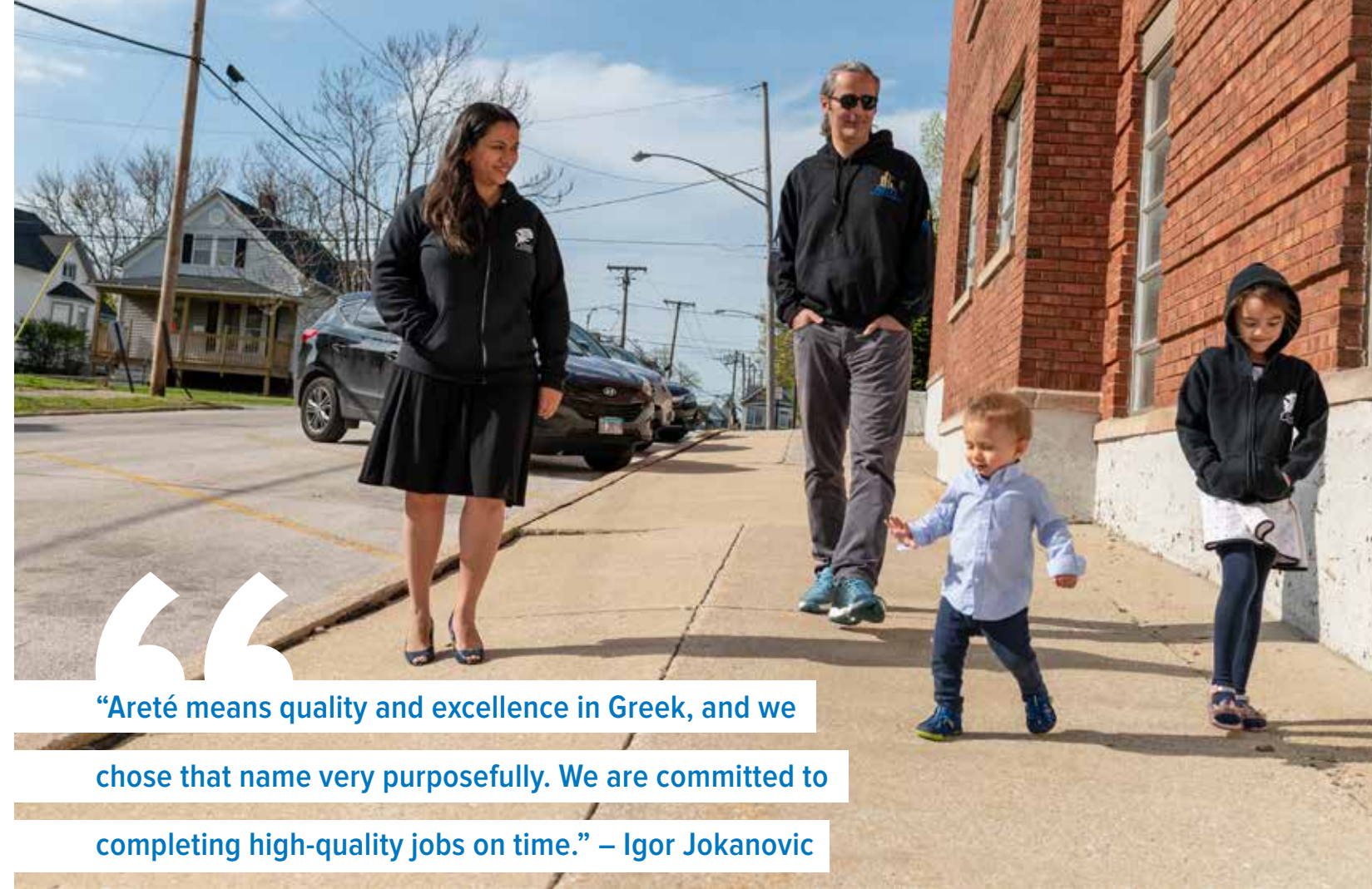
Davor with his family.

...

In 1995, Igor, Davor, and their parents, Jovo and Vikica, arrived in the United States and were placed in a rundown house overrun with pests and rats in a high-crime neighborhood in Rockford. After the initial shock wore off, the family worked together to clean their new home inside and out. It took seven days of working from sunup to sundown to get the place in working order. Soon after, the brothers started school.

Davor attended Boylan High School in Rockford, and he was on the school’s varsity basketball team for four years. He received a bachelor’s degree in finance from DePaul University and went on to attain a tenured position in the finance and derivatives department at Chase Bank.

Igor enrolled in the English Language Program (ELP) at Rockford University, and worked a number of jobs to help support his family and pay for school. After receiving his undergraduate degree, he earned his MBA from Loyola University. While Igor was an undergraduate, his family purchased their first home in America. Igor helped with the mortgage transaction, learned a lot about the real



“Areté means quality and excellence in Greek, and we chose that name very purposefully. We are committed to completing high-quality jobs on time.” – Igor Jokanovic

By 2014, Areté had gained stability and traction, which allowed them to establish a design showroom: Areté—The Art of Design. They have since earned a number of awards, including being named Best Kitchen Remodeler in Chicago by *Chicago Architect Magazine*, and ranked among the nation’s top remodelers by *Qualified Remodeler Magazine*.

“The remodeling industry tends to get a bad reputation,” notes Igor. “According to the Consumer Federation of America, the remodeling industry receives the third most complaints after the auto and credit industries. One of the most frequent complaints from homeowners is that jobs aren’t completed on time. *Areté* means ‘quality and excellence’ in ancient Greek, and we chose that name very purposefully. We are committed to completing high-quality jobs on time.”

To back up that claim, the company often refers to and openly invites real estate brokers and homebuyers to review the current cost versus value reports for the Chicago area, so they can be rest assured that they’ll get the work they’re paying for.

Beyond providing quality service, Areté lives by the motto, “If a client can dream it, we can build it.”

“We treat all of our clients as individuals, not as contributors to a bottom line,” states Davor. “By taking the time to listen carefully to the desires and concerns of our clients, we build a relationship based on mutual understanding and trust. And that’s why people keep coming back to us.”



To learn more about Areté Renovators or to reach Igor and Davor, visit www.areterenovators.com or call 773-610-4551.

goosehead[®] INSURANCE

*People are Talking about the
Goosehead Difference...*

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

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



goosehead[®]
INSURANCE

"The Power of Choice"

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

ANTONIA L. MILLS
ATTORNEY AT LAW

The Attorney for
Real Estate Investors.

847-361-0079
AntoniaLMillsEsq@gmail.com

Buying or Selling a Home?

A professional home inspection from



**INSPECTION
CONCEPTS**

will give you peace of mind.

**THERMAL IMAGING
RADON**

**HOME
INSPECTION**

inspectionconceptsllc.com
IL License # 450.001924

CONTACT JACK NOW FOR AN INSPECTION

P: (773) 851-9667

jack@inspectionconceptsllc.com

THIS BARR MEANS BUSINESS

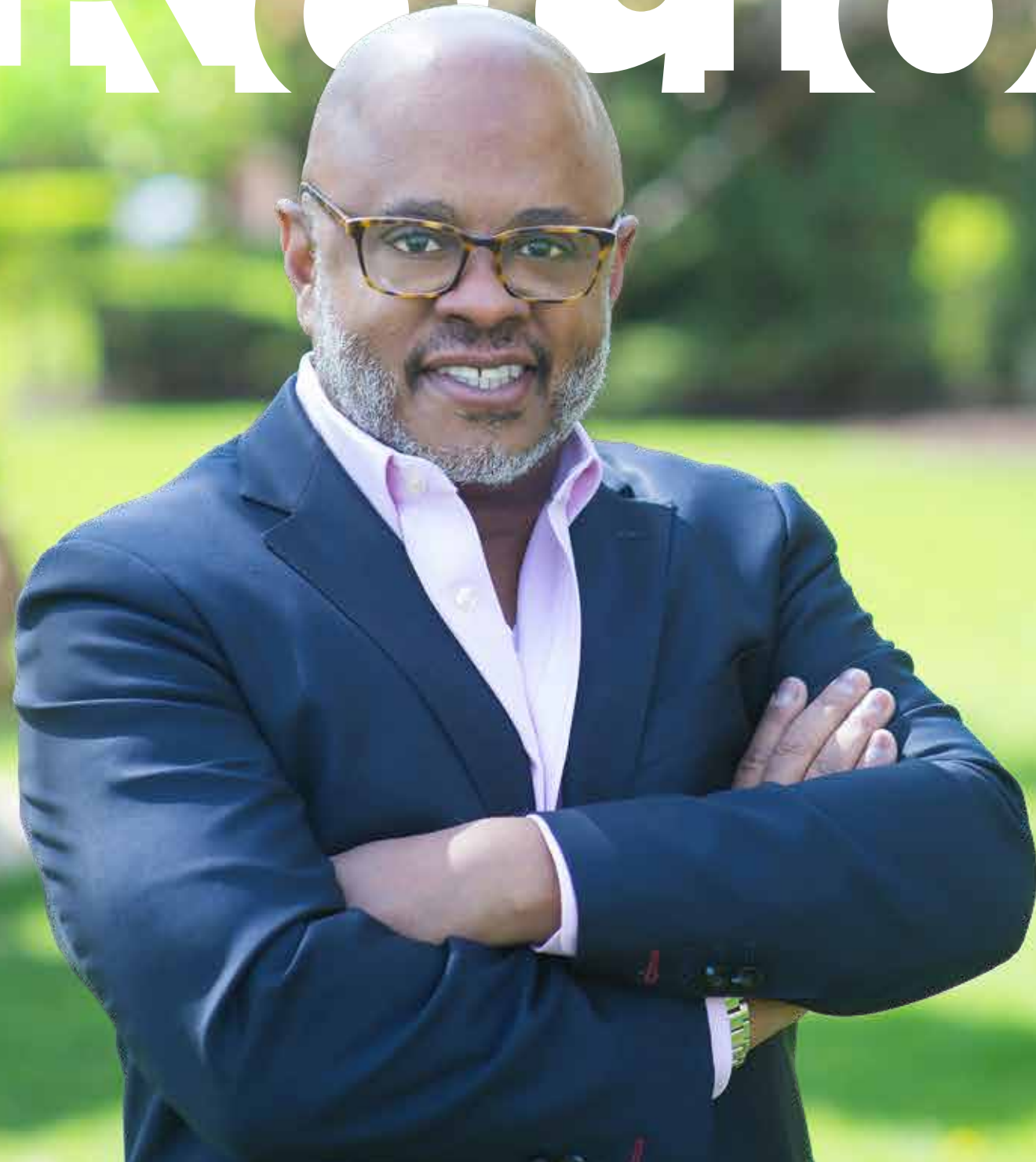
JUSTIN BARR

VIDEO BARRTENDER

PRODUCER / EDITOR / CONTENT CREATOR

SERVING ALL REAL ESTATE AGENTS AND BUSINESS PROFESSIONALS
PLEASE CHECK OUT THE MENU OF SERVICES AT THEVIDEOBARR.COM

Kevin Rocio



THE ROC OF REAL ESTATE

Kevin Rocio, aka K-Roc, is not your typical commercial REALTOR®. His company, ROC Advisory Group, acts as a conduit between residential brokers and the commercial real estate community. And this business model is entirely his own.

Entering commercial real estate in 2009, Kevin immediately saw an opportunity to better serve the residential brokerage community—a way

I am here to serve my fellow residential REALTORS® and their clients. I am not successful unless they are successful. It does not matter if I am working with their client directly or as an advisor on a transaction they are running.”



All the women in Kevin's family (Mama Rocio, Yolanda [sister], and Janel [Niece]) at the Kilwins South Michigan Avenue Grand Opening.

to even out the inequities between the commercial and residential real estate industries and bridge the gap between the two worlds.

“The ROC business model is a referral-based one. My clients are my fellow residential brokers who refer their clients who are looking to buy or sell commercial real estate. In turn, ROC refers out 100 percent of its residential leads or needs of our [commercial] clients,” says Kevin.

Formed in 2011 with Mike Golden and Thad Wong of @properties support, ROC Advisory Group first specialized in multi-family (five or more) properties and condo deconversions, and has since evolved to include student housing, office spaces, mixed-use properties, land, retail, industrial sales, and leasing. Since 2014, Kevin has been bringing investors into Chicago's South Shore neighborhood, which today is one of the hottest neighborhoods on the South Side.





Kevin's background in finance and economics made commercial real estate a great fit for him. Before entering real estate, Kevin spent seventeen years as one of Chicago's top mortgage bankers. A financial whiz in many ways, Kevin was recruited by the investment banking firm Drexel Burnham Lambert to join one of their California offices when he graduated college in 1988. When he returned to Chicago in 1991 to begin his career as a residential mortgage broker, he quickly rose to vice president of sales for the portfolio lending division of First Home Mortgage Corporation.

A self-proclaimed brainiac, Kevin immersed himself in numbers from a young age. "Coming from a middle-class, single-parent household, having no real connections and two left feet, playing ball of any kind was not an option," says Kevin. "I accepted those handicaps early on and made sure to outperform my peers [in academics], specifically in science and math."

As a result, Kevin skipped several grades in school, became a member of the National Honor Society, represented the City of Chicago in the annual statewide science fair, and even worked as a branch analyst in IBM's national accounts division as a junior in college. "Yes, I was, and am, a Steve Urkel," he muses.

Today, Kevin loves working with residential agents on a personal level, helping them and their clients build their own multi-family real estate portfolios, and helping families with long-term goals to create generational wealth, all while developing close relationships along the way. "I cannot tell you the number of weddings, graduations, and family gatherings I gladly attend each year because they [my clients] feel like I am a part of their family," says Kevin.

Looking into the future, Kevin would love to continue conducting, or be one of the guest speakers on, seminars like the ones he has already done for the Chicago Association of REALTORS®, YPN, NAHREP, and residential brokers. He would also like to become more active in Acquired Sales Corp., the publicly traded CBD firm of which he sits on the



ROC Team Photo.
Photo credit:
Nem Skadarka



board. All the while, being part of the continued expansion and success of Kilwins Chicago, a fudge and ice cream shop with multiple locations.

In his personal time, Kevin, an avid reader, spends at least two hours a day reading anything and everything he can. He is very close to his sister and mother, and to his Cavalier King Charles Spaniel, KiddROC. Together, they love entertaining friends and family throughout the year, but particularly on Sundays after church, a warm gathering for which his family is known.

However, Kevin devotes most of his time to ROC, supporting and bridging the needs of commercial and residential real estate, always making himself available to his clients, and finding ways to make a difference in the neighborhoods in which he works. How does he fit it all in? Since he was a kid, it's been Kevin's nature to sleep only three to five hours a night. But once a month, he'll sleep for forty-eight hours straight!

"I am here to serve my fellow residential REALTORS® and their clients. I am not successful unless they are successful. It does not matter if I am working with their client directly or as an advisor on a transaction they are running," says Kevin. "We make sure to always be available. We are only an email away. If you have a commercial real estate question or need, then do not hesitate to reach out."



BEFORE



AFTER

Renovate to Sell

Minor Renovation, Major Visual Impact

We recognized a need among sellers for a turnkey service offering light and stylish renovations at an approachable cost. By working with the original space, we rapidly make minor renovations that have a major visual impact. Our mission is to enhance a home's appeal to buyers, reduce its time on the market, and increase the overall sales price.

(773) 217-0581 | michael@renovationsells.com | www.renovationsells.com | @renovationsells



▶ agent feature
By Jennifer Mitchell
Photos by Sonya Martin

MEGAN TIRPAK

In the Business of Helping Others Find Their Home

Megan Tirpak loves working with and helping people. She feeds off of the energy of others and wants to be known as the agent who works hard to help her clients reach their home buying or selling goals, and has had fun while doing it.

Originally from Chicago, Megan grew up in a vintage high-rise in Lakeview, and attended Sacred Heart grade school and St. Ignatius College Prep. She ventured to New York to attend Colgate University, then headed west after graduating to work at the Jackson Hole Mountain Resort in Wyoming for a short time before returning home to her favorite city, Chicago. Megan started out working at an advertising agency. She was there for two years before she decided to change careers and work in real estate.

“I consider myself a people person, so I knew I wanted to work in an environment where I could [both] work with and help people on a day-to-day basis,” says Megan.

By 2003, Megan was working as a licensed assistant for two women, top producers in their own right, who had just formed a team. The role allowed Megan to learn the ropes, and be a part of dozens of transactions across all price points during her first year in the industry.

“I think it’s incredibly important to find a mentor or top producer to work alongside when you’re starting out,” claims Megan. “My associates and co-



Megan with her three kids and her husband, Mike.

...

workers have helped me understand what it takes to be a great broker—putting a client’s needs before everything else, learning the market, and maintaining the highest level of integrity with each deal.”

Megan was a top broker at Coldwell Banker for fourteen years before moving to @properties at the start of 2017, where her business has continued to thrive and grow. A top producer since 2005, Megan is a Top 1% Producer, a five-star agent, is one of the top 100 agents at @properties, and was named CAR®’s Bronze Individual Producer in 2019.

“Real estate is extremely customer-service driven, and transactions are time-sensitive, so you need to be available for clients and monitor new inventory at all times,” notes Megan.

Fortunately, Megan had a strong role model in her own mother, who taught her the value of faith and family. Megan strives to be fully present in every moment, whether she’s in the office with clients, or at her Lincoln Park home with her family.

Megan’s family loves to be active. She and her husband, Mike, and their kids (Riley, Reese, and Charlie) enjoy riding their bikes, playing outdoors, and playing board games. Megan also loves to work out, travel, and spend time with friends and family.

“After all these years, my passion for working with people remains,” says Megan. “I love educating my clients and



“There is nothing more important than home, and I love that I’m able to help people find that.”



...

helping them navigate the real estate market. I feel honored that I'm able to help them achieve their goals, whether it's finding their dream home or selling. There is nothing more important than home, and I love that I'm able to help people find that."



HUBBARD

INTERIORS FURNITURE TEXTILES



ATLANTA CHICAGO DALLAS DARIEN HOUSTON MIAMI MONTREAL PARIS PHILADELPHIA PHOENIX
TORONTO WASHINGTON DC VANCOUVER

HUBBARDDESIGNGROUP.COM



MIKE OPYD

► managing broker feature

By **Jennifer Mitchell**

Photos by **Heather Allison Love Photography**

Shaking Off Negativity and Becoming a Champion for REALTORS®

Mike Opyd founded RE/MAX NEXT, a full-service real estate company with two Chicago offices and more than thirty agents, to help agents grow their businesses without the limitations of a traditional brokerage. And Mike is all about no limitations, using challenging moments in his life to fuel his drive and find success.

“There are a few specific moments in my life I remember vividly where someone told me I was not good enough or was going to fail, or I was overlooked for something no matter how hard I worked or how qualified I was,” recalls Mike. “In each instance, I viewed the situation as an opportunity to prove those people wrong. I think about these moments daily, and they have pushed me to never quit and never settle.”

Mike grew up in the south suburbs of Chicago and earned his bachelor’s in business management from Robert Morris University. After graduation, he worked for a large corporation doing partnership tax accounting, but he was unhappy in that environment.

“Working in corporate America for two years helped me understand how much I never wanted to work for someone again,” says Mike. “I knew I wanted to start my own business, but I didn’t know what kind of business to build until I spoke with my cousin who is a REALTOR®, and I was hooked immediately. A few weeks later, I got my license and jumped in headfirst with no safety net.”

When it came time to start his own brokerage, Mike decided that he wanted to do things differently.

“I think most brokerages have an archaic and outdated mentality when it comes to their agents, and I wanted to change that,” states Mike. “I want to give agents every opportunity to run their businesses without the limitations of traditional brokerages.”

Founded in 2017, the firm opened its second location two and a half years later in Lakeview, and has plans to expand to a total of seven offices by the year 2030. And it’s Mike’s big vision, reliance on structure and organization, and determination that will get them there.





“I want to give agents every opportunity to run their businesses without the limitations of traditional brokerages.”

Although expansion and growth are important to Mike, his proudest achievements as a business owner focus on the people he serves: helping his agents build and run successful, sustainable, and scalable businesses.

“I am truly passionate about helping REALTORS® succeed and changing the real estate industry for the better,” insists Mike. “Multiple agents I coached have gone on to win top producing awards, and that’s what drives me to get up early and stay up late every day.”

Though Mike loves the opportunity to coach REALTORS® in his office, he hopes to expand his services and help even more REALTORS® in the coming years. So, he opened a real estate coaching business called Mike Opyd Real Estate Coaching and Consulting.

Much like his brokerage, his coaching business breaks the mold.

“I am not a typical real estate coach,” notes Mike. “I help agents with *everything* they need to build a successful business—from preparing for the mental grind to building the systems necessary to scale [up] their business at the right time.”

One of his best pieces of advice: surround yourself with positive, successful people, and distance yourself from anyone who holds you back—even if they are a good friend. It’s a mantra that’s worked well for Mike and he’s quick to pass on that advice to others. Mike also encourages REALTORS® to



Mike with his wife and twin boys.



be confident in themselves at all times, no matter what.

When he’s not spending time helping REALTORS® succeed through his brokerage or coaching firm, he’s reading, playing ice hockey, watching movies, or enjoying single malt scotch and some cigars. But even one of his hobbies dips into the world of real estate.

“I’m writing books aimed at helping REALTORS® become successful,” says Mike. “Real estate is my passion, and the success of a brokerage is dependent on its agents, so I want to do everything I can to set them up for success.”

The Answer Since 1860!

ROSE
PEST SOLUTIONS

- Pest Inspections
- VA Loan Termite Inspections
- Permanent Rodent Solutions
- Same-Day Service Available

800-GOT-PESTS rosepestcontrol.com

LOFTUS LAW

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

A 5 STAR CHICAGO REAL ESTATE LAW FIRM

**Home of the Free
Because of the Brave**

God Bless America!

guaranteedRate

Michael Bencks
VP of Mortgage Lending

Bencks@rate.com
www.rate.com/michaelbencks

O: (312) 667-7664
451 N Racine Ave. Suite 201,
Chicago, IL 60642






111 PENTHOUSE

- CORPORATE DINNERS ▪ COCKTAIL PARTIES ▪ EXPERIENTIAL EVENTS

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

 111 W Jackson Blvd,
Penthouse,
Chicago, IL 60604

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



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



Michael S. Leigh,
Owner

Appraisal Solutions Group
Chicago | Lake Forest | Waukegan
312-800-1025 Main Office
orders@appraisalsolutionsgrp.com

Experience Matters



*Over 35 years experience
closings real estate transactions.*

CHICAGO REAL ESTATE EXPERTS.



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

www.gerardhaderleinlakeviewlawyer.com

TAKE YOUR LIFE TO A HEALTHY NEW LEVEL.



Personal Training Programs are perfectly tailored to your precise needs.

We will create a program for you if you have a specific health and wellness goal to make sure that you achieve it.

Our personal training programs lead to faster progress and higher satisfaction.

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

219.851.0170 • SunnyBiggyFitness@gmail.com • www.sunnybiggyfitness.com





▶ business
By Grigory Pekarsky



HOW I'M MAINTAINING A **CLEAR MIND** AND **STRONG WORKFLOW** IN THIS CRISIS

How have the past few months been for you? Do you remember what life was like before the coronavirus pandemic began impacting the US at the end of February? Everything seems like a bit of a blur, doesn't it? The pandemic has been going on for months now, and individual days can feel like they drag on forever. At the same time, days also seem to run together and can start to lose their significance.

It all happened so quickly; the world turned upside down and we entered an arena none of us have experienced before. I went from waking up every day with a plan to finding myself walking around my house in sweats, not having showered, and feeling like a steaming pile of garbage. My attitude was out of whack, and I was reacting to the negative stream of news in a very bad way.

It was apparent that I had to change things,

and I had to do it quickly. I went back to the training my mentor taught me: seventy percent of our success is based on our attitude. Consistency is the best policy, and I realized I'd completely fallen out of my daily routine. So I did what I always do when I get into a rut: I focused on "controlling the controllable." I have no way to change anything going on in the world. I can only control my reactions and actions. So, I went back to working on my attitude.

First, I began waking up early—like, 5:00 am early—and going for a run around my neighborhood. Then, I set up a mat and spent forty-five minutes working out in my living room. After that was complete, I still had about two hours before my wife and baby girl woke up, so I used that time to connect with my clients and customers.

This routine got me focused, had me feeling great, and, best of all, it got me in touch with my clients at a time when they needed to hear from me the most. This was extremely beneficial on the business side of things. I gained listings, buyer referrals, and strengthened my relationship with clients that I hadn't talked to in a while.

This pandemic sucks, and it seemed as if the virus completely came out of left field. Even though the present circumstances are far more extreme than average, I don't believe it can be an excuse to let yourself not operate at your best. Remember to always work on your attitude and maintain your positivity. From there, never ease off of the gas pedal, no matter the circumstances. If this pandemic has taught me anything so far, it's that, during any time of change or crisis, there will be a very strong temptation to give up. It's all about remembering to end the day one step ahead of where you started.

Stay safe, keep pushing, and let's win this together!

About the Author:

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


MOVING


PACKING


STORAGE
& RECEIVING

NEED TO GET OUT OF YOUR HOUSE?! WE CAN HELP!

BOOK YOUR MOVE TODAY!
WWW.MOVE-TASTIC.COM · 773-715-3227



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

HIGHLY TRAINED AND EXPERIENCED ATTORNEYS
COMPLETELY DEDICATED TO THEIR CLIENTS

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

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



Mr. Kashyap V. Trivedi, Partner
www.TrivediKhan.com

300 North Martingale Rd.
Suite 725
Schaumburg, IL 60173
(224) 353-6346

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



Real World Tax Expertise
for Real Estate Agents

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

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

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

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

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

monotelo.com | 312-757-5151 | info@monotelo.com



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

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

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

LET'S TALK TODAY.

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

THE SECRET BEHIND **TOP PRODUCERS:**
A Top Partner

Work with the Chicago *mortgage expert* who knows how to get clients home.

Effective Co-Branded Marketing • Creative Mortgage Solutions • Online Tools and Application

BILL KATSOOLIAS
Senior Mortgage Planner
NMLS # 755858
DIRECT: 224.770.2021

WINTRUST
MORTGAGE

BKatsoolias@WintrustMortgage.com
BillsLoans.com
231 S. LaSalle St., Chicago, IL 60604
507 N. Milwaukee Ave. Libertyville, IL 60048

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

realproducersmag.com

Chicago Real Producers • 63

RICH MORANN

WITH GENTLEMAN'S COOPERATIVE & PENTHOUSE 111

Knowing the Power of Image

Every REALTOR® knows the importance of presentation, particularly when vying for a luxury listing or getting that listing ready to sell for top dollar. For the latter, that often includes staging, remodeling, or even renovation, getting the property looking the best it ever has. But for the former, in order to get that listing, one must often present themselves as the expert professional who eats high-dollar transactions for breakfast, and also has the client's best interest at heart. That's where, no matter your gender, Gentleman's Cooperative has your back.

Gentleman's Cooperative: Garments, Grooming, and Events specializes in full image transformation and maintenance. It's "remodeling" for the elite professional. Not only can a person walk in and come out looking ready to take over the world, but they can also utilize Penthouse 111 to host their next upscale event, to invite clients and colleagues to connect and revel in an aura of high-class haut monde.

...



...

Located in the heart of the financial district, Gentleman's Cooperative and Penthouse III boast a 4,000 square-foot interior with a 1,000 square-foot furnished outdoor balcony, creating an ideal location to host upscale cocktail socials, wine tastings, corporate events, fundraisers, educational junctions, and more. Their event coordination staff will assist you with planning and managing everything from catering, photography, A/V, and entertainment, to furniture rental, and more.

"Being full image is very important to us," says Rich Moran, managing partner and director of business development and garment management at Gentleman's Cooperative. "When a client is able to come in and leave looking brand new from head to toe, that's a really impactful feeling. We will have clients from large corporations come in for their suit, get a haircut, and plan an event in one sitting. It's a beautiful thing, and highly impactful to both their personal and professional lives."

Along with his brother-in-law, Mike Bernsten, the company's founder, Rich lives and breathes the business, and in many ways calls Gentleman's Cooperative his home, as he is fully invested in serving his clients.

Gentleman's Cooperative pays attention to more than the professional appearance of things. They prevail in the personal as well. Although many companies say their clients are like family to them, for Rich, the sentiment could not be truer.

"I've had clients go through extremely tough times, and they reach out to me and are provided real support, business relationships set aside. I've personally had ups and downs in life, and have had so many clients [be] there for [me in] support as well. It's a really remarkable thing, but so impactful. I leave every day feeling like I have done something meaningful, and I ask that our employees evaluate their day the same way," he says.

The reason Rich is so invested in the mission of Gentleman's Cooperative is because he has personally seen the benefits of excellent presentation in his previous work in marketing. For seven years prior to joining Gentleman's Cooperative, he worked with small business owners on all of their marketing needs. As he grew and climbed the ranks of



66
Being full image is very important to us...when a client is able to come in and leave looking brand new from head to toe, that's a really impactful feeling."





...

the company he worked for, he saw how his exterior appearance played a huge role in his advancement, and his overall feeling at work each day. But Rich wasn't a beginner at understanding that image matters. He'd learned it in a way you may not expect looking at the man today, though: in college, he played in a hardcore metal band and had the full look, complete with long hair.

As a burgeoning professional, the more confident Rich felt in his advancement and appearance, the more he felt like he was being primed to do something bigger, and the more he wanted to take the next step in his professional career. He couldn't be happier at Gentleman's Cooperative, working with high-end professionals. As the father of two "little businessmen," as he calls them—Ari (four) and Richie (eight)—when Rich is not working, he is "grooming" them for success.

"They love looking at suit fabrics, picking colors, etc. They also love to sit and watch me email my clients. They are in training as far as I'm concerned. They've both been to the penthouse and plan on running it someday!" says Rich.

Rich invites you to come and experience Gentleman's Cooperative for yourself: "You've got a home at GC. We already outfit a lot of the top-producing REALTORS® in the city, and they are some of our favorite clients. Next time you are out and in the area, stop by and see us. You'll be treated very well, and we love meeting new REALTORS® in the area. Either way, you've got a place to stop and take a deep breath!"

To learn more about the Gentleman's Cooperative or to reach Rich, visit www.gentsco-op.com or call 815-508-9985.

"Relax — I got this!"

You should not have to worry about your client's loan AFTER you sign a contract. Let Dan handle it!

- ▶ Close in as little as 10 days* (useful when a deal falls apart with another lender)
- ▶ Experienced in complicated deals and condos
- ▶ Straightforward and honest advice from a reputable professional
- ▶ A social media expert — let Dan help find YOU clients



Dan Krucek
SVP of Mortgage Lending | NMLS398738
D 847.226.8293 | F 872.249.0960
W www.dkmortgageteam.com
E dan.krucek@myccmortgage.com



CrossCountry Mortgage, LLC | 2936 West Belmont Ave | Chicago, IL 60618

* with a signed purchase agreement. This piece is for professional realtor use only. It is not intended for consumer use. All loans subject to underwriting approval. Certain restrictions apply. Call for details. CrossCountry Mortgage, LLC NMLS3029 NMLS1806506 (www.nmlsconsumeraccess.org). Illinois Residential Mortgage Licensee.



Sell Homes Fast

with Home Staging & Redesign



Mia Hable, Designer

miahable@artfullyarrangedstaging.com • www.artfullyarrangedstaging.com

Call (872) 903-3591 today for a consultation.





eli masud

SERVING CLIENTS BY SETTING THEM UP FOR SUCCESS

Volleyball has always been a big part of Eli Masud's life. It served as his ticket to graduate school, led him to meeting his wife, and set him up for success in establishing a client base in real estate. He loved playing volleyball as a kid, but his childhood wasn't all fun and games.

Eli's parents emigrated from the Middle East to build a family in the United States. Though they didn't speak English and had little money, they both ran their own businesses.

"Growing up, we didn't have much," says Eli. "At one point, there were six of us living in a two-bedroom apartment. We had to carry our own weight in whatever way we could. For me, it was walking my sister, Christina, home from school. When I was in fifth grade, my parents saved enough to purchase their first house. At the time, I didn't think much of it. But as I've gotten older and looked back, I realized what my parents were striving to do, and I love what a home represents."

As a kid, Eli loved driving by larger homes, and he wished to be able to step inside and peek around. He adored those homes and vowed to have one someday.

After earning his undergraduate degree in business management from Purdue University, Eli was torn between going to grad school and pursuing his lifelong dream of becoming a volleyball coach. Fortunately, he was offered the opportunity to become a graduate assistant for the Lewis University men's volleyball team, giving him time to figure things out.

...

▶▶ on the rise

By Jennifer Mitchell
Photos by Heather Allison
Love Photography



Eli's immediate family and what it's grown to since his parents immigrated.
Photo credit: Eric Floberg



Eli thanking the attendees, a small group of past clients, who joined him at an event for custom shirt fittings and wine and cheese at a local custom clothier.

...

Eli graduated with an MBA in 2010 and took a sales job with James Hardie Building Products, where he worked for almost eight years. He was working in field sales in Denver when he was asked to move back to Chicago to lead the company's first inside sales department.

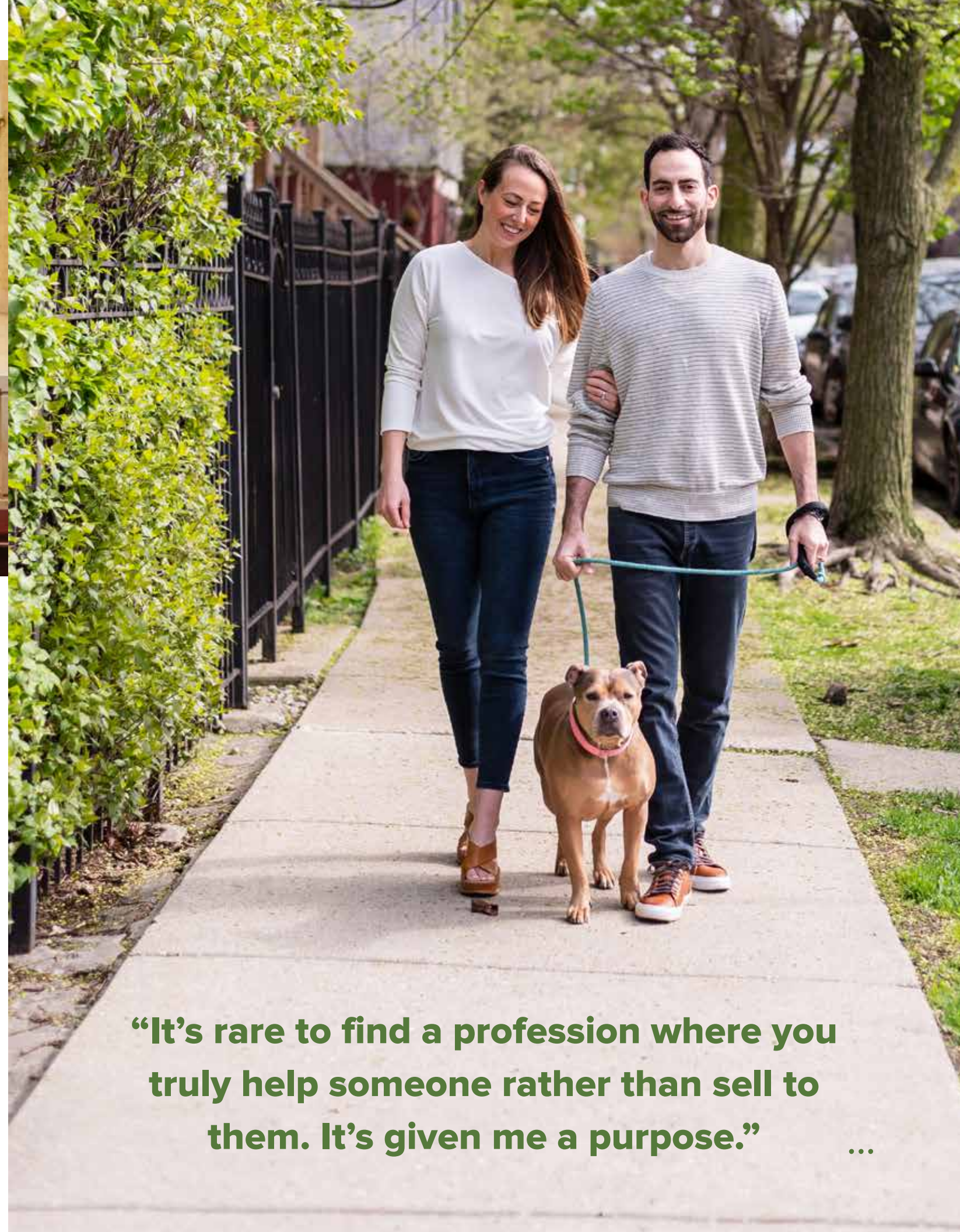
As he looked for a house in the Chicago area, Eli obtained his real estate license to save some money on the purchase. What

he didn't realize was that it would be the start of his new career.

"I posted that I got my license on social media and I got a lot of responses from my volleyball friends," states Eli. "They wanted to work with me to find a home, so I started a side business while still working my full-time job. The volleyball community that I had been a part of for so long became my first network of clients. I loved the work, and even earned *Chicago Agent Magazine's* Rookie of the Year Runner-up Award [in 2014]."

For four years, Eli worked both his full-time sales job and ran his real estate business. By the end of that last year, he was working seven days a week, logging sixty to seventy hours a week—balancing his two careers became a struggle.

"The long hours took a toll on my marriage, and one day I hit a breaking point," recalls Eli. "I rolled over in a sweat and told my wife I was quitting that day. She said, 'Do what you have to do.' That was all I needed to hear."



"It's rare to find a profession where you truly help someone rather than sell to them. It's given me a purpose." ...



Eli with his wife, Lauren.

...

While seemingly abrupt, this decision wasn't an easy one, or something Eli took lightly.

"Taking a leap from [getting] a good base salary, great benefits, and a 401(k), to a job that's 100 percent commission-based was scary," notes Eli. "As you get older, your appetite for risk gets smaller, and I felt like the window of opportunity to take a risk was closing."

Fortunately for Eli, diving into real estate full time in 2019 was the right play. His total volume last year was \$18.5 million, and he's been able to fulfill his childhood dream of peeking into beautiful homes.

"Who doesn't like to look at cool houses?" expresses Eli. "But more importantly, it's rare to find a profession where you truly help someone rather than sell to them. I'm able to offer guidance and be part of an extremely important moment in people's lives. It's given me a purpose, which was previously missing in my professional life."

As for Eli's purpose in his personal life, it all comes down to his wife, Lauren. The couple has been together for ten years and married for four. They love to soak up the sun and relax together on beautiful beaches, and have set their sights on Hawaii as their next vacation destination.

When he has free time, Eli still plays volleyball—he has played competitively since middle school, and was the president of the club volleyball team at Purdue. He's even played in a few amateur beach volleyball tours and was ranked in the Top 100 on the AVP Tour in 2018.

"The way I approach everything in life is to tap every resource and talent in order to reach my full potential," says Eli. "I want to look back on my life and have no regrets."

An advertisement for Guaranteed Rate. On the left, a woman with blonde hair, wearing a pink dress with large floral patterns, stands next to a golden retriever dog wearing sunglasses. A colorful beach ball is on the ground. The background is a bright blue sky with white clouds. On the right, the text reads: "guaranteedRate | Positively Different™", "HOT TEMPS? COOL RATES!", "It's scorching out there—stay cool with the simplest and smoothest mortgage experience on the planet.", and a list of benefits: "Search and select your perfect mortgage", "Secure a low rate and apply online", and "Get pre-approved in as few as 20 minutes*". Below this is a blue box with the text: "Receive \$1,000 Closing Cost Credit when you finance your home loan with Christin Luckman.*" and a Guaranteed Rate logo. At the bottom right is the "XO lucky" logo.

guaranteedRate | Positively Different™

HOT TEMPS? COOL RATES!

It's scorching out there—stay cool with the simplest and smoothest mortgage experience on the planet.

- Search and select your perfect mortgage
- Secure a low rate and apply online
- Get pre-approved in as few as 20 minutes*

Receive \$1,000 Closing Cost Credit when you finance your home loan with Christin Luckman.*



*Credit valid through Christin Luckman for applications submitted after 05/01/2020 - 06/30/2020. Coupon/Credit must be presented/mentioned at time of application. \$1000 credit will be applied at time of closing and is factored into the rate and APR. Applicant subject to credit approval. If loan does not close for any reason, costs will not be refunded. This offer and/or receipt of application does not represent an approval for financing or interest rate guarantee. This coupon cannot be redeemed for cash/has no cash value. Restrictions may apply, contact, Guaranteed Rate for current rates or more information.

XO lucky

It's time you felt lucky! Contact me to get started.



Christin Luckman
SVP of Mortgage Lending

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

Rate.com/Luckman | Lucky@rate.com

4851 Tamiami Trail N., Suite 200, Office 203, Naples, FL 34103

guaranteedRate

CHAIRMAN'S CIRCLE

REAL ESTATE BROKER Christin Luckman NMLS ID: #224408; CA - CA 080224408; FL - LD44316; IL - 031.0004163; MB.0005932; TN - 136474; TX - Licensed; VA - MLO-34581VA | Guaranteed Rate NMLS ID #2611, (Nationwide Mortgage Lending System www.nmlsconsumeraccess.org) • CA - Licensed by the Department of Business Oversight, Division of Corporations under the California Residential Mortgage Lending Act Lic #4130699 • FL - Lic# MLD1102 • IL - Residential Mortgage License #IDFPR, 122 South Michigan Avenue, Suite 1900, Chicago, Illinois, 60603, 312-793-3000, 3940 N. Ravenswood Ave., Chicago, IL 60611 #MB.0005932 • TN - Lic #109919 • TX - Licensed in TX: Licensed Mortgage Banker & Licensed Residential Mortgage Loan Servicer - TX Department of Savings & Mortgage Lending • VA - Guaranteed Rate, Inc. - Licensed by Virginia State Corporation Commission, License # MC-3769

THE FEDERAL SAVINGS BANK



Always Here To Win For **YOU!**

Tammy Hajjar Miller

Senior Vice President, NMLS# 981615

direct: (312) 667-1965

tammy@thefederalsavingsbank.com

www.thefederalsavingsbank.com/tammyhajjar



Our Services:

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

Kevin McVicker, Owner



💰 GET A QUOTE

☎ 773-268-2050

✉ info@mcmasterpainting.com

🌐 www.mcmasterpainting.com

Serving Chicago & Suburbs



ARETÉ RENOVATORS



The Art of Remodeling

OUR SERVICES:

DESIGN BUILD
 KITCHEN & BATH REMODELING
 FLOOR INSTALLATION
 ROOFING

TILE INSTALLATION
 PAINTING
 SIDING AND DECKING
 MASONRY AND ADDITIONS

10% DISCOUNT
 ON EXTERIOR PROJECTS
 FOR THE MONTH OF JULY

VISIT OUR SHOWROOM AND DESIGN CENTER

3821 W MONTROSE AVENUE
CHICAGO, IL 60618

ARETERENOVATORS.COM

call now:
773.610.4551

TOP 250 STANDINGS

Teams and individuals from January 1, 2020 to May 31, 2020

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jeffrey	Lowe	53	\$62,654,500	28	\$39,313,500	81	\$101,968,000
2	Matt	Laricy	69	\$31,794,452	71	\$35,026,800	140	\$66,821,252
3	Emily	Sachs Wong	32	\$36,177,875	15	\$19,603,000	47	\$55,780,875
4	Mario	Greco	60	\$31,330,100	28	\$15,908,000	88	\$47,238,100
5	Leigh	Marcus	52	\$32,551,250	18	\$9,907,200	70	\$42,458,450
6	Karen	Biazar	62	\$31,789,984	12	\$7,381,000	74	\$39,170,984
7	William	Goldberg	29	\$20,642,819	13	\$7,321,500	42	\$27,964,319
8	Grigory	Pekarsky	26	\$7,635,314	36	\$19,224,550	62	\$26,859,864
9	Melanie	Giglio	23	\$14,463,800	29	\$12,281,600	52	\$26,745,400
10	Daniel	Close	10	\$5,240,000	25	\$16,340,387	35	\$21,580,387
11	Carrie	McCormick	22	\$14,162,400	11	\$7,000,000	33	\$21,162,400
12	Millie	Rosenbloom	8	\$8,771,500	12	\$11,740,000	20	\$20,511,500
13	Barbara	O'Connor	22	\$10,833,500	14	\$9,163,000	36	\$19,996,500
14	Keith	Brand	8	\$3,636,250	32	\$15,770,249	40	\$19,406,499
15	Sophia	Klopas	23	\$14,681,000	9	\$4,191,000	32	\$18,872,000
16	Sam	Shaffer	8	\$3,940,000	28	\$14,894,399	36	\$18,834,399
17	Nathan	Wilks	16	\$7,879,775	25	\$10,399,700	41	\$18,279,475
18	Benyamin	Lalez	8	\$5,894,000	24	\$11,906,100	32	\$17,800,100
19	Timothy	Sheahan	24	\$14,563,000	6	\$2,286,450	30	\$16,849,450
20	Katharine	Waddell	12	\$5,905,000	20	\$10,453,000	32	\$16,358,000
21	Tommy	Choi	15	\$7,439,500	16	\$8,798,850	31	\$16,238,350
22	Hayley	Westhoff	13	\$7,501,000	10	\$8,234,500	23	\$15,735,500
23	Gwen	Farinella	4	\$14,170,000	1	\$1,229,900	5	\$15,399,900
24	Jennifer	Ames	13	\$11,524,500	6	\$3,851,450	19	\$15,375,950
25	Layching	Quek	0	\$0	23	\$14,837,500	23	\$14,837,500
26	Richard	Kasper	7	\$4,770,000	14	\$9,809,515	21	\$14,579,515
27	Joel	Holland	16	\$8,337,500	10	\$6,128,800	26	\$14,466,300
28	Jill	Silverstein	9	\$5,366,500	12	\$9,086,000	21	\$14,452,500
29	Nicholaos	Voutsinas	8	\$4,113,250	20	\$10,058,300	28	\$14,171,550
30	Steve	Genyk	9	\$8,521,500	6	\$5,612,500	15	\$14,134,000
31	Jennifer	Mills	16	\$9,117,400	6	\$4,912,000	22	\$14,029,400
32	Kimber	Galvin	16	\$9,936,050	7	\$3,991,900	23	\$13,927,950
33	Matthew	Liss	18	\$10,947,400	6	\$2,944,000	24	\$13,891,400
34	Brad	Lippitz	15	\$9,132,000	8	\$4,627,500	23	\$13,759,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Amanda	McMillan	12	\$6,156,500	10	\$7,179,501	22	\$13,336,001
36	Ivona	Kutermankiewicz	16	\$10,819,650	4	\$2,319,000	20	\$13,138,650
37	Melanie	Everett	7	\$3,295,500	21	\$9,574,200	28	\$12,869,700
38	Kevin	Hinton	13	\$5,918,682	18	\$6,906,500	31	\$12,825,182
39	Kelly	Angelopoulos	8	\$7,029,500	9	\$5,531,000	17	\$12,560,500
40	Suzanne	Gignilliat	3	\$6,283,000	1	\$6,250,000	4	\$12,533,000
41	P Corwin	Robertson	9	\$12,295,843	0	\$0	9	\$12,295,843
42	Lauren M.	Wood	11	\$6,277,000	10	\$5,904,000	21	\$12,181,000
43	Bari	Levine	13	\$6,795,000	8	\$5,340,000	21	\$12,135,000
44	Chezi	Rafaelli	10	\$10,425,000	2	\$1,580,000	12	\$12,005,000
45	Alexa	Hara	1	\$8,400,000	8	\$3,552,400	9	\$11,952,400
46	Julie	Busby	10	\$7,064,250	10	\$4,873,100	20	\$11,937,350
47	Ryan	McKane	25	\$9,859,200	4	\$2,015,000	29	\$11,874,200
48	Paul	Barker	9	\$6,426,600	7	\$5,426,700	16	\$11,853,300
49	Ryan	Preuett	7	\$10,382,500	1	\$1,370,000	8	\$11,752,500
50	D	Waveland Kendt	14	\$7,225,900	6	\$4,409,500	20	\$11,635,400

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

MOVEMENT MORTGAGE

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

178 S. Route 59, Naperville, Illinois 60564 | 91-224352, IL-0110054741
 Movement Mortgage, LLC supports Equal Housing Opportunity. NMLS ID# 8879 (www.nmlsconsumeraccess.org) | 877-314-1493. Movement Mortgage, LLC is licensed by "Illinois Residential Mortgage Licenser" # MBLR00096, WI # 291798A & 291798B. Interest rates and products are subject to change without notice and may not be available in all states. Loan commitment or lock-in. Borrowers must qualify at closing for all benefits. "Movement Mortgage" is a registered trademark of the Movement Mortgage, LLC, a Delaware limited liability company. 8024 Calvin Hall Rd, Indian Land, NC 29107 | CPH07889 | Exp 02/2019

DO YOUR DEALS NEED SAVING?

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

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

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

TOP 250 STANDINGS

Teams and individuals from January 1, 2020 to May 31, 2020

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Frank	Montro	43	\$8,434,099	19	\$3,082,575	62	\$11,516,674
52	Nadine	Ferrata	10	\$6,712,000	8	\$4,549,499	18	\$11,261,499
53	Natasha	Motev	2	\$6,875,000	1	\$4,350,000	3	\$11,225,000
54	Daniel	Glick	6	\$5,174,000	9	\$5,830,650	15	\$11,004,650
55	Santiago	Valdez	16	\$5,777,000	14	\$5,032,000	30	\$10,809,000
56	Melissa	Siegal	12	\$6,254,750	7	\$4,541,500	19	\$10,796,250
57	Timothy	Salm	3	\$10,300,000	1	\$445,000	4	\$10,745,000
58	Jason	O'Beirne	20	\$10,338,400	3	\$392,000	23	\$10,730,400
59	Sara	McCarthy	10	\$4,332,500	12	\$6,376,900	22	\$10,709,400
60	Lance	Kirshner	13	\$6,216,400	8	\$4,371,650	21	\$10,588,050
61	Stephanie	Cutter	11	\$6,260,000	9	\$4,252,500	20	\$10,512,500
62	Danielle	Dowell	15	\$7,804,000	7	\$2,550,500	22	\$10,354,500
63	Lisa	Sanders	16	\$7,227,000	5	\$2,897,500	21	\$10,124,500
64	Joshua	Lipton	7	\$5,923,000	5	\$4,116,000	12	\$10,039,000
65	Debra	Dobbs	7	\$7,014,000	6	\$3,000,000	13	\$10,014,000
66	Amy	Duong	8	\$3,380,300	9	\$6,568,000	17	\$9,948,300
67	Alishja	Ballard	13	\$7,673,001	3	\$2,166,500	16	\$9,839,501
68	Kelly	Parker	9	\$4,691,500	8	\$5,145,000	17	\$9,836,500
69	Camille	Canales	9	\$4,103,400	12	\$5,711,513	21	\$9,814,913
70	Cynthia	Sodolski	7	\$5,380,000	8	\$4,420,900	15	\$9,800,900
71	Brent	Hall	14	\$9,400,400	1	\$376,000	15	\$9,776,400
72	Deanne	Thomas	1	\$4,250,000	2	\$5,225,000	3	\$9,475,000
73	Joanne	Nemerovski	5	\$5,930,000	4	\$3,495,000	9	\$9,425,000
74	Darrell	Scott	4	\$1,669,000	16	\$7,723,000	20	\$9,392,000
75	Melissa	Govedarica	14	\$8,289,200	2	\$1,040,000	16	\$9,329,200
76	James	D'Astice	5	\$1,908,000	17	\$7,381,000	22	\$9,289,000
77	Nicholas	Colagiovanni	9	\$5,652,000	3	\$3,384,000	12	\$9,036,000
78	Colin	Hebson	11	\$5,660,000	8	\$3,328,000	19	\$8,988,000
79	Steve	Otwell	0	\$0	19	\$8,868,150	19	\$8,868,150
80	Scott	Curcio	9	\$2,980,584	16	\$5,866,400	25	\$8,846,984
81	Paul	Mancini	6	\$2,408,500	9	\$6,224,000	15	\$8,632,500
82	Deborah	Hess	14	\$5,811,100	7	\$2,780,900	21	\$8,592,000
83	Lindsay	Everest	3	\$2,669,000	3	\$5,854,000	6	\$8,523,000
84	Alexandre	Stoykov	1	\$550,000	19	\$7,966,000	20	\$8,516,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Akos	Straub	13	\$5,693,500	8	\$2,810,500	21	\$8,504,000
86	Beata	Gaska	11	\$8,472,900	0	\$0	11	\$8,472,900
87	Joseph	Kotoch	3	\$1,942,000	11	\$6,508,500	14	\$8,450,500
88	Ian	Schwartz	7	\$3,718,000	7	\$4,712,500	14	\$8,430,500
89	Randi	Pellar	0	\$0	1	\$8,400,000	1	\$8,400,000
90	Michael	Rosenblum	9	\$5,364,000	4	\$3,025,000	13	\$8,389,000
91	Robert	Picciariello	20	\$8,358,999	0	\$0	20	\$8,358,999
92	Rubina	Bokhari	3	\$2,785,000	6	\$5,518,900	9	\$8,303,900
93	Reve'	Kendall	18	\$6,987,000	1	\$1,240,000	19	\$8,227,000
94	Laura	Meier	8	\$3,567,500	10	\$4,629,250	18	\$8,196,750
95	Nathan	Binkley	6	\$3,214,000	8	\$4,879,000	14	\$8,093,000
96	Kieran	Conlon	7	\$4,965,250	4	\$3,106,000	11	\$8,071,250
97	Eric	Hublar	3	\$1,178,000	14	\$6,828,650	17	\$8,006,650
98	Landon	Harper	10	\$6,530,595	1	\$1,430,000	11	\$7,960,595
99	Elizabeth	Brooks	5	\$7,930,532	0	\$0	5	\$7,930,532
100	Cindy	Weinreb	3	\$1,462,500	14	\$6,426,000	17	\$7,888,500

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

Our legal team is here to help your clients close on their home purchase.

REAL ESTATE LEGAL SERVICES



Jonathan M. Aven

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

CONTACT US TODAY 312-251-8777

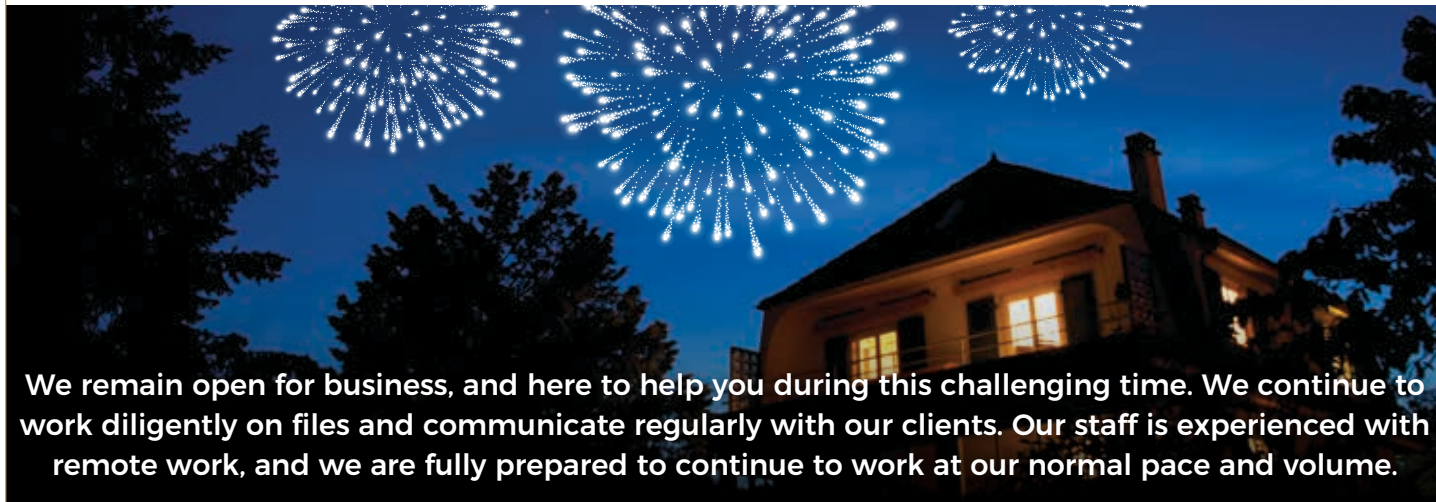


Experienced Real Estate Attorneys
you and your clients can trust when it's time to
buy or sell your home!

Service is the Key to my success!



JASON CHMIELEWSKI
 Managing Attorney



We remain open for business, and here to help you during this challenging time. We continue to work diligently on files and communicate regularly with our clients. Our staff is experienced with remote work, and we are fully prepared to continue to work at our normal pace and volume.



office 312.332.5020 fax 312.332.5021
 jason@jmclawgroup.com
 111 West Washington Street, Suite 1500 - Chicago, IL 60602
 9661 W. 143rd Street, Suite 201 - Orland Park, IL 60462
 jmclawgroup.com

100% Remote Closing.
*I keep you and
 your clients safe!*



State Farm
 Diego Mendez, Agent

3059 Sheridan Rd
 Zion, IL. 60099
 Bus (847) 246-4006

Combine and Save. Call me Today.

www.myagentdiego.com
 Diego@MyAgentDiego.com



**HOW WELL WE CARE FOR OTHERS
 IS A REFLECTION OF OUR COMMUNITY.**

Clean, efficient digital mortgages from a team known for putting community first.



MICHELLE BOBART
 SVP OF MORTGAGE LENDING

With over 21 years of award-winning mortgage leadership experience, Michelle Bobart's success is based on her ability to listen well to her clients' and agents' hopes and dreams.

Michelle's custom-tailored mortgage financing solutions are inspired by her community mindset. Over 2,500 customers appreciate the caring and connected approach her team provides in every transaction.

Partner with Michelle - your tenured, trusted mortgage adviser.

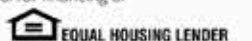
O: 312.379.3516 C: 312.953.7365
Michelle@Rate.com
 www.MichelleBobart.com
 320 W. Ohio St. Ste 1E
 Chicago, IL 60654

guaranteedRate | Positively Different™



Michelle Bobart NMLS ID:137164; IL - 031.0002302 NMLS ID #2611 Guaranteed Rate, Inc. 3940 N Ravenswood, Chicago IL 60613 866-934-7283
 Nationwide Mortgage Licensing System www.nmlsconsumeraccess.org

Applicant subject to credit and underwriting approval. Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee. Restrictions may apply, contact Guaranteed Rate for current rates and for more information.



TOP 250 STANDINGS

Teams and individuals from January 1, 2020 to May 31, 2020

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Jacqueline	Colando	17	\$6,871,400	2	\$1,013,500	19	\$7,884,900
102	Mark	Tranter	12	\$6,615,400	2	\$1,158,000	14	\$7,773,400
103	Survi	Kobawala	0	\$0	16	\$7,712,150	16	\$7,712,150
104	Jennifer	Liu	14	\$6,652,200	2	\$1,040,000	16	\$7,692,200
105	Rachel	Krueger	7	\$6,941,400	1	\$750,000	8	\$7,691,400
106	Dennis	Huyck	9	\$4,350,000	3	\$3,337,533	12	\$7,687,533
107	Karen	Schwartz	8	\$3,888,000	6	\$3,694,900	14	\$7,582,900
108	Kathleen	Malone	4	\$2,248,500	6	\$5,312,000	10	\$7,560,500
109	Brooke	Vanderbok	11	\$5,993,000	2	\$1,524,900	13	\$7,517,900
110	Christopher	Engelmann	1	\$326,000	15	\$7,155,100	16	\$7,481,100
111	James	Buczynski	9	\$5,615,000	4	\$1,847,000	13	\$7,462,000
112	Danny	Lewis	10	\$4,028,950	5	\$3,425,000	15	\$7,453,950
113	Lucas	Blahnik	10	\$5,965,513	4	\$1,409,750	14	\$7,375,263
114	Samantha	Porter	10	\$6,743,750	1	\$618,557	11	\$7,362,307
115	Sam	Jenkins	6	\$4,504,500	4	\$2,851,498	10	\$7,355,998
116	Gail	Spreen	8	\$4,873,750	2	\$2,455,000	10	\$7,328,750
117	Elena	Theodoros	9	\$5,038,500	2	\$2,287,000	11	\$7,325,500
118	Ken	Jungwirth	7	\$3,201,500	6	\$4,072,500	13	\$7,274,000
119	Shay	Hata	6	\$3,081,750	9	\$4,048,500	15	\$7,130,250
120	Connie	Engel	7	\$3,115,000	7	\$3,968,500	14	\$7,083,500
121	Beth	Gomez	6	\$2,815,050	6	\$4,263,500	12	\$7,078,550
122	Jennifer	Bell	8	\$3,796,500	7	\$3,262,650	15	\$7,059,150
123	Meredith	Manni	2	\$7,045,000	0	\$0	2	\$7,045,000
124	Patrick	Teets	5	\$3,824,000	4	\$3,202,000	9	\$7,026,000
125	John	Lyons	5	\$2,401,200	11	\$4,558,000	16	\$6,959,200
126	Lisa	Huber	7	\$4,112,000	6	\$2,822,000	13	\$6,934,000
127	Lynn	Weekley	13	\$5,533,963	3	\$1,358,000	16	\$6,891,963
128	Adam	Zagata	4	\$1,747,500	12	\$5,107,250	16	\$6,854,750
129	Koon	Lau	4	\$2,023,000	11	\$4,825,000	15	\$6,848,000
130	Gregory	Desmond	3	\$2,191,000	6	\$4,632,500	9	\$6,823,500
131	Michael	McCallum	6	\$3,395,000	5	\$3,360,500	11	\$6,755,500
132	Craig	Isacson	7	\$5,247,500	1	\$1,500,000	8	\$6,747,500
133	Katherine	Malkin	4	\$6,000,000	1	\$719,500	5	\$6,719,500
134	George	Ayling	16	\$5,182,000	4	\$1,506,500	20	\$6,688,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Stacey	Dombar	15	\$6,677,750	0	\$0	15	\$6,677,750
136	Xiaojing	Frost	7	\$2,618,500	10	\$4,050,000	17	\$6,668,500
137	Owen	Duffy	8	\$3,565,000	8	\$3,093,500	16	\$6,658,500
138	Michelle	Browne	13	\$6,653,000	0	\$0	13	\$6,653,000
139	Joe	Zimmerman	13	\$5,237,399	4	\$1,382,000	17	\$6,619,399
140	Brady	Miller	8	\$2,547,000	12	\$4,070,500	20	\$6,617,500
141	Ryan	Smith	45	\$6,617,001	0	\$0	45	\$6,617,001
142	Haley	Levine	5	\$1,487,900	14	\$5,106,963	19	\$6,594,863
143	Philip	Skowron	7	\$4,358,500	2	\$2,230,000	9	\$6,588,500
144	Weston	Harding	3	\$1,947,700	8	\$4,605,000	11	\$6,552,700
145	Coleen	Karpf	7	\$3,850,500	3	\$2,700,100	10	\$6,550,600
146	Vincent	Anzalone	7	\$4,981,000	4	\$1,567,400	11	\$6,548,400
147	Lawrence	Dunning	4	\$2,411,000	5	\$4,131,000	9	\$6,542,000
148	Sarah	Ziehr	16	\$6,467,100	0	\$0	16	\$6,467,100
149	Wayne	Beals	8	\$4,087,221	6	\$2,372,221	14	\$6,459,442
150	Casey	Declerk	3	\$2,132,000	6	\$4,322,000	9	\$6,454,000

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



Clients Need More Space?

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



IT'S MORE THAN A MORTGAGE



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

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

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

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


TOP 250 STANDINGS

Teams and individuals from January 1, 2020 to May 31, 2020

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Lisa	Kalous	4	\$1,920,500	8	\$4,520,600	12	\$6,441,100
152	Scott	Stavish	8	\$4,447,500	3	\$1,992,500	11	\$6,440,000
153	Stefanie	Lavelle	9	\$4,154,900	5	\$2,270,250	14	\$6,425,150
154	Ashley	Carter	12	\$3,920,500	8	\$2,501,500	20	\$6,422,000
155	Nancy	Tassone	1	\$550,000	1	\$5,850,000	2	\$6,400,000
156	Kenneth	Dooley	6	\$3,726,500	4	\$2,601,000	10	\$6,327,500
157	Qiankun	Chen	9	\$2,521,000	12	\$3,769,500	21	\$6,290,500
158	Anne	Kavanaugh	8	\$4,883,900	2	\$1,395,000	10	\$6,278,900
159	Pamela	Rueve	5	\$2,430,500	5	\$3,847,500	10	\$6,278,000
160	Jeffrey	Proctor	4	\$2,404,999	3	\$3,837,500	7	\$6,242,499
161	Rafay	Qamar	5	\$1,635,000	11	\$4,603,900	16	\$6,238,900
162	Ryan	Gossett	9	\$3,549,500	6	\$2,684,000	15	\$6,233,500
163	Nick	Nastos	3	\$898,000	16	\$5,285,200	19	\$6,183,200
164	Juliana	Yeager	7	\$2,436,311	5	\$3,744,900	12	\$6,181,211
165	Boris	Lehtman	8	\$5,468,000	1	\$699,000	9	\$6,167,000
166	Gregorio	Cirone	9	\$2,625,000	3	\$3,540,000	12	\$6,165,000
167	Natalie	Renna	5	\$1,554,700	15	\$4,596,900	20	\$6,151,600
168	Michael	McGuinness	1	\$410,000	11	\$5,723,500	12	\$6,133,500
169	Emily	Smart Lemire	5	\$3,153,000	4	\$2,977,000	9	\$6,130,000
170	Margaret	Baczkowski	3	\$2,473,000	2	\$3,650,000	5	\$6,123,000
171	Jon	Crocilla	1	\$2,800,000	2	\$3,320,000	3	\$6,120,000
172	Brooke	Daitchman	7	\$3,283,000	3	\$2,794,500	10	\$6,077,500
173	Benjamin	Lissner	3	\$1,021,500	15	\$5,045,000	18	\$6,066,500
174	Ryan	Huyler	7	\$4,703,500	3	\$1,355,000	10	\$6,058,500
175	Helaine	Cohen	1	\$605,000	7	\$5,450,995	8	\$6,055,995
176	Chris	McComas	4	\$1,695,900	7	\$4,360,000	11	\$6,055,900
177	Keith	Tarasiewicz	2	\$795,000	14	\$5,247,450	16	\$6,042,450
178	Chloe	Ifergan	5	\$2,626,000	3	\$3,375,000	8	\$6,001,000
179	Michael	Maier	8	\$5,961,625	1	\$35,000	9	\$5,996,625
180	John	Berdan	3	\$1,392,500	6	\$4,557,000	9	\$5,949,500
181	Colleen	Berg	13	\$5,942,500	0	\$0	13	\$5,942,500
182	Laura	Topp	6	\$3,628,500	3	\$2,302,000	9	\$5,930,500
183	Herve	Barbera	12	\$5,167,590	2	\$715,000	14	\$5,882,590
184	Susan	Kanter	8	\$3,665,500	4	\$2,142,000	12	\$5,807,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Brittani	Walker	3	\$739,000	16	\$5,066,713	19	\$5,805,713
186	Maria	Casciaro	3	\$2,978,000	2	\$2,775,000	5	\$5,753,000
187	Jeremiah	Fisher	4	\$2,088,000	6	\$3,653,000	10	\$5,741,000
188	Giovanni	Leopaldi	9	\$2,842,500	9	\$2,855,500	18	\$5,698,000
189	Michael	Giliano	8	\$3,479,500	5	\$2,188,500	13	\$5,668,000
190	Mark	Zipperer	7	\$2,719,500	5	\$2,941,900	12	\$5,661,400
191	Keith	Wilkey	3	\$2,507,000	4	\$3,149,500	7	\$5,656,500
192	David	Nimick	5	\$2,307,400	5	\$3,340,500	10	\$5,647,900
193	Edward	Jelinek	6	\$2,955,500	4	\$2,689,900	10	\$5,645,400
194	Rizwan	Gilani	8	\$3,470,900	4	\$2,166,000	12	\$5,636,900
195	Susan	Nice	6	\$2,486,900	5	\$3,145,000	11	\$5,631,900
196	Jodi	Serio	10	\$5,313,000	1	\$310,000	11	\$5,623,000
197	Ronda	Fish	2	\$3,300,000	2	\$2,291,900	4	\$5,591,900
198	Amir	Fouad	8	\$3,995,146	2	\$1,595,000	10	\$5,590,146
199	Anna	Huls	6	\$2,097,500	7	\$3,492,000	13	\$5,589,500
200	Marta	Lazic	2	\$462,000	14	\$5,123,000	16	\$5,585,000

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



GLG

Gurney
Law Group

ADAM GURNEY, ESQ

adam@gurneylawgroup.com
www.gurneylawgroup.com

312-929-0974

150 S WACKER DR. SUITE 2400 | CHICAGO, IL 60606

“We have developed a great relationship with Gurney Law Group and their dedication to supporting our clients with their perfect real estate transaction. We appreciate their attention to detail and quick, efficient communication to all parties involved. Adam and his team make our clients feel safe and that is what is important to us!”

- Joe Zimmerman | Founder of the Zimmerman Group

TOP 250 STANDINGS

Teams and individuals from January 1, 2020 to May 31, 2020

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Jean	Jernstedt	3	\$5,075,000	1	\$504,000	4	\$5,579,000
202	Sohail	Salahuddin	11	\$4,002,400	4	\$1,560,500	15	\$5,562,900
203	Mariah	Dell	7	\$2,873,500	4	\$2,640,000	11	\$5,513,500
204	Matthew	Engle	3	\$895,000	11	\$4,615,000	14	\$5,510,000
205	Robin	Allotta	6	\$2,045,500	7	\$3,462,400	13	\$5,507,900
206	Marlene	Rubenstein	4	\$2,505,000	6	\$3,002,500	10	\$5,507,500
207	Brant	Booker	3	\$4,502,850	1	\$1,000,000	4	\$5,502,850
208	Joanna	Olszynska	6	\$3,069,000	5	\$2,431,676	11	\$5,500,676
209	Christopher	Lobrillo	27	\$5,500,300	0	\$0	27	\$5,500,300
210	Steven	Acoba	3	\$3,769,000	2	\$1,715,000	5	\$5,484,000
211	Lisa	Blume	4	\$1,497,500	7	\$3,983,500	11	\$5,481,000
212	Cara	Buffa	9	\$5,123,897	1	\$345,000	10	\$5,468,897
213	Rupinder	Kaur	0	\$0	1	\$5,450,000	1	\$5,450,000
214	Jodi	Slutzky	10	\$2,910,525	5	\$2,522,000	15	\$5,432,525
215	Rory	Fiedler	0	\$0	13	\$5,425,900	13	\$5,425,900
216	Dominic	Irpino	7	\$3,293,900	7	\$2,120,000	14	\$5,413,900
217	Geoffrey	Zureikat	4	\$1,351,500	10	\$4,011,000	14	\$5,362,500
218	Michael	Hall	8	\$4,429,000	2	\$929,500	10	\$5,358,500
219	Christopher	Mundy	10	\$4,655,500	1	\$690,000	11	\$5,345,500
220	James	Streff	8	\$3,320,000	3	\$2,021,000	11	\$5,341,000
221	Nathan	Wynsma	5	\$2,962,132	4	\$2,349,456	9	\$5,311,588
222	Kristin	Gonnella	4	\$1,298,000	5	\$4,004,500	9	\$5,302,500
223	Mark	Icuss	3	\$3,965,000	2	\$1,330,000	5	\$5,295,000
224	Elizabeth	Caya	0	\$0	11	\$5,287,000	11	\$5,287,000
225	James	Kinney	3	\$1,385,000	1	\$3,900,000	4	\$5,285,000
226	Nick	Rendleman	5	\$2,211,900	12	\$3,055,530	17	\$5,267,430
227	Greg	Whelan	1	\$395,000	8	\$4,869,000	9	\$5,264,000
228	Caryl	Dillon	1	\$800,000	4	\$4,403,500	5	\$5,203,500
229	Eudice	Fogel	7	\$2,166,000	7	\$3,029,500	14	\$5,195,500
230	Alysa	Peterson	16	\$4,438,500	1	\$745,000	17	\$5,183,500
231	Stephanie	Loverde	8	\$2,637,500	5	\$2,537,500	13	\$5,175,000
232	Mario	Barrios	5	\$1,135,100	9	\$4,011,100	14	\$5,146,200
233	Leila	Keene	5	\$2,096,500	3	\$3,032,500	8	\$5,129,000
234	David	Olaoye	8	\$3,489,500	4	\$1,623,000	12	\$5,112,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Kathryn	Barry	3	\$905,000	10	\$4,186,900	13	\$5,091,900
236	Susie	Pearson	2	\$970,000	3	\$4,105,000	5	\$5,075,000
237	Alex	Wolking	5	\$2,542,500	5	\$2,532,000	10	\$5,074,500
238	Mark	Keppy	8	\$3,444,500	4	\$1,628,000	12	\$5,072,500
239	Kyle	Jamicich	3	\$1,980,000	5	\$3,043,800	8	\$5,023,800
240	Bruce	Glazer	6	\$1,854,250	6	\$3,165,000	12	\$5,019,250
241	Jennifer	Riccolo Debowser	4	\$2,283,500	3	\$2,705,000	7	\$4,988,500
242	Ann	Bauer	7	\$3,554,000	2	\$1,419,000	9	\$4,973,000
243	John	Grafft	9	\$4,467,900	1	\$485,000	10	\$4,952,900
244	Douglas	Smith	2	\$1,168,000	3	\$3,780,000	5	\$4,948,000
245	Jonathan	Darin	7	\$2,663,500	4	\$2,277,000	11	\$4,940,500
246	Patrick	Shino	0	\$0	13	\$4,939,525	13	\$4,939,525
247	David	Nadler	2	\$2,427,170	2	\$2,505,000	4	\$4,932,170
248	Steven	Zaleski	5	\$2,527,000	5	\$2,398,000	10	\$4,925,000
249	Marie	Campbell	2	\$4,925,000	0	\$0	2	\$4,925,000
250	Jacob	Tasharski	4	\$2,067,500	8	\$2,814,000	12	\$4,881,500

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

We'll never make you wait for a call back!

We answer all communications in real-time, 7 days a week.



CAMDEN LAW OFFICE, LLC

Kevin Camden
 (630) 789-5896
 kevin@camdenlawoffice.com
 www.camdenlawoffice.com



GUARANTEED
ON-TIME CLOSING
OR YOUR CLIENTS
GET \$2,500



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

You're dedicated to helping your clients find just the right home; we're committed to helping clients move in on time. And for current Chase customers, they can take advantage of our on-time closing guarantee when they purchase a home. With our guarantee, we will help them close on time or give them \$2,500.

Contact me for more details:



Andrew Tisler, Senior Home Lending Advisor
President's Club 2019
T: 312-336-0809
C: 773-469-8174
andrew.d.tisler@chase.com
homeloan.chase.com/andrew.d.tisler
NMLS ID: 927078



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

THE GUNDERSON LAW FIRM



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



C.J. Lamb

THE GUNDERSON LAW FIRM, LLC

2155 W. Roscoe St. Chicago, IL 60618



Michael J. Gunderson

www.gundersonfirm.com | 312-600-5000 | info@gundersonfirm.com



Stunning. Amazing. Beautiful.

These are all words we normally use to describe our staged homes, but we want to share them with all the real estate heroes who have worked hard to place homes under contract while the stay at home order is in place.

Thank you!



Realtor Heroes

Ioana Juravle
Finish Line Realty, Inc.

Maggie Zahradnicek
Housecenter Realty, Inc.

Jeff Ohm
Premier Realty Group, Inc.

Latrease Davenport
PIP Realty Group

Candice Payne
Compass

Sybil Martin
Coldwell Banker Residential

Melissa Siegal
@properties

Bryan Bomba
@properties

Danielle Dowell
Berkshire Hathaway
HomeServices Chicago

Ian Halpin
Dream Town Realty

