

CHICAGO

REAL PRODUCERS.®

CONNECTING. ELEVATING. INSPIRING.

NYKEA PIPPION MCGRIFF

Inspired to Rise Up



PARTNER SPOTLIGHTS:

The Gunderson Law Firm
Sunny Biggy Fitness

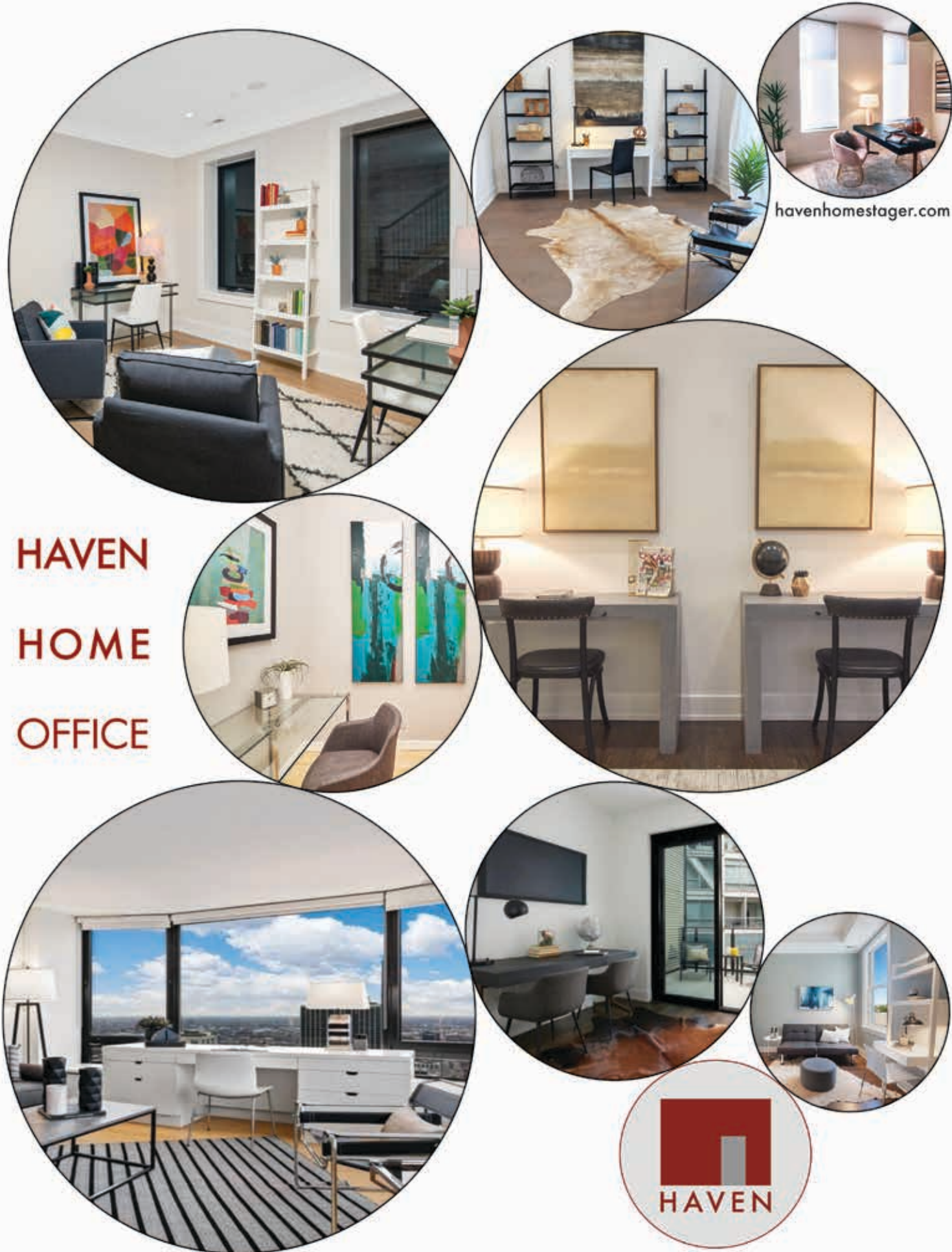
FEATURES:

Mark Dollard
Survi Kobawala
Heather Seidelman

ON THE RISE:

Hadley Rue

JANUARY 2021



HAVEN
HOME
OFFICE

havenhomestager.com



While we can't put 2020 behind us, we can certainly look forward to helping building owners better understand what they are buying or how to improve them. We sincerely appreciate the support from many, many Realtors® in this publication as you helped make last year CBI's best to date. Here's to a great and healthy year for all!
Sincerely, The CBI Team

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



**HEATING &
COOLING**

THE DELJO DIFFERENCE

There's snow place like home.

With Deljo Heating & Cooling your home feels like the warm, cozy retreat from the outside world that you deserve.

When it comes to keeping your home comfort equipment in good working order, you can always count on Deljo Heating & 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



18
Business: Who's Ready for 2021?
By Mike Opyd



22
On The Rise: Hadley Rue



28
Business: Brighten Up Your 2021 Listing
By John Rot



32
Agent Feature: Heather Seidelman




40
Behind-The-Scenes All-Star Feature: Jamie Price



44
Agent Feature: Mark Dollard




52
REALTORS® Speak: New Year's Resolutions



56
Cover Story: Nykea Pippion McGriff



64
Partner Spotlight: Sunny Biggy Fitness



70
Agent Feature: Survi Kobawala



74
Partner Spotlight: C.J. Lamb with The Gunderson Law Firm

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



Maris Callahan
Director of Social Media



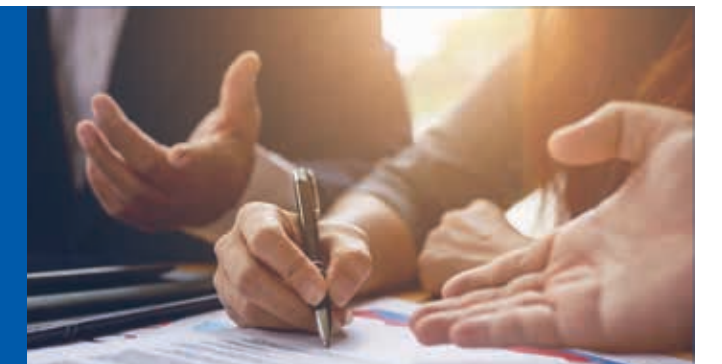
If you are interested in contributing or nominating Realtors for certain stories, please email us at andy.burton@realproducersmag.com

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers 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 The N2 Company or the publisher. Therefore, neither The N2 Company 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

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).

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

APPRAISAL

Appraisal Solutions Group
(773) 236-8020

ATTORNEY

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

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

Cervantes Chatt
& Prince P.C.
(312) 606-9529
CCPChicago.com

Forde and
O'Meara LLP
(847) 910-2317
fordeLLP.com

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

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

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

Law Offices of
Katrina M. Barnett, PC
(312) 725-0085
KMBarnettLaw.com

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

Mazek Law Group, LLC
(773) 800-0141
MazekLaw.com

Raimondi Law Group
(312) 701-1022

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

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

The David Frank
Law Group
(773) 255-6499

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

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

BRANDED MARKETING MATERIALS

iCandee
(773) 649-3790
iCandeeMarketing.com

CLEANING & RESTORATION

Blu Commercial Cleaning
(773) 628-7505
BluCleaning.com

CLIENT AND REFERRAL GIFTS

Cutco Closing Gifts/
Cut Above Gifts
(312) 899-6085
CutAboveGifts.com

DEVELOPER

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

FASHION STYLING

tristinstyling, Inc
(312) 291-4480
tristinstyling.com

FINANCIAL ADVISOR

Morgan Lougee Financial
Planning
(312) 368-3717
WestPointFinancialG
roup.com/Associates
/Morgan-Lougee

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

GARMENTS, GROOMING & EVENTS

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

GENERAL CONTRACTOR

Urban Built, LLC
(773) 895-1139
UrbanBuilt.co

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
312-INSPECT
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

Keeshin Inspection Services
(773) 871-2356
KeeshinInspection.com

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

INSURANCE

Country Financial
Kirk Gregory Jr.
(773) 420-0154

Goosehead Insurance
Kristine Pokrandt
(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

Christin Luckman
(312) 771-6969

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

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

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

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

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

PAINTER

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

PEST SOLUTIONS

Rose Pest Solutions
1-800-GOT-PESTS?
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

**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

**RENOVATION
CONSULTING**

Wanderlust Design Co.
(773) 896-5855
WanderlustDesignCo.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

TAX SPECIALIST

Monotelo Advisors
(847) 923-9015
monotelo.com

TITLE INSURANCE

Chicago Title
(312) 223-2270
ctic.com

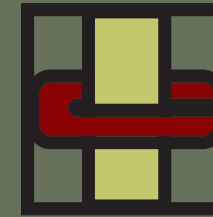
Saturn Title
(847) 696-1000
SaturnTitle.com

VIDEOGRAPHER

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

WINDOW TREATMENTS

Windy City Blinds
(773) 528-4244
WindyCityBlinds.com



**INSPECTION
CONCEPTS**

Thermal Imaging | Radon

Thorough, level headed home inspections



Schedule your home inspection online

inspectionconceptsllc.com
IL License # 450.001924

CONTACT JACK NOW FOR AN INSPECTION

P: (773) 851-9667

jack@inspectionconceptsllc.com

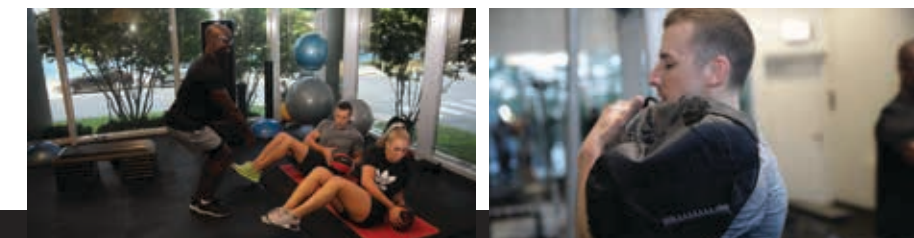
**TAKE YOUR LIFE TO
A HEALTHY NEW LEVEL.**



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



guaranteedRate[®]

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



Photo by Heather Allison Love Photography

During these trying, uncertain, challenging, unprecedented times, pivot, to the new normal, social distance, wash your hands, mask up, stay healthy and safe, because we're in this together, now more than ever...I'm sure I am missing a handful, but you get the idea; these are all phrases that twelve months ago were not woven into our everyday vocabulary. It is proof of how little control we think we have over our lives. It is also evidence that we have been created with the ability to adapt and thrive should our environment change.

As entrepreneurs, we feed off of mapping out a plan for success, setting goals, implementing incremental steps to achieve those benchmarks, and doing it all over again the next year at a higher level. I have often wondered to myself, "Once I achieve X, will I be satisfied? Will I ever be done trying to improve or better myself? Will there ever be a time when the work is just complete?" My answer is gosh, I hope so. Only then will I truly be able to rest peacefully. But if I'm honest with myself, I know the answer is no (at least on this side of eternity). With all of the curveballs that have come with 2020, here are five things that I have learned and plan on taking full-throttle into 2021. My hope and prayer is that these are beneficial and will add value to your life as well:

1. Spend QUALITY (non-screen) time with my wife. Dialogue with her, and get to know what she wants out of life.

2. Be more attentive to my offspring. Look them in the eyes, put my phone down, do an activity with them, and love them in their own unique ways.
3. Treat my business as a gift and be thankful for my career daily.
4. Use my work to bless others both financially and with the connections I make.
5. Show gratitude to my family because they played a role in making me who I am.



Fighting the good fight,

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



@ChicagoRealProducers



facebook.com/ChicagoRealProducers

NATIONAL RADON ACTION MONTH

Rn RADON Protection Plan plus

GET TESTED WITH US.

Keep your clients safe and save them money with our Radon Protection Plan.

Under qualified circumstances, mitigation is covered up to \$1,200.

HEARTLAND HOME INSPECTIONS

Brian Caron

Heartland Home Inspections is at the top of their game. They make an impression with their knowledge, thoroughness, and professionalism. They educate while they inspect, which home buyers appreciate. I highly recommend them!

OptionRealty

(708) 785-3868 | Heartlandhomeinspections.net



GET EVERY ISSUE
ON YOUR PHONE

DOWNLOAD OUR
MOBILE APP!



Search DigaPub - Choose Illinois
- *Chicago Real Producers*



Available on the
App Store

GET IT ON
Google Play

bl
COMMERCIAL CLEANING

Make A *Splash*

HELPING YOU FIND SOLUTIONS FOR YOUR
CLEANING AND REMEDIATION NEEDS.

bl
COMMERCIAL CLEANING

773-628-7505

hi@blucleaning.com • 4628 West Lawrence Ave Chicago, IL 60617 www.blucleaning.com

Give your home the protection it deserves.

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.

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

State Farm

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

FOCUS ON YOUR

Goals

Let me show you how Wintrust Mortgage can be an asset to you and your clients.

2021 GOALS:

- 1.
- 2.
- 3.

BILL KATSOOLIAS
Senior Mortgage Planner
NMLS # 755858
DIRECT: 224.770.2021

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

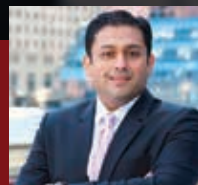
WINTRUST MORTGAGE

Wintrust Mortgage is a division of Barrington Bank & Trust Company, N.A., a Wintrust Community Bank NMLS# 449042. © 2020 Wintrust Mortgage.

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



CHICAGOLAND'S TRUSTED
Historical & Luxury
Home Inspection
Experts.

KEESHININSPECTION.COM

CALL TODAY. (773) 871 - 2356

ALBANY • ALBUQUERQUE • ANNE ARBOR • ANNE HARBOR • ANNE HURST • ANTONIO • ARLINGTON • ARVING • ASHEBORO • ASHEVILLE • ATLANTA • AUSTIN • BALTIMORE • BOULDER
CHARLOTTE • CHICAGO • CINCINNATI • CLEVELAND • COLUMBUS • DALLAS • DAYTON • DENVER • DUBLIN • DULLES • DURHAM • EL PASO • EVANSTON • FARGO • FAYETTEVILLE • FLORENCE • FORT WORTH
GAITHERSBURG • GAITHERSBURG • GAITHERSBURG • GAITHERSBURG • GAITHERSBURG • GAITHERSBURG • GAITHERSBURG • GAITHERSBURG • GAITHERSBURG • GAITHERSBURG
HOUSTON • INDIANAPOLIS • IRVING • JACKSONVILLE • JARVISVILLE • JEFFERSONVILLE • JEFFERSONVILLE • JEFFERSONVILLE • JEFFERSONVILLE • JEFFERSONVILLE
LITTLE ROCK • LITTLE ROCK • LITTLE ROCK • LITTLE ROCK • LITTLE ROCK • LITTLE ROCK • LITTLE ROCK • LITTLE ROCK • LITTLE ROCK • LITTLE ROCK
NEWPORT NEWS • NEWPORT NEWS • NEWPORT NEWS • NEWPORT NEWS • NEWPORT NEWS • NEWPORT NEWS • NEWPORT NEWS • NEWPORT NEWS • NEWPORT NEWS • NEWPORT NEWS
ORLANDO • PHOENIX • PHOENIX • PHOENIX • PHOENIX • PHOENIX • PHOENIX • PHOENIX • PHOENIX • PHOENIX
SEATTLE • SEATTLE • SEATTLE • SEATTLE • SEATTLE • SEATTLE • SEATTLE • SEATTLE • SEATTLE • SEATTLE
TUCSON • TWIN CITIES • VIRGINIA BEACH • VIRGINIA BEACH • VIRGINIA BEACH • VIRGINIA BEACH • VIRGINIA BEACH • VIRGINIA BEACH • VIRGINIA BEACH • VIRGINIA BEACH
WILMINGTON • YOUNGSTOWN • ALBANY • ALBANY • ALBANY • ALBANY • ALBANY • ALBANY • ALBANY • ALBANY
BALTIMORE • BOULDER • CHARLOTTE • CHICAGO • CINCINNATI • CLEVELAND • COUR D'ALENE
COLORADO SPRINGS • COLUMBUS • DALLAS • DAVENPORT • DAYTONA BEACH • DENVER • FT. WAYNE
GRAND RAPIDS • HOUSTON • IRVING • JACKSONVILLE • JARVISVILLE • JEFFERSONVILLE • JEFFERSONVILLE • JEFFERSONVILLE • JEFFERSONVILLE • JEFFERSONVILLE
LINCOLN • LITTLE ROCK • LITTLE ROCK • LITTLE ROCK • LITTLE ROCK • LITTLE ROCK • LITTLE ROCK • LITTLE ROCK • LITTLE ROCK • LITTLE ROCK
NEW ORLEANS • NEWPORT BEACH • NEWPORT NEWS • NEWPORT NEWS • NEWPORT NEWS • NEWPORT NEWS • NEWPORT NEWS • NEWPORT NEWS • NEWPORT NEWS • NEWPORT NEWS
OAKLAND COUNTY • OKLAHOMA CITY • OKLAHOMA CITY • OKLAHOMA CITY • OKLAHOMA CITY • OKLAHOMA CITY • OKLAHOMA CITY • OKLAHOMA CITY • OKLAHOMA CITY • OKLAHOMA CITY

AMERICA'S BEST REAL ESTATE AGENTS
RECOGNIZED

BE PART OF THE NATIONAL REAL PRODUCERS MOVEMENT
FOLLOW US ON INSTAGRAM TODAY
@realproducers

Sell Homes Fast
with Home Staging & Redesign

Mia Hable, Designer
miahable@artfullyarrangedstaging.com • www.artfullyarrangedstaging.com
Call (872) 903-3591 today for a consultation.

HAPPY NEW YEAR
2021
MAY THIS YEAR BE NOTHING
LIKE 2020! 🙏😂

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

Who's Ready for 2021?



business
By Mike Opyd



I think we can all agree that 2020 was a challenging year on many different levels. We all encountered things we could never have imagined in our wildest dreams—or likely wanted to. But if you are reading this, you have reason to commend yourself. *You survived!*

So now that 2020 is behind us, are you ready for 2021? It might be tempting to think that 2021 is going to be the polar opposite of 2020 and be an amazing year, but the reality is we are still dealing with the pandemic, and the first part of 2021 could be a very difficult time for real estate overall. So let me ask you, have you prepared your business for the new year yet? Are you focused on what you want in the coming year?

No matter what type of year you had, at the end or beginning of *every* year, you should always do a few things to set yourself up for the coming year:

- Evaluate your business from top to bottom
- Break your big goals down
- Write down in detail the things you want

Evaluate Your Business from Top to Bottom

One of the most important things you can do is take some time at the end or very beginning of each year and do a true evaluation of your business. I do this every year and it has helped me tremendously!

From top to bottom, reflect back over the past 12 months and look at everything. And I do mean *everything!* The idea behind this exercise is to identify the areas where you are weak and the areas where you are strong.

Once you do this, the next step is to look at your weaknesses and see how you can turn them into strengths. For instance, if you think one of your weaknesses was not communicating enough with your sellers, you could put something in place which will

remind you to reach out to them once a week. Or if you felt that you were not doing enough for your buyers, you might choose to make it a priority to be proactive and look for properties for them every day with the goal of sending a few each week.

Something I always look at each year is how I can become more efficient with my time. How can I cut out anything that I see is keeping me from running my business more effectively? Many of the agents I speak with often tell me they are overwhelmed and are so “busy,” but when I dive deeper into their businesses, I notice that they are more unorganized than anything.

The end or beginning of the year is the perfect time to find ways to make yourself and your business better overall. It's typically a slower time for us, so use it wisely to get your business in a position to be more successful in the coming year.

Break Your Big Goals Down

Typically when I speak to an agent about their goals, they have some very basic ones. They usually want to do more production or sell more properties or simply make more money. The problem is that these are *very* “vanilla” goals—they lack specificity and passion. Yes, we all want to sell

more every year, but how are you going to do that? Do you actually have a plan for how to sell more or are you just kind of hoping that that will happen, or are you saying you want to sell more because it sounds good to say?

Goal setting is very powerful and a great way to motivate ourselves to achieve amazing things. But in order to really achieve goals, you need to break your big goals down into smaller, more specific goals. Start by writing down your big goals then work each one backward. Here's what I mean: If you want to sell \$5M in production, look at your previous year's average sales price, then divide \$5M by that number. Now you know how many properties you need to sell in order to hit \$5M. Next, break down how you are going to generate the extra business to sell these extra properties. As you keep breaking it down, you will be able to see that your big goal is now broken up into many smaller goals that, if achieved, will get you to your big goal.

Write Down in Detail the Things You Want

Writing down business goals is important, but just as important is writing down the things you want. We all have wants outside of our real estate goals. For example, maybe you want a new car or maybe pay off your debt. Having these wants is what can drive you to keep pushing when you are tired, or make those extra calls after a long morning of prospecting. The key, though, is to be as detailed as possible when you are writing these wants down. You see, the more detailed you can be, the more you will be able to see and feel what you want as if it were real.

For example, if you want to buy a new Audi A4 car, don't just write down that you want an Audi A4. Instead, write down every single aspect and feature of the car you want. What color is the car's exterior? What color is the interior? Are the windows tinted? Does it have custom rims on it? Picture this car just as you want it—the exact car you would go and get if someone were to hand you a blank check.

Studies have shown⁽¹⁾ that people who vividly describe or picture their goals are anywhere from 1.2 to 1.4 times more likely to successfully accomplish their goals than people who don't.

Something I do that I find powerful is to visualize what I want for a few minutes each day. It takes some time to get used to doing this, but if you do it daily, you will get to a point where it will come easily and what you desire will feel real to you. That's the point. Because then when you open your eyes, you'll know exactly what you are working toward. You'll *feel* it (you'll see and smell that blacked out shiny black Audi A4 with black leather interior, tinted

windows, sparkling 18” rims, and your custom license plate that says “just sold”) in real life, in your day-to-day.

Best of luck to you in 2021! I hope you make it an amazing year!

(1) Mark Murphy, “Neuroscience Explains Why You Need To Write Down Your Goals If You Actually Want To Achieve Them,” Forbes, Apr 15, 2018, 09:33am EDT, <https://www.forbes.com/sites/markmurphy/2018/04/15/neuroscience-explains-why-you-need-to-write-down-your-goals-if-you-actually-want-to-achieve-them/?sh=8859f2e79059>.

and Mark Murphy, “Are SMART Goals Dumb?” Leadership IQ (blog), accessed November 17, 2020, <https://www.leadershipiq.com/blogs/leadershipiq/35353793-are-smart-goals-dumb>.

About the Author:

Mike Opyd is the owner of RE/MAX NEXT, a brokerage specifically designed to help an agent's business grow without the limitations of a traditional real estate company. In addition to owning RE/MAX NEXT, Mike is a top producing agent. He has been recognized by *Chicago Agent* magazine as a “Who's Who” REALTOR® in 2014, 2015, 2017, 2018, and 2019.

Law Offices of Katrina M. Barnett, P.C.

Katrina M. Barnett, Esq.
Founder & Managing Attorney



Guiding and assisting clients every step of the way, from the initial offer to the closing table.

If you or your clients are in need of a real estate attorney, we would be thrilled to assist you. We're available by phone, text, email, or online through our client portal.

401 North Michigan Avenue | Suite 1200
Chicago, Illinois 60611
Katrina@kmbarnettlaw.com | Phone: 312.725.0085

HANDYMEN



PAINTING



ELECTRICAL



DRYWALL



CARPENTRY



PLUMBING



Read our reviews!

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



312.898.9300 | info@fixitpeople.com

2837 N. Halsted, Chicago IL, 60657

THE FEDERAL SAVINGS BANK



Don't Get **Caught** Behind The 8 Ball—
Work with a **WINNING** Team!

Tammy Hajjar Miller

Senior Vice President, NMLS# 981615

direct: (312) 667-1965

tammy@thefederalsavingsbank.com

www.thefederalsavingsbank.com/tammyhajjar



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



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.

CHICAGO TITLE

**CLOSE ON TIME
GET PAID ON TIME
STOP WASTING TIME**



RYAN PIERCE

SENIOR MORTGAGE CONSULTANT

773.255.2793 | RYANP@ANMTG.COM

WWW.ANMTG.COM/RYANP

THIS IS AN ADVERTISEMENT. This is not a commitment to lend. A and N Mortgage Services, Inc. is an Illinois Residential Mortgage Licensure and Equal Housing Lender. 1945 N. Elston Ave., Chicago, IL 60642 p: 773.305.1040 (toll-free) aNmtg.com NMLS No. 102913. ME 0006639. Serving IL, IN, IA, FL, MA, MI, MN, TX, WI. Ryan Pierce NMLS No. 1941806 Illinois Residential Mortgage Licensure



Heather Allison

LOVE PHOTOGRAPHY

**ILLUMINATING YOUR AUTHENTIC SELF
THROUGH OUR UNIQUE ARTISTIC LENS**

@heatherallisonlove | (872) 240-4257

Hadley Rue

► on the rise

By Jennifer Mitchell
Photos by Heather Allison
Love Photography

If There's One Thing "Rue Can Do," It's Branding

When it comes to making a name for yourself in real estate, Hadley Rue, "Rue Can Do," knows a thing or two about branding. It's one of the many things that helps him stand out in the industry—that and his many accolades. His interest in real estate goes far back.

Hadley, who grew up in the western suburbs of Chicago, says he's always looked up to his father's parents. "They were from a bygone era. When my twin brother and I were little, they taught us about manners and how to respect others."

When he got out of school, Hadley worked in finance and private management, but wasn't convinced it was the career for him. His grandmother was a successful REALTOR® on the Main Line, a historical region, in Philadelphia, and she loved what she did. When he purchased his own home, his REALTOR® (now his managing broker) saw that he had the right skills to become a successful REALTOR® and suggested he pursue getting his real estate license.

"I was very intrigued when my REALTOR® suggested I get my license," notes Hadley. "I've always had an entrepreneurial spirit and was really inspired by my grandmother's career, so I decided to give it some thought. I knew it would take some time to grow my business, but as a hard worker, I knew my work would eventually pay off. So I decided to get my license and was able to quickly transition to being a full-time REALTOR®."

As it turns out, it was the right move for Hadley. Since 2015, he has won a number of awards, including a Rookie of the Year nomination and Top 1% recognition from CAR, the #1 Individual Producer award at Dream Town Realty in 2018, and the Five Star Real Estate Professional award. He was named in *Chicago Agent* magazine's "Who's Who of Chicago Real Estate," and was featured as one of the most notable REALTORS® by *Crain's Chicago Business*.

...



“You have to believe in yourself for others to believe in you.”

love it when business relationships evolve into friendships.”

For Hadley, success is about much more than numbers and awards. He defines success as being able to do something you enjoy and do it well. Success is putting in 100 percent effort and getting results that match. His ideal future is one in which he’s not only able to work at a job he loves but to connect with others and give back to the community. And he feels that he’s found that in real estate.

“Real estate is the perfect career for me to achieve my life goals,” notes

Hadley. “I love helping others with their real estate endeavors and making a difference in people’s lives.”

Not only does Hadley help others at work, but he has also served on a number of boards, including those for Equality Illinois, the Trevor Project, and GLAAD.

As a decade-long resident of Andersonville, Hadley loves being part of a community where he has helped many neighbors buy and sell homes.

“I love living in Andersonville because it feels like a small town in a big city,” states Hadley. “I enjoy spending time with friends and entertaining at my home. My friends are my second family and are very supportive of me personally and professionally.”

When it comes to giving advice to agents who are looking to build up their businesses, Hadley keeps it simple: “Be authentic and invest in yourself.”



•••

Part of his success is due to his hard work and determination, and the investments he’s made in himself and his business.

“You have to believe in yourself for others to believe in you,” notes Hadley. “It affects all aspects of your life, both personal and business. It’s absolutely essential to believe in your talents and your skills, and to invest in yourself.”

Another reason for his success? Branding. Hadley is a big proponent of branding and claims it’s the most important aspect of his business. His branding helps create an identity for himself and his business.

“My slogan, ‘Rue Can Do,’ is the most important part of my branding,” explains Hadley. “My clients know that I have a can-do attitude and will do anything to make a deal happen. Obviously, my last name is Rue, so I felt ‘Rue Can Do’ was the perfect encapsulation of the way I work with my clients, and I put it on everything. Even my license plate is ‘Rue Can Do’ and people will yell my slogan to me when I walk past them on the street.”

Though the brand recognition is incredibly rewarding for Hadley, the best part of his work is the opportunity to meet people and understand who they are. “I create a fun environment for my clients while delivering the best service. And I



Cervantes
Chatt &
Prince P.C.



A LAW FIRM FOCUSED ON ALL THINGS REAL ESTATE.

Transactional

- Residential
- Commercial
- Closing
- Zoning
- Development

Litigation

- Association & HOA
- Litigation
- Municipal Violations
- Collection
- Eviction

Offices in downtown Chicago and Burr Ridge
serving all of Northern Illinois and Southern Wisconsin

312-606-9529

ccpchicago.com · contact@ccpchicago.com



www.carlosshotyou.com



carlos@carlosshotyou.com



@carlos_shot_you



773-807-4485

carlos
SHOTyou
PHOTOGRAPHY

YOUR WORLD
THROUGH MY LENS

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



Turning
your
dream
home
into
reality

Providing over 20 years of superior customer service and high quality construction from small repairs to complete renovations for the greater Chicagoland area.

URBAN
BUILT * LLC
773-895-1139

www.urbanbuilt.co
Give us a call today for a
free estimate!



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@blueleaflending.com
Residential/Commercial/National Lending!




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

SPECIAL TOOLS USED:

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

ADDITIONAL SERVICES:

- Mold/Air Quality Testing
- Radon Testing

We have conducted over 15,500 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

Brighten Up Your 2021 Listing



► business
By John Rot



When it comes to selling a home, we all know the general tips and tricks to make selling simpler and hopefully, even more profitable. Step one, declutter. Step two, deep clean. Step three, paint...The list can go on and on. But you may be missing something. What if I told you that there is one more idea that can help you sell your listings in 2021?

The answer? Lighting!

We continually hear that lighting has become a major focal point not only during showings, but also when buyers are looking at homes and listings online. By updating the lighting in the home, you have the opportunity to help the home be memorable, and to photograph well and appeal to the buyer by incorporating the latest styles and trends.

Memorable

As professionals, we tend to

automatically dismiss the things that can be easily replaced, but when marketing a home for sale, the first impression is more important than ever. Brokers work to magnify the “wow” factors by using elaborate staging, paint, and more. But one of the most cost-effective features that elicit a response from buyers time after time is a well-placed light fixture—the light it emits and the style of the fixture itself. The lighting often becomes a talking point for buyers and a memory that they continue to cite when referencing the home.

By strategically focusing on updating the lighting in the entryway, dining room, master bedroom, and master bathroom, you can create an updated space in the most important rooms of the home. When buyers are scrolling through countless listings and one of your light fixtures makes them pause, it will all be worth it.

Lighting and Photography

Time and time again, we are told by REALTORS® and sellers that they are struggling to capture the perfect photographs of their marketed homes. Lighting has a big impact on your photos. It not only affects the quality of the image, but also the mood and feeling behind it. To make sure your indoor photography is at its best, you’ve got to make sure you have sufficient, high-quality lighting.

Both light bulb selection and color temperature play a huge part in this process. Knowing when to use LED or halogen bulbs, as well as what the Kelvin temperature should be, is key to taking scroll-stopping photos.

Visiting a lighting expert at a lighting showroom will give you the knowledge you need to choose the correct lighting to accent the beautiful kitchen, brighten the welcoming foyer, or add a pop to the freshly painted walls.

Making the proper fixture and bulb choices will enhance your drone videography and virtual mock-up photography, and can help take your listing to the top and increase your chances of selling it faster and for “at or above” the list price.

Styles and Trends

Lighting has actually become more of a focal point than a functionality in homes. You could even refer to lighting as the jewelry of a home. In fact, for many, lighting has become like a piece of artwork that is displayed to elevate style.

By choosing fixtures that follow the current styles and trends, you are one step closer to closing your sale. Though the lighting in a home is something buyers usually consider “easily changed,” many tend to purchase a home with lighting that already appeals to their style and taste.

Home styling has become an important part of the upgrade package too. The current top styles in lighting fixtures include transitional, mid-century modern, modern farmhouse, and classic. The hottest finish trends are black, gold, and mixed metals. Incorporating an on-trend fixture appeals to buyers and typically inspires them to upgrade other fixtures after they’ve bought the home. By adding cost-effective statement pieces, your buyer will not only be more likely to feel inspired during the showing, but also by the listing photographs.

By utilizing lighting not only functionally, but also as a focal point and feature in the home, you can upgrade a home and increase its overall selling capabilities through good photography, memorability, and attention to trend.

About the Author:

John Rot has been the owner of Hortons Home Lighting for over twenty-five years. John and his team of lighting experts continue to stay up-to-date on the latest trends, technology, and more to help guests choose the perfect lighting for their homes. John always dreamed of being a small business owner who supports his local community. He has utilized his entrepreneurial spirit to make Hortons Home Lighting & Ace Hardware a success, and has extended that spirit out. He is a partner in numerous restaurants including Q-BBQ and Hot Dog & Burger Company, and he is the owner of the historic LaGrange Theatre. John is also a founder of The H Foundation, a nonprofit organization that supports basic science cancer research at the Robert H. Lurie Comprehensive Cancer Center of Northwestern University.

For more information on how lighting can impact real estate sales, talk to a lighting expert at Hortons Home Lighting at www.HortonsHome.com, or visit their showroom in La Grange, IL.

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.



ANTONIA L. MILLS
ATTORNEY AT LAW

The Attorney for
Real Estate Investors.

847-361-0079
AntoniaLMillsEsq@gmail.com




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



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

Michael S. Leigh,
Owner

“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.




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

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/

\$3 MILLION

DONATED THIS YEAR TO HELP
BREAK THE CHAINS OF
MODERN-DAY
SLAVERY.

Did you know there are more victims held against their will today than ever before? That's why N2 Publishing, the company behind this magazine, is financially committed to helping end human trafficking.



And through their advertising partnerships, the businesses seen within these pages are helping us break these chains, too. Learn more about our cause by visiting n2gives.com.

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

Heather Seidelman

PAYING IT FORWARD:

MENTORING THE NEXT GENERATION OF REALTORS®

According to Heather Seidelman, the key to success is finding a good mentor. And fortunately for Heather, she's had quite a few, starting with her father. Heather, the youngest of three sisters, grew up in Batavia, IL.

"I've always admired my father and his strong work ethic," notes Heather. "He had a successful career and taught me and my sisters the importance of working hard and being loyal. I strive to be like him every day."

After studying journalism and communications at Northern Illinois University in Dekalb, Heather interned for the then Speaker of the House of Representatives, spending time in both Batavia and Washington, D.C. She was very interested in public relations and had a great experience, but ultimately came back to Chicago and applied for a job at a benefits consulting firm.

"Working at the benefits consulting firm taught me a lot about responsibility, but it mirrored *The Office* a little too much. I quickly grew tired of 'Hawaiian

shirt day' and birthday cake before the 8 a.m. weekly meeting. I switched jobs to work at a recruitment firm but after a brief stint there, decided to take some time to think about what I really wanted and explore other career paths."

Heather narrowed her options down to becoming a sommelier or a REALTOR®. She spoke with a few sommeliers and began training her palate when she met a couple who mentioned a new real estate firm that sounded like a good fit.

"I was introduced to Martin Claure and Carmen de Jongh, who owned a small, family-run real estate firm in Evanston that was focused on relocating MBA students," remembers Heather. It was a unique group to start with and I learned a lot. Within a year, the company grew to cover Chicago, Boston, Miami, and New York.

"I loved helping people find homes as they made their way into the city and then again after graduation. The fact that I enjoy architecture and design and was able to see different styles of homes along the way was a nice bonus!" ...





•••

Heather's real estate career really began in 2008 when the market crashed. During that difficult time, her former team lead, David Wolf, showed her the way. "When I worked for David at @properties, we were one of the top teams in Chicago, so I learned from one of the best," claims Heather. "He showed me how important it is to not only have good relationships with clients, but also with other agents. He also helped me set up systems to keep myself organized and consistent."

Now, Heather tries to pay it forward by mentoring new team members and new agents.

"I have two agents on my team and I want to be a resource for them so they can be successful," says Heather. "In this business, collaboration is vital, and I believe in giving back because I think it all comes full circle."

Whether it's the relationship with mentors, mentees, or clients, that is what Heather finds to be the most rewarding aspect of her business. "I have clients who just closed on a home in Wicker Park who I first met in 2013. At the time, they were moving in together and looking for a condo.

**“IN THIS BUSINESS,
COLLABORATION IS VITAL,
AND I BELIEVE IN GIVING
BACK BECAUSE I THINK IT
ALL COMES FULL CIRCLE.”**

Throughout the years, I've seen them get married, grow their family, sell their condo, and find a lovely home that fits their needs now."

Though her business has grown each year, it didn't truly soar until two events occurred in her personal life. The first was when she met her husband, who taught her the value of a consistent routine, and the second was when she had her first baby and really learned the importance of time management. •••



...

For Heather, family is everything. Her husband, Bob, is a real estate attorney (though they did not meet through work) and Heather notes that he is a talented singer, an involved father, and during this pandemic, he's also become a child hairstylist. They have two daughters—6-year-old Jackie and 4-year-old Betty.

“We make a great crew,” confirms Heather. “We love listening to live music, doing art projects, baking, going on scooter rides, swimming, and spending time with our family and friends.”

In addition to setting people up with the perfect house, now and then, if Heather sees a good match between people, she loves to give matchmaking a try. “I have one success story from years ago. They are happily married with two kids now.”

For up-and-coming REALTORS® Heather advises finding a mentor and learning everything you can from them. “Do not give up. Real estate can be like a roller coaster with highs and lows. Find what works for you and create systems that allow you to be consistent. That’s what my mentor taught me and it has worked quite well. And I hope it helps you too.”



80s themed joint 40th birthday party for Heather and her bestie, Adrienne Gunn, at the Kedzie Inn. The last big party they all attended before the pandemic hit.



Christmas with the Seidelmans at Heather's sister's home in Skokie.

HUBBARD

INTERIORS

FURNITURE

TEXTILES




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

HUBBARDDSIGNGROUP.COM

 20 years of residential law expertise

 Seamlessly taking the baton from contract to closing

 Fast, efficient, 7 days a week responsiveness

THE LAW FIRM THAT ALWAYS KEEPS YOU IN THE LOOP



The David Frank Law Group



David Frank

1211 Landwehr Rd, Northbrook, IL 60062
Phone: 773-255-6499 | Fax: 425-928-4061
www.frankesq.com | david@frankesq.com



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

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

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 (NIMS) (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.

RENEW. REPURPOSE. REFRESH.

A Serene & Fresh way to enter your home!

**Home Organizing
Moves & Relocations**

Attics | Bathrooms | Closets
Garages | Home Office/Den
Kitchens & Pantries | Laundry Rooms
Mudrooms | Kids Rooms



Katie Monge,
Owner/Professional Organizer

neat
METHOD

319-404-2314
www.neatmethod.com
katie.monge@neatmethod.com



 **N2DIGITAL**

BRING YOUR WEBSITE TO LIFE!



Your business should be bringing in more leads but your website is holding you back!

www.digitaln2.com

Jamie Price

▶▶ behind-the-scenes all-star feature

NOMINATED BY: MATT LARICY

Name: Jamie Price

Position/Title: Executive Assistant

Office/Company: Americorp Real Estate,
The Matt Laricy Group

**How long have you been working for the person
who nominated you?** 4 years

**How long have you been working in the real
estate industry?** 4 years

**What did you do before you began working in your
current position?**

I worked as a legal assistant at a litigation firm.

What does your typical workday look like?

I follow up with all the Matt Laricy Group's deals to make sure our deals are going smoothly and adjust any problems. I schedule pictures for new listings and send out listing agreements for those listings. I also prep all listings that will be going live. I handle the follow up with clients for the additional information that may be needed on deals/sales. I update both Zillow and referral sites and double-check all of our marketing material. And finally, I pick up coffee for Laricy.

How would you describe your job in one statement?

Attention to detail.

Why do you think you excel at your job?

When I started at the Matt Laricy Group, I was not the best

at my job. I worked hard and listened. A huge part of becoming a great team member is taking the opportunity to learn from others.

**What is the most rewarding
aspect of your job?**

The clients' emails at the end of every deal that always say thank you, and how they couldn't have done all of this without my help and guidance.

**What is the most challenging
aspect of your job?**

Sitting in an office with Matt Laricy and Matt Piegza all day long.

**What is one thing about you
that others might find sur-
prising or interesting?**

I'm a huge *Friends* fan. If I had to identify with one character it would be Monica. I'm a clean freak, over-competitive, and always have that go-go kind of energy.

**When you're not working,
what do you like to do for fun?**

When I am not at work, I am spending all my time with my boyfriend, family, and friends. Since most of Chicago was shut down this year due to COVID-19, I've spent a lot of my time outdoors exploring different areas in Chicagoland. Some examples are Fort Sheridan, Indiana Dunes, Illinois State Beach, etc. Next on my list is Galena.



"Jamie has a genuine care for the group to succeed. She works day and night to make sure things get done correctly. There is no 'I' in team, and I think it's important she knows how important she is." -Matt Laricy

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

Honored. When you are an assistant to a large producer, you sometimes get the short end of the stick. I get yelled at A LOT for just doing my job. I'm always grateful when others remember that every well-oiled machine has very distinctive parts that make everything run.

**Is there anything else you'd like
to share about yourself, about
your job, or about your rela-
tionship with the person who
nominated you?**

Matt Laricy thinks he is a great cook, but my chili is definitely better than his.

"Jamie is always being proactive rather than reactive. This is a huge difference. People do not understand that if you anticipate your clients' needs, before they do, it can make the world of difference." -Matt Laricy



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



tristinstyling

Chicago-based life styling company specializing in fashion styling, wardrobe management & refinement, and personal shopping.



@tristinstyling

150 NORTH MICHIGAN AVE, 28TH FLOOR
CHICAGO, IL 60601
312-291-4480 • TRISTINSTYLING.COM
INQUIRIES@TRISTINSTYLING.COM

McMaster
Painting & Decorating
"Where Vision Becomes Reality"



SERVING CHICAGO & SUBURBS



Kevin McVicker, Owner
\$ GET A QUOTE ☎ 773-268-2050
✉ info@mcmasterpainting.com
🌐 www.mcmasterpainting.com



Sonya
martin
photography

Schedule your session today
(847) 732-0507
www.sonyamartin.com

📷 sonyamartinphotography

📘 Sonya Martin Photography 🐦 @smartinphoto



Mark Dollard

Finding the Freedom to Better Serve Clients

For Mark Dollard, finding a career that provided him the freedom to carve out his own career path, advance without limits, and bend over backward for his clients wasn't easy. After working in other industries and finding them too limiting, he eventually made his way to real estate, where he was finally able to enjoy a fulfilling and rewarding career.

Mark grew up in suburban Kansas City in a family that highly valued education. He studied engineering at Iowa State University and became a process engineer after graduation. But after one year on the job, Mark knew it wasn't the career for him. So he went to graduate school to earn a master's degree in economics from the University of Kansas.

"I moved to Chicago to be with my then girlfriend (now wife), and got a job at an options trading firm," remembers Mark. "Unfortunately, I was thrown a curveball when the firm asked me to start in Amsterdam. I was there for about six months before being transferred back to Chicago."

But after five years in the trading industry, Mark was once again unhappy with what he found.

"One of the reasons I became a trader was because I thought it was the ultimate 'get-compensated-for-your-worth' profession," notes Mark. "But that wasn't the case. I took an unsuccessful trading desk and made it very successful, and my reward was to be pushed out of the company. I was burned out and disappointed by the inability to create my own work environment. I had friends in the real estate business, and they suggested that it would be a great fit for me." ...

► agent feature

By Jennifer Mitchell
Photos by Heather Allison
Love Photography

...

Wanting to pursue a more self-directed career, Mark started by buying large investment properties and learning everything he possibly could. He took the process very seriously and eventually applied his learnings to his sales career.

“I love houses and buildings and was drawn to real estate because you can really determine your own fate and create the career that you are looking for,” states Mark. “Also, in many businesses, you have to follow company protocols and don’t have much wiggle room in terms of what you can do for your clients. I like that in real estate I have the freedom to go the extra mile for my clients because I’m in control.”



Though he took a winding road to get to real estate, his previous experience in the trading industry taught Mark that you can’t leave anything to chance—a lesson he often applies to his brokerage.

“It’s important to take care of all the details, be thoughtful and proactive, and never rest on your laurels,” advises Mark. “I don’t work a certain number of hours; I work until the job is done right.”

Beyond the professional benefits of his career, Mark has found a lot of personal fulfillment in his ability to stay well-connected to his community and work with a variety of people. Of course, his favorite people are his wife, Kara, and son, Jamie. Mark and Kara compete in triathlons and running sports together, and they love to cook and entertain. Meanwhile, Jamie, who is five, loves to see the various CTA stops around the city and learn about geography and math.

Mark has always loved math and science too, but he also has an artistic side. Mark is a musician and plays bass in two rock bands. He also helped write a book about capitalism—*Good Capitalism, Bad Capitalism, and the Economics of Growth and Prosperity* by William Baumol, Robert Litan, and Carl Schramm—while in grad school.

...



...

When it comes to determining his own fate, providing the best customer service he can, and creating the career he envisions for himself, it seems there's very little Mark isn't willing to look at to find out what and how he can improve. And that's by design. He firmly believes in the value of working on your entire skillset.

"Some people are good at analytical thinking, some people have an eye for design, and others are great at interpersonal dynamics," claims Mark. "The best brokers who truly add value for their clients can do all three."



Mark playing with The War Inside at Reggie's.

"I LOVE HOUSES AND BUILDINGS AND WAS DRAWN TO REAL ESTATE BECAUSE YOU CAN REALLY DETERMINE YOUR OWN FATE AND CREATE THE CAREER THAT YOU ARE LOOKING FOR."



Mark biking with his son, Jamie, at Edgewater Beach.



BEFORE



AFTER

Renovate to Sell

Is your listing not attracting buyers? We have an idea why.

Sellers need a turnkey service that offers stylish pre-sale 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

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.

**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



**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

ROSE[®]
PEST SOLUTIONS
The Answer Since 1860!




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




800-GOT-PESTS?  rosepestcontrol.com



FIO
CREATIVE

You only have 8 seconds
to grab the attention of a buyer online.
Don't sell your listing short with
anything but the best photo and video.

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

2021 New Year's Resolutions of Chicago Real Producers...



JOE KOTOCH WITH COMPASS

My New Year's resolution is to be more consistent with things such as balancing my schedule, social media, and workouts. Also, I want to take a long and well-deserved family vacation once the pandemic is over, hopefully in 2021!



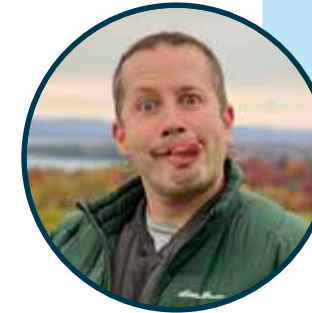
BARI LEVINE WITH @PROPERTIES

My New Year's resolution is to connect with my friends and family as often as I do with my clients (which is a lot!).



DEBBIE MAUE WITH JAMESON SOTHEBY'S

My New Year's resolution is to cut back on the COVID-19 wine and stick to my goals daily.



BENJAMIN TURBOW WITH KELLER WILLIAMS CHICAGO LAKEVIEW

My New Year's resolution is to remember it is not selfish to put my oxygen mask on first.



SUNNY AKHIGBE WITH SUNNY BIGGY FITNESS

My New Year's resolution is to focus more on people and to help others see the value of a healthy lifestyle.



DAVID FRANK WITH DAVID FRANK LAW GROUP

My New Year's resolution is to be more present with everyone and to stop checking emails and texts while talking on the phone.



DOMINIC IRPINO WITH IRPINO REAL ESTATE

My New Year's resolution is to become even more involved in the fight against social injustice.



GRIGORY PEKARSKY WITH VESTA PREFERRED

My New Year's resolution is simple...to care less about politics, finally!



ANTHONY FIORITO WITH FIO CREATIVE

My New Year's resolution is to give back more, and be more intentional with my giving. There are effective organizations that support people that are hurting right in my community. My business was fortunate enough to grow in 2020, so in 2021 I want to pay it forward.



ALEX MARGULIS WITH CROSSCOUNTRY MORTGAGE

My New Year's resolution is about finding the right work-life balance. Keeping the main thing the main thing!



MONTSERRAT ALVARADO WITH TRI-STATE RESTORE

My New Year's resolution is to grow more spiritually and maintain the positive vibes in a negative situation. In 2021, I would also like to get licensed in both the real estate world and the insurance industry to best help my future customers. Finally, I plan to get married and be a first-time homeowner with my partner.



DANNY LEWIS WITH DREAM TOWN

My New Year's resolution is to make safety a priority and ease back into the social life once the vaccine becomes available!

New year, same Crystal clear mortgage process

Say goodbye to 2020 and hello to a great new year. Reach out to me and find out how I can help your clients with one of the biggest decisions of their lives.

Call me today to get started.



Crystal Kurzynski

Vice President of Mortgage Lending
O: (773) 435-0667
Crystal@rate.com
Rate.com/Crystal
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 #1705365 | Guaranteed Rate NMLS #2611; For licensing information: visit www.nmlsconsumeraccess.org.

Hortons Makes Your Home Uniquely You



MAXIM
LIGHTING

HORTONS
HOME LIGHTING

LA GRANGE 60 S. LA GRANGE RD. | 708-352-2110
www.hortonshome.com

EXPERIENCE THE DIFFERENCE

The financial decisions you make today can impact you in the future. Let's talk **today** about how I can offer a customized approach to your financial goals and needs.



Morgan Lougee
312-368-3717
mlougee@financialguide.com
Westpoint Financial Group
1 N Franklin St, Suite 2470,
Chicago, IL 60606
CA Insurance License # 0M87713

WESTPOINT
FINANCIAL GROUP
a MassMutual firm

Be treated the way you treat your clients.
Find me on LinkedIn!  



Local firms are sales offices of Massachusetts Mutual Life Insurance Company (MassMutual), and are not subsidiaries of MassMutual or its affiliated companies. Morgan Lougee is a registered representative of and offers securities & investment advisory services through MML Investors Services, LLC, Member SIPC (www.SIPC.org). Supervisory office 300 S Wacker Dr, Suite 2000, Chicago, IL 60606. Phone: 312-347-1660. CFIN202208-269604

westpointfinancialgroup.com/associates/morgan-lougee/



MAZEK
LAW GROUP

Going Beyond the Transaction to Protect All of Your Clients' Assets

ENTITY FORMATION • ESTATE PLANNING • ASSET PROTECTION



Michael Mazek
Founder & Attorney
Michael@MazekLaw.com
mazeklaw.com
773-800-0141 (Call/Text)
3805 N. Lincoln Ave.
Chicago, IL 60613



Local & Family Owned
Serving the Chicago Area



Window fashions that have every style covered.

774-528-4244
windycityblinds.com
Info@windycityblinds.com

"We are so happy with our new blinds and would recommend Windy City Blinds to any of our friends and family! Their prices are extremely competitive and their products are high quality."
- Christina K.,
yelp review





» cover story

By **Chris Menezes**
Photos by **Heather Allison**
Love Photography

NYKEA PIPPION MCGRIFF

Inspired to Rise Up

Nykea Pippion McGriff is breaking barriers. Her fifteen-year career of excellence, service, and “doing the work” to be the best REALTOR® and community advocate within the real estate industry that she could be, culminated for Nykea this past October when she began her term as the first black woman president of the Chicago Association of REALTORS® (CAR), an organization with a 137-year history.

“I am proud to be paving a path for those like me in a city where my roots are deep-seated,” says Nykea. “I look forward to being able to inspire my peers in the community and help the real estate industry move forward during my time as CAR’s president.”

Nykea was born and raised on the South Side of Chicago. She grew up dancing and performing ballet, jazz, and modern dance all the way through college. She credits her time both in attendance and having to travel by bus to Whitney M. Young Magnet High School on the west side of Chicago every day, for giving her confidence, a strong sense of self, and a global perspective of the world.

“Having to travel two hours by bus to attend one of the best high schools in the city gave me the opportunity to meet people from all over, which helped shape my global view of the world. Looking at the world from a global perspective early on has helped

me in situations where I am typically the only person of color in the room,” Nykea explains.

Nykea obtained her degree in marketing from Southern Illinois University in Carbondale, and went on to become a sales manager with a telecommunications firm prior to entering real estate. She took her real estate licensing classes while on maternity leave from her job and ended up falling in love with the business.

“The driving force behind entering real estate was the experience I had as a first-time buyer,” Nykea explains. “I felt that I could deliver a better experience than I received, especially for such an important life decision.”

With the well-being of her clients at heart, Nykea went to work and soon became a CAR Top Producer. She entered leadership in 2015 as a member of the CAR Board of Directors and became its first black woman treasurer in 2018. She was also the 2017 president of the Women’s Council of REALTORS® Chicago, and the 2019 president of Women’s Council of REALTORS® Illinois.

Nykea also currently serves as a federal political coordinator for Congressman Bobby Rush, and as a governor-appointed member of the Real Estate Administration and Disciplinary Board of the Illinois Department of Financial and Professional Regulation (IDFPR).



Perhaps even more awe-inspiring than all of these accomplishments, she has continued to push forward and rise up in the face of grief: Nykea's eldest son, Xavier Joy, was tragically killed in 2017 by senseless gun violence. Xavier, a graduate of Whitney Young High School who was attending Morehouse College in Atlanta at the time of his death, was an accomplished athlete and a man who was giving back to his community by teaching and tutoring disadvantaged youths in Chicago.

In honor of her son, Nykea established the Xavier O. Joy Scholarship to provide opportunities to other young men who would like to pursue higher education at Morehouse College. "Often young men of color do not have the financial means to achieve their dreams of higher education," Nykea says. "My

"I am passionate about helping our REALTORS® live exceptional lives by connecting them to their passions and the people who can help them grow."



son Xavier was a servant leader and an example of how to use your talents to help others succeed. He was a teacher and a mentor, and deeply invested in helping kids reach their potential, no matter where they were from."

Nykea continues her son's mission of helping others to succeed as the new president of CAR and as the vice president of brokerage services at Coldwell Banker, as well as through her many other roles in the industry. As she says, "I am passionate about helping our REALTORS® live exceptional lives by connecting them to their passions and the people who can help them grow."

Nykea and her son, Artie.



At the Acropolis of Athens (December 2019).



Both of Nykea's sons at Disney World in 2015. The last trip they were able to take as a trio.

...

Outside of real estate, Nykea loves music and traveling with her younger son, Artie. You can often find her listening to music along the lakefront, and soon, "at an airport near you." She and Artie traveled to Thailand, Spain, and Greece in 2019, and they are both looking forward to their next adventure together.

As Nykea looks to the future, she is excited by the opportunities before her, to not only lead others in the world of real estate, but to continue the national conversation about diversity, inclusion, and more importantly, equity. In all she does, she'll be building off her theme for this year: "Rise Up!"



FORDE & O'MEARA LLP

Commercial Litigation | Real Estate Litigation Real Estate Transactions, Zoning & Land Use



LISA J. SAUL, ESQ.
111 W. Washington St.
Suite 1100
Chicago, IL 60602
847-910-2317
lsaul@fordellp.com
www.fordellp.com





FOR EVERY 6 GIFTS ORDERED, RECEIVE 2 FREE!

This winter, 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

Di💎monds aren't the only gift that lasts forever...



CutAboveGifts@gmail.com
CutAboveGifts.com



YOUR CHICAGOLAND CLIENT RETENTION SYSTEM



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

773.680.7402



You found them a home. Now let's make this simple!



Melissa



Jesse



Peter

▶▶ partner spotlight
By Chris Menezes
Photos by Sonya Martin



SUNNY AKOMU AKHIGBE

OWNER AND FOUNDER OF SUNNY BIGGY FITNESS

A Boy and His Dream

Sunny Akomu Akhigbe is all about making people's lives better. His business, Sunny Biggy Fitness, provides one-on-one personal training, life-coaching/mentoring, and fitness and nutritional assessments to people operating at high levels. He also teaches individual senior fitness and wellness sessions; meal planning, which includes nutritional shopping and storage tips; and overall accountability and well-being.

"What sets my business apart from others is the compassion and individualized time that I give to my clients," says Sunny. "My fitness program caters to the top executives in Chicago who have very little downtime. It's an excellent alternative to going to the gym. I come to you wherever and whenever you need me. I also have a virtual training service available that will give you the same intense workout at your convenience."

Born in Warri, Nigeria, Sunny always had a love for fitness, and sought education that would help him achieve his professional goals. He earned an associate's degree in health care management from the University of Benin, Nigeria; a bachelor's degree in business administration from Ambrose Alli University, Nigeria; and a master's degree

in business administration with an emphasis in finance and accounting from Purdue University in Indiana.

For Sunny, a certified fitness coach with IFBB Pro and NABBA Pro cards, specializing in health and fitness programs for individuals, groups, and corporations, Sunny Biggy Fitness is, in many ways, the result of a boy and his dream. So it's more than apt that the title of Sunny's autobiography, and the name he gave the foundation he formed shortly after its publication, is *A Boy and His Dream*.

"My current business in the fitness world is very intertwined with my foundation and the book I wrote about my life's journey. The foundation's purpose is to give youth in the Chicagoland area and around the world the same opportunities that I was given through education and prioritization of your goals. Through education, all things are possible," says Sunny. ...

...

The A Boy and His Dream Foundation provides scholarships and mentoring sponsorships to young people facing adversity and opposition in life. Sunny Biggy Fitness often works in conjunction with this mission. As Sunny explains, “Many times we are able to offer programs to corporations where the proceeds are then donated back to the foundation’s needs, while at the same time, we are making a difference in creating a healthy wellness environment for the corporate sector in Chicago. So there is a benefit to both entities.”

While Sunny has accomplished many things in his lifetime, he says his biggest accomplishment, the one he takes the most pride in, is raising his two children as a single father. “We love biking, soccer, running, hiking, and swimming; we participate in exercise and fitness each day. We also spend a lot of time reading and talking amongst ourselves about current events and life in general,” says Sunny.

**MY
FULFILLMENT
COMES FROM
HELPING MY
CLIENTS AND
FRIENDS CHANGE
THEIR LIVES FOR A
POSITIVE FUTURE...
THE SKY IS THE
LIMIT.”**



Sunny with his two children.



Sunny also enjoys interior design, photography, cooking, writing, boxing, wrestling, and visiting with friends and traveling.

“I am blessed, as I do not consider what I do as work. I love being able to change people’s lives. I see the transformation in their physical appearance as well as their outward thought processes and attitude. Many didn’t know they had the ability to make such a drastic lifestyle change, but the services I offer will become just that—a lifestyle,” says Sunny. ...



“Success is what you make of it,” he continues. “To me, success is giving your all and achieving the goals you have set out to accomplish. If it doesn’t work for you the first time, keep trying until you complete the mission. *Never give up.*”

“[If you work with me] You will never go back to the way you were,” says Sunny. “With the new

you, you will be able to achieve all your goals and dreams that you set out to do. My fulfillment comes from helping my clients and friends change their lives for a positive future. The sky is the limit.”

To get Sunny to help you accomplish your goals, or for more information, visit www.sunnybiggyfitness.com.

Reimagine. Refresh. Repeat.

Introducing professional planning and renovation management to help you sell homes fast!



Wanderlust Design Co.

RENOVATION CONSULTING | INTERIOR DESIGN

FREE
ONE HOUR
CONSULTATION

773-896-5855 • wanderlustdesignco.com
WANDERLUSTDESIGNCHI@GMAIL.COM

@wanderlustdesignchi



Protect what
you have and
plan for
the future.

COUNTRY
FINANCIAL

Let's get together to talk
about your present needs
and future plans!



Kirk E. Gregory, Jr.
Financial Representative

Office: 773-420-0154 • Mobile: 773-619-0649

kirk.gregory.jr@countryfinancial.com

1401 S. State St., Ste 150 • Chicago, IL 60605

SOCIAL MEDIA DONE FOR YOU

"The Social Broker
is a game changer!..."



the.social.broker

thesocialbroker.com
maris@thesocialbroker.com



"I am so lucky to
have found
The Social Broker..."

"This has been
the best investment
I've made to enhance
my business!"

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

▶ agent feature

By Jennifer Mitchell
Photos by Sonya Martin

**A Family Tradition:
Building a Business
from the Ground Up**

Survi KOBAWALA

Survi Kobawala has always been inspired by her parents who, in their mid-20s, left their entire family to move to a country where they knew no one and had to learn a new language and culture.

“I remember my parents telling me that if they ended up in a city where they didn’t know anyone, they would search the white pages to see if they could find another Indian name,” shares Survi. “They would use a pay phone to call them and, in many cases, they became instant friends. These new friends would do anything they could to help each other and often welcomed us into their homes, and they taught us, their children, to do the same. In fact, many of those friendships have lasted for more than fifty years.”

Both of Survi’s parents were entrepreneurs. Her father obtained an MBA in

accounting and built a business from the ground up and her mother raised three kids and worked full-time helping her father run his businesses (and even managed two of her own retail business throughout the years). “They were such an amazing team and always had a common goal: to provide opportunities for their children,” states Survi. “My father always told me to follow my dreams when it came to my career. And whatever I chose, he urged me to work hard and become a leader.”

And that’s exactly what Survi did. After attending Ohio State University, she worked in New York City in the fashion industry for twelve years, helping high-end designers source textiles. But in the back of her mind, she was always interested in real estate. When she moved from New York to Chicago in 2013, she decided a career change was in order. She thought real estate would provide an opportunity to get to know the Chicago neighborhoods and meet new people.

“When I moved to Chicago, I completely started over,” recalls Survi. “I was launching my second career in my mid-30s; it was exhilarating to start

from scratch and learn an entirely new industry.”

She spent a few years working for a small boutique firm before joining Redfin in 2016. The move allowed her to gain the experience and knowledge she needed to excel in the industry.

“I love helping people find their dream home,” notes Survi. “It’s such a fun time for my clients, but it can also be very stressful. So my goal is to educate them and make the process as smooth as possible. I want to be a positive light for my clients—someone who comes up with solutions for any situation and isn’t afraid to try alternative ideas.”

Beyond the joy she feels in her work, Survi appreciates that real estate helps her to live the life she wants to at home. “I want to always be able to spend time and be present for my



...

family, and I think real estate has helped me do that.”

That being said, wearing the many hats of a working mom isn't without its challenges. “I want to feel like I'm fully there for my son and my husband, as well as for my clients. To me, that's what it means to be successful. If I work as hard as I can to help everyone in my life, it's been a good day.”

At home, Survi has found her soulmate in her husband, Rupak, who is also an entrepreneur. “Rupak has always been an



I was launching my second career in my mid-30s; it was exhilarating to start from scratch and learn an entirely new industry.



inspiration to me and an example of what hard work looks like. He leads with such passion, and I hope my clients can see some of that fire in me as well.”

Survi and Rupak have an energetic three-year-old son, Raveen. “He is curious, determined, and very opinionated. I love seeing who he's becoming.”

Survi's desire to help others also prompted her to start a yearly holiday charity drive six years ago. She, along with four others, coordinate efforts across the city and suburbs to help children in lower-income areas through a Secret Santa drive. On account of COVID-19, they will have to pivot a bit this year and will be putting their efforts toward supporting local food banks.

When she's not working, Survi loves to cook. Her passion for design carries over to the kitchen where she enjoys creating dishes that look as good as they taste.

Survi got to know Chicago and Chicago's neighborhoods through real estate, and she encourages her clients to do the same.

“When clients are looking to change neighborhoods, I always tell them to spend time there first,” she says. “Take your dog for a walk there; if you feel comfortable eating outside, go for brunch, or grab some takeout; pop in and out of open houses just to get a sense of who lives there and the types of people who are looking to move there. Back when people were working in offices, I'd recommend they see the home after work to get a sense of the commute. It's these little extra steps that people might not think to do that can help them find the perfect place to call home.”





C.J. Lamb

with The Gunderson Law Firm

▶▶ partner spotlight

By **Chris Menezes**
Photos by **Sonya Martin**

As co-owner and partner at The Gunderson Law Firm, specializing primarily in real estate law, C.J. Lamb brings a wealth of experience, tenacity, practicality, and a sense of levity and humor to the firm and those he works with. His goal is to make the buying and selling process as smooth and stress-free as possible, which he says boils down to “communication and approachability.”



A Fresh Approach

“Although a bit hokey, I describe the real estate buying/selling process as a big relay race. The client has their team who are continuously passing the baton back and forth, all while working towards the finish line. Even for seasoned investors, it is important to keep everyone informed. This means equipping clients with a proper road map of expectations at the outset and then guiding them along the way,” C.J. explains.

To ensure that their clients are always looking at the same map and know where they’re heading, C.J. is very hands-on in working directly with clients. A fully engaged attorney and partner, although he works with a team of people, C.J. takes personal responsibility in being the person behind the wheel; he doesn’t hide behind his staff.

“Internally, my firm’s structure is set up to be as attorney-forward as possible in communication,” C.J. explains. “Yes, as a client you will definitely get to know the rest of our team as you work with us, but you will be working with me directly. The goal is not only for you to leave feeling satisfied, but also educated and excited in the process.”

C.J. doesn’t take his position lightly, partly because of how hard he had to work to get to where he is.

He moved to Chicago during the last gasp of the post-2008 crash job market. He waited tables in River North at night “slinging steaks,” while pounding the pavement in the Loop during the day, looking for a job practicing law.

“It is a bit comical looking back on it now, but I did everything I could to effectively block out the sun, raining copies of my résumé down on Chicago law firms and employers. I was meeting with anybody and everybody, sometimes hopping the turnstiles at lobby security points to do so, while also slowly building a book of business on my own,” C.J. explains.

“Ultimately, meeting Mike Gunderson was the huge turning point for me—arising from that book of business and all those meetings for coffees, lunches, and dinners (a few of which I served). He took a chance hiring me, which of course gave me gainful employment, but he also introduced me to the perspective of real estate I know now. My exposure to the industry took off and I was hooked. Fast forward a few thousand real estate transactions later, and here we are. I am so proud of what we’ve built.”

...



“The goal is not only for you to leave feeling satisfied, but also educated and excited in the process.”

•••

With C.J.'s years of experience in real estate law comes a sense of pleasure and humility, as opposed to arrogance, which his clients appreciate. “My team and I try not to take ourselves too seriously. We are a valuable resource for our clients and we advocate accordingly, but you won't find us grandstanding or arguing for the sake of principle,” he says.

“We exist to complete the transaction. Yes, the legal part is a necessary evil, but I am not here to blow up a transaction or needlessly ruffle feathers,” he further explains. “The REALTORS® have done the heavy lifting of brokering the contract. I am here to tie up the loose ends and protect everyone involved. The big picture is clear: the buyer wants to buy and the seller wants to sell. For almost all scenarios, there is a deal to be made so long as that perspective is kept in mind.” He adds, “Any recommendation of my services by a REALTOR® is a tremendous opportunity. I do not take it lightly. Your reputation is my own when I work with you.”

C.J.'s home is a household of entrepreneurs. His wife, Samantha Bonamassa, is the founder and principal of her own securities and compliance consulting firm, Coast to Coast Compliance. Though a lot of business talk may happen at the dinner table, they certainly are not “all work and no play.” C.J.'s ever willingness to have fun is exemplified in his personal life. As both confess to being a bit of an adrenaline junkie, C.J. and Samantha are always up for an adventure. Whether they're discovering new eateries in the city or traveling somewhere for scuba diving, cave diving, dune-boarding, skiing, hiking, skydiving, or to just bathe in the local culture, they love to travel. And they just cannot get enough of their rescue dog, Avery.



C.J. on a safari in Kruger National Park, South Africa.

When the couple isn't traveling, C.J. can usually be found spending time with family and friends or trying out new cooking recipes. In fact, during this stay-at-home year, C.J. started an impromptu cooking channel on Instagram called “COVID Cooking with Cortney.”

For C.J., success is being able to spend the time you want to with family and friends. He is motivated every day by his wish to have a positive impact on the lives and happiness of others, as well as to be a trusted resource and respected advocate.

To contact C.J. and The Gunderson Law Firm, or for more information, visit <https://www.gundersonfirm.com/> or call (312) 600-5000.



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

Stephen Wrought

(773) 426-0458
steve.wrought@gmail.com
housecallinspections.net



Creating Memorable Client Experiences



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

Custom Apparel • Branded Merchandise • Closing Gifts

www.icandeemarketing.com | 773-754-0493

ARETÉ RENOVATORS



The Art of Remodeling
OUR SERVICES:

- | | |
|---------------------------|-----------------------|
| DESIGN BUILD | TILE INSTALLATION |
| KITCHEN & BATH REMODELING | PAINTING |
| FLOOR INSTALLATION | SIDING AND DECKING |
| HARDWOOD REFINISHING | MASONRY AND ADDITIONS |

COME JOIN OUR
REFERRAL PROGRAM
REFER YOUR FRIENDS AND FAMILY TO RECEIVE
2% BACK UPON PROJECT COMPLETION

**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 November 30, 2020

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jeffrey	Lowe	147	\$174,362,746	59	\$75,257,750	206	\$249,620,496
2	Matt	Laricy	178	\$78,806,648	193	\$100,771,763	371	\$179,578,411
3	Emily	Sachs Wong	72	\$100,149,250	35	\$46,041,875	107	\$146,191,125
4	Leigh	Marcus	155	\$97,967,418	53	\$32,396,467	208	\$130,363,885
5	Mario	Greco	152	\$83,362,370	58	\$32,919,250	210	\$116,281,620
6	Karen	Biazar	122	\$68,427,384	22	\$13,585,000	144	\$82,012,384
7	Melanie	Giglio	61	\$41,149,537	78	\$37,798,397	139	\$78,947,934
8	Carrie	McCormick	75	\$49,788,750	34	\$27,872,750	109	\$77,661,500
9	Grigory	Pekarsky	82	\$27,060,564	101	\$50,278,450	183	\$77,339,014
10	Sophia	Klopa	73	\$49,614,750	43	\$26,806,000	116	\$76,420,750
11	Brad	Lippitz	37	\$25,258,900	34	\$30,378,160	71	\$55,637,060
12	Elena	Theodoros	62	\$33,525,300	29	\$21,157,900	91	\$54,683,200
13	Julie	Busby	49	\$31,287,075	33	\$22,531,975	82	\$53,819,050
14	Jennifer	Ames	31	\$32,958,500	18	\$20,084,350	49	\$53,042,850
15	Tommy	Choi	44	\$22,916,500	53	\$28,572,100	97	\$51,488,600
16	Benyamin	Lalez	26	\$14,781,550	68	\$36,423,600	94	\$51,205,150
17	Sam	Shaffer	26	\$12,587,500	60	\$37,525,304	86	\$50,112,804
18	Timothy	Sheahan	49	\$34,682,928	22	\$13,546,878	71	\$48,229,806
19	William	Goldberg	48	\$32,955,427	26	\$14,390,208	74	\$47,345,635
20	Jennifer	Mills	45	\$30,899,460	26	\$15,275,234	71	\$46,174,694
21	Hayley	Westhoff	41	\$25,725,580	25	\$19,324,000	66	\$45,049,580
22	Nathan	Wilks	37	\$15,716,825	69	\$28,132,726	106	\$43,849,551
23	Katharine	Waddell	31	\$17,332,000	48	\$26,273,000	79	\$43,605,000
24	Chezi	Rafaelli	25	\$28,138,500	13	\$14,770,900	38	\$42,909,400
25	Jason	O'Beirne	58	\$34,075,100	18	\$8,738,000	76	\$42,813,100
26	Barbara	O'Connor	50	\$26,433,500	27	\$15,040,000	77	\$41,473,500
27	Santiago	Valdez	53	\$25,385,300	37	\$13,779,700	90	\$39,165,000
28	Timothy	Salm	12	\$31,404,000	5	\$7,740,000	17	\$39,144,000
29	Daniel	Close	22	\$10,858,500	47	\$27,702,037	69	\$38,560,537
30	Nancy	Tassone	10	\$15,821,500	6	\$22,470,000	16	\$38,291,500
31	Daniel	Glick	21	\$21,020,000	27	\$16,594,650	48	\$37,614,650
32	Layching	Quek	4	\$1,799,000	58	\$35,725,000	62	\$37,524,000
33	Millie	Rosenbloom	18	\$19,686,500	21	\$17,232,600	39	\$36,919,100
34	Jill	Silverstein	17	\$9,816,000	37	\$26,794,750	54	\$36,610,750

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Melissa	Siegal	35	\$24,588,943	16	\$11,696,409	51	\$36,285,352
36	Keith	Brand	15	\$6,657,050	56	\$29,529,249	71	\$36,186,299
37	Matthew	Liss	39	\$24,275,150	15	\$10,923,500	54	\$35,198,650
38	Kevin	Hinton	40	\$18,437,283	42	\$16,757,050	82	\$35,194,333
39	Ivona	Kutermankiewicz	31	\$23,454,200	14	\$10,558,650	45	\$34,012,850
40	Lance	Kirshner	39	\$18,581,200	27	\$15,112,550	66	\$33,693,750
41	Sara	McCarthy	33	\$15,631,275	29	\$17,994,494	62	\$33,625,769
42	Ryan	McKane	72	\$28,753,901	8	\$4,398,900	80	\$33,152,801
43	Debra	Dobbs	20	\$21,446,500	16	\$11,150,500	36	\$32,597,000
44	Joel	Holland	37	\$17,893,050	29	\$14,360,300	66	\$32,253,350
45	Nicholaos	Voutsinas	21	\$10,031,750	42	\$21,927,700	63	\$31,959,450
46	Scott	Curcio	39	\$14,406,494	39	\$17,504,801	78	\$31,911,295
47	Colin	Hebson	28	\$20,186,439	17	\$10,966,000	45	\$31,152,439
48	Amanda	McMillan	34	\$16,978,711	23	\$14,099,751	57	\$31,078,462
49	Melanie	Everett	13	\$5,550,900	56	\$25,232,700	69	\$30,783,600
50	Kelly	Parker	24	\$13,195,500	27	\$16,732,100	51	\$29,927,600

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-010094741
 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. All loans are subject to credit review. 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 November 30, 2020

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Cynthia	Sodolski	21	\$15,226,000	24	\$14,491,100	45	\$29,717,100
52	D	Waveland Kendt	35	\$18,554,100	16	\$10,990,400	51	\$29,544,500
53	Lisa	Sanders	46	\$20,826,500	18	\$8,523,000	64	\$29,349,500
54	Danielle	Dowell	37	\$18,824,250	22	\$10,470,000	59	\$29,294,250
55	Richard	Kasper	21	\$11,419,050	33	\$17,790,015	54	\$29,209,065
56	Steve	Genyk	18	\$19,613,500	10	\$9,347,500	28	\$28,961,000
57	Grace	Sergio	40	\$27,958,800	2	\$693,650	42	\$28,652,450
58	Stephanie	Cutter	30	\$18,291,500	21	\$8,769,500	51	\$27,061,000
59	Lauren	Mitrick Wood	22	\$12,301,000	23	\$14,675,000	45	\$26,976,000
60	Laura	Meier	21	\$10,095,500	33	\$16,679,549	54	\$26,775,049
61	Elizabeth	Ballis	19	\$14,470,750	11	\$12,074,500	30	\$26,545,250
62	Ryan	Preuett	18	\$23,961,000	2	\$2,269,000	20	\$26,230,000
63	Joseph	Kotoch	16	\$9,100,000	37	\$17,116,500	53	\$26,216,500
64	Lindsay	Everest	13	\$11,863,000	8	\$14,339,975	21	\$26,202,975
65	Alexandre	Stoykov	14	\$5,932,000	46	\$20,185,900	60	\$26,117,900
66	Deborah	Hess	30	\$16,241,800	22	\$9,320,800	52	\$25,562,600
67	Dennis	Huyck	29	\$15,492,430	13	\$9,773,533	42	\$25,265,963
68	Alishja	Ballard	25	\$12,369,401	18	\$12,854,830	43	\$25,224,231
69	Kimber	Galvin	28	\$16,132,950	16	\$8,887,250	44	\$25,020,200
70	Joanne	Nemerovski	11	\$16,230,000	13	\$8,675,000	24	\$24,905,000
71	Frank	Montro	101	\$19,683,799	30	\$4,982,375	131	\$24,666,174
72	Rubina	Bokhari	15	\$11,910,651	13	\$12,747,400	28	\$24,658,051
73	Joshua	Lipton	17	\$17,380,000	8	\$7,239,500	25	\$24,619,500
74	Nicholas	Colagiovanni	19	\$11,253,500	15	\$13,280,000	34	\$24,533,500
75	Kelly	Angelopoulos	25	\$13,903,000	18	\$10,050,000	43	\$23,953,000
76	Owen	Duffy	23	\$13,420,500	25	\$10,506,500	48	\$23,927,000
77	Erlend	Candea	30	\$22,132,000	2	\$1,770,000	32	\$23,902,000
78	Darrell	Scott	10	\$5,111,000	40	\$18,779,500	50	\$23,890,500
79	Margaret	Baczkowski	11	\$14,252,000	6	\$9,415,000	17	\$23,667,000
80	Rizwan	Gilani	24	\$10,897,275	19	\$12,680,000	43	\$23,577,275
81	Juliana	Yeager	24	\$13,964,811	15	\$9,382,400	39	\$23,347,211
82	Nadine	Ferrata	20	\$13,670,000	14	\$9,589,499	34	\$23,259,499
83	Christopher	Engelmann	5	\$1,761,500	45	\$21,476,600	50	\$23,238,100
84	Lucas	Blahnik	25	\$13,868,013	20	\$9,176,250	45	\$23,044,263

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Natasha	Motev	11	\$14,133,000	9	\$8,717,250	20	\$22,850,250
86	Brittany	Bussell	24	\$13,509,750	14	\$9,102,501	38	\$22,612,251
87	James	Buczynski	21	\$14,478,500	13	\$7,792,000	34	\$22,270,500
88	Keith	Tarasiewicz	20	\$6,500,580	32	\$15,642,400	52	\$22,142,980
89	Nathan	Binkley	14	\$9,452,500	19	\$12,672,250	33	\$22,124,750
90	Gwen	Farinella	6	\$19,712,500	2	\$2,357,400	8	\$22,069,900
91	Robert	Picciariello	61	\$21,987,049	0	\$0	61	\$21,987,049
92	Eudice	Fogel	16	\$7,389,000	17	\$14,301,000	33	\$21,690,000
93	Camille	Canales	20	\$8,888,400	25	\$12,449,283	45	\$21,337,683
94	Mark	Icuss	12	\$13,412,950	14	\$7,738,500	26	\$21,151,450
95	Pamela	Rueve	17	\$12,317,000	9	\$8,810,000	26	\$21,127,000
96	Reve'	Kendall	46	\$19,789,500	1	\$1,240,000	47	\$21,029,500
97	Nick	Rendleman	20	\$8,538,300	43	\$12,490,294	63	\$21,028,594
98	Shay	Hata	25	\$13,340,250	16	\$7,650,500	41	\$20,990,750
99	Rafay	Qamar	20	\$7,889,400	31	\$12,996,662	51	\$20,886,062
100	Michael	Hall	31	\$16,157,300	11	\$4,605,900	42	\$20,763,200

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.



JUST ONE CALL
IS ALL IT TAKES!

EXPERIENCED REAL ESTATE
ATTORNEY FOR
BUYERS & SELLERS



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



Thank you to all my agents and clients
 for your support in 2020. Looking
 forward to working with you and
 building our relationship in 2021.



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

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.



Mark Boswell, Agent
 "Here to help life go right"

5725 W 35th St.
 Cicero, IL. 60804
 Bus 708-477-4682

Call us for a free quote

www.agentmarkboswell.com
 mark@agentmarkboswell.com

MICHELLE BOBART & TEAM

The Platinum Mortgage Experience



The best place to be is
 home for the holidays.

Over 2,500 clients agree – Michelle and her team have a
 reputation for honest, responsible advice and outside-the-
 box solutions for every scenario.

- Five Star Professional, 2011-2020
- Top 200 Mortgage Originators in America, Mortgage Executive Magazine 2019
- Top 1% Mortgage Originators in America, 2012-2019
- Top Originators Scotsman Guide, 2014-2019
- Top Women Originators Scotsman Guide, 2018-2019



guaranteed **Rate** | Positively Different™

Michelle Bobart
 SVP of Mortgage Lending



O: (312) 379-3516 | C: (312) 953-7365

Michelle@rate.com

Rate.com/MichelleBobart

320 W. Ohio St., Ste. 1E, Chicago, IL 60654

EQUAL HOUSING LENDER: Michelle Bobart NMLS #137164; AL - 72981, AZ - 1007852, CA - CA-DB0137164, CO - 100035767, DC - MLO137164, DE - MLO-137164, FL - LO17860, GA - 67205, ID - MLO-2080137164, IL - 031.0002102, IN - 14945, IA - 34440, KS - LO.0039573, KY - MC701827, MD - 26-21210, MA - MLO137164, MI - 137164, MN - MN-MLO-137164, MO - MO-137164, NC - 1-189254, ND - NDMLO137164, NV - 66499, OH - MLO-OH-1371164, OR - Licensed, PA - 76869, SC - MLO-137164, SD - MLO.08664, TN - 204296, VA - MLO-13110VA, WI - 137164, WY - 8521 | Guaranteed Rate, Inc.; NMLS #2611; For licensing information visit nmlsconsumeraccess.org. • AZ: 14811 N. Kierland Blvd., Ste. 100, Scottsdale, AZ, 85254, Mortgage Banker License #0907078 • CA: Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act • CO: Regulated by the Division of Real Estate, 18661-934-7283 • MA: Mortgage Lender & Mortgage Broker License #MC 2611

TOP 250 STANDINGS

Teams and individuals from January 1, 2020 to November 30, 2020

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Megan	Tirpak	9	\$9,372,750	7	\$11,132,500	16	\$20,505,250
102	Bruce	Glazer	16	\$6,874,750	18	\$13,462,000	34	\$20,336,750
103	Stefanie	Lavelle	18	\$7,673,900	18	\$12,538,250	36	\$20,212,150
104	Jodi	Serio	25	\$19,586,000	2	\$618,000	27	\$20,204,000
105	Paul	Mancini	23	\$10,269,000	14	\$9,839,000	37	\$20,108,000
106	Ryan	Huyler	19	\$14,411,817	9	\$5,237,200	28	\$19,649,017
107	Michael	Rosenblum	22	\$13,587,747	8	\$6,038,500	30	\$19,626,247
108	Mark	Jak	11	\$9,975,625	10	\$9,629,000	21	\$19,604,625
109	Vincent	Anzalone	12	\$8,924,250	16	\$10,559,900	28	\$19,484,150
110	Eric	Hublar	9	\$3,144,500	32	\$16,221,650	41	\$19,366,150
111	Paul	Barker	22	\$12,386,600	10	\$6,965,700	32	\$19,352,300
112	Brady	Miller	21	\$7,585,575	34	\$11,569,500	55	\$19,155,075
113	Samantha	Porter	26	\$16,689,250	3	\$2,407,307	29	\$19,096,557
114	Karen	Schwartz	24	\$10,821,750	16	\$8,191,400	40	\$19,013,150
115	Elias	Masud	9	\$4,476,700	27	\$14,303,224	36	\$18,779,924
116	Stacey	Dombar	38	\$16,293,315	6	\$2,423,500	44	\$18,716,815
117	Danny	Lewis	18	\$8,010,950	19	\$10,505,346	37	\$18,516,296
118	Ronda	Fish	9	\$11,299,500	5	\$7,059,900	14	\$18,359,400
119	Marta	Lazic	16	\$5,531,300	28	\$12,608,250	44	\$18,139,550
120	Mark	Keppy	23	\$10,990,863	17	\$7,101,750	40	\$18,092,613
121	Kathryn	Schrage	34	\$15,108,000	6	\$2,932,250	40	\$18,040,250
122	Amy	Duong	18	\$7,662,172	18	\$10,217,900	36	\$17,880,072
123	John	Lyons	15	\$5,946,200	29	\$11,899,400	44	\$17,845,600
124	Scott	Berg	42	\$17,219,980	1	\$454,000	43	\$17,673,980
125	Radim	Mandel	31	\$12,301,400	12	\$5,343,500	43	\$17,644,900
126	Janelle	Dennis	20	\$9,205,800	14	\$8,369,400	34	\$17,575,200
127	Kieran	Conlon	16	\$9,890,500	16	\$7,630,500	32	\$17,521,000
128	Suzanne	Gignilliat	8	\$10,021,000	2	\$7,350,000	10	\$17,371,000
129	Brooke	Vanderbok	28	\$14,629,850	4	\$2,603,900	32	\$17,233,750
130	Steve	Otwell	0	\$0	36	\$17,223,453	36	\$17,223,453
131	Kathleen	Malone	9	\$6,558,500	15	\$10,619,000	24	\$17,177,500
132	Gail	Spren	23	\$12,250,750	7	\$4,853,000	30	\$17,103,750
133	Connie	Engel	16	\$8,228,000	15	\$8,782,500	31	\$17,010,500
134	Ian	Schwartz	13	\$7,022,100	15	\$9,980,500	28	\$17,002,600

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Daniel	Fowler	11	\$5,319,450	20	\$11,588,400	31	\$16,907,850
136	Haley	Levine	12	\$3,938,400	34	\$12,890,863	46	\$16,829,263
137	Michael	McGuinness	3	\$901,400	36	\$15,882,200	39	\$16,783,600
138	Greg	Whelan	2	\$797,500	27	\$15,891,041	29	\$16,688,541
139	Sarah	Ziehr	39	\$16,203,600	1	\$469,000	40	\$16,672,600
140	Alexa	Hara	3	\$9,440,000	14	\$7,222,400	17	\$16,662,400
141	James	Demarco	13	\$6,489,000	17	\$10,115,000	30	\$16,604,000
142	Natalie	Renna	10	\$3,772,700	35	\$12,825,718	45	\$16,598,418
143	Susan	Kanter	22	\$9,808,550	14	\$6,771,000	36	\$16,579,550
144	Elizabeth	Lothamer	7	\$5,032,900	27	\$11,451,500	34	\$16,484,400
145	Landon	Harper	20	\$13,718,095	4	\$2,730,000	24	\$16,448,095
146	Kathryn	Barry	12	\$4,161,500	25	\$12,056,400	37	\$16,217,900
147	Patrick	Teets	14	\$8,881,350	10	\$7,327,000	24	\$16,208,350
148	Patrick	Shino	3	\$1,143,000	36	\$14,969,849	39	\$16,112,849
149	Susan	O'Connor	10	\$9,894,500	8	\$6,210,000	18	\$16,104,500
150	Margaret	Daday	13	\$7,312,000	13	\$8,765,000	26	\$16,077,000

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.



Attorney. Homeowner. Parent.

There is no transaction where speed
and accessibility matter more.

I understand, and I deliver.

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

(773) 279-9900 • MoweryLaw.com
smowery@mowerylaw.com

TOP 250 STANDINGS

Teams and individuals from January 1, 2020 to November 30, 2020

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Brooke	Daitchman	16	\$7,376,900	15	\$8,529,500	31	\$15,906,400
152	Melanie	Carlson	5	\$2,992,000	19	\$12,908,500	24	\$15,900,500
153	Stephanie	LoVerde	21	\$8,406,950	13	\$7,489,500	34	\$15,896,450
154	Jacob	Tasharski	10	\$4,476,000	19	\$11,215,400	29	\$15,691,400
155	Brent	Hall	23	\$15,313,900	1	\$376,000	24	\$15,689,900
156	James	D'Astice	12	\$5,290,000	24	\$10,365,900	36	\$15,655,900
157	Akos	Straub	16	\$7,111,000	18	\$8,513,000	34	\$15,624,000
158	Keith	Wilkey	12	\$10,290,100	7	\$5,294,500	19	\$15,584,600
159	Gregory	Desmond	12	\$7,790,500	10	\$7,768,000	22	\$15,558,500
160	Joseph	Chiappetta	16	\$6,829,225	15	\$8,707,000	31	\$15,536,225
161	Robert	Sullivan	11	\$8,486,200	10	\$7,050,000	21	\$15,536,200
162	Robin	Phelps	19	\$9,003,000	8	\$6,458,000	27	\$15,461,000
163	Robin	Allotta	19	\$7,864,500	15	\$7,540,200	34	\$15,404,700
164	Brett	Novack	20	\$10,791,365	7	\$4,414,000	27	\$15,205,365
165	Robert	Yoshimura	12	\$6,726,000	17	\$8,439,200	29	\$15,165,200
166	Christina	DelGreco	18	\$10,633,500	5	\$4,520,920	23	\$15,154,420
167	Katherine	Malkin	8	\$12,070,000	4	\$3,076,500	12	\$15,146,500
168	Dawn	Mckenna	8	\$6,358,000	15	\$8,781,000	23	\$15,139,000
169	Leslie	Glazier	13	\$8,708,500	8	\$6,373,000	21	\$15,081,500
170	Zachary	Redden	7	\$3,351,700	23	\$11,560,088	30	\$14,911,788
171	Michael	McCallum	17	\$8,380,250	12	\$6,509,500	29	\$14,889,750
172	Adam	Zagata	12	\$4,509,000	26	\$10,362,250	38	\$14,871,250
173	Michelle	Browne	29	\$13,475,000	3	\$1,380,000	32	\$14,855,000
174	Joanna	Olszynska	20	\$11,203,000	9	\$3,642,676	29	\$14,845,676
175	Tiffany	Meyers	6	\$2,188,500	29	\$12,531,800	35	\$14,720,300
176	Stephen	Hnatow	14	\$7,659,000	12	\$6,949,900	26	\$14,608,900
177	Emily	Smart Lemire	10	\$6,670,000	9	\$7,930,000	19	\$14,600,000
178	Christopher	Mundy	19	\$11,517,500	6	\$3,068,000	25	\$14,585,500
179	Philip	Skowron	13	\$9,610,500	5	\$4,925,000	18	\$14,535,500
180	Benjamin	Lissner	10	\$3,429,000	32	\$11,046,500	42	\$14,475,500
181	P Corwin	Robertson	11	\$14,453,843	0	\$0	11	\$14,453,843
182	Cory	Tanzer	25	\$8,890,497	16	\$5,535,799	41	\$14,426,296
183	Elizabeth	Caya	1	\$585,000	29	\$13,755,900	30	\$14,340,900
184	Qiankun	Chen	20	\$6,275,000	24	\$8,040,888	44	\$14,315,888

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Mehdi	Mova	17	\$6,709,000	12	\$7,594,000	29	\$14,303,000
186	Nick	Nastos	8	\$2,639,000	32	\$11,632,200	40	\$14,271,200
187	Survi	Kobawala	0	\$0	29	\$14,262,050	29	\$14,262,050
188	Nichole	Dinino	8	\$2,783,000	26	\$11,476,799	34	\$14,259,799
189	Steven	Acoba	7	\$7,374,000	10	\$6,780,888	17	\$14,154,888
190	Amir	Fouad	22	\$10,094,146	5	\$4,059,600	27	\$14,153,746
191	Hasani	Steele	21	\$10,623,821	8	\$3,527,119	29	\$14,150,940
192	Marc	Zale	6	\$3,005,500	21	\$11,111,800	27	\$14,117,300
193	Rory	Fiedler	0	\$0	32	\$14,082,800	32	\$14,082,800
194	Diana	Grinnell	5	\$2,869,000	18	\$11,180,000	23	\$14,049,000
195	Kevin	Wood	5	\$12,842,054	1	\$1,175,000	6	\$14,017,054
196	Olin	Eargle	15	\$5,797,999	21	\$8,168,500	36	\$13,966,499
197	Erin	Mandel	12	\$8,546,000	10	\$5,414,900	22	\$13,960,900
198	Joe	Zimmerman	26	\$11,724,555	6	\$2,224,500	32	\$13,949,055
199	Jeffrey	Proctor	14	\$10,028,249	3	\$3,837,500	17	\$13,865,749
200	Scott	Stavish	13	\$9,251,000	8	\$4,606,500	21	\$13,857,500

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 know that agents like you drive our business. Therefore, we want your clients to be amazed at how easy their transaction is and, as a result, be inclined to use you again on their next transaction. That's where Gurney Law Group shines.

If you have a buyer or seller in Chicagoland, we're ready to prove to you why Gurney Law Group should be your go to real estate law firm.

ADAM GURNEY, Esq
adam@gurneylawgroup.com
www.gurneylawgroup.com

GLG
Gurney Law Group

312-929-0974
150 S WACKER DR. SUITE 2400
CHICAGO, IL 60606

TOP 250 STANDINGS

Teams and individuals from January 1, 2020 to November 30, 2020

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Sam	Jenkins	14	\$10,732,500	5	\$3,119,998	19	\$13,852,498
202	Matthew	Engle	12	\$5,369,800	26	\$8,443,900	38	\$13,813,700
203	Christina	McNamee	11	\$6,103,500	13	\$7,689,900	24	\$13,793,400
204	Craig	Fallico	31	\$10,232,550	13	\$3,541,650	44	\$13,774,200
205	Gregorio	Cirone	27	\$8,068,100	11	\$5,687,000	38	\$13,755,100
206	Ken	Jungwirth	16	\$6,340,850	13	\$7,382,300	29	\$13,723,150
207	John	Huebner	12	\$5,611,500	15	\$7,993,250	27	\$13,604,750
208	Jacqueline	Colando	29	\$11,792,900	4	\$1,810,500	33	\$13,603,400
209	Mariah	Dell	15	\$5,878,000	14	\$7,691,399	29	\$13,569,399
210	Lyn	Harvie	12	\$6,073,500	14	\$7,452,638	26	\$13,526,138
211	Dominic	Irpino	19	\$7,447,950	21	\$6,058,999	40	\$13,506,949
212	Chris	McComas	14	\$7,245,900	11	\$6,260,000	25	\$13,505,900
213	Marta	Landrosh	2	\$5,590,000	4	\$7,800,000	6	\$13,390,000
214	Christopher	Gaggero	10	\$4,346,500	20	\$9,029,500	30	\$13,376,000
215	Michael	Maier	22	\$11,252,625	7	\$2,099,500	29	\$13,352,125
216	Ryan	Smith	85	\$13,340,579	0	\$0	85	\$13,340,579
217	Cara	Buffa	21	\$11,293,397	4	\$2,044,250	25	\$13,337,647
218	Kyle	Jamicich	11	\$6,835,000	14	\$6,485,800	25	\$13,320,800
219	Julie	Harron	6	\$3,794,920	4	\$9,495,000	10	\$13,289,920
220	Thomas	Bezanes	9	\$3,781,500	13	\$9,499,388	22	\$13,280,888
221	Eugene	Fu	11	\$7,878,500	6	\$5,390,500	17	\$13,269,000
222	Lisa	Kalous	8	\$4,305,000	16	\$8,947,600	24	\$13,252,600
223	Jennifer	Bell	21	\$8,661,700	11	\$4,576,650	32	\$13,238,350
224	Steven	Powers	8	\$5,685,000	9	\$7,526,500	17	\$13,211,500
225	Tara	Leinenweber	34	\$13,203,758	0	\$0	34	\$13,203,758
226	Derek	Disera	12	\$9,410,000	8	\$3,793,500	20	\$13,203,500
227	Jodi	Slutzky	20	\$7,048,025	9	\$6,151,500	29	\$13,199,525
228	Cindy	Weinreb	6	\$2,727,500	20	\$10,394,800	26	\$13,122,300
229	Marlene	Rubenstein	11	\$6,927,500	13	\$6,191,500	24	\$13,119,000
230	Brittani	Walker	10	\$3,134,500	31	\$9,910,463	41	\$13,044,963
231	Xiaojing	Frost	11	\$4,404,500	23	\$8,638,550	34	\$13,043,050
232	Sharon	Gillman	7	\$6,081,000	7	\$6,921,000	14	\$13,002,000
233	Weston	Harding	7	\$5,044,700	16	\$7,921,500	23	\$12,966,200
234	Megan	Wood	8	\$4,032,000	18	\$8,885,000	26	\$12,917,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Patrick	Natale	12	\$6,298,500	12	\$6,613,500	24	\$12,912,000
236	Koon	Lau	12	\$5,207,500	16	\$7,681,000	28	\$12,888,500
237	Ryan	Gossett	13	\$4,866,500	14	\$7,953,000	27	\$12,819,500
238	Amie	Klujian	21	\$7,071,150	11	\$5,581,500	32	\$12,652,650
239	Nick	Libert	19	\$5,825,040	20	\$6,817,775	39	\$12,642,815
240	Diana	Bzdyk	8	\$3,815,500	13	\$8,700,000	21	\$12,515,500
241	Tim	Lorimer	13	\$5,954,000	18	\$6,559,900	31	\$12,513,900
242	Anna	Huls	15	\$6,962,500	11	\$5,540,500	26	\$12,503,000
243	Chloe	Ifergan	12	\$5,218,500	11	\$7,265,000	23	\$12,483,500
244	Anne	Rossley	6	\$4,581,500	8	\$7,867,500	14	\$12,449,000
245	Nicole	Flores	22	\$9,746,400	7	\$2,702,300	29	\$12,448,700
246	Phyllis	Smith	19	\$7,369,000	15	\$4,994,760	34	\$12,363,760
247	Lindsey	Richardson	17	\$7,024,000	11	\$5,332,035	28	\$12,356,035
248	Lisa	Huber	13	\$6,762,000	13	\$5,586,728	26	\$12,348,728
249	John	Grafft	21	\$9,648,400	7	\$2,691,100	28	\$12,339,500
250	Nancy	Hotchkiss	22	\$8,450,500	10	\$3,888,000	32	\$12,338,500

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.



2021

WILL BRING

GREAT OPPORTUNITY!

You want those opportunities handled expeditiously with a professional focused on helping you close your deals. Give us a call today.





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

CAMDEN LAW OFFICE, LLC



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

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



We are in the business of helping our clients sell their home faster and for more money!

Phoenix Rising Home Staging offers solutions for any home type:

- Vacant Home Staging
- Occupied Home Staging
- Luxury Home Staging

Our 60,000 square foot warehouse houses inventory that is constantly updated with current on-trend furnishings to fit any specific design style. We have numerous experienced Home Staging Designers that can accentuate a home's features to make the whole home sing.

Call today to request a Home Staging Design Consultation!



PHOENIX RISING

HOME STAGING • INTERIOR DESIGN • FURNITURE SALES

Designs that Inspire™

105 E Oakton St, Des Plaines, IL 60018 • 773-433-3888 • www.chicagostaging.com