NORTH SHORE **REAL PRODUCERS** © CONNECTING. ELEVATING. INSPIRING.

Top Producer:

Premier Realty Group, Inc.

A REALTOR WHO MAKES THE WORLD BETTER

Rising Star: Heidi Michaels

Feature Agents: Virginia Trux Kristen Esplin

Covid Experience: Sammy Lubeck

Partner Spotlight: Charlie Murphy

JANUARY 2021

M

MDESIGN

STAGED HOMES SELL 87% FASTER Let MDesign help increase the value of your property and distinguish it from its competition.



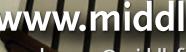


Building and renovating very special single-family homes in Chicago's most prestigious neighborhoods.

www.mdesign.house

847.922.6775 | mj.murnane@mdesign.house

SI



M

www.middleforkluxury.com

abowyer@middleforkluxury.com | 312.560.3969

TABLE OF CONTENTS



39

Top

oduce

eff Ohm

Premier

Realty







56

Thought

from a To

REALTOR

Sammy

Lubeck

Baird &

Warner







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

48

Featured

Agent:

Kristen

fith, Grant

& Lackie

Realtors

splin Grif

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 paid advertisements contained within the North Shore Real Producers magazine are not endorsed or 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.

MEET THE **NORTH SHORE REAL PRODUCERS TEAM**





Jason Acres Owner/Publisher

Michelle Medeiros Ads Manager





Lindsey Well Writer

Laura Zickert Writer

Karen M. Patterson is your Concierge Closer:

Curator of residential and commercial real estate transactions from contracting to closing and everything in between.

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

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

Please call anytime with questions or concerns!

Karen M. Patterson, P.C., Attorney at Law C: (847) 226-7818 | O: (847) 724-5150 | Karen@Glenviewlaw.net

HWA 13

WE'VE GOT YOU COVERED.



FREE Seller's Coverage YOUR LOCAL

- VIP concierge service for agents
- Re-key service
- 🗹 No cap on refrigerant
- No waiting period to file claims

HWAHomeWarranty.com Exclusions apply. See contract document for details. 2019 Home Warranty of America, Inc.



REPRESENTATIVE Kimberly Chalekian-Bisaillon



847-212-8635 kchalekian@hwahomewarranty.com

4 • January 2021









Blair Piell Events Coordinator



Melissa Lopez Content Specialist



Annette Patko Photographer



Laura Humpa Photographer





ADVERTISING/PRINT/ SOCIAL MEDIA

Rarecurve Seth Price 739 Winding Way Anderson, IN 46011 (816) 728-6895 Rarecurve.com

ARCHITECTURE

Reynolds Architecture (847) 501-3150 ReynoldsArchitecture.com

Rice Architecture (847) 853-0824 HealyRice.com

ATTORNEY

Floss Law, LLC (224) 326-2903 FlossLaw.com

Jeffrey S. Marks Real Estate Attorney (312) 208-7340 TheLouboutinLawyer.Com

Karen M. Patterson, P.C. (847) 724-5150 KarenPattersonPC.com

Law Office of Susan Ruffer Levin (847) 441-4311 RufferLevinLaw.com

Lincoln Street Law P.C. (847) 912-7250 LincolnStreetLaw.com

Nemani Law (312) 646-4434 NemaniLaw.com The David Frank Law Group (773) 255-6499 FrankESQ.com

BRANDING/MARKETING/ WEB DESIGN

Artisan Creative Agency (847) 841-9200 ArtisanCreative.Agency

BUILDER

A Perry Homes (847) 549-0668 APerryHomes.com

ICON Building Group (815) 715-2536 ICON-Group.com ; IBGREModel.com

Middlefork, LLC (312) 560-3969 MiddleForkLuxury.com

Russ Contruction (847) 312-6160

CHIROPRACTIC CARE

Atlas Upper Cervical Chiropractic (847) 920-4506 AtlasUCC.com

CPA SERVICES

Dam, Snell, & Taverine, LTD. (847) 367-4448 www.dstcpa.com

DESIGN

Blair Crown Design, Inc. (224) 707-0138 BlairCrownDesign.com DESIGN & HOME STAGING M Design, LLC (312) 560-3969 MDesign.house

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine.

These local businesses are proud to partner with you and make this magazine possible. Please

support these businesses and thank them for supporting the REALTOR® community!

DOGGY DAYCARE/ BOARDING/GROOMING Playtime Pup Ranch, LLC (847) 298-7877 PlaytimePupRanch.com

GIFTS

Woodcut Workshop Co. (847) 873-2821 WoodcutWorkshop.com

HOME IMPROVEMENT

The ABL Group (847) 579-1600 theABLgroup.com

HOME INSPECTION

Dunsing Inspections (847) 367-0782 Dunsing.com

New Horizon Inspection (847) 942-8768 NHInspection.net

HOME WARRANTY

Home Warranty of America (847) 212-8635 HWAHomeWarranty.com

INSURANCE

State Farm (847) 395-1321 ChadArnoldInsurance.com

INVESTMENT REAL ESTATE

The Rehab Depot (847) 899-5713 TheRehabDepot.com JUNK REMOVAL Junk Remedy (877) 722-5865 JunkRemedy.com

MOLD REMEDIATION

Green Home Solutions (860) 919-5538 GreenHomeSolutions.com

MORTGAGE / LENDER

Brett Hines With Molitor Financial Group, LLC (773) 275-3100 MolitorFinancialGroup.com

Draper & Kramer Mortgage Corp. (847) 239-7830 DKMortgage.com/Schneider

Forum Mortgage Bancorp (773) 774-9040 ForumMtg.com

Guaranteed Rate - Brian Jessen Brian Jessen (847) 712-0830 Rate.com/BrianJessen

Guaranteed Rate - RJ Dolan RJ Dolan (847) 922-5884 Rate.com

Key Mortgage Services, Inc. - Tammy Maranto (630) 291-1476 MyKeyMortgage.com/ Tammy-Maranto

Loan Depot - John Noyes (312) 319-9833 LoanDepot.com/JNoyes Loan Depot - TJ Lynch (773) 732-6843 LoanDepot.com/TJLynch

Wintrust Mortgage (847) 418-2825 SusanSeebergLoans.com

ORGANIZING AND MOVING ASSISTANCE

Paxem, Inc. (847) 829-4437 Paxem.com

PAINTING

DiVinci Painters Inc (847) 266-1295 DiVinciPainters.com

PEST SOLUTIONS

Rose Pest Solutions (800) 468-7378 RosePestControl.com

PHOTOGRAPHY

Bordeaux Studio (847) 563-8273 www.bordeauxstudio.com

Conerstone Photography (630) 205-5033 CornerstonePhotography.com

PROPERTY MANAGEMENT

MercFoss Property Management (847) 971-8524 www.mercfossproperty management.com

REMODEL & DESIGN

Refresh (847) 549-0668 Refresh2Sell.com

loanDepot



TJ Lynch NMLS #214491 Loan Consultant (847) 504-4156 Office (773) 732-6843 Cell tjlynch@loanDepot.com www.loanDepot.com/tjlynch

1033 1 17445

1033 Skokie Blvd Suite 430 | Northbrook, IL 60062. loanDepot.com, LLC NMLS ID 174457. Licensed by the IL Department Financial & Professional Regulation. For licensing information, go to: www.nmlsconsumeraccess.org. (061820.353119)

RESTAURANT/BAR

Bluegrass (847) 831-0595 BluegrassHP.com

ROOFING

L.R. Gregory and Son (847) 999-7297 LRGregory.com

SALON & SPA

Salon Oak & Spa @ BarberTown (847) 998-0899 Salon-Oak-Spa.Business.Site

SOLAR ENERGY

Solterra Sun (360) 731-8955 www.solterrasun.com

STAGING

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

TAX SPECIALIST

Schiller Law P.C. (312) 564-4803 SchillerLawPC.com

TITLE COMPANY

Chicago Title (847) 833-1430 CTCastleConnect.com

Euclid Title Services LLC (847) 996-9965 EuclidTitleServices.com





Trust the ReFresh expert team to make your home ready to sell.



REMOVE BUYER OBJECTIONS & GET YOUR HOME READY TO SELL FAST!

Sell your listing faster for more money. ReFresh works with you to determine the proper scope. No matter the size, our expert team does it all. We eliminate the burden of out of pocket costs prior to close. ReFresh is the trusted partner to handle all the details for a stress-free experience.

www.refresh2sell.com

Please email michelle@refresh2sell.com or call (224) 408-8088 for more information.



FAST

ReFresh will handle all the details and do the work quickly so you can sell your listing faster.



EREE **ReFresh offers the solution for your clients** with no out of pocket costs prior to close.

FIX·FAST·FREE

Let's work together so you can sell more homes!

guaranteed Rate

Positively Different

Creative mortgage solutions where experience counts!

- Your go-to for North Shore Mortgages.
- In house jumbo and conforming underwriting.
- Available 7 days a week.



RJ Dolan

VP of Mortgage Lending

O: (773) 516-6364 C: (847) 922-5884 Rate.com/RJDolan RJ.Dolan@rate.com 3940 N.Ravenswood, Chicago, IL 60613

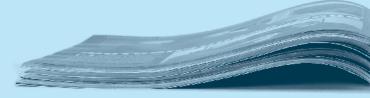
Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee. Restrictions may apply, contact Guaranteed Rate for current rates and for more information

EQUAL HOUSING LENDER R) Dolan NMLS ID # 205840; IL - 031.0058373, VA - MLO-42895VA NMLS ID #2611 (Nationwide Mortgage Licensing System www.nmlsconsumeraccess.org) • IL - Residential Mortgage Licensee - IDFPR, 122 South Michigan Avenue, Suite 1900, Chicago, Illinois, 60603, 312-793-3000, 3940 N. Ravenswood Ave., Chicago, IL 60613 #MB.0005932 • VA - Guaranteed Rate, Inc. - Licensed by Virginia State Corporation Commission, License # MC-3769

North Shore Real Producers Celebrates Top REALTORS[®]

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

TIME FLIES WHEN YOU'RE HAVING FUN



>> publisher's note

Can you believe it's been a year since we launched our first publication? WOW! We're so excited to be publishing our first North Shore Real Producers magazine of year two.

Now, we wouldn't be able to bring this publication to you without our amazing REALTOR® stories. Each month we feature our local legends, share pictures of you and your families and teams, and provide a glimpse into your personal lives. As you know, real estate agents appreciate that everything we do for you is free and a third-party validation of your business. Keep up the great work!

Of course, none of this is possible without our amazing preferred partners who provide the opportunity for our publication to be distributed to all the top REALTORS® right here on the North Shore. Just think about this, we launched our January publication with twenty-seven partners. Today, and one year later, we have over fifty-five partnerships seeking to bring our community together by celebrating our wonderful REALTORS®. A special thank you to all our wonderful partners!

Below is my opening paragraph in January of 2020. It's still true today!

Welcome to the North Shore Real Producers community! It is my honor to serve you and celebrate everything that makes you an outstanding part of the North Shore real estate community. I look forward to highlighting your accomplishments, encouraging your dreams, and recognizing you for your continued excellence as you serve your clients.



Jason Acres Owner/Publisher North Shore Real Producers jason.acres@RealProducersMag.com

NL **NEMANI LAW**

Serving Chicago's North Shore Commercial + Residential Real Estate **Business Law** Trusts & Estates

PLAN, PROTECT, PREVENT,

We combine big firm capability with everyday accessibility to help families and businesses thrive.

Schedule your complimentary consultation today www.nemanilaw.com (312) 646-4434 info@nemanilaw.com

2700 Patriot Blvd. Suite 250 Glenview, Illinois



Kati Spaniak, eXp Realty





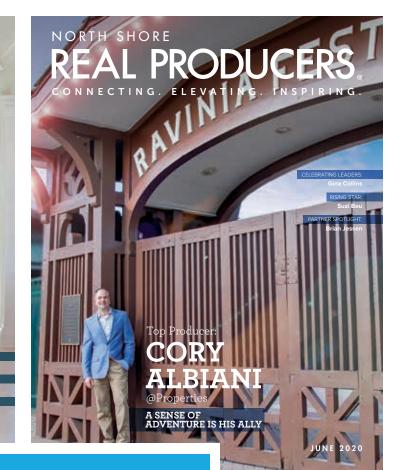


North Shore Real Producers began in January 2020 connecting, inspiring and elevating the best of the best real estate agents each month. Here's a look back at the covers each month. Thank you for making it a great year!



Cheryl O'Rourke, Coldwell Banker

Pam MacPherson, Compass



>>> year in review!

Cory Albiani, @Properties



Dave and Amy Chung, Compass

. . .



Julie Fleetwood and Lisa Miceli, Jameson Sotheby's

. . .



Vittoria Logli, @Properties



Gloria and Zack Matlin, Compass



George and Katrina de los Reyes, Berkshire Hathaway





Bob Floss II



Real Estate Attorney

CURBSIDE CLOSINGS

DRIVE UP . STAY IN . SIGN . DRIVE OFF

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

FEEL FREE TO REQUEST THIS SERVICE AT THE TIME OF SCHEDULING.



FLOSS LAW, LLC

Driven by RESULTS for you and your client. 1200 Shermer Road, Suite 206 | Northbrook, IL 60062 flosslaw.com | Bob@flosslaw.com | 224-326-2903







BUSINESS FOUNDER CREATES BOTH SUCCESSFUL COMPANY AND CULTURE

A business is more than their product, it's a team of people creating a culture that communicates their values, passion, and expertise to the market. From there, it is about over-responding to the demand created by its value proposition and having the bandwidth operationally to serve that demand. Charlie Murphy, Co-Founder and President/CEO of Icon Building Group, is on his second stint of doing just that.

Icon Building Group develops and builds out its own communities, builds custom homes on lots their customers already own, and has a large remodeling division. "I feel proud of the fact we have never built the same home twice and that we try and put our customer's needs above our own," said Charlie. "The home is a sacred place where a lot of our lives transpire, and lasting memories are created. We feel it is so much better to have all that happen in a home that is truly one of a kind."

• • •







66

WE ARE A

THERE IS NO

ASK, BIG OR

WE WILL NOT

99

...

Charlie's career started by working with three other partners to develop a company that eventually was sold to Ecolab in 2000. "I spent the next six years in search of myself, coaching my sons' athletic teams

and doing some consulting," said Charlie. In 2007, he invested in the development of an 11 single-family home cluster community in Buffalo Grove. Although his intention was to make the project successful and then move on to something else, he saw his world begin to change as his experience working on the project progressed. "In the process of navigating the strong headwinds of the downturn, a company and a culture were born," said Charlie.

Charlie attributes his success to his work ethic, his values and

"surrounding myself with people a lot smarter than I am," he says. This approach has fueled Icon Building Group to become one of the largest home builders and remodelers

> in the Chicagoland and Southeastern Wisconsin markets.

Icon Building Group is a place for everything **CUSTOM HOME** custom. As Charlie likes **BUILDER AND I** to say, "We are a custom home builder and I MEAN CUSTOM. mean custom. There is no ask, big or small, where we will not find a SMALL, WHERE way to accommodate." Icon Building Group FIND A WAY TO has found their niche is ACCOMMODATE. creating homes unique to the buyer and of the highest quality. He says, "No matter the price

> point, location or community, our focus is on working with our customers to create a plan specific to their needs and wants, all while being within a budget that feels good."

his wife Jenny spent her life, up to age 20, in Chicago. They raised their family in Crystal Lake but recently moved to Vernon Hills. Charlie says,

Charlie grew up in Naperville, while "We loved the idea of being able to

walk to restaurants, gyms, shopping and healthcare. Jenny and I are really into working out and appreciate all of the open space where we can run or ride a bike." Spending time with his family, eating out, and playing golf are some of Charlie's favorite activities when he is not working.

Charlie and Jenny have three kids (Jeremy, Samantha, and Jessica), along with a family dog named



Cassius who "has been a central figure of the family for the past 14 years." Jenny, which co-founded the company with Charlie, spends most of her time in Icon's remodeling division in the capacity of sales and

. . .



NO MATTER THE PRICE POINT, LOCATION OR COMMUNITY, OUR FOCUS IS ON WORKING WITH OUR CUSTOMERS TO CREATE A PLAN SPECIFIC TO THEIR NEEDS AND WANTS, ALL WHILE BEING WITHIN A BUDGET THAT FEELS GOOD.



• • •

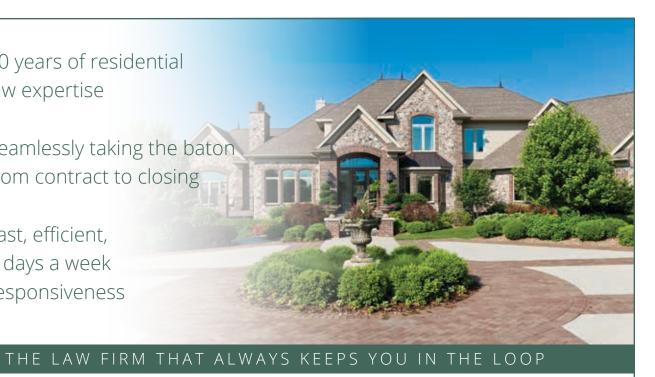
design. "The impact she has had on our culture and the building of our brand is immeasurable," said Charlie.

Every other year, Icon builds a home where they donate all of their time and the proceeds of the sale of the home to a charity that they have pre-selected. Their passion for helping others and creating a healthy culture focused on "serving" has set them apart as a business. Not only are their homes beautiful, but the way they work with their clients is filled with compassion, fun and commitment to doing what is right. When looking to build a new home or remodel an existing one with a company that truly cares about the experience of doing so, Icon Building Group is the best choice.



20 years of residential law expertise Seamlessly taking the bator from contract to closing Fast, efficient, 7 days a week responsiveness 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

smartClose

Our mello smartclose[™], also known as Hybrid eClose, reduces contact and time spent at the title company, empowering you to e-sign most of your loan documents digitally, ahead of closing.

Contact me to learn about loanDepot's virtual loan experience!

John Noyes

Loan Consultant | NMLS #214555 (312) 319-9833 Direct jnoyes@loanDepot.com www.loanDepot.com/jnoyes

213 West testitum Place, Suite 210, Chicago, IL 60610 | IoanDepot com, LLC 1MILS 10 174457. Licensed by the IL Department Financial & Professional Regulation. For licensing information, go to www.nmisconsumeraccess.org. (052120.346850)







FULL SERVICE SALON AND SPA | MAKEUP | NAILS | SKIN CARE FOR BRIDAL PARTY HAIR | BEST HAIR CUTTING AND COLOR | MEN AND KID CUTS

1055-59 Waukegan Rd. | Glenview, IL 60025 | salonoakandspa.com Call to schedule an appointment 847-998-0899





MercFoss Property Management takes pride in securing your Real Estate Investment.

We are your point of contact when it comes to Residential Real Estate, whether it be via our snowbird services or just keeping your property well maintained and cared for.

With 17 years in the Real Estate Industry, we are here to help with your property management needs.



Contact us today for your free consultation.

Chris Foss | 847-971-8524 MercFossPropertyManagement@gmail.com MercFossPropertyManagement.com

FROM CONTRACT TO CLOSE

We give our clients Individualized Service.



JEFFREY S. MARKS Real Estate Attorney 312-208-7340 · jmarks@bussepc.com Winter Special Flat Fee Residential Closings Buy or Sell \$400

www.thelouboutinlawyer.com

20 North Wacker Drive Suite 3518 • Chicago, IL 60606 3350 Salt Creek Lane, Suite 105 • Arlington Heights, IL 60005





1765 Maple Northfield, Illinois | 847 501 3150 | ReynoldsArchitecture.com

INSPIRED ARCHITECTURE. BUILT WITH INTEGRITY.

→ digapub GET EVERY ISSUE **ON YOUR** PHONE



Download Our Mobile App

Go to App Store Download DigaPub Choose Illinois Choose North Shore Real Producers

No doubt, it's a badge of honor to hold the printed version of the North Shore Real Producers magazine in your hands. But if you want all the issues wherever you go, download our mobile app, and take them with you. Search DigaPub wherever you download apps, and choose Illinois - North Shore Real Producers. There you can share your feature stories to Facebook as well!





FLEXIBLE SOLUTIONS TO GIVE YOUR CLIENTS THE Confidence To Close



SUSAN SEEBERG Senior Mortgage Consultant NMLS # 75598 DIRECT: 847.418.2825 Cell: 847.712.6021 oir. II. 60067

Staging

 Design Sorting

Estate Sales

 Organizing Decluttering

Packing

Set Up

Move

Management

of Benergton Bank & Trust Cos



Paxem.com





For Your Complimentary **Consultation Call** 847-829-4437



Our Suite of Services: Residential & Commercial Inspection, Sewer Scan, Radon Test, Thermal Imaging, EIFS/Dryvit®, Fireplace Chimney Scan.

CALL: 847.367.0782

LINCOLN STREET LAW, P.C.

With over 30 years of professional experience, we are the North Shore's choice for successful Real Estate and **Estate Planning transactions.** Contact us to discuss how we can assist you in achieving your goals.



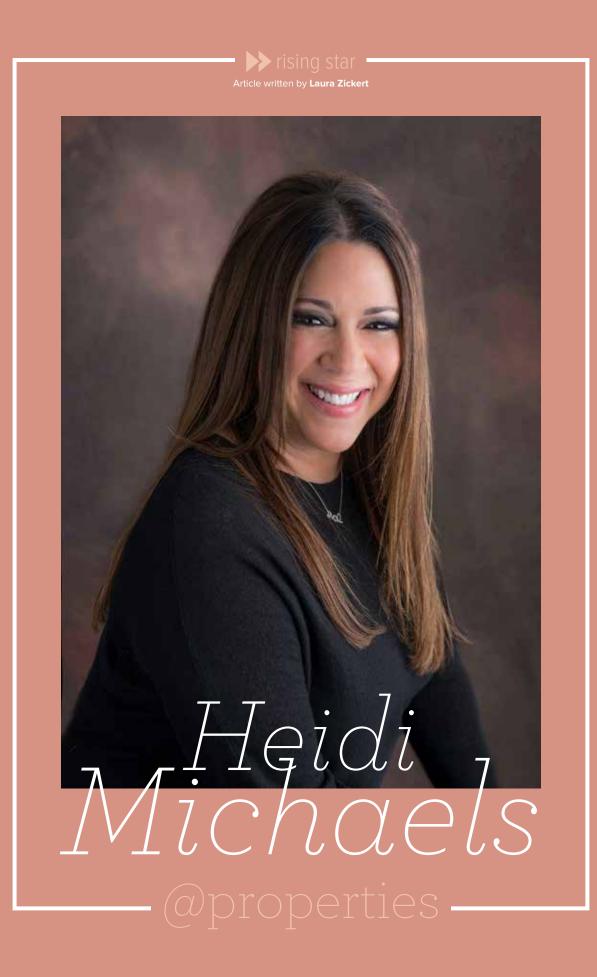
Katherine S. O'Malley Attorney at Law

Contact us: Office: 847-864-7770 Mobile: 847-912-7250 komalley@lincolnstreetlaw.com

Customer Service: From the first phone call, to questions you may have after your report is delivered, excellent customer service is our specialty. Agent Education: We offer Webinars for real estate professionals. Details? Visit https:// www.dunsing.com/training-center

SCHEDULE: 24/7 Online - www.Dunsing.com









REALTOR® Pursues *"Living Her Dream"*

When it comes to "living your dream," it's never too late to start pursuing your passion. For Heidi Michaels, being a REALTOR® was her dream, and after 50 years she knew it was time to make it happen. This effort launched her into becoming one of the most successful REALTORS® in the North Shore, the most appreciated REALTOR® along her clients, and a woman truly thriving in her career.

Born in Skokie, IL, and growing up in Des Plaines, IL, Heidi has a unique appreciation for the North Shore. In 1988, Heidi graduated from Illinois State with a degree in Fashion Merchandising and a minor in Business and Psychology. Early on, she focused her career on retail and apparel, but once she had her two girls, switched to focus on being a stay at home mom. Once her daughters were older, she transitioned to pursue real estate. "I always loved real estate! It was something I always wanted to do," said Heidi. In 2016, she received her license and at age 50 walked into her dream career. Heidi says, "I fell in love with @properties!" And there she began a beautiful journey of growing her business.

With five years working as a REALTOR® and a life of pursuing knowledge and growth, Heidi has risen as a star among REALTORS®

•••

in the North Shore. Heidi says the most rewarding part of her business is, "helping people find their perfect home, or on the flip side, help in the sale of most people's largest asset." Through helping others, Heidi has made many connections and built long-lasting relationships with her clients. She says, "My clients are like family and I love making long term relationships and watching families grow. Real Estate ties me to people and I am living my dream!"

As a REALTOR[®] who is on call 24/7, Heidi has been intentional about learning ways to make time for herself and her family. Heidi's daughters, Payton (24) and Kendall (21), are precious to her along with their 11-year-old dog, Bently. "I absolutely love spending time with my girls! Anywhere we are together, we have fun," says Heidi. A mother and daughter bond is important to Heidi as she often thinks of the bond she had with her mother, who passed away just last year. Heidi says, "She was my best friend and biggest supporter." Heidi and her two girls all have a matching tattoo in her mother's handwriting to remember her always.

Heidi brings a positive perspective to her clients as she says, "When one door closes, another will open!" Heidi steps up as an example of someone who cares and always does her very best to ensure clients on both sides have a smooth transaction. She is an example of a REALTOR[®] going above and beyond to serve her clients with excellence. As a result, she is leaving a legacy of someone who loved people well, worked hard, and pursued her dreams. Heidi says, "I am so grateful for so many things. I have had the opportunity to follow my dream and I did it!"





The Power Of Artificial Intelligence. We combine inspired human creativity and data driven artificial intelligence to craft

local advertising campaigns that work.

- 2,000+ Clients and 10,000+ Ad Campaigns Under Our Belt
- Exact Same Ad Strategies the Big Dogs Use
- Made Affordable for Local Businesses & Top Producing Agents
- We do the work, not you. FREE YOUR GENIUS.

TAKE YOUR BUSINESS TO THE NEXT LEVEL. FREE INITIAL CONSULT!

Seth Price, Marketing Strategist seth@rarecurve.com 816.728.6895



CORNERSTONE PHOTOGRAPHY

FAMILY LIFE SESSIONS

> SENIOR PORTRAITS

HEAD SHOTS

WEDDINGS & EVENTS

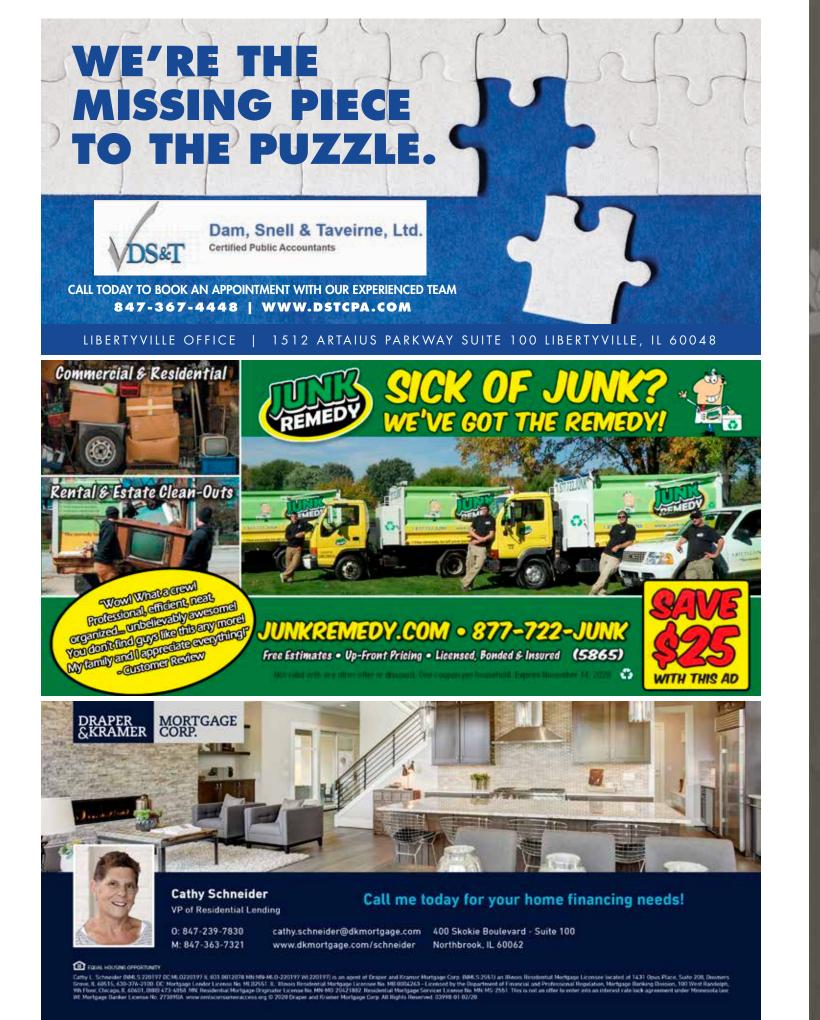


CONTACT US FOR MORE INFORMATION: 847-844-9000 LAURA@CORNERSTONEPHOTOGRAPHY.COM

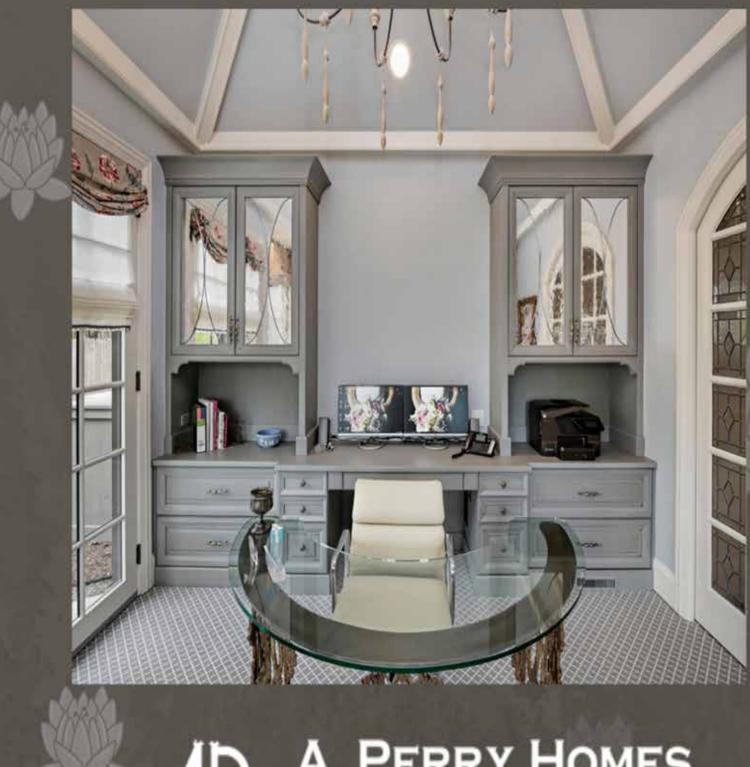
RARECURVE for REALTORS®







Create your own Sanctuary



(847) 461-3074

A. PERRY HOMES

ARCHITECTS BUILDERS REMODELERS

APERRYHOMES.COM

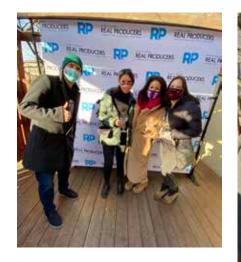
vip november social event – recap

Photography by Annette Patko // Bordeaux Studio

In a Time of Thanksgiving, **TOP REALTORS® CONNECT SAFELY**

November 2020

North Shore Real Producers invites the top REALTORS® and preferred business partners in November to build growing relationships with one other. Everyone's success is our goal! Only those that are top-producing real estate agents, on a top-producing team, and/or are one of our incredible preferred partners, have access to our special events! We hope you enjoy the recap.









































































REAL PRODUCERS.

REAL PRODUCERS.









@realproducers







"LR Gregory and Son is my go to company for everything HVAC! Jim Gregory does great work and his service team is thorough and efficient. I've done my homework and their pricing is by far the best I've found. Great work!!" - Russell A.

Our team of specialists are ready to assist you.

- For nearly 70 years, graciously serving Chicago's North Shore communities.
 - Fully Licensed and Insured 24/7 Emergency Service
- Your Local HVAC, Roofing, and Plumbing Experts

Call Today for a FREE Estimate! • 847-999-7297



Join The Most Legendary House Flipper In Chicagoland!

Make more money by adding rehabbing to your arsenal.

U

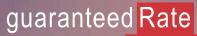
We teach and consult the nation's top Realtors and Real Estate Investors.

- + Estimate Rehab and Renovations
- + Project Manage Rehabs
- + Profit Through Investment Properties
- + Work with Contractors & Subs
- + Market to Real Estate Investors

Contact The Rehab Depot today for your free consultation! 847-899-5713 "I have flipped thousands of homes and consulted over \$500 mm in real estate assets all over the country. 2021 will present massive opportunities for agents and investors to create, buy and hold portfolios. Rehabbing will be the Achilles heel of your potential profit. Now is the time for Agents to learn how to rehab from A-Z and that's exactly why I'm here"



- Rotty



The Home Purchase Experts®

There's a reason why Brian Jessen is the best in the North Shore.

WITH JUST A FEW EASY CLICKS, THE BRIAN JESSEN AND HIS MORTGAGE LENDING TEAM WILL FIND THE PERFECT LOAN FOR YOU!

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

Work with a mortgage expert you can count on-contact us today!

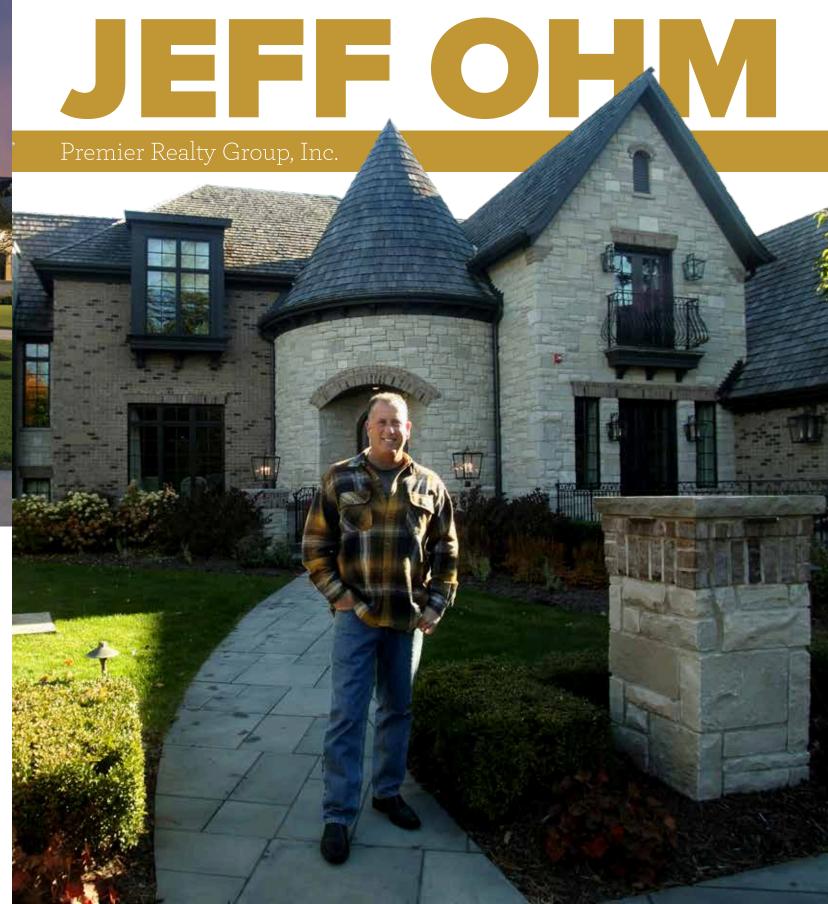


Brian Jessen Senior Vice President of Mortgage Lending

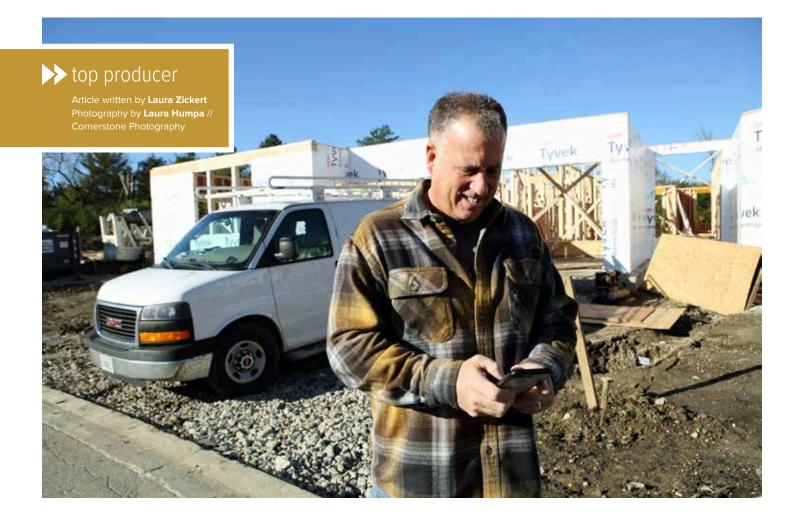
111 S Pfingsten Rd , Ste 124 Deerfield, IL 60015

Let's get started O: (847) 943-2169 C: (847) 712-0830 Rate.com/BrianJessen brian@rate.com

NMLS ID: 205801, LO#: AZ - TAO, CA - TAO, GA - 68136, IA - 35076, IL - 031.0027569 - MB.0005932, IN - 42975, KY - MC707267, MI - TAO, MN - MN-MLO-205801, MO - MO-205801, TN - TAO, VA - MLO-42020VA, WI - 205801 MILS ID #25001, DB*12 - 100, DB



A REALTOR[®] Who Makes The World Better ...

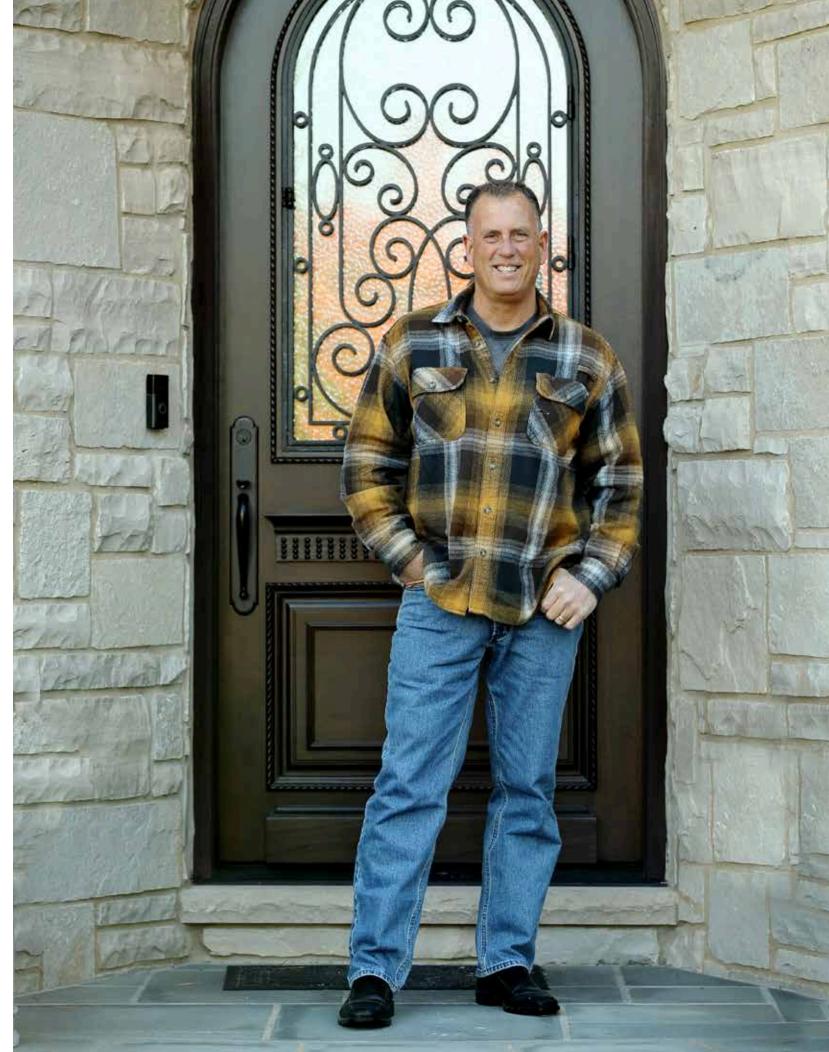


If you googled "How to make the world better?" you may come across long lists about volunteering and recycling. But what about utilizing your career? Jeff Ohm is a REALTOR® in the North Shore who has stepped up and used his knowledge as a REALTOR® to make an impact for his community and in the lives of his clients. This has led him to create a unique footprint on the world and ultimately making it a better place.

Jeff was born in Chicago and raised in Schiller Park, IL. After graduating in 1986 with his BS in Finance from Elmhurst College, he immediately pursued a career in Finance and Real Estate. In 1988, Jeff received his real estate license and started as a Broker Manager for a small firm in Libertyville. "I wanted to get more involved in development work, so I went to work for a larger firm that specialized in the field of real estate development," said Jeff. After working to gain necessary experience, Jeff started his own business called Premier Realty Group, Inc back in 1996.

With now 32 years of experience, Jeff has specialized in helping families

work through the often challenging process of building a new custom home. Jeff has been involved with the development and marketing of over 70 new custom home communities and thousands of new custom homes. Jeff has worked with large National Builders down to small Custom Builders who might only build one or two custom homes per year. He has created a very special niche in the marketplace so when customers, builders, architects or even investors are looking to buy a lot for their new custom home, or select an architect or builder, they know to call Jeff because of his extensive knowledge of the entire vertical process of building a new custom home.



...

Jeff is consistently ranked at the top of his field in sales. In 2019, he was the top-selling individual real estate broker in Lake County. He credits this success to his ability to connect with his clients while providing them with his extensive knowledge of this complicated arena to help ensure they love the end result, their new custom home. Jeff has naturally developed a passion for being mindful of others and wanting the best for those around him. He says, "I always put my clients" interest first and by doing so, I know good things happen." His perspective of success looks outward into the world. "Success is being happy and healthy and knowing at the end of each day, you have treated all the people in your world the way you want to be treated," says Jeff.

•••

This perspective has led him on a journey of finding unique ways to make the world a better place. "I have always been passionate about helping others who may not have as much," he said. Premier Realty Group, Inc. has been involved in many charities. Jeff says, "A few that are dear to my heart are all charities relating to the Military and Police." Premier Realty Group, Inc. recently partnered with the 100 Club of Chicago to host a Blue Thunder Parade which was a tribute and honor to local police for all they do.

They have also worked extensively with St. Jude Children's Memorial Hospital in Memphis Tennessee creating a new St. Jude Dream Home Showcase where Premier Realty Group, Inc (PRG) worked closely with Icon Building Group in helping to build a custom home in Vernon Hills.

• •



SUCCESS IS BEING HAPPY AND HEALTHY AND KNOWING AT THE END OF EACH DAY, YOU HAVE TREATED ALL THE PEOPLE IN YOUR WORLD THE WAY YOU WANT TO BE TREATED.



. . .

Once the sale occurred, all the profits were donated to St. Jude Children's Memorial Hospital. Approximately two years later, PRG

and Icon teamed up again to build another new custom home, but in this case, the profits would go to helping Wounded Warriors via a very special charity called Jared Allen's Homes for Wounded Warrior. Jared Allen was an All-Pro Football player who started a charity to help wounded veterans. PRG and Icon built and sold a home in Long Grove. Once that home sold, they donated all the profits to this charity, which builds ADA accessible homes for Wounded Veterans.

business and has been there to support him every step of the way. Together, they have three children, Spencer (23), Alexis (21), and



Jeff has been married to his wife, Lisa, since 1996. Lisa is both a stay-at-home mom and also a partner in Jeff's real estate business. She has played a huge role in helping encourage Jeff to start his

Karley (19). Their family is thankful to be close and have the opportunity to travel with each other. When Jeff is not working, he enjoys spending time with his family, working out, traveling, building old trucks, and especially riding Harleys. For 22 years, Jeff has been going every year to Sturgis in South Dakota where he enjoys the largest motorcycle rally in the world.

Jeff has a reputation for always pursuing the highest level of excellence. He

has gone above and beyond to be there for his clients and those around him. His goal of "being a kind-hearted and good human that made the world just a little better" has brought him to being passionate about coming alongside you and his community.





RICE Architecture Additions Remodeling Interiors New Homes Restoration



Looking for an experienced Real Estate Attorney you can turn to with confidence?

Over 20 years of real estate law experience in Cook and Lake Counties



Susan Ruffer Levin, Attorney/Mediator

Night on the Town, Weekend Sporting Event or Vacation Plans?

Let Your Pup Play and Stay!

Dog Daycare | Grooming | Boarding | Training

Ask about daily specials for Day Play and/or Boarding

676 North Wolf Road, DesPlaines playtimepupranch@gmail.com

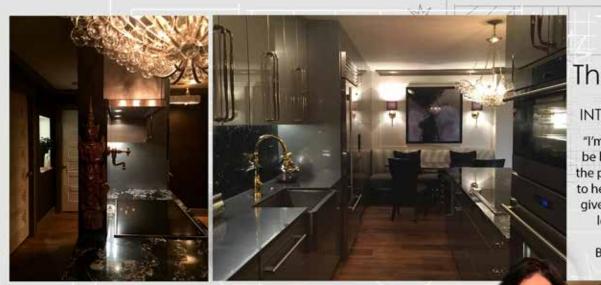
847.298.PUPS f www.playtimepupranch.com





(847) 853-0824 · healyrice.houzz.com healyrice@comcast.net · 934 Elmwood Ave, Wilmette, IL 60091





Thoughtful solutions in INTERIOR DESIGN

"I'm always happy to be brought in during the purchasing process to help with vision and give clients that extra level of service."

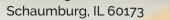
Blair Crown Piell













CALL US (847) 563-8273





Scout & Cellar	•Wi
Give The Gift	ad
of	ch
Clean Crafted Wine	synth

lines with no dded sugar, emicals, or netic pesticides

Bordeaux Studio

1703 Darrow Avenue, Unit 2 Evanston, IL 60201

annette@bordeauxstudio.com

Make A Lasting Impression With **Compelling Images**

WWW.BORDEAUXSTUDIO.COM





K R I S — ∞ \bigcirc PL Ζ \triangleright (L) フ ス \mathcal{O} П \neg \mathbf{T}

A REALTOR® WHO MAKES LOTS OF LEMONADE OUT OF LEMONS

Featured agent

Article written by Laura Zickert Photography by Annette Patko // Bordeaux Studio

> When it comes to maximizing opportunity, making the most of situations, and going above and beyond, Kristen Esplin sets a new standard. Her career is an excellent example of what happens when you pursue what you are passionate about and make the most with what you have. With over 17 years of experience, Kristen both leads and inspires.

Born in Los Angeles, California, Kristen and her family move to Golf, IL when she was 13. "I still consider myself a California girl even though I've lived in the Midwest for three decades," she says. In 1995, Kristen graduated from Southern IL and Columbia College with a degree in Marketing Communications. She then spent 10 years in Marketing at Discover Financial Services before pursuing a career in real-estate.

"I wanted to find more of a balance between working and taking care of our children," said Kristen. She received her license in 2003 and started truly making an impact right

When it comes to looking up to people, her husband's grandmother "Nan" is the first that comes to her mind. She says, "I loved hearing her stories of her success and experiences in real estate. She really helped families find their dream homes. Seeing her success as a woman and mother, I found her to be very inspiring! I think she would be proud."



from the start when she began working with Coldwell Banker in the Lake Forest Office the same year. In 2010, she moved to Griffith Grant and Lackie. "The small family we have at GGL is something that I cherish. I love the community involvement and being a part of it," said Kristen.

...

...

Every person has to overcome challenging times in their life/business to get to where they are now. For Kristen, she likes to say, "When life gives you lemons, make lemonade...Lots and lots of Lemonade!"

says, "Technology is changing and learning how to

adapt to this has been fun. I love that my kids are

Kristen acknowledges the hard work that goes

into the purchase or sale of a home. She says,

teaching me how to be more tech-savvy!"

This perspective has created a culture for Kristen and sums up so much of what she stands for as a leader in the industry, mother, wife, and friend. When it comes to digital marketing changing, Kristen has found an opportunity to grow and use her past experience. She

66 BEING ABLE TO TURN ALL THAT HARD WORK INTO LIFE-LONG MEMORIES FOR MANY DIFFERENT **TYPES OF FAMILIES** IS PARTICULARLY

be very rewarding getting to watch families grow into their new homes and new chapters.

"Being able to turn all that hard work into life-long

particularly motivating to me." She has found it to

memories for many different types of families is

Kristen is celebrating her 25th wedding anniversary with her husband, Danny. Together, they have three kids, Tyler (21), Cameron (18), and Tommy (13). They are joined by their two pups, Lola and Bauer,

who bring much joy to their home. Kristen and Danny have taught their kids that even though there are challenging times in the world, they can still use this time to grow closer as a family. "Friday Fun days at the Esplin house were a blast. We had cannonball contests in March, Nerf gun wars, a full game of

...

MOTIVATING TO ME.









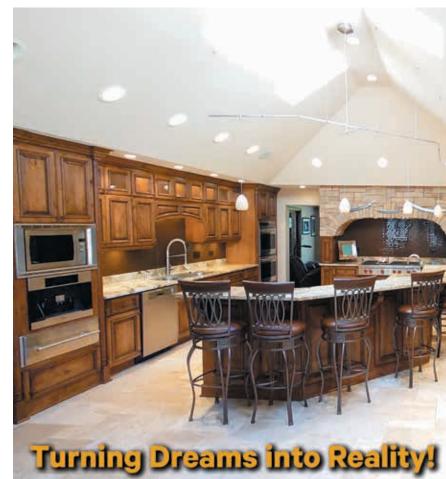


Whiffle ball (which of course included the national anthem), puzzles, card games and a 2020 Prom, with Red carpet. It was all was one for the books!" said Kristen.

Family time is a huge part of Kristen's life. She says, "We are a very active family and love our sports. Watching, playing or coaching we are all in!" When she is not working, you can find Kristen being active herself and taking long walks by the water when she can. "Being a Cali girl, I love to be outside and enjoy the warm sunshine," says Kristen.

Kristen has a reputation of reducing stress for her clients and creating a seamless experience. She always strives to "deliver a win-win for all" and being there for her clients as she helps them navigate through all the ups and downs. When working with Kristen Esplin, you can be sure she always brings expertise and a smile to the table. As Kristen adapts to change and believes in what she does, she truly lives out what it means to make lemons out of lemonade. And not just a glass, but instead she makes a whole pitcher!









1636 Old Deerfield Road, Highland Park 847-831- 0595 www.bluegrasshp.com *The best bar in town. Bar none.*

realproducersmag.com



Home Renovation Construction Services

Locally Owned & Operated

Licensed & Insured

Give us a call today 847-312-6160

2021! Let's grow together and build off 2020's success!

BRETT HINES VP of Mortgage Lending

AIME BROKER RANKINGS

TOP 100 MORTGAGE BROKERAGE

C: 937.286.9618 BrettH@MolitorFinancial.com MolitorFinancialGroup.com NMLS# 1643575



5412 NORTH CLARK STREET, SUITE 223, CHICAGO, IL 60640 CONVENTIONAL • JUMBO • FHA • VA • RENOVATION • REFINANCE

P3 275 3100 [W684 9270]4 Illivas Residented Motopage Increase. Role, prom. and program are subject to change and the index conductors of Increases in large conductual and have the adulty in apply for a rest gave have. Ranking, provided by MMI 2019; full related in the foread at alwaycopac.com/haline inakings/incurity.

NEW SHOWROOM 259 Waukegan Ave Highwood

Cabinetry, Hardware Window Treatments & more

ABL

The ABL Group

Design I Build I Maintain

847.579.1600 | theABLgroup.com

124



Mold, Odor & Disinfection Services

Attention Realtors!

an break down a real estate deal faster than the of moid or odors within the property. Save the deal b een Home Solutions provide an indoor air quality We will clear up any moid problem quickly and e will clear up any mold problem quickly and that you can show the property knowing that your

sreen Home Solutions offers whole house disinfection, mold and dor services that use EPA-Registered products which make sure he buyer's new home is virus free from the day that they move in

800-SOLUTIONS / GreenHomeSolutions.com

SAFFORDABLE SFAST SEFECTIVE SEPA-REGISTERED PRODUCTS

Curious about powering your home with solar?

Find out how qualified homes can save money with no upfront costs, earn \$1000 for every referral that goes solar





ONLINE SOLUTIONS

Web Design & Development Social Media & Email Campaigns E-Commerce **SEO** Optimization Pay-Per-Click Campaigns



LET'S CHAT TODAY!

ER

vivint.Solar

54 · January 2021

Artisan Creative Agency

BRANDING & GRAPHIC DESIGN

Corporate Identity Print Collateral Sales & Marketing Materials **Digital Presentations & Ads**



SIGNS & GRAPHICS

Interior / Exterior Signage Large Format Printing Vehicle Wraps Trade Show / Event Graphics **Environmental Graphics**

SAMMY LUBECK, **BAIRD & WARNER**

MY COVID-19 **STORY**

>> thoughts from a top REALTOR®

Written by Top Realtor Sammy Lubeck



Yesterday was the perfect day. I spent a few hours viewing luxury real estate properties with clients in Winnetka and Glencoe, and then watched NFL football. It's crazy to think that just five weeks ago, I was passed out on the floor of my bathroom after fainting while drying off from a shower. Once I came to and opened up my eyes, I realized it was time to go to the hospital and get some help in battling COVID-19, which I had tested positive for a week earlier.

On August 28, I started coughing once or twice every five minutes or so. I also felt a little more fatigued than usual. Since I'm around my real estate clients all the time, and coverage of COVID-19 is on our televisions nonstop, I decided it would be a smart move to get tested right away. After searching online, I scheduled a test for the following day at the CVS drive-thru. After two

excruciating days of waiting, more coughing, more fatigue, a loss of smell and a mild fever, I received the terrifying results – I had tested positive for the coronavirus.

Immediately, so many questions raced through my mind:

What do I do? How the hell did I get this? Who was I around? Who do I need to tell? How do I get rid of this? Am I gonna be OK? How can I not be around clients for the next couple weeks? Is there going to be a stigma about me now?

Once the paranoia calmed down a bit, the phone calls started. First, to my family and closest friends. Then, my managing broker and colleagues at Baird & Warner who I knew would have my back completely and be able to back me up while I quarantined and focused on my health. Then, the tough ones. To several clients and colleagues I had been around the previous week, and finally clients I was actively working with.

The possibility of a stigma from my clients truly frightened me more than anything. I had worked so hard over the previous three years to build up momentum and create what I hoped was a very solid reputation in the real estate industry. Would clients be scared to work with me now? Luckily, I have many amazing clients who simply shared how much they appre ciated me reaching out and sharing my colleagues' contact info, and then demanded that I focus on my health. While it put my mind at ease a bit, I still questioned their future comfort level in working with me.

Over the next few days, the symptoms continued. I was not sleeping at all. At the same time, stubbornly, I continued to battle everything at home instead of seeking medical attention, while having my share of Aleve, Mucinex, Robitussin, orange juice and water. While my wonderful and overprotective Jewish mother dropped off everything Max and

Then, the fateful Sunday (September 6). Considering I NEVER faint, it was pretty scary opening my eyes to find myself on the floor of my bathroom. Once I got my bearings, dried off and got dressed, I texted a close friend of mine who's brother is a physician. With his assistance, I decided to head to Glenbrook Hospital. Considering I had no idea how long I would be there, the only thing I grabbed before getting in my car (yes, I drove myself there) was my phone charger. Had I known I was going to be there an entire week, I definitely would have packed a bag and brought my laptop.

The next 48 hours simply sucked. More than anything, a lot of monitoring and oxygen, while my coughing and inability to sleep in the hospital bed rose to the forefront. At one point, I was receiving 10 liters of oxygen, due to the COVID pneumonia I was diagnosed with. If my life had been a cartoon, you would have seen my head grow and grow and eventually pop. Without proper sleep, my fear and anxiety

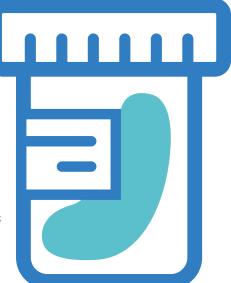
Benny's had to offer, it could not overcome my lack of appetite.

My first five hours at Glenbrook Hospital were spent in the emergency room with supplementary oxygen, saline and the newfound knowledge that I would be staying at the hospital for at least a couple days. While I was not thrilled about that, I was proud of my decision to finally get medical help.

played games with my mind. While I was never truly scared for my life, I just wanted someone to make it all better. Had I gotten to the point where I was placed on a ventilator, I definitely would have been more concerned.

Thankfully, I was then transferred to a more intensive COVID wing of the hospital, where I would get more proper care and attention. The medical staff shared that I was too far into my battle to receive Remdesivir, a common antibacterial drug administered to COVID patients. At the same time, they did ask me if I would be willing to try an experimental drug as part of a trial. At that point, I was like, "Bring on the drugs, no matter what they are!" (Because I am not sure if the trial drug was a placebo or truly helped me get better, I am choosing not to share its name.) The doctors also shared they would like to administer a steroid named dexamethasone, which I graciously accepted.

...



While the drugs certainly helped, I desperately needed to sleep. After a couple nights of tossing and turning in the hospital bed, I made the very wise decision of moving to the recliner, where I spent the next five days eating, sleeping and watching a ton of TV. Thanks to TBS and Comedy Central, I think I watched about 40 episodes of Friends and The Office, which I had already seen several times. NBA basketball got me through the nights. I will say, getting six hours of sleep in that recliner my third night in the hospital with the help of melatonin was simply magical.

Once I started getting rest, and the drugs started serving their purpose, I started getting stronger. My appetite began to return. (If you ever find yourself at Glenbrook Hospital, I strongly recommend the baked mac'n'cheese!) The oxygen I needed to breathe comfortably shrunk to just two liters. My cough started to subside, and hearing my vitals from the nursing staff even made me smile. At that point, my confidence in getting through things naturally grew.

One of the most challenging things about battling COVID is the isolation from those you care about. Obviously, you cannot have any visitors, and when your breathing is challenged, it's difficult to have long phone conversations. Sure, it would have been wonderful to have visitors to break up the monotony of each day. (I could have used a break from Ross and Rachel.) At the same time, I have to admit that there was a part of me that was happy not to have loved ones there giving me that "Are you OK?" and depressed look for hours on end. I was in battle mode, and I needed to focus on just one thing beating the virus.

Some of the best medicine came through phone conversations with my Baird & Warner colleagues. Learning that two of my real estate deals had successfully closed relaxed my apprehension about the upcoming hospital bills. On top of that, my managing broker called me first thing on my sixth day in the hospital to inform me that my \$1.7 million listing in Highland Park had gone under contract. For those real estate agents out there, multiply your usual deal happiness by a thousand, and that's what I experienced in my wonderful recliner.

More happiness came the following Sunday, when I was discharged from the hospital. My doctors recommended I self-isolate at home for the following 10-14 days. As eager as I was to get back

to work and see properties



on my recovery and rely on my wonderful colleagues a little longer. So that's what I did. The toughest part of that was facing the boredom level that so many of us have experienced during this pandemic. At the

same time, I will gladly experience a day of climbing the walls at home over a day spent in the hospital while having difficulty breathing.

Over the last few weeks, I have gotten stronger every day. Follow-up appointments

with my pulmonologist and primary care physician went as well as possible. Hearing the news that I did not have to self-isolate anymore truly woke up the kid inside me. My walks outside eventually led to modified exercise classes at the gym. Phone conversations with understanding clients eventually led to showings. More than anything, I started to get the swing back in my step.

This battle with COVID has definitely given me a new perspective on things. First off, I am incredibly grateful that I am on the other side of battling this virus. So many Americans and others around the world have not been as fortunate. So many families have either lost a loved one, or are struggling while a loved one battles on their own in medical facilities around the world. While I am so eager to see friends, family, coworkers and clients, this pandemic definitely limits those gatherings. While I am so eager to get out of town to celebrate my recovery, the thought of getting on a plane scares me to no end.

At the same time, I am excited about the future. I am so eager to get back to work, recreate the momentum I built up, and continue to brand myself as Chicagoland's Real Estate Agent. I am looking forward to being a resource and educator for anyone that wants to discuss COVID and my experiences with the virus. More than anything, I am ecstatic that I still have the opportunity to make others laugh and smile, because that's what I am doing right now.

Sammy Lubeck Baird & Warner



Your clients long for the ideal home... we'll provide the foundation.

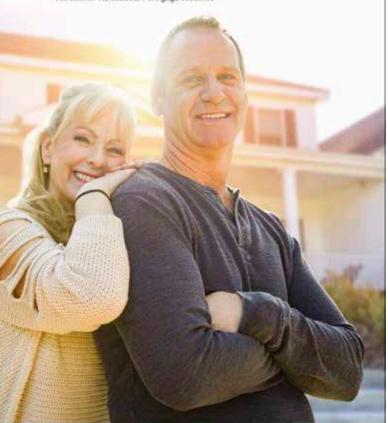
Our mortgage financing provides a strong financial foundation for the home your clients dream of.

www.forummtg.com | (773) 774-9040 7221 W Touhy Ave. Chicago, IL 60631

Forum Mortgage Bancorp is regulated by: State of Illinois Department of Financial and Professional Regulations, Division of Banking 100 W. Randolph St., 9th Floor, Chicago, IL 60601 | (312) 793-3000 | www.idfpr.com NMLS # 143978 License # MB.0004433









divincipainters.com | 847-266-1295

At Euclid Title Services, LLC, the client is always our first priority and our goal is to make the closing process a smooth one. Our experienced staff has handled thousands of closings so whether you're buying, selling, or refinancing, We can help!



Euclid Title Services, LLC

1590 S. Milwaukee Ave., Suite 215 | Libertyville, IL 60048 Office: 847-996-9965 | Cell: 847-902-9339 Verra Rudolfi | verra@euclidtitleservices.com

Any day...



That's when you can count on State Farm®.

CALL ME TODAY.

Chad Arnold, Agent 432 Lake Street Antioch, IL 60002 Bus: 847-395-1321 chad.arnold.uyi7@statefarm.com Hablamos Español

1101198.1



60 • January 2021

EUCLID

TITLE SERVICES, LLC



I know life doesn't come with a schedule. That's why at State Farm you can always count on me for whatever you need - 24/7, 365. GET TO A BETTER STATE".



State Farm, Home Office, Bloomington, IL

33 N. DEARBORN ST. SUITE 1130 CHICAGO, IL 60602

TOP REALTORS Virginia Trypinia

A REALTOR® Who Is In Your Corner

►> featured agent

Article written by Laura Zickert

Virginia Trux is a Glenview REALTOR® who leads Team Trux with over 30 years of experience in organizing the process, creating a plan and successfully connecting the dots for her clients. Her heart of service combined with integrity and perseverance make her an industry leader in her community.

Back in 1988, when listings were distributed in books and faxing was the new way to correspond, Virginia earned her license. With training programs not yet created, she signed on with First United as the office administrator to learn how things worked and watch the top producers. Setting up systems and helping agents organize was just the beginning. After First United, Virginia worked in the closing department at Kahn Realty then managed Prudential's Corporate closing department before it was purchased by Coldwell Banker. She shifted gears and finished corporate life in the Building Marketing Division.

. .







•••

In 2001, she became a single mom with two young daughters and took a leap of faith into sales. "It was a hat I hadn't worn yet," said Virginia and she has never looked back. Determined, Virginia earned three designations and joined Coldwell Banker's Sterling Society within three years. Identified as a leader, Virgi was tasked with coaching and men toring other agents, Buffini style, and loved every minute! In 2013, she joined @properties. Her continued success has led to many awards, including the @properties Road to Rolex recipient, the North Shore Choice Award for Best REALTOR® in 2019 and North Shore Choice Award for best team in 2020.

When it comes to transition, Virginia knows how to step up as a guide and confidant. Being a REALTOR® is much more than money and a career for Virginia, it's a rewarding process. "When I can help a family transition through a difficult time, making life-altering decisions, those are the



and their families."

for her before he passed away when she was only 21. She said, importance on giving back." In addition to being a REALTOR®,

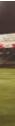
Virginia serves on the Glenview Chamber of Commerce Board, the North Shore Barrington Board of REALTORS®, Club Service Director with Rotary and a hospice volunteer with Journey Care.

10.20000



Virginia recently mar-

ried her first love from high school, Michael Huff. Michael is a former MLB player who currently works with the Chicago White



Sox as the Director of Youth Baseball. Both Virginia and Michael enjoy supporting the Glenview Youth Baseball organization and found attending games this past season was a real treat! Their blended family of five daughters and one granddaughter keeps them on the go and in the moment.

Virginia looks forward to enjoying the new Glenview Ice Center and getting back on the ice in the year ahead. Her love for figure skating goes back to her youth with the highlight being when she skated in the original Home Alone movie. She says, "Just after the toothbrush scene, look for the girl in red on the ice, but don't blink!"









800-GOT-PESTS? rosepestcontrol.com







For a limited time, we are offering new patient exams for \$47 Patient exams normally \$240



ALEX HALSTEAD, D.C.

402 Linden Ave, Wilmette, IL • info@atlasucc.com • www.atlasucc.com Call us today to schedule your visit! 847-920-4506 Follow us on f@@atlasucchiro for updates

66 • January 2021



C 0 BUILDING GROUP Your Home. Your Way

Homes DO NEED updating post close

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

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

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

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

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



www.icon-group.com | 847.773.1200 | info@icon-group.com Building CUSTOM homes all over the North Shore since 2008!







OUR COMMUNITIES

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

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



