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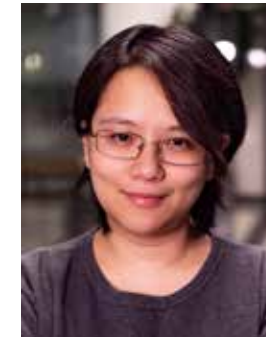
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Karen, immediate past president of the Glenview Chamber of Commerce, has represented buyers and sellers of residential and commercial real estate in Chicago and its suburbs for over 27 years.

You will work directly with Karen on all aspects of the transaction. She keeps both real estate brokers fully informed throughout the entire transaction so you will never wonder "what's going on?" after the contract is signed.

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North Shore Real Producers Celebrates Top REALTORS®

Providing A Platform to Elevate & Unite the Top Real Estate Agents in the North Shore Area!

WHAT'S THE SECRET?

► publisher's note

Today's publisher's note is especially exciting to me. As you might know, my wife, Terri, and I have the privilege of being the proud parents of three beautiful children. In fact, on the 14th of this month, we will celebrate our 25th anniversary. Wow, I'm the most blessed man on earth! She's my joy and my life. I was a young 24 when we were married and so we've been together longer than our years apart.

Another milestone that we experienced earlier this fall, wrapped with so many mixed emotions, was sending our first-born daughter, Jordyn off to college. We headed out East to drop her off at her university where she'll spend the next four years, Lord willing. I'm sure my wife will shed enough tears for the both of us.

In my humble opinion, lasting and enduring relationships are some of the greatest fulfillment and joy in life. Relationships, both positive and negative, have a tremendous effect on our lives and well-being or lack there-of. In many senses, our very lives are built on the foundation of relationships. Learning how to get along with others and treating one another with respect and honor are lessons we take with us all through life.

As I meet with REALTORS® each week, the topic of relationships and making strong connections with other REALTORS®, clients or preferred businesses is one of the top subjects of our time together. Whether it's a past client who has now come back, a connection made at the grocery store with a friendly business partner or simply a peer-to-peer transaction, strong relational bonds are so important.

As you know, our hope and great desire is to help businesses maintain or build growing associations with the top-producing REALTORS® on the North Shore. Of course, we do this in two ways: 1.) Our monthly publication delivered at no charge to our top REALTORS®. I hope the stories are an enjoyment to read. 2.) And of course, our events. These also are 100% free to attend for our REALTORS® and preferred partners! Our first event was in the



heart of the COVID-19 pandemic and therefore we had a wonderful virtual event for about 100 REALTORS® and *North Shore Real Producers* preferred partners. Many more events to come!



Jason Acres

Owner/Publisher

North Shore Real Producers

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Successful REALTOR® Finds Family is the Best Team

Emily Smart LeMire is passionate about the ins and outs of being a REALTOR®. From helping clients envision how they can transform a space, to helping them close on their new home, Emily continues to bring clients' dreams to life. Emily helped start Smart LeMire Real Estate Group, a family business focused on client care and quality service.

Born in Santa Monica California, Emily moved to Illinois when she was 2 and grew up in Winnetka, IL. She later attended the University of Colorado Boulder and graduated in 2005 with her Business Degree accompanied by a minor in real estate studies. After graduation, she moved straight into real estate and received her license in the same year. Passionate about home design and business, Emily found residential real estate satisfied all of her interests. "It is a joy to watch people discover what is going to work for their family and help tailor their search so we can find the best fit for their future. I take pride in not only helping people envision a space but also helping make that vision a reality."

Emily started her career with Coldwell Banker and was there until the beginning of 2020 when she moved to Compass. The beginning of her career was focused on building expertise to better serve her clients and support her growth as a REALTOR®. She said, "I kept pushing on and eventually the hard work paid off."

Emily and her sister have worked together for the past 10 years and recently their dad has joined their team also. This dynamic trio has found that "having more than one person in man-power brings more value and more of our time to clients!" When Emily says, "My team is a family team," it is evident that she is creating a culture within her business that is filled with loyalty and excellence.

Emily has been married for 10 years to her husband, Brody. Together, they have two children — Beckett (6) and Sawyer (3). "I absolutely adore any time I get



to spend with my two kiddos and husband." The majority of her extended family lives locally making being together easy. Emily said, "We raise our families as one, spending time together as much as possible. Any excuse to be together is a great day!" When she is not working, Emily enjoys spending time with family, entertaining at her home, relaxing, playing tennis and taking her kids to the pool at her local club, and riding bikes with her kids. Emily also donates much of her time at her children's schools.

Emily has found that "Success is outperforming what you think you are capable of. That does not always mean making the most money, but achieving more than you thought was possible- pushing yourself to bigger and better dreams." Her consistent hard work, integrity, family focus and passion for giving her clients the best experience possible has led her to be one of the most successful REALTORS® in the North Shore.



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JOE GATTONE

BERKSHIRE HATHAWAY

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Article written by **Laura Zickert**

HARD- WORKING REALTOR® FINDS SUCCESS USING SOCIAL MEDIA

Joe Gattone continues to leave a five-star reputation in the North Shore. His passion to work hard, educate, problem solve, remain relevant on social media, and help people, all contribute to his success at Berkshire Hathaway Home Services.

After graduating in 2007, Joe worked inside sales for six years before managing an inside sales team for two years. Upon finding his career was going to be moving in a different direction, Joe relied upon the multitude of advice from others that he should pursue real estate. “By the third time someone suggested real estate, I decided to take it a little more seriously and started investigating,” said Joe.



In 2013, he received his real estate license and started his career with a smaller family-owned brokerage. Through the foundation building process of his business, Joe said, “I had to believe that the





work I was putting in would pay off.” In 2016, Joe transitioned to work for Berkshire Hathaway Home Services. As an individual agent, Joe says, “I relied on social media and knew that it was going to be a multi-year process of consistent content, creativity, and work.” Being able to reach and grow his network through social media and willingness to not limit himself to a specific area or price point has contributed to his success. Among many awards, his most recent have been “Most Transactions 2019” and “Presidents Club Award 2019.”

Joe has been married to his wife, Amy, since May 2011. Together, they have two children, Joey (7) and Giuliana (4). Both Joe and Amy love supporting local businesses and helping their kids get involved in activities. “We aren’t hard to please as a family...give us a little drive and some ice cream and we’re good,” said Joe. Outside of work, Joe enjoys spending time with family, playing golf and video games, taking on some DIY projects around their home, and subtly becoming a craft beer connoisseur.

Joe works hard, takes extra steps to market himself, is passionate about providing value on social media, and

continues to ensure that clients are happy throughout the process of buying and selling. “Knowing that the client has reached the finish line for one of the most stressful and expensive decisions they will ever make is definitely rewarding.”

As his business is all referral based, it is clear that Joe goes above and beyond to invest in relationships and holds a high reputation of caring for clients and community. His expertise, experience, and passion for providing the highest level of client care has made him a trusted REALTOR® in the North Shore.

Joe continues to be a presence on social media and keep current on real estate and design trends. You can find Joe Gattone on Instagram (@gattone-realestate), Twitter (@joegattone), and his website (Joegattone.com). #besmartaboutyourrealestate



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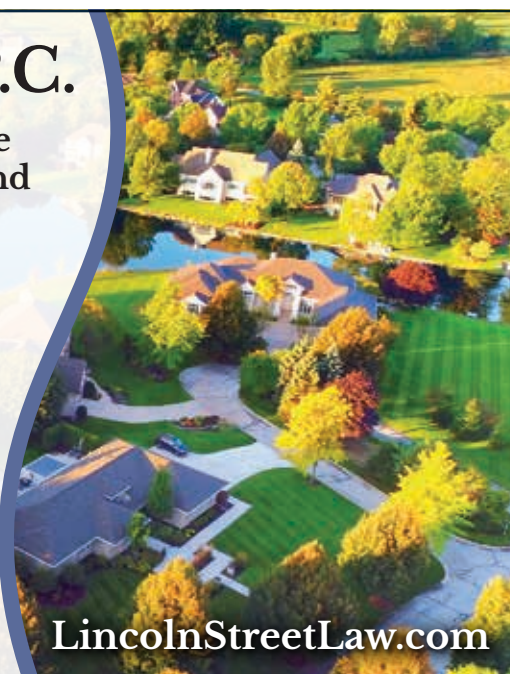
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Written by **Laura Zickert**

North Shore REALTOR® Becomes A Legend of Success and Loyalty

Merle Styer is a successful REALTOR® on the North Shore. Over the course of her 43-year career as a REALTOR®, she has become an expert, an example to those entering the field, and ultimately a legend.

Born in Chicago, Merle grew up in West Rogers Park. After graduating college from the University of Illinois in Urbana, she taught Junior High School for five years in Skokie. During the same time, she found that she had a passion for helping her friends find and select their homes.

Soon after becoming a single parent, she pursued a career in real estate.

This choice not only provided for her family but set her on her life-long journey as a top real estate agent. She initially worked at Lang Realty where she started her career. When she moved to KAHN Realty, Merle consistently was the top producer of the Highland Park office. After Coldwell Banker bought out the company, she remained in the top 1% CB producers, achieving the coveted CB International Presidential Elite designation. As of June 2020, she is now proud to call Engel & Völkers in Winnetka her new home. She has been recognized as having a trusted reputation for market knowledge, negotiation expertise, and most importantly for client care and commitment.

Thirty-three years ago, Merle found the love of her life, Jim Styer, and they blended their families. She says, “He is

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“Success consists of going from failure to failure without loss of enthusiasm.”



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all good things to all of us.” Their five daughters now live in New York, Colorado, and LA. Merle is proud of how the girls have made beautiful and productive lives. When she is not working, Merle enjoys golf, canasta and bridge, long walks, volunteering in political activities, and spending time with family and friends. She says, “I am a party girl who has never had a drink!”

Merle is a member of the Joint Action Committee and proudly supports the Cycle Effect and the North Shore University Health System. Whether she is working or not, she has a passion and awareness of how to serve those around her. When asked how she defines success, Merle quoted Winston Churchill and said, “Success consists of going from failure to failure without loss of enthusiasm.” She followed up by explaining she also defines success as to “have the respect of your peers and family.”

Why a legend? From helping clients sell to helping clients buy, Merle is a loyal, passionate, tireless worker and teacher who is known for giving her clients care and “service, service, service.” This is why she is celebrated as a legend within the North Shore real estate community!





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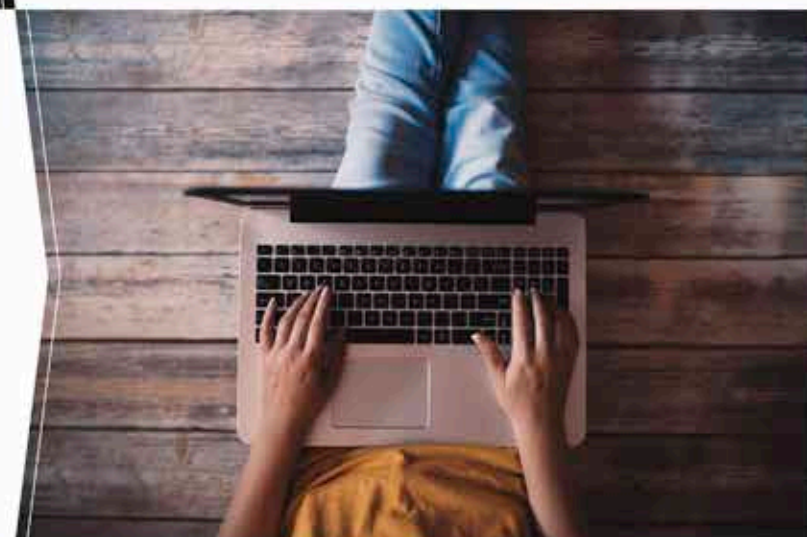


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Tamara Duckler and Beth Hager are a team of experts holding a wealth of market knowledge and a passion for helping others. From helping you sell, to helping you buy, to helping you navigate the next steps for home renovations—Tamara and Beth are here to help bring your visions to life. They are a truly unique real estate team and are proud of their successes. Most importantly, they enjoy what they do and have fun doing it.

After experiencing careers that helped build their knowledge of design and marketing, these two long-time friends partnered together and started DH Design in 2010. Together they share their creativity and love of interior design to help transform their clients’ houses into the homes of their dreams by doing simple updates to complete renovations.

Their design business was thriving and keeping them busy but after seeing many dated homes transformed by easy updates, they knew they could take things a step further. “We were looking for ways to grow our business and help our clients on a broader spectrum. Real estate made perfect sense. The idea of offering our design services for our real estate clients was exciting for us. We have always been about everything home,” they said. With a clear vision, both Beth and Tamara received their REALTOR’S® licenses in 2016.

They partnered with Jameson Sotheby’s International Realty and DH Home was born. With their design backgrounds, they loved the sophistication of the Jameson Sotheby’s brand and the collaborative support and marketing efforts offered to their



agents. And, of course, the worldwide Sotheby’s reputation and association with luxury, art and travel that ties into home and lifestyle. They also loved that there are Sotheby’s offices in every state and all over the world that they could tap into for referrals and additional expertise. They are also lucky to have the leadership of their Managing Broker, Christopher Stephens, who is also current President of NSBAR. “Chris has been an amazing mentor for us.”

Being REALTORS® that offer interior design services, they are able

to help their clients on a whole new level. “Our vision was clear from the beginning we knew we wanted to help our sellers and buyers with so much more than just a transaction.” They offer sellers design services—whether a home requires painting, simple re-arranging or full-on staging—they know what it takes to bring in today’s buyers to ensure the best price and shorter market time. They also help buyers find their perfect homes, which sometimes requires a little insight and creativity to envision the full potential but can increase equity and value immediately. “When we lightly updated

and staged our very first listing that brought in four offers the first day on the market, we were encouraged that our business plan had great potential. Then, we fully renovated a listing, completely transforming it (within a mindful budget) and our seller was able to list the property for \$500,000 more and we had multiple offers within three days and sold over list price. We were confident we were on the right track!” With great testimonials from their clients and other agents that have worked with them, it is apparent that they have found their niche in real estate.

When they look back over their four short years in this business—figuring out all the systems and processes, networking, bringing in deals, marketing tools, staying front and center for their clients, wheeling and dealing all the critical details, they are blown away. “We are so thankful we were able to break through the roadblocks with the vision we created of helping others find happiness in their homes. We simply don’t give up and where there’s a will, there’s a way.” Truly caring about their clients, their families, each other and their business, they have created an incredible platform to help visions come to life. “It’s all about helping people buy and sell their homes, helping people making their space what they need for their family and lifestyle, all while providing the most seamless real estate experience possible.”

Tamara is married to her husband, Kevin. Together they have two busy teenagers. As a family, they love good food, music, playing games, hanging with their four dogs and more. Beth is married to her husband Bill. Together they have three daughters. They all enjoy cooking, taking their dogs to the dog park, and traveling to Door County or Iowa to visit family. Both Tamara and Beth love living in Glenview and are involved in volunteering at local organizations and nonprofits. Their video segments of “DH Home Around Town” highlight favorite Glenview businesses. “There are so many amazing charities and organizations and it’s so important to give back.” Their charities close to their hearts are the Walk to End Alzheimer’s, Pediatric Brain Tumor Foundation’s Ride for Kids, Our Lady of Perpetual Help Women’s Club fundraising, and various animal shelters and rescue organizations.



They have found that “Success is being good at what you do and having fun while you are doing it. Success is setting goals and implementing a plan to reach them. Success is balance, love and happiness in life.” Their friendship has grown over 15 years since their daughters met in Kindergarten and their families have creat-



ed many wonderful memories together and have always supported each other during rougher times too. “No matter what happens, we will always be friends. We both grew up with brothers, so we each feel we are the sister we never had.”

Tamara and Beth both agree, “We are doing what we love to do, and we are now positioned to simply do more of it!” Beth and Tamara’s background makes them unique agents and their work ethic, passion to serve their clients with excellence, attention to detail, and expertise has led them to have an incredible reputation in the North Shore.

Check out their Facebook at “DH Home with Jameson Sotheby’s” or at their website www.dhhomerealty.com for more information on this wonderful partnership.



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TONY PERRY

A. Perry Homes

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Article written by **Laura Zickert**

Tony Perry is the owner of A. Perry Homes, a highly regarded design-build focused on new homes and remodels in the Chicagoland area. A. Perry Homes hosts award-winning architects along with expert builders and remodelers to create custom solutions for families. Tony leads his family business with passion, care and most of all, integrity.

Tony was first introduced to construction by his uncle who was a master trim carpenter. “When I was a teenager, I helped him work on a project and I became fascinated with the level of craftsmanship and care that it took to create something beautiful. Architecture was a way for me to satisfy my creative side,” Tony said. When Tony was 19, he bought his first home and began remodeling. With nearly 40 years of experience, Tony has found that designing and building luxury homes satisfies his love for problem-solving, high level of attention to detail and working with people.

The members of this family business work cohesively together to bring strength to every area within the company and to provide customers with nothing short of excellent care. Tony says, “We are very lucky to be a family business that has multiple families working together.” Tony’s wife, Dee, manages the entire office and runs the accounting division. Their son, Anthony, has been with the company for 13 years and is the vice president of sales and marketing. Their daughter, Hillary, has been



with the company for seven years and manages projects for clients. Their son-in-law, Mike, has been with the company for five years and runs the warranty and service department. Both Anthony’s wife, Amy, and Tony’s other daughter, Stephanie, work to help with events and special projects.

Outside of work, their family enjoys cooking competitions, competitive events, and casual backyard barbecues done in their outdoor rooftop kitchen. Tony says, “You would think that even though we work together all day long that at night we would need to take a break, but we truly do enjoy each other’s company.”

When he is not at the office, Tony enjoys boating, fishing, riding his motorcycle, and staying active with sports. “Some of my best days are spent boating to a secluded beach and enjoying the day with my family.” Additionally, Tony enjoys traveling. He has been to over 15 other countries and 48 out of the 50 states. His favorite location he has traveled to was a three-way tie between Prague, Berlin, and the Provence region of France. He says, “All three were dramatically different and altered my perspective on life.”

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For 10 years Tony has been supporting the Northwestern University Settlement House. He recently has taken the position of the Vice-Chair of the board of directors and has held the Board Chair position for four years. He is passionate about this nonprofit as it seeks to end generational poverty in the Chicagoland area.

A. Perry Homes has a reputation for integrity, design, quality, innovation, customer service, and community involvement. As experts work together to develop solutions, Tony shares that his team focuses on the concept “best idea wins.” The goal is that together they will provide the top solutions for their clients. There is much about A. Perry Homes that sets them apart. “Designing and building a home has

become a true science.” By focusing on building sciences, both architects and builders can work together to provide earth-friendly solutions. In an effort to streamline the design-build process for clients, A. Perry Homes offers an app where clients can see daily progress on their home construction, budgets and timing.

Tony and A. Perry Homes collaborates with REALTORS® to help clients dream of the possibilities, envision the potential, and imagine what an expert team of architects and builders can make happen. As Tony leads his company with excellence, A. Perry Homes continues to be a trusted and reputable architecture firm, remodel and building company in the Chicagoland area.

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Vittoria
Logli
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Don't Let No Stop You! -Persevere Forward

“Every time I thought I was being rejected from something good, I was actually being redirected to something better.” Steve Maraboli

For North Shore award-winning REALTOR®, Vittoria Logli’s success comes from her persistence, tapping into her power of perseverance and embracing cultural diversity. “Success is being driven to follow your passion and understanding that only you control your successes and future.” She continues, “Anyone can be successful at any one thing if that’s their sole focus.” For Vittoria, the real challenge is finding balance, and she doesn’t let the word no define her or stop her from pursuing future business

Starting Out

An Illinois native, Vittoria received her undergraduate degree from the University of Wisconsin, Madison and her MBA from DePaul University in 2000. She says, “Once I got my MBA, I jumped on the dot com bandwagon and worked for several internet startups.” A few years in, she was getting a little restless and started looking at other possible careers.

In the meantime, Vittoria and her husband, Alex Kipershtein, a Software Engineer with JP Morgan Chase, decided they needed more space for their family. It was time to sell their home. Not one to shy away from a challenge or new opportunity, Vittoria chose to sell their house herself. It marked her entry into a new career.

Real estate’s entrepreneurial and relationship-centric focus fit Vittoria’s personality to a tee. Married with four children, Tea, Tessa, and twins Tasha and Tev, she found flexibility in real estate offered her the opportunity to balance a successful career with a strong family life. After successfully selling her family’s home in Chicago in 2008, she dove into real estate and has never looked back.



Vittoria started her new career with the local Glenview family-owned company Koenig & Strey, now Berkshire Hathaway Home Services. She switched to @properties in 2013 in order to continue working for a locally owned real estate company.

Over the last few years, Vittoria has grown a team to include an Executive Assistant, Lia Larson and two agents: Stephanie Oh and Sonia Cisternino. Together, they are a well-oiled machine serving their clients.

A Balancing Act

With a thriving real estate career and full-family life, the day to day becomes a balancing act for Vittoria with competing priorities. She says, “I struggle

to make sure everyone in my life gets enough attention, often putting myself last. It’s a balancing act.”

Todd Herman’s The Alter Ego Effect inspired Vittoria to realize that it is okay for her to be many “selves.” The book explores how to find the hero inside you and connect with it. It’s a proven way of overcoming self-doubt, negativity, and insecurity that could hold you back.

Vittoria says, “We have different components to our personalities. The key is to stop thinking about what you can or can’t do and become more intentional about the traits and characteristics you most want to tap into in certain circumstances or

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areas of your life. It's a proven way of overcoming self-doubt, negativity, and insecurity that may hold you back from reaching your ultimate potential."

Cultural Diversity and a Can-Do Attitude

The daughter of Italian immigrants, Vittoria, learned the value of persistence and hard work early in life. She says, "I'm the daughter of Italian immigrants. My parents came here in the 60s with only a suitcase in hand, and my husband is also an immigrant. He came here from Ukraine when he was ten years old. I appreciate everything our families have gone through to make the American dream come true."

Vittoria's experience as the daughter of immigrants taught her two fundamental values: the importance of perseverance and a genuine appreciation for people from different cultures, backgrounds and religions.

Vittoria says, "I'm a people person. I love meeting new and different people and learning from their various experiences, cultures, and perspectives. I'm fortunate to live in a place that is a melting pot just north of Chicago." She gets a lot of satisfaction from meeting people from all over the world. Vittoria enjoys figuring out what makes people tick.

Vittoria's love of people also sharpens her negotiating skills. She possesses high emotional intelligence. She says, "I can pretty easily put myself in someone else's shoes and understand their perspective, and I lean into that skill when I'm negotiating. It makes me a better REALTOR® and contributes to my success"

Moving Past No

Vittoria says, "Don't let the word 'NO' stop you. It's inevitable in any sales job that people will reject you." Vittoria's experience has taught her that success comes from finding a way to get past the no while at the same time respecting people's boundaries. It's about persistence. If you keep moving forward and don't stop, you will get to yes.



Vittoria says, "The word no can start to wear on your confidence. So I have a rule — I can be mad about something for 24 hours, and then I have to let it go and move on." It's the ability to move on that gets you to the yes. As long as you keep moving forward, eventually, you will reach your goal.

A Passion for Adventure and a Love of Challenges

Vittoria is adventurous and not afraid of a challenge. When she was in her early 20s, she had the opportunity to spend some time in Juneau, Alaska, when it was still undeveloped. Hiking Mt. Roberts, experiencing the awe of Mendenhall Glacier, fishing salmon on Salmon Creek and crabbing in Eagle Harbor was incredible.

Vittoria recalls, "While Kayaking in Glacier Bay, a pod of Humpback Whales appeared near my Kayak and partially breached and slapped their tales within a foot of me. I was scared, stunned and awestruck all at the same time! It was an incredibly humbling experience that made me feel small and insignificant in the face of all this incredible and awesome nature." It's an experience that characterizes her fearless, adventurous nature.

In closing, Vittoria says, "I try to learn from other people's experience and knowledge. I am someone who is constantly seeking to grow and learn from others." That's at the core of what drives Vittoria forward. She continues, "I'm in real estate because I love people."

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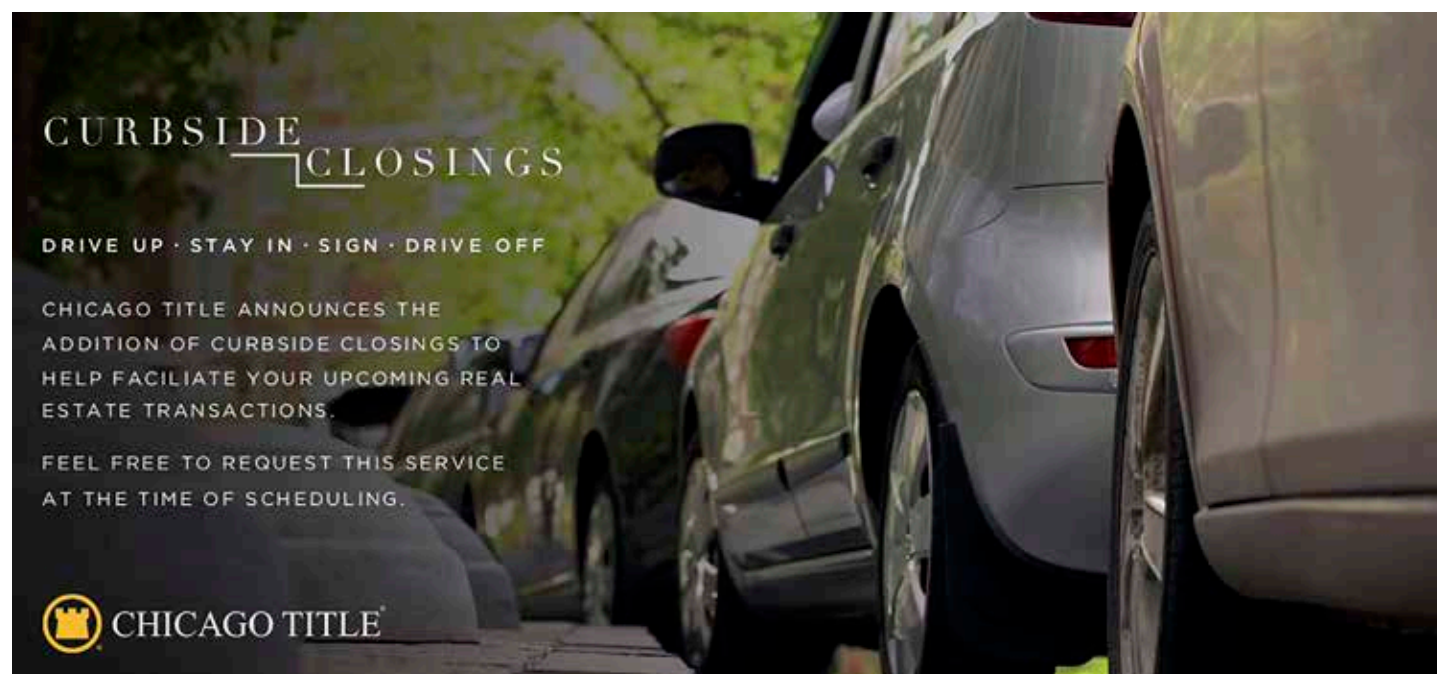


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 **CHICAGO TITLE**



ICON
BUILDING GROUP
Your Home. Your Way.

**CALLING ALL
REALTORS**

Homes **DO NEED** updating post close
According to Trulia, the number of new homeowners that want
to remodel or renovate is up from 84% in 2018 to 90% in 2019.
The most commonly cited rooms homeowners plan to
remodel or renovate are kitchens (50%) and bathrooms (45%).

So, our question is... why shouldn't
YOU benefit from this?

Let's work together to grow your commissions by getting
credit for this additional spend!

Refer a new Icon home or remodel and get
your commission **paid on the front end!***

*If your client signs a deal to build a new custom home or
remodel with Icon Building Group, you will be paid your full
commission on the 1st draw, not at the closing!




OUR COMMUNITIES

Majestic Pines, Indian Creek
Woodland Chase, Vernon Hills
Riviera Estates-Greggs Landing, Vernon Hills
Deerpath Farm, Mettawa
Hawthorn Place, Hawthorn Woods
Meadowood Estates, Kildeer
Woodleaf at Sanctuary Club, Kildeer
Elm Estates, Lincolnshire
Oak Knoll Woodlands, Lake Forest
Wimbledon Estates, Lake Bluff
Brighton Oaks, Lakewood

*Icon builds homes that are 100% custom, whether in one of
its communities or on a lot we help your client find.*

www.icon-group.com | 847.773.1200 | info@icon-group.com

Building CUSTOM homes all over the North Shore since 2008!



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