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If you are interested in contributing or nominating Realtors for certain stories, please email us at jason.acres@RealProducersMag.com



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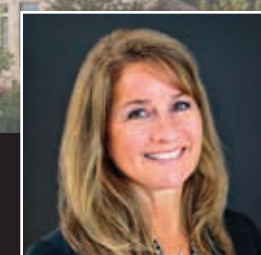
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▶ publisher's note

North Shore Real Producers Celebrates Top REALTORS®

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

Love is in the Air

The month of February is historically the month of love because of the wonderful holiday on our calendars, Valentine's Day. This year, Americans will spend some \$25 billion on things like a nice dinner out, cards, candies, flowers, diamonds, jewelry and an entire host of other things. It's a month where many go above and beyond as they show their love to those they feel most connected to.

Of course, many have attempted to define love. One definition I discovered describes love as an intense feeling of deep affection. That certainly describes love for many! History records the story of Valentine's Day having its origins dating back to the early third century. It sheds light on saints whose lives were sacrificed. Lest I sound too morbid, there's some fantastic insight here for us.

True love is actually sacrificial love. It's the kind the kind that says, you before me. Not only is it an intense feeling of deep affection, but it's even more than that. I've heard it said of love, "Greater love has no one than this, that someone lay down his life for his friends." Now, that's love! I mean, who would do such a thing for his/her friend?

As I meet REALTORS® every week, I'm reminded of the sacrifices they make on a regular basis. The best REALTORS® seek to truly understand their clients and as a result, oftentimes, put aside their own interests for the interests of those they serve. The best REALTORS® seek to respect all parties involved in every transaction, especially the difficult ones. The REALTORS® at the top of their game, understand who they are in the process. At times, it's exhausting, it can be very laborious, and it's a big sacrifice, but that's what true love is.

I see it every week! I'm encouraged by you and your willingness to see the good in others more than even yourselves. Thank you for setting a wonderful example to me and the many others watching. Our North Shore Real Producers preferred partners are continually excited to explore enduring relationships with such an amazing group of top REALTORS® on the North Shore!

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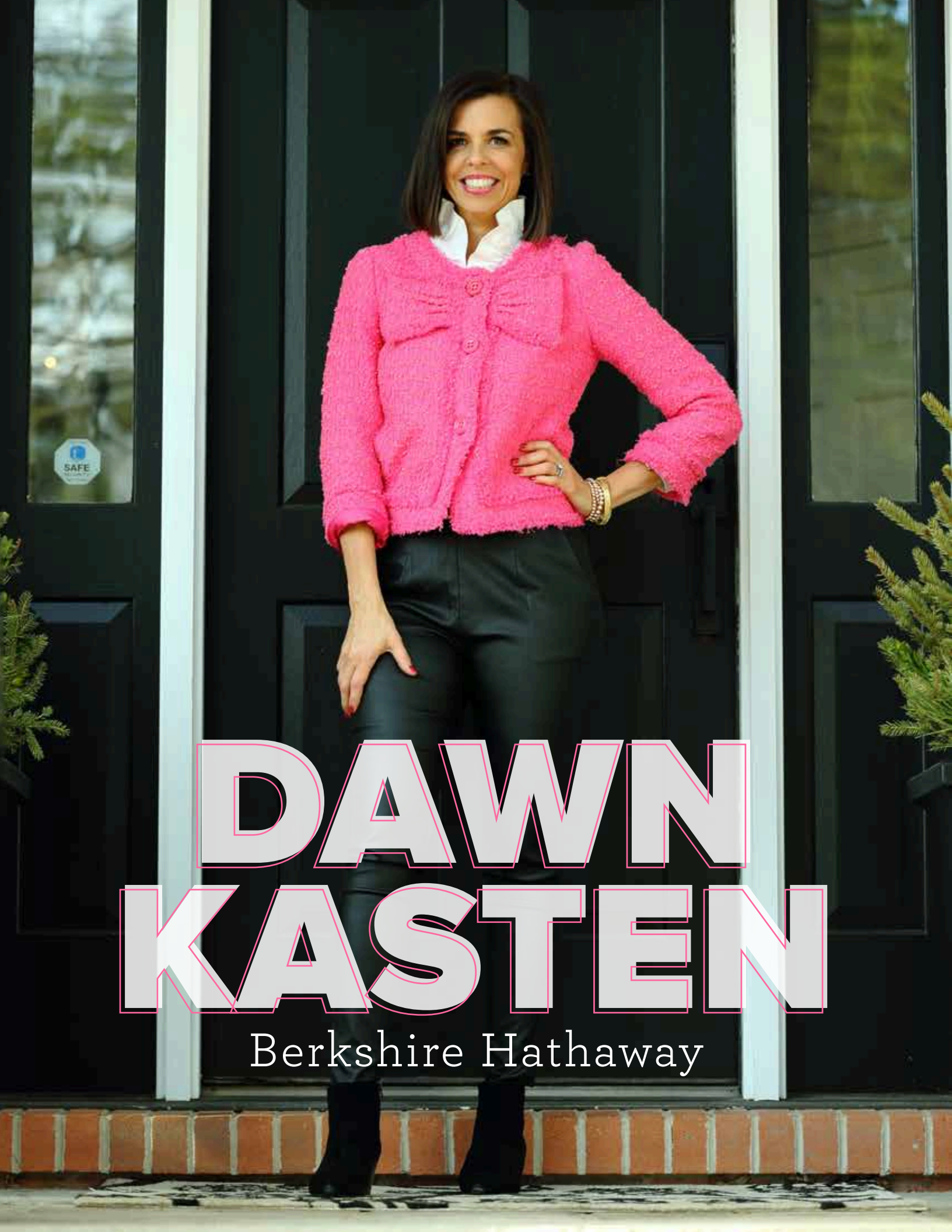
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DAWN KASTEN

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Top Realtor
Article written by Lindsey Wells

From the time she was a child, Dawn Kasten was fascinated by homes. She begged her parents each year to take her to the Parade of Homes. Stopping at model homes they passed while driving was a must, as Dawn would run ahead to greet her mother and father at the front door of the house and tour them from room to room as if she was their real estate agent. Needless to say, after all of that “experience” as a little girl, no one was surprised when Dawn ultimately found a career in real estate to be her passion as an adult.

Dawn’s story began as a child growing up in Glenview. She graduated from North Park University with a degree in Elementary Education and went on to earn a master’s degree in curriculum and instruction. Using her degrees, she became a second-grade teacher at Holy Cross in Deerfield until she had her first child. She opted to stay at home with her three children until the youngest started kindergarten. “Though I enjoyed staying home, I knew there was another chapter and could feel something big ahead,” Dawn said. “I had watched my husband’s career go from an entry-level financial analyst to a successful CFO. I knew I was just as smart and had just as much drive as he did. I was confident I had something special to share. The fire was lit before I even had my license!”



Helping people understand the home-buying and -selling process, the interior design component, and my love for homes all pointed to my new career path: REALTOR®

Never having taken a business or marketing class, Dawn knew she would have to push herself to learn everything she could about the industry, and she knew she wanted to incorporate her teaching experience into her next job. “Helping people understand the home-buying and -selling process, the interior design component, and my love for homes all pointed to my new career path: REALTOR®,” Dawn said. “The sky is the limit. I signed up for every real estate-related course available, read every book, and went to every training offered at my company. I kept pushing myself and understood that the only way I was going to grow was by having that super annoying, uncomfortable feeling.” She did just that. Dawn became licensed in January 2014, and the rest, as they say, is history.

Now an agent with Berkshire Hathaway, Dawn is focused on offering the highest level of service to her clients while continuing to grow her business each year.





“ Though I enjoyed staying home, I knew there was another chapter and could feel something big ahead.

Dawn and her husband, Ryan, have three children, Keira, Kathryn, and Carter. Since the pandemic began, the Kasten family has added three — yes, three! — puppies to its household. “We are out of control and hoping this pandemic ends quickly, or who knows how many pups we will end up with?! The big joke is that we have become the Kasten Kennel,” Dawn said, laughing. “Though the pandemic has been tough, my husband and I have actually really enjoyed spending this extra time with our three children. We have been able to sit down for dinners together and have had time with our kids, who would normally have been off at sports or with friends.”

Other than working hard for clients, Dawn enjoys spending time with family and friends, reading, walking and serving many local charitable organizations. She is currently a mentor through the Waukegan to College program and a member of the MainStreet Libertyville Design Committee. After a long workday, she can usually be found hopping on her treadmill to unwind while watching “Million Dollar Listing.”



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Jamie Dunsing

DUNSING INSPECTIONS

**DEDICATED BUSINESS OWNER
CARRIES ON FAMILY LEGACY**

▶▶ partner spotlight

Article written by **Laura Zickert**

In 1980, a husband-and-wife team decided they would do whatever it took to find work in an economy that was tanking. As work dried up, they found an extra source of income by providing home inspections. They started driving around to real estate offices, talking to agents, and offering their services. At this time, home inspections were far from common, but that did not stop this duo. Their business, Dunsing Consultants, started to grow and became a leader in their industry.

Fast forward to 1990 when Jamie and Juli Dunsing took over the family business. They became second-generation owners who had a vision to grow and educate others. Dunsing Inspections has since created a team of highly skilled inspectors that work all over Chicago and the suburbs. This year, the company is celebrating their 40th anniversary in the inspection business and both Jamie and Juli are excited for all this next chapter has in store.

Jamie started his professional career after he received a degree in Construction Technology from Purdue University. “Eventually I became an ASHI Master Inspector and built a reputation as a highly qualified, honest inspector,” said Jamie. “After 30 years of crawling around in attics and crawl spaces, Juli and I decided it was time

to approach this business another way. I have since stopped performing inspections and now concentrate my energies on hiring and training the next generation of rock star inspectors.” Jamie continues to hire and personally train each of their team members.

Their business excels in providing their clients with a menu of optimal services, communication systems, and a team of top-notch inspectors. “We are virtually a one-stop shop,” says Jamie. Dunsing Inspections serves a 60-mile radius around Lake Bluff, IL, and holds to a high standard of ethics and how they perform business.

As the team continues to grow, so does how they operate. “There has been a large separation between the companies who provide top to bottom service, versus the companies who just show up to do the inspection. From my point of view, this isn’t a ‘mom-and-pop’ business any longer. We still provide a core group of services that provide useful information for a home purchaser, but also provide post-inspection support to our clients and the other participants in the transaction.”

Jamie and Juli have been married for 31 years. Together they have 3 wonderful children (a daughter and twin sons.) Their daughter, Jenna, has recently joined the Dunsing Inspections team and become the third generation of the Dunsing family learning the business. Jamie and Juli are both very excited to have her a part of the team.





•••

When they are not working, Jamie and Juli enjoy spending time with friends, playing Euchre, vacationing, and trying to get in physical activity. In the past four years, Jamie has cycled almost 10,000 miles! "I have taken some short three-to-five-day tours around the Midwest and I have a grand plan to ride my bicycle across the country or ever farther," said Jamie.

Both Jamie and Juli excel at being professional and educating those rising within the industry. Their passion to carry on the family business has turned into them carrying on a legacy. In January 2020, Jamie's mom passed away suddenly. He says, "I believe she was quite proud of what Juli and I have done to build on her idea." Jamie and Juli are leaving a mark in the world as people who are passionate, dedicated, honest, and hard-working. "Forty years in an industry that has not existed much longer than that is a significant accomplishment we are very proud of. For our agent partners, that means we are here for the long haul. We are ready and eager to provide top-notch inspections wherever you need them in Chicagoland," said Jamie.



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Joanne Hudson, **COMPASS**



I remember being at a broker open house and a very vocal broker, in a loud voice in front of many other brokers, told me in no uncertain terms how we would not succeed, that the market for a boutique firm didn't exist, our location was terrible...you get the picture. I was embarrassed and could not wait to get out of there. The open house was hosted by one of my all-time favorite brokers, Mary Ellen Stalzer, who took me aside, looked me in the eye, and said, "Don't listen to her. Follow your instincts and do what you feel is right." It was just what I needed. Mary Ellen epitomizes professionalism, kindness and mutual respect. Any time I have ever dealt with Mary Ellen I have found her to be a pleasure to work with and I always enjoy my time with her.

We run across lots of personality types in our business and I think that is one of the reasons I like real estate brokerage so much but the one big takeaway I have found, time and time again, is the importance of treating each other with mutual respect. Whether it's calling to say you're are running late, thanking a broker for trying to help you sell a listing, being respectful of someone else's home while showing it, listening to what the other broker is saying during a showing and being civil when negotiations get tricky, I have found that mutual respect gets us all through it together. This business is not for the faint of heart and this approach helps us all reach the common goal.

Mutual Respect

▲ thoughts from a top realtor®
Written by Top Realtor Joanne Hudson

Years ago, when my husband Steve and I first started our company, The Hudson Company, I was feeling vulnerable. We had invested a significant portion of our savings into the company, had worked with an expensive graphic designer for a year prior to opening our doors to create our logo and our marketing materials as well as advertisers who would help us tell the public what we were all about. To say that we were nervous is an understatement. When we did take the plunge and told our existing firms what we were leaving to do, almost everyone was supportive and wished us the best... but there were a few naysayers.

My first deal with Mary Ellen did not end up closing. The buyers and sellers couldn't agree on some inspection issues so it fell apart but none of it was negative. I actually look back and remember that as one of my most positive real estate experiences. My buyers bought a different house and Mary Ellen moved forward and sold the house to someone else but that wasn't what mattered. Mary Ellen made my clients feel welcome each time we came to the house (and there were many visits!), made me feel welcome, and when it didn't work out she sincerely wished my clients well and told them that she knew they would find a wonderful home.

Mary Ellen epitomizes mutual respect and I think we can all take a page from her book. Our world throws lots of curveballs at us and working together in a respectful manner gets us across the finish line on a positive note.

Joanne Hudson
Compass



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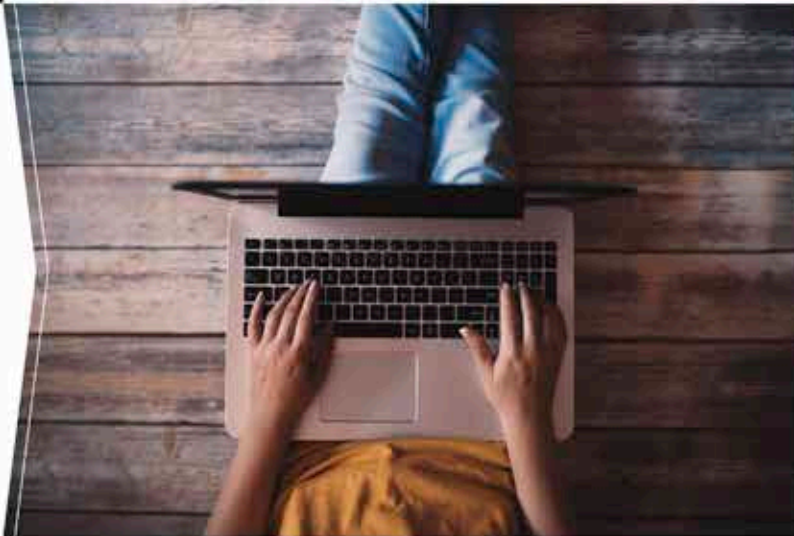


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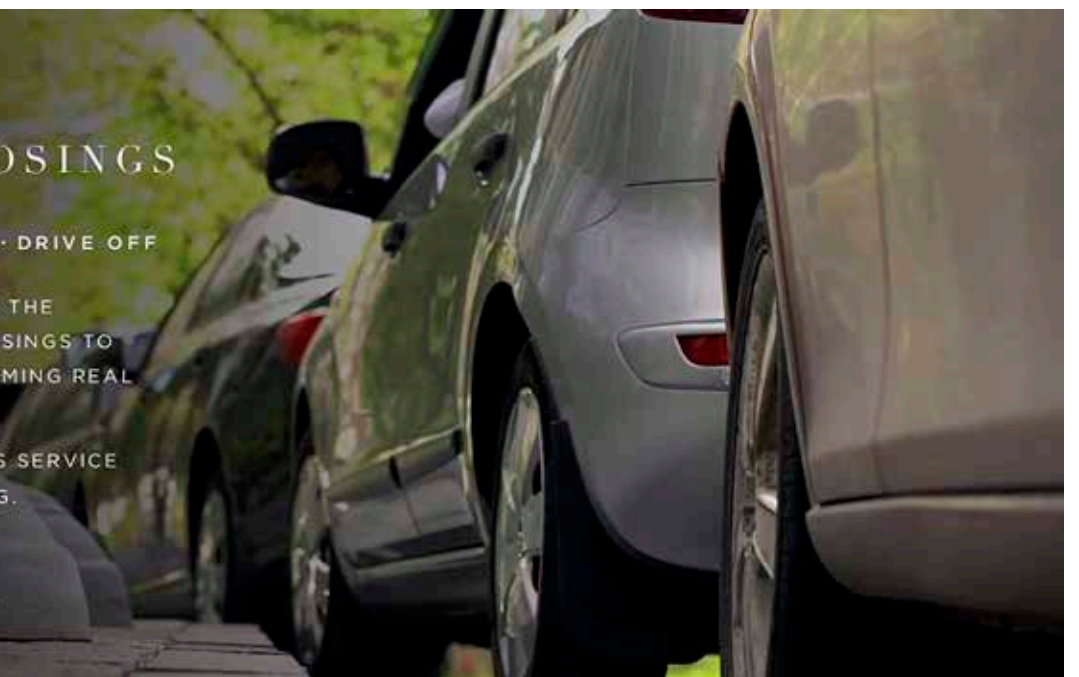
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Top Realtors

Article written by **Laura Zickert**

Marla and Matthew Schneider, Coldwell Banker

REALTORS® Who Take Team To A New Level



Being a team means working together to find solutions, championing on one another toward success, and striving in unison to do what's best for the whole. Both Marla Schneider and Matthew Schneider, her son, are successful REALTORS® that have taken the word "team" to a whole new level as they guide clients through the process of buying and selling. Together, they have created a small business passionate about their community and the businesses that operate within it. The North Shore is proud to have them as examples of what it looks like to find both success and teamwork doing what they love.

Marla was born and raised in Miami Beach Florida. She attended Chandler School in Boston and graduated in 1970 with her degree in Business. She started her career by selling advertising for sports magazines before finding her passion for real estate. "I was interested in helping people while advancing my sales skills," said Marla. She began her career in real estate as an individual agent with First United Raynor. "After the company changed hands numerous times, it was ultimately sold to Coldwell Banker."

Marla and her family moved to Chicago, where Matthew was born, and planted roots in Glenview, IL. Matthew attended DePaul business school and received his undergraduate degree in finance. He immediately transitioned to receive his master's in real estate. "Marla has been my mentor. I would never have been in the business if I didn't have her guidance," said Matthew. In 2002, he received his license and has been with Coldwell banker ever since.

...

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Marla's 32 years of experience combined with Matthew's 16 years of experience has brought them to be a power team duo leaving a reputation of excellence within their market. Together, they are consistently ranked in the top of Coldwell Banker's North Shore region for units and volume. Matthew is confident that real estate is his life-long career. He says, "Real estate is my passion and my end game. I will continue to operate and grow our team while accumulating investments in real estate." Marla considers real estate to be her life's work and is passionate about always being involved in the business and conducting transactions. She is thankful to have Matthew in the business and for the passion he brings to the table. "It is a difficult business with constant chaos and problems to work through. At the end of the day, when our clients express gratitude for the work we've done, that is the most rewarding part," said Matthew.

They have found working together to create a successful business has been a blessing within their family. Having the support of those around them has meant



a lot to both Marla and Matthew. Marla is married to her husband, Michael, and together they have Matthew and his sister Jackie. Outside of the business, Marla enjoys spending time with family and working out at the gym. Although she does not do them anymore, she has a history of successfully being a marathon runner and triathlete. Matthew also enjoys spending time with wife (Chrissy) and especially their three kids (Mickey, Emmy, and Levi). He enjoys traveling and watching football.

From working together, to working with businesses in the community, to working with other agents, Marla and Matthew believe "Clients come and go, but local agents need to work together and be respectful of one another. The industry seems to have a mutual disrespect for one another. We all need to up our game." As they lead the way on helping develop a healthy culture of teamwork, they uphold honesty and integrity at the very heart of what they do. Additionally, for the past 10 years, Marla and Matthew have donated a portion of every sale to Ronald McDonalds, have run numerous food dives and currently have a coat drive benefiting Breakthrough and Chicago charity. Their passion to serve the community is in line with their passion for how they serve their clients.

If you are looking to work with a team who knows good communication is key and believes wholeheartedly that the client's interests are the number one priority, then working with Marla and Matthew will surpass your expectations and leave you confident that you made the right decision.

“ At the end of the day, when our clients express gratitude for the work we’ve done, that is the most rewarding part ”



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Article written by Laura Zickert

Photography by Annette Patko // Bordeaux Studio

MISSY JERFITA, COMPASS



A REALTOR® Who Guides Clients to The Finish Line

When it comes to buying and selling a home, there is a feeling of safety and security when working with a team that knows the route within their market. By choosing to work with Missy Jerfita and her team, you choose to work with specialists focused on helping clients get to the finish line. Missy is known for never cutting corners, always putting clients before the sale, giving excellent client care, being hard-working, and being someone that you can always count on!

The finish line is where clients are fully happy and satisfied with a completed transaction of buying or selling. Even during the pandemic, Missy has stepped up to help clients feel safe walking through a territory that seems “uncertain” due to our current world. “We can help them navigate this complex transaction while keeping their family safe,” said Missy. Her expertise has led her to have a well-known reputation within the North Shore. She believes, “We need to keep evolving with the changing real estate times. We need to bring value to our customers.”



Missy was born in Chicago and raised in the northwest suburbs. After receiving her degree in Communication Studies from the University of Kansas, she started her career in marketing. “I knew fairly quickly I didn’t want a traditional job,” said Missy. She moved into becoming an actress full-time for the next 10 years. Her acting career brought her to be in commercials, print ads, industrial videos, and even having the opportunity to travel around the country representing Subaru. “Auditioning for jobs was very tough and humbling. This definitely made me comfortable with the word ‘no’, so transitioning into real estate was a bit easy,” said Missy.

...



After finding having a family and being an actress at the same time was challenging, Missy decided it was time for a new chapter. She decided to follow in her mother's footsteps, and in July of 2003, she received her real estate license. "After selling 10 million dollars of real estate my first full year, I started a team. I started with a part-time assistant and grew to a five-person team," said Missy. With 17 years of experience, Missy has received many awards, including recently being recognized as Cook County's Top 20 Agents for November 2020. She has also been the Top Agent on the North Shore for the last 15 years.

“
**After selling
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 DOLLARS
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 part-time assistant
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 FIVE-PERSON
 TEAM**
 ”

Her passion to serve her clients has poured over into how she gives back to the community. She is on the board of Youth Services of Glenview/Northbrook, she started the Key to Success Scholarship for Glenbrook South High School, and she also has acquired a moving truck that is free for all her clients. Missy says, "The truck is often used by charitable organizations for food drives and/or during the holidays."

Missy is married to her husband, Tony. Together, they have two college-age sons, Tony and Jack. "We love spending time in Lake Geneva, boating, taking walks along the lake path, grilling





...

and hanging out with our friends,” said Missy. When she is not working or hanging out in her happy place (Lake Geneva, IL), she enjoys biking and taking walks with her dog named Koty. Her passion for family is evident and she has worked hard to create a balance between family and work that she enjoys.

Missy has found that wherever life has taken her, she can always help her clients sell or buy their dream home. Life throws many curveballs, but for Missy, she has taken each challenge as an opportunity to grow, refocus, and do what it takes to succeed within her goals. “After losing my Dad, I began to realize that you don’t know what life holds. This taught me to be independent and self-sufficient in life,” she said.

Honest, hard-working, caring, and genuine just begin to scratch the surface of all that Missy Jerfita brings to the journey any person will experience when working with her. If you are looking at the map for buying or selling a home, Missy Jerfita is sure to get you to the finish line safely and happily. Her expertise and list of qualifications have brought her to be the guide all her clients are thankful to have!



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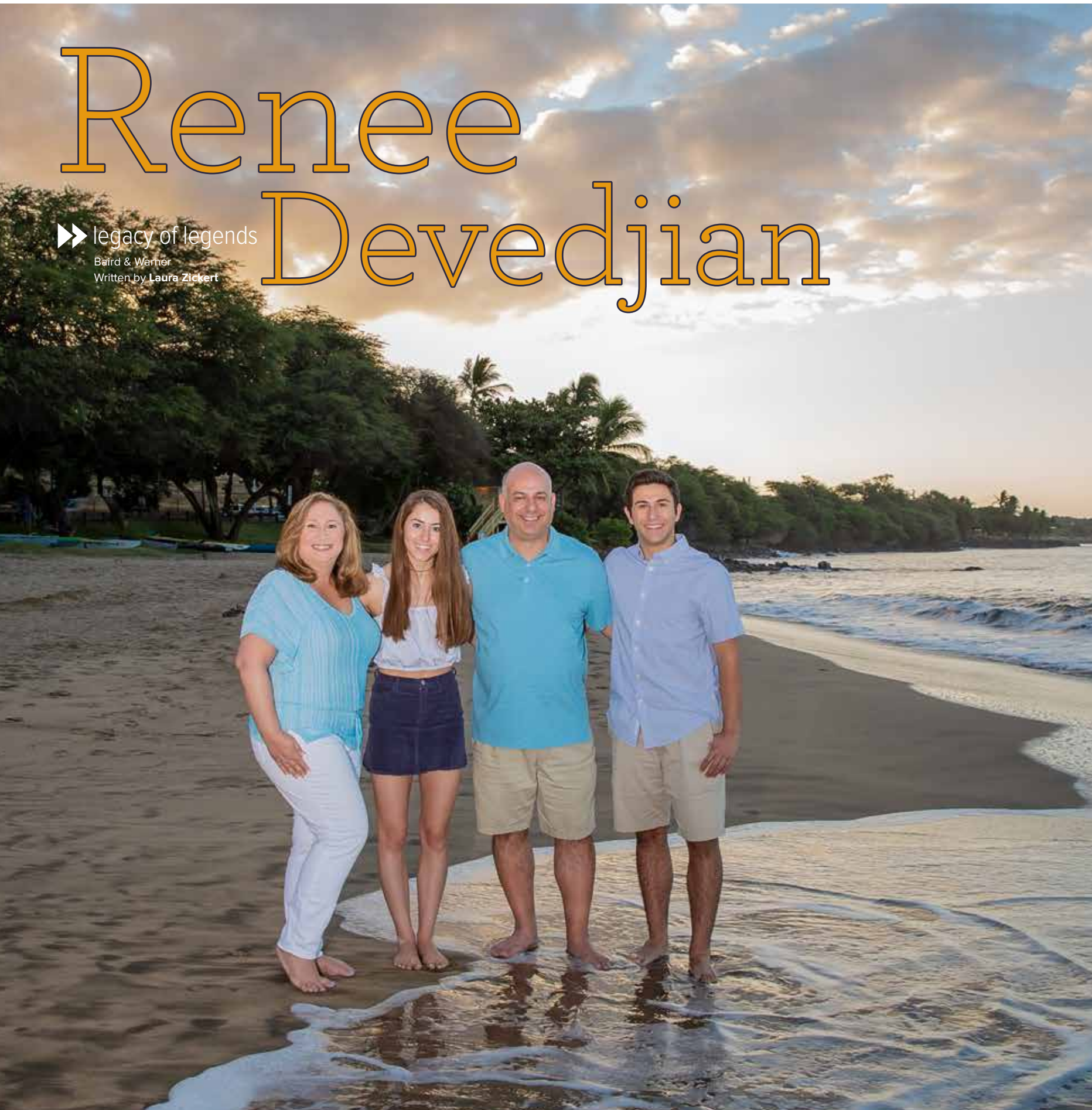

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▶▶ legacy of legends

Baird & Warner
Written by Laura Zickert



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While many are focused on the next chapter in a book, some are focused on the next chapter within their lives. Entering a new location or new state means “relocation.” This huge time in someone’s life can cause stress and anxiety, but when working with Renee Devedjian, it doesn’t have to be that way. Renee’s expertise, passion for the real estate industry, and love for Chicagoland has led her to be trusted and true!

In 1992, Renee graduated from Michigan State University with a degree in Communication and a minor in Business. “My father was a builder and he asked me to get my real estate license to work with him,” said Renee. Renee received her real estate license the same year she graduated from college. She began her career working at the Relocation Department of Kahn Realty. She then started her own holding company, started her own real estate company, built a few homes, and eventually joined C21 Kreuser & Seiler, which eventually merged with Baird & Warner Libertyville.

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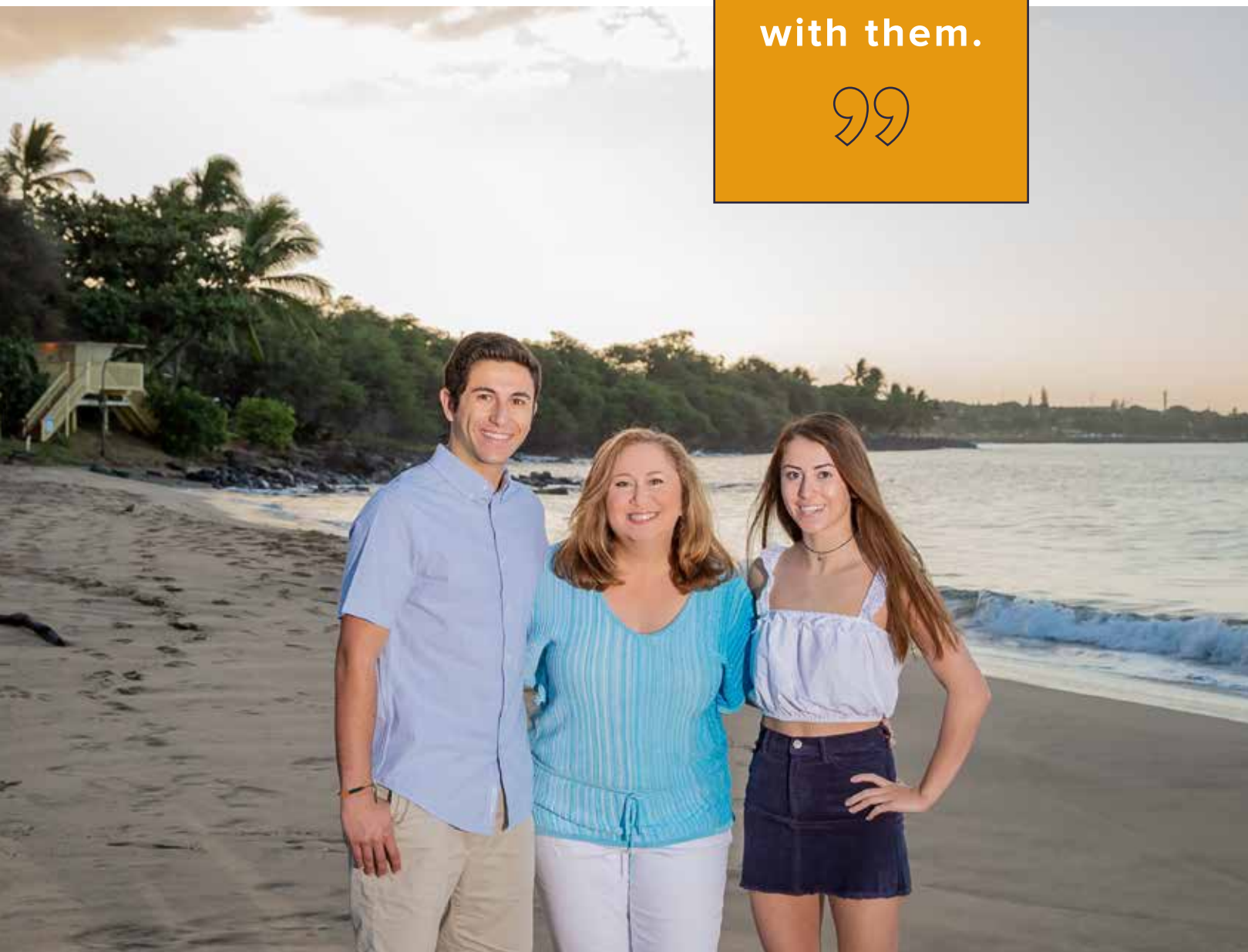
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After leaving to join @properties, she eventually found her way back to Baird & Warner. With 29 years of experience, Renee has found, "Consistency is key." She is reliable, has a plan, and always brings a positive attitude wherever she goes. "During the shelter in place in March, I kept telling all my family and friends I know it will be ok. We will get past this and life will get better," said Renee. Renee is known for working with other agents, not against. Team is at the front of her mind and she strives to always do what's best for her clients while always giving them her best.

"I am one of a few agents who truly enjoys working in the relocation world," says Renee. At one point in her career, she even was a relocation consultant. "I love introducing new clients to the Chicago area. We have so much offer and I want to share it with them." Her experience working with families relocating has given her a passion to help others as they transition to new homes in new areas.

Renee and her husband, Jack, have been married for 23 years. Jack is the Vice President of Facilities Management and Engineering for the Habitat Company in Chicago.

““
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””



Together, they have two children, Andrew (21) and Allison (19). "I have raised my children with the motto 'Go the extra mile, it's never crowded.' My kids are hardworking, just like my husband and me," said Renee. She has found real estate to be a career that brings much flexibility to her lifestyle and has allowed her to always be home when her kids came home from school as they were growing up.

When Renee is not working, she also enjoys riding bikes, playing paddle, reading books, cooking, enjoying good wines, and spending time with family and friends. "I surround myself with people who brighten my spirit," said Renee. Renee is also involved in her church and the Armenian community.

Renee is close to her family and cherishes the time she gets to spend on vacations with her husband and adult children. COVID-19 has put the vacation plans on hold for now. Most of all, they enjoy spending holidays together and getting to celebrate all their family

When it comes to working with a REALTOR® who is there for you during any season of your life, Renee Devedjian is at the top! She has gone the extra mile and continues to display an incredible amount of expertise within her field. Relocating to the North Shore? Renee is ready to go the extra mile for you!

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► rising star

Article written by Lindsey Wells



Most of us are familiar with the Golden Rule: Do unto others as you would have them do unto you. The Golden Rule encompasses the empathic essence of morality. It's a simple yet powerful way of encouraging us to be kind to each other, to put ourselves in the shoes of others. REALTOR® Sarah Dwyer of Coldwell Banker Realty follows the Golden Rule in both her personal and professional life. After all, in real estate, she said, we are all working towards the same goal. Doing so with respect and kindness goes a long way.

Sarah began her career as an administrative assistant for Jean Wright Real Estate while attending college at Loyola University Chicago. "My junior year of college, I got an opportunity to work on a transaction but needed my license

for it to work," she explained. Sarah earned her real estate license in 1998, though her path after graduating from college took her in a different direction. She maintained her real estate license and kept it in a holding company for many years while working as a Meeting Planner for pharmaceutical companies. It wasn't until 2012 that she decided it was time to put her license back to work.

In any industry, having a role model to look up to and learn from can push us to do things that we may not have been aware we were capable of. In Sarah's case, she had two: Jean Wright and Dinny Dwyer. "As a young college student working in the office at Jean Wright Real Estate, I watched numerous brokers work extremely hard to make it in this industry. At the top of that group was Jean Wright herself. She was the hardest-working broker," Sarah said. "She was in the office early, stayed late, made herself available anytime, and there was always something to learn from her. It's no wonder she ran a successful business into her 90s!

"On a more personal level, I watched my mother-in-law, Dinny, work diligently every day to balance her work and family life. In both aspects of her life, she is dedicated and hard-working and neither



side lacked her attention. Watching and learning from both of these women has had a major impact on my career." When Jean Wright Real Estate closed its doors, Sarah and Dinny moved over to Coldwell Banker and have been there ever since.

For Sarah, there is nothing better than seeing her clients' faces light up with happiness. She strives to learn something new from each transaction. "With the ever-changing market there is always something new happening and I am grateful for all of the opportunities I've had, and all the ones ahead," she said.

Although the positives far outweigh the negatives in this industry, Sarah, a working parent, admits that it can be challenging to find that perfect balance between work and home life. "It's important to me that my children see me working, but it is equally important for me to be available and present at their activities," she said. Sarah grew up with two working parents who helped to mold her work ethic into what it is today. "I hope I can do the same for my children," she added.

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Sarah and her husband, Brian, have five children: Maeve, 16; Brian, 15; Grace, 13; Molly, 11; and Kelley, 8. Sports are a major part of the Dwyer family, so, naturally, it was difficult when COVID hit in early 2020 and the kids were forced to withdraw from their sporting activities. "I desperately missed watching our children participate in their sports," Sarah said. "However, during our downtime, we were able to spend time together like we had never done before. While I don't ever want to be in that position again, I cherish the unusual time we had together."

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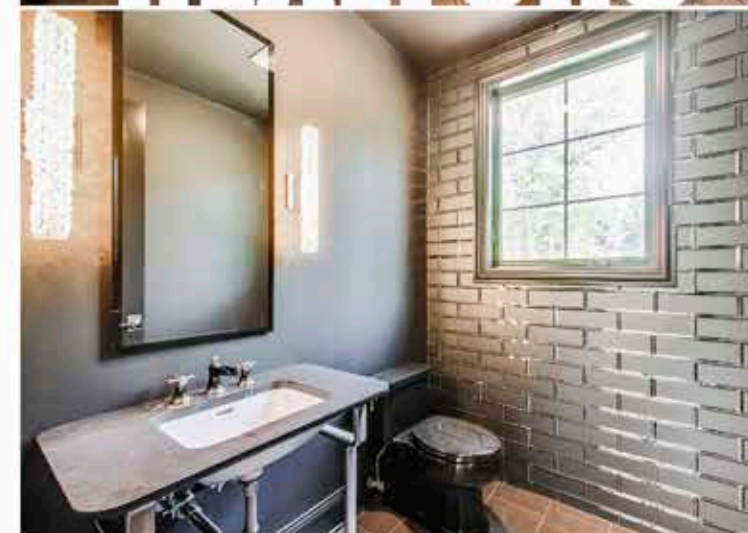
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