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# DIGRESS OR PROGRESS?

## ▶ publisher's note

I was reminded of where we all were only one year ago. Check out two of the paragraphs I wrote for our June 2020 Publisher's Note below.

*As I'm writing today, the Coronavirus, COVID-19, has become a worldwide pandemic without many resolutions in sight. The United States officials and leaders are doing all they can to keep the virus from spreading any further. Of course, safety is of utmost concern for everyone at this time. A question I've been pondering is, "How this will affect us on a local level?"*

*I really enjoy this anonymous quote: "Sometimes we're tested not to show our weaknesses, but to show our strengths."*

Wow, I'm glad I wrote what I did to show just how far we've come since those spring and early summer days last year. It got me thinking...what happened to our REALTOR® family during this year? Was it a year of acceleration or deceleration, digression or progression? I met with many of our wonderful REALTORS® and recall a common theme spoken from them. The REALTORS® mentioned this would be a year where some REALTORS® would move forward and it would weed out those REALTORS® unable or unwilling to face the challenge, for whatever reason.

What about you? I realize for all of us, it's been one of the most difficult years we've experienced. Not simply in our vocation, but life in general. I can attest that personally, I've been more emotional, irritable, anxious, stressful and physically drained. But! I've not let this year take me out! I've leaned in, worked smarter, embraced the challenge, progressed and I'm happy to say, it's paid off.

Let's keep going. I'm hopeful that our June 2022 Publisher's Note will look even brighter!



**Jason Acres**

Owner/Publisher

North Shore Real Producers

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Written by **Laura Zickert**

### 3 Priorities for A Successful REALTOR®

When running a business, people often run themselves too thin. Many become scattered and lose sight of what their priorities should be. This is not the case for two extraordinary business leaders in the North Shore! For Beverly and Marshall Fleischman, their priorities are centered around what they are most passionate about. As a result, they have built a beautiful and successful business that is known across the North Shore as legendary and thriving. Their business is full service, and they are fully committed. They have learned, after 41 years of working in the business, that there are three key priorities every REALTOR® should focus on to be the best that they can be.



Beverly and Marshall met when Beverly was 18. She was finishing her freshman year of college and Marshall was finishing law school. A memorable blind date launched their love story and ever since they been on a journey of learning more about themselves and each other. “Our life is very full, and I am so grateful for Marshall. I am so thankful we have a healthy marriage,” said Beverly.



Beverly graduated college and began working as a 1st-grade teacher at a local school in Wilmette, IL. After they had twin boys and a little girl, Beverly retired from teaching. She says, “I was always very active in my kid’s schools and loved helping with the PTA.” After her twin sons went to college and her daughter entered high school, Marshall encouraged her to transition to real estate, which led them to Priority #1. “Find your personality and using it to connect with others.”

Beverly’s personality is genuine and filled with kindness. She is generous, thoughtful, and always thinking of how she can help those around her. Marshall is insightful, encouraging, and always looking to learn to contribute to the world. Real estate was the perfect career transition for Beverly as she was able to use her personality to build long-lasting relationships with clients. She received her license in 1980. “Marshall always said real estate would be perfect for me, but I had no idea how much work being an agent would involve,” said Beverly. She started her career at Century 21, then transitioned to Cryus Realtors, and now is at Coldwell Banker. Along the way, she has made amazing connections that have helped shape her as a person. In 1990, Marshall scaled down his work

...





“ We have been able to meet clients coming from all walks of life and every country. I never would have met them without real estate.



••• as an attorney and transitioned to working with Beverly and their business. “Our long-time marriage became a successful real estate partnership,” said Beverly.

They found communication to be key, which helped them determine Priority #2, “Have patience and understand the emotional side of real estate.” Beverly says, “There is so much that has changed in the past 41 years. We went from books and carbon paper to newer technology and listings online. We used to meet people through newspaper ads and it felt more personal back then. But what hasn’t changed is the emotional side of real estate. The buyer and seller always need an expert and someone to guide them through this process. This job has taken a lot of patience, but patience has always come easy for me and I am thankful for that. You can’t be in this business without patience.”

As they care and bond with families, Priority #3 is revealed: “Be grateful for your clients.” For Beverly and Marshall, “clients often feel more like extended family.” Beverly says, “If I get a call from someone in my past that is thinking about buying or selling, it means the world to me. You can’t be in this business without clients supporting you and being thankful for your clients. I have been blown away by the many people who have supported me all these years.” Beverly and Marshall have gone above and beyond to show gratitude to their clients and keep themselves available. “We are always available for whatever our clients need,” said Beverly. “I will never regret choosing this path because of the people I have met. The best part about the business is meeting people.”

Their team has one extra special member who is known as “the mascot of the office.” They are absolutely in love with their rescue multi-poo pup named

Kaylee. She is the light in their home and in their office. Having Kaylee around has grown Beverly’s love for dog rescue charities and organizations. Kaylee truly is a member of their team and has become a part of who they are as a real estate group. Where you find Beverly and Marshall, you will likely find Kaylee.

Beverly and Marshall have seven grandchildren, who they love much. They are so thankful for family and have known the importance of being there for clients and those closest to them. “When Marshall joined me in the business, I realized the importance of also taking time for myself,” said Beverly. “I have two loves: painting and singing!” Beverly can be found taking art classes and excelling at oil impressionist paintings. She says, “If you walked into my living room you would see impressionist art focused on landscapes and splashes of color.” Her creativity is continued through her love

for singing. She is known for being a part of the North Shore Harmonizers and has participated as a member for 35 years.

Beverly, Marshall, and Kaylee are a group that is setting the tone in the North Shore for real estate success. They have had over 1,200 homes being sold or purchased. “We have been able to meet clients coming from all walks of life and every country. I never would have met them without real estate,” said Beverly.

Although they have top priorities, Beverly and Marshall are well-rounded and have balanced many other priorities that contribute to their success. Contact them today to learn more about their legendary experiences and to connect with two people who truly will meet you where you are at! You won’t be disappointed when you contact Beverly and Marshall.



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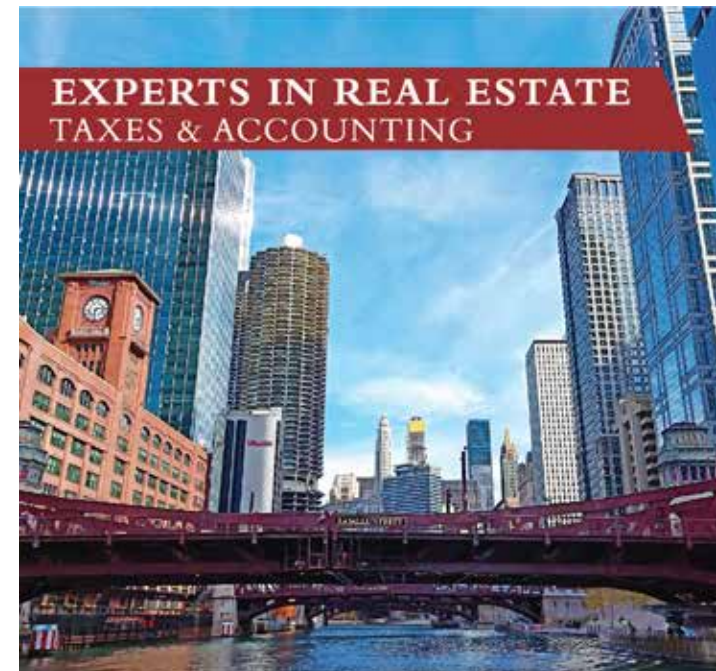
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Article written by **Laura Zickert**



Top Realtor

# Brandy Isaac

The Connection Expert

Compass

All people have roles and gifts. For Brandy Isaac, connecting people, connecting the dots to solve problems, and connecting herself to beauty in the world come naturally. Her authenticity and kindness radiate from her as she engages with those in and outside her community. She is a REALTOR® on a mission and is known in many circles as a serious “Bridge Builder” – a true “Connection Expert.”

...





Originally from a small town in southern Illinois, she moved very often throughout her childhood. After high school on the South Side of Chicago, she attended Southern Illinois University where she graduated with a Bachelor of Arts in musical theatre and a Bachelor of Science in journalism/advertising. Her first career was in advertising, where she worked for top ad agencies in Chicago. She says, “The experience I gained working on national accounts plays a huge part in my success as a REALTOR®. I offer top-level professionalism, and I know how to market a product!”



When Brandy became a mom, she left her advertising career to be a full-time homemaker. However, she likes to say, “I can’t just sit on a couch.” Her drive to continue making a difference in the world, in her community, and in her home led to her balancing many extracurricular roles. “So, there I was running the PTA, and working for multiple political campaigns, and raising money for various charities – it became clear that it was time to also financially contribute to the family,” said Brandy. “I was looking for the next right chapter and started evaluating my strengths and passions.” Having done interior design

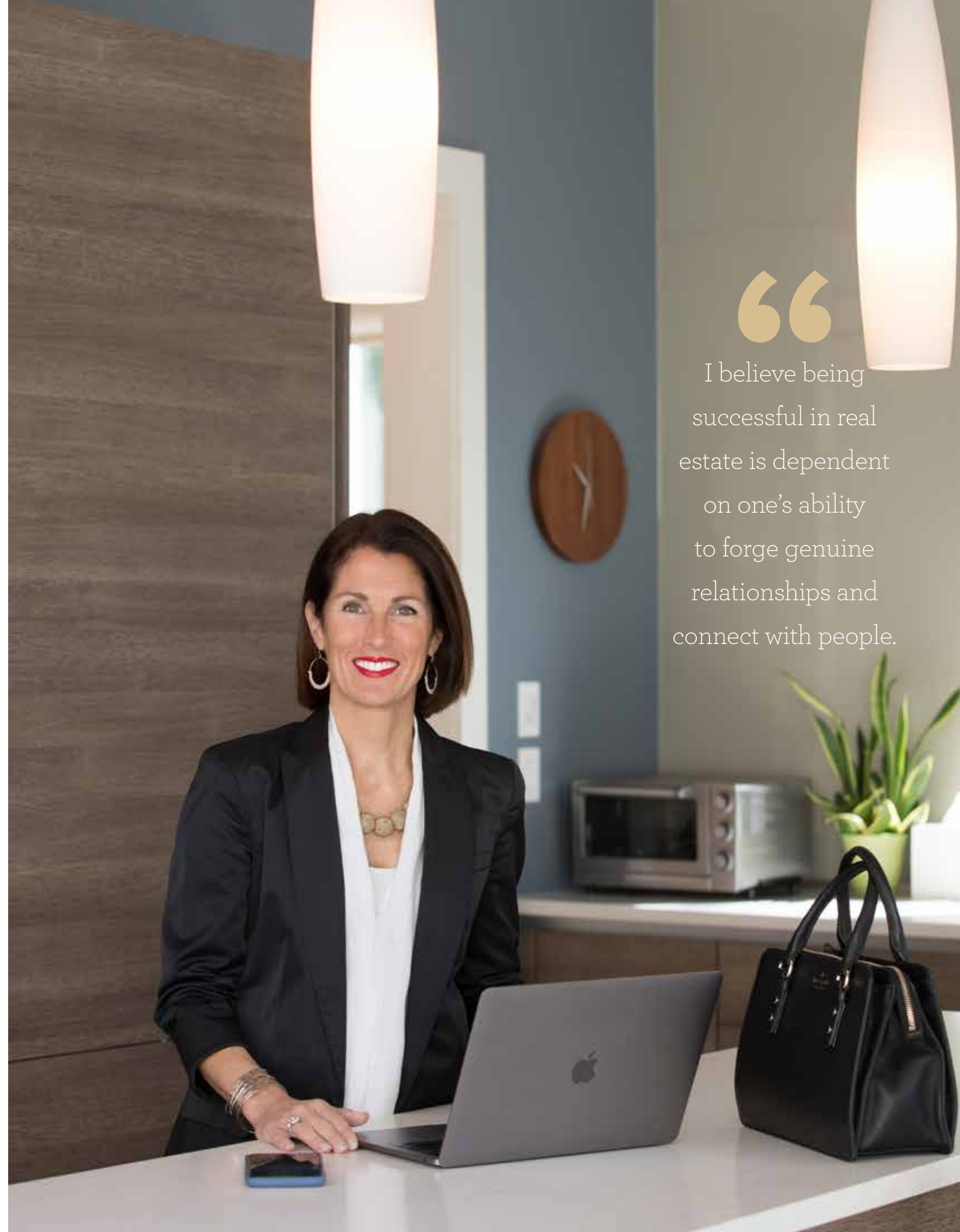


work on the side for friends, and building her own family’s home, she found all things real estate to be truly exciting. “As a bridge builder, I often put buyers and sellers together from the bus stop, just using relationships,” said Brandy. “I believe being successful in real estate is dependent on one’s ability to forge genuine relationships and connect with people.”

When Brandy first started her career as a REALTOR®, she worked with

Berkshire Hathaway in Glenview. In August of 2019, Brandy transitioned to working with Compass. Now she is in her sixth year of real estate and her passion for exceeding her clients’ goals is stronger than ever.

Although Brandy loves many areas of life, her family is her biggest love! She has been with her husband for 22 wonderful years. Together, they have three amazing kids (16, 15, and 12). “We are an incredibly



I believe being successful in real estate is dependent on one’s ability to forge genuine relationships and connect with people.





silly, fun-loving family. Laughter is a priority in our home!” Brandy and her husband have done their part to expose the beauty and opportunistic places of the world to their children. And over the years, their children’s birthday parties have been fundraisers for various nonprofits. “I want my children to be global, thoughtful citizens, and to know they have the ability and the responsibility to make a positive difference in the world.”

Brandy and her husband enjoy giving their children experience gifts to help them value memories and not physical items. They have enjoyed repelling and rock climbing in national forests, kayaking down rivers, cliff diving in the Mediterranean Sea, paragliding

off mountain tops in the Swiss Alps, and more! When she is not working or with family, Brandy enjoys being active and reading. She has continued her efforts within the community and remains very active in a number of civic organizations. “I have that chip in me that drives me to work to make everything better.” She jokingly adds, “Sometimes it’s really annoying.”

Brandy is known for how she makes deep and meaningful relationships that last well beyond the closing table. Her passion for life and clear testament of genuine gratitude have made her a gift to those around her. She excels as a REALTOR® and has truly left a mark in the world as someone who loves and connects her community well!



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Cory Albani, @properties

# Maintaining Positivity through EXERCISE & GRATITUDE

thoughts from a top REALTOR®  
Written by Top Realtor **Cory Albani**

Maintaining a positive attitude is the number one priority, which isn't always easy, especially during the COVID era that we are in. I find it essential to start the day with vigorous exercise. When there is no snow on the ground (and my hip and/ or ankle is not hurting), I like to run to the beach and back, with a round of push-ups and sit-ups in between, lakefront. Lately, I've been biking in a stationary training set-up for an hour (an excellent alternative to a Peloton, at a fraction of the price, FYI). I've also incorporated a workout bench and weights. Surprisingly, I'm feeling like my workouts are more productive now than at the gym. Exercise clears my mind, releases endorphins, helping me to maintain a positive attitude. I find that exercise helps me focus. I am much more productive as a result. Being positive is infectious. What you put out in the universe, comes back to you. It really is true.

It keeps me connected to those that are important to me in my life. It's always important to remember how lucky we are, even though it's easy to get caught up in the little minutia that really isn't important.

Keeping in touch via Zoom, social media outlets, advertising in various print publications, etc. is helpful, but reaching out directly to your core client base via calling, email and texting, I find to be most effective. Other tips: eating healthy – smoothies, with fresh/frozen fruit with oatmeal and quinoa and good coffee is also a great way to kick start the morning!

As a morning routine, following working out, I find that expressing gratitude is also an essential way to start the day (right after exercise). I like to write at least five handwritten notes to past or current clients, friends and family members. Additionally at least five texts, emails and/or phone calls, daily. Just touching base with people in your sphere to say hello, wish someone a happy birthday, see how the family is, etc. is thoughtful and lets people know that you care.

Maintaining positivity, look for the silver linings, during this time...The biggest for me is more quality time with the nuclear family. More time than ever with my wife and boys. Be grateful and stay healthy!



**Cory Albani**  
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Article written by  
**Laura Zickert**

Jenifer McCartney is a REALTOR® in the North Shore who believes that her experiences have helped grow her as a person, a REALTOR®, and an entrepreneur. She excels at thinking outside the box and at creating much more than just the best part of real estate. She is professional, relationship-focused, and experienced across the board to give both buyers and sellers her best.

Jenifer was born in Texas and grew up in the Dallas Metroplex area. When it came to college, she started at Loyola University in New Orleans before transferring to the University of Texas. She graduated in 1990 with a BAA Bachelor of Arts in Art History. "I loved the art world, and I dreamed of buying/selling art for an auction house," said Jenifer.

At the age of 24, she married her best friend while still in college. "We moved together to the Chicagoland area in 1992 to start our careers," said Jenifer. She had been working in outside sales when she and her husband bought and sold their first home. This time sparked a passion within Jenifer, and she began seeing how her passion for visual arts can translate to home décor and the buying/selling process. In 2009, she received her real estate license. Since then, she has worked for four brands in two offices. "I've always worked by myself however, I enjoy sharing listings and referrals. And I often employ newer agents to assist me when my workload is more than I can handle," she said.

Jenifer has two daughters, Josie (18) and Lily (21). She says, "They are the most important people in my life. My girls have grown up with me being







a real estate agent. In fact, when I first started in the business, I chose an office that was 'kid-friendly.' My girls would sit under my desk and draw and play games while I would do paperwork and talk to clients." As a family, they enjoy traveling and cooking together. It is evident that family is a huge priority to Jenifer, and she works hard to balance her time to give attention to family, work, and friends in a healthy way.

As a Top Producer for her brand and in the North Shore, she has found her response to success is gratitude. Her passion for real estate truly has become a part of who she is. She says, "For me, real estate has become part of my DNA, not even a career but just part of who I am. And turns out, my grandfather was a REALTOR® in Texas, starting one of the first offices in his town. So maybe it really is in my DNA."

Along Jenifer's life road, she became a single parent. Working as a sole provider has caused her to be more aware of perfecting her various skills. "Being a divorced real estate agent has opened new doors for me," said Jenifer. "I am a designated real estate collaborative specialist in divorce or RCS-D and have been able to add this to my offerings for clients."

Jenifer has found that time management is key as a real estate agent. She says, "Now, I truly believe my time is my biggest gift I can give to anyone who is in my life. I have the choice of whom to share it with. So, I try to be smart about it." She has found that by giving her full attention and time to her clients, she can appreciate the best part of real estate. Jenifer says, "The best part of my business is the moment I get to tell my clients 'Congratulations! You just bought a



“  
For me, real estate has become part of my DNA, not even a career but just part of who I am.”





home!” and they are so happy.” Seeing clients celebrate new chapters and find success in their transactions is the best part of real estate. As a result, trust is built, and beautiful relationships are formed.

When she is not working, Jenifer says, “I love the visual arts, which in my mind includes interior design and gardening. Great interior design is a pleasure. Honestly, I can spend hours thinking about wallpaper and ceramic tiles.” Jenifer also recently has gotten into many fitness hobbies like running with the Evanston runners club, playing tennis in a league, and golf lessons. She loved her clients, family, friends, and also her community. “I love to support local charities that help young students. I have always belonged to PTA groups and tried to volunteer whenever possible. I also support charities to assist with homelessness and hunger,” said Jenifer.

From creating relationships, to creating art, to creating the best part of real estate, Jenifer continues to set the tone in the North Shore as someone who is using their talents within their career successfully.



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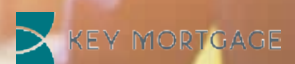
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# KATHERINE O'Malley

## Advocating For Her Clients Through Thick & Thin

A propensity for challenging herself mixed with a knack for entrepreneurship was only part of what fueled Katherine O'Malley to forge a path to law school while simultaneously raising a family. She always knew that practicing law was something she'd excel at; Katherine's interest in the profession arose early on in high school. She was always drawn to learning about others' personal stories of overcoming obstacles and had a desire to advocate for everyday people and be part of their success stories. When Katherine and her husband began having children, she parented full-time by day and completed law school at night. Thirty-one years later, Katherine is a successful attorney whose practice at Lincoln Street Law, P.C. is dedicated to being a voice for her clients.

Katherine grew up in Watertown, Wisconsin. Her interests in advocacy and volunteerism were encouraged by a particular sociology teacher who doubled as the school's student council advisor in high school. In her senior year, Katherine was president of the student council and was focused on community projects. "In those days, 1972-1975, we







COVID-19. While Katherine sees technology as an asset in her business, she realizes it can also make transactions impersonal. For this reason, she tries her best to use technology only in the mundane and routine aspects of her business. “I still reach out to clients for the personal discussion,” Katherine said. “I am a good listener—my five children have trained me that listening is key—and hearing clients’ concerns to work towards solutions for all parties is something I am skilled at accomplishing.”

Being an attorney is just one facet of Katherine’s life. She revels in the joy of her grandchildren, some of whom have recently relocated close by. Katherine is also an avid gardener. “There is something therapeutic about digging in the dirt. We are fortunate that we live on a street (for the past 26 years) that is on the path to Lake Michigan, so my gardening has a social aspect as well,” Katherine said. “Lots of new friends and people that have watched the garden grow walk by, sometimes stopping to share what they like most about my flower beds as they unfold spring to summer to fall. Recently, the added treat is when the Japanese tree blossoms; I have noticed walkers taking their picture with it when it is in full bloom!”

What drives Katherine is her innate desire to positively influence those with which she interacts, both in her professional and personal lives. She hopes to be remembered as someone who was respectful of her peers and colleagues and advocated for her clients to the best of her ability. “I truly do enjoy working on a team of real estate professionals, attorneys, and clients’ lenders for smooth real estate transactions,” Katherine said, “and advocating for clients to find solutions that are mutually agreeable.”

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held newspaper drives—remember those?—to raise money to donate to local community organizations,” Katherine recalled. “We also collected gently used toys to be refurbished by the shop classes and then distributed to families for Christmas. Those were among the programs we spearheaded in the community.”

adding that she genuinely enjoys direct interaction with her clients. “The best part is the discussion with the client as to their particular needs, concerns, and anxieties as to how to make this ‘work.’ I think that is where my personal touch and connection comes through with the clients.”

A red “EASY” button on Katherine’s desk is a constant reminder that nothing is impossible. Her clients know that if there is a way to structure a transaction, Katherine O’Malley will figure it out—not even a global pandemic can slow her down. “Not all transactions, especially in the era of COVID, are cookie-cutter,” she said, adding that the 2009 financial market collapse served as a trial run for creatively and successfully conducting business during a pandemic.

As with most industries, technology has played a central role in responding to the public health battle against

Fast-forward to the present time, and Katherine remains steadfast in her commitment to others. Lincoln Street Law specializes in legal services for real estate transactions and estate planning. Whether working with clients who are purchasing their first home, tenured clients who are moving or downsizing, or real estate investors, Katherine applies the same level of effort to move the transaction forward swiftly. “I’m good at the mechanics of getting a deal closed,” she said,



I am a good listener—my five children have trained me that listening is key—and hearing clients’ concerns to work towards solutions for all parties is something I am skilled at accomplishing.

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Lisa & Samantha  
**TRACE**



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the Chicago Bears for 28 years and Chicago has always felt like home to their family. Lisa graduated in 1976 from Marquette University with a BSN in Nursing, graduated in 1986 from Northwestern University with an MS in Nursing Management, and in 1989 graduated from the University of Illinois at Chicago with an MBA in Finance.

After college, she says, “I was proud to have worn the uniform and served in the U.S Navy for 20 years both on active duty and in the reserves as a Navy Nurse. I retired as a Commander.” She also worked in an intensive care unit, emergency room, and cardiac surgery center at Bethesda Naval Hospital. “I’ve always had a passion for beautiful homes and real estate. I also love the challenge that every client presents. It is incredibly fulfilling to help them find a home that fits their occupational needs and personal taste.”

In 2002, Lisa received her license and worked for 19 years as an individual agent with Griffith, Grant, and Lackie in Lake Forest. “A year ago, my beautiful and talented daughter-in-law, Samantha, teamed up with me. As a result, we were able to expand our sphere of influence and improve our market through social media and other platforms.” Together they moved to @properties Lake Forest in 2020. “We love their state-of-the-art technology, innovative marketing, collaborative spirit and cohesive culture,” said Lisa. With 20 years of experience, Lisa has received many awards that have brought her recognition and awareness to her success. At this point in her career, Lisa says she is most passionate about “working with my daughter-in-law Samantha as The Trace Team with the goal of expanding our business with increased production and improved volume.”

Samantha was born in Chicago and grew up in Glenview, IL. She attended the University of Wisconsin Madison in 2005. After college, Samantha worked in sales and advertising. “After realizing that I wanted to work

with kids in education, I went back to school to receive my Master’s of Science in Education at Northwestern University,” she said. After graduating in 2009, Samantha was a high school English teacher at a top selective enrollment school in Chicago for five years. She married Lisa’s son Dave in 2011 and they began dreaming of all their future would hold for her career and family.

“Lisa had always been a one-woman show in real estate, and as her business continued to exponentially grow, it was evident that she needed help! Lisa had been asking me for some time if I would be interested in joining her, and as my kids got older, I knew it was the perfect time to join Lisa and transition to real estate,” said Samantha. After receiving her real estate license in 2020, she



partnered with Lisa and they created The Trace Team.

Samantha looks up to Lisa in many ways. “Lisa is a powerhouse broker



and such a phenomenal agent. She is also an incredible mom, mother-in-law, and grandma! She has such a positive, can-do attitude, and her energy is endless,” said Samantha. With Lake

# the TREASURE of TEAMWORK

## ▶▶ top producers

Article written by Laura Zickert  
Photography by **Laura Humpa** // Cornerstone Photography

There are many treasures in the world like family, adventure, etc. For Lisa and Samantha Trace, one of the biggest treasures in life is their teamwork. Their passion for what they do is evident in how they work together and care for their clients. They are recognized as going above and beyond in the North Shore.

Lisa was born in Miami, FL, and grew up in the Chicago suburbs. Her father, Jim Dooley, was with

“I’ve always had a passion for beautiful homes and real estate. I also love the challenge that every client presents. It is incredibly fulfilling to help them find a home that fits their occupational needs and personal taste.”







Forest being filled with seasoned professionals, Lisa has helped Samantha learn the ins and outs of the business and build the groundwork for her career. She has excelled and quickly gained traction that has brought her to have an outstanding reputation in the North Shore.

Samantha is involved in her community, especially her children's schools. She is on the Parent Board as a Fundraising Chair and she is currently involved as a member of her children's APT at Everett Elementary School. Both Samantha and Lisa enjoy spending time together at work and outside of work! Their passion for family is extremely evident and they work hard to take care of their community, friends, and clients.

Lisa has been married to her husband, David Trace, for 43 years. They met at Bethesda, MD, at the Naval Hospital where Dave was a Navy Physician, and she was a Navy Nurse. Together they have three children, David (38) and twins named Jenny and Kelly (35). They have

two grandchildren and spending time together is very special to their family. When she is not working, Lisa says, "I am a fitness enthusiast and work out religiously every morning, seven days a week. I also enjoy walking and find it to be a great way to destress and wind down." During football season, you can find Lisa cheering on the Chicago bears.

Samantha and her husband, Dave (Lisa's son), have two children ages 7 and 5. "We love taking walks or going for bike rides on the trails in the Lake Forest Open Lands. In the summertime, you can find us at the pool or beach. We also love going to the city to visit the many great museums and restaurants," she said. When she is not working, she enjoys exercising daily. "I like to mix it up. Whether it's going for an outdoor run, taking a ride on my Peleton bike, taking a class, or socially playing paddle, golf, or tennis with friends, I love being active," said Samantha.

"It is my belief that the Golden Rule of Real Estate is to always do what is best for your client," said Lisa. Both Lisa and Samantha work hard for every transaction, large or small. They take great pride in the fact that many of their clients have become great lifetime friends. This team is built on family and the passion to work hard and love people well. Lisa and Samantha are hard-working and ethical agents who always put their clients first. The North Shore is honored to have them as incredible agents who hold teamwork as a beautiful treasure.

“  
It is my belief that the Golden Rule of Real Estate is to always do what is best for your client



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# Anne Levinstein

BAIRD & WARNER

*Home Is Where The Heart Is*

► rising star

Article written by **Lindsey Wells**  
Photography by **Laura Humpa** // Cornerstone Photography

From protecting and serving through her career in law enforcement to protecting and serving her clients in real estate, there's no denying it: Anne Levinstein is in the business of helping people.







As much as real estate seemed like a good fit for her, Anne was forced to overcome her fear of failure when she took the leap of faith needed for this career change. “Some agents go into the business for personal enrichment. They have a spouse capable of supporting the family while the agent gets their business off the ground. I didn’t have that luxury,” Anne said. “It was sink or swim. I was terrified of failure, but I also knew that my career in law enforcement was something I was no longer a match to. So, I burned the ships and never looked back.”

Baird & Warner has been Anne’s home since she started this journey in 2017. She primarily focuses on Libertyville, Vernon Hills, and Kenosha because she has lived in all of those areas and knows them quite well. “But, I have done deals everywhere from Elkhorn, Wisconsin, to the loop in Chicago,” she added. “If someone wants to hire me and it’s not an area I am familiar with, I will either do everything I can to educate myself about that location or refer them to another agent who is an expert in that area if I feel like that would best serve the client.”

One of Anne’s passions lies in helping her clients to have fun and trust in the process. After all, real estate is not about immediate gratification. “There are ups and downs and twists and turns, but if you just trust the process, your dream home will be an awesome by-product of that process,” she said, adding that watching clients take risks and succeed makes her feel like a coach whose athlete won the gold medal.

Real estate has proven to be a perfect fit for Anne and her family. She is a single mother to Rachel, Joseph and

Sammy. With three kids in the house, someone always has something going on, and real estate has afforded her family the flexibility to be there for all of their activities.

Something Anne’s daughter, Rachel, said to her a couple of years ago has always stuck with her. “Rachel was maybe nine at the time, and she drew me a picture of a tree and wrote next to it, ‘If you don’t like where you are, move. You are not a tree,’” Anne said, adding that Rachel wants to one day go into the real estate industry herself.

Outside of real estate, Anne is a professional family and divorce mediator with CEL & Associates and she enjoys doing Crossfit. “It’s the only fitness program I’ve ever been able to stick to,” she said. For the past seven years, Anne can be found at Crossfit Freedom in Libertyville six days a week. Something many may not know about her is that Anne participated in an amateur boxing match in May 2019. “I lost, but I put up a really good fight,” she added. She also loves budget fashion, home decor and design, cooking, and anything creative.

Anne is also continually growing stronger in her spirituality. She loves learning about the soul’s purpose on Earth and how we can achieve it through personal growth and development. In closing, Anne shared, “There is a spiritual teaching—I think it’s from the Old Testament—that says, ‘There are two things that can really change a person’s life: a change of name, and a change of place.’ I can’t help you with the first one, but I’m happy to assist with the latter.”



...

After 16 years in law enforcement as a police officer for the City of Kenosha, Anne decided it was time to switch gears and do something different. Despite her desire for a new career path, Anne wasn’t sure if the skills she possessed as a police officer were transferable to another line of work. “I remember how much fun I had looking at homes with Rachel

Hausman when she was my agent years ago,” Anne recalled. When a girlfriend mentioned that she wanted to take real estate classes to become an agent, Anne joined her. It turns out, the most critical skill in real estate is people skills, which Anne has tenfold. “The rest of the job was fairly straightforward and easy to learn, and the rest is history.”



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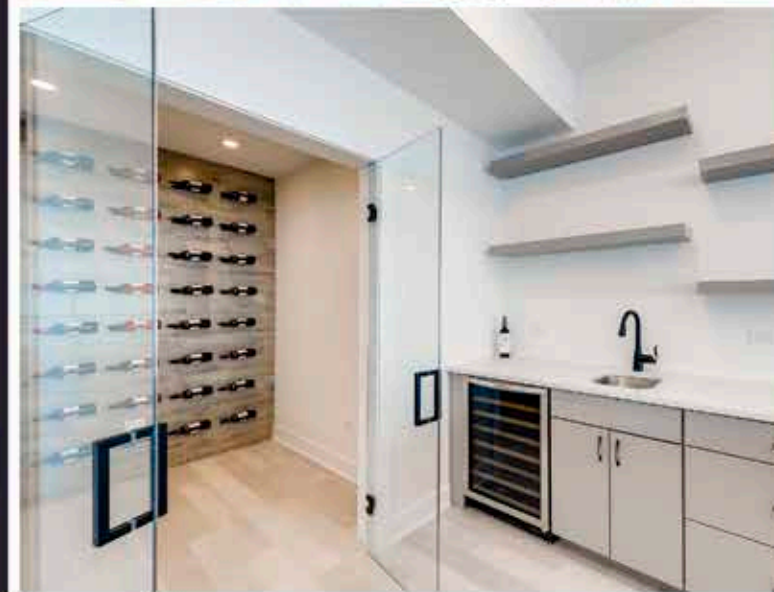
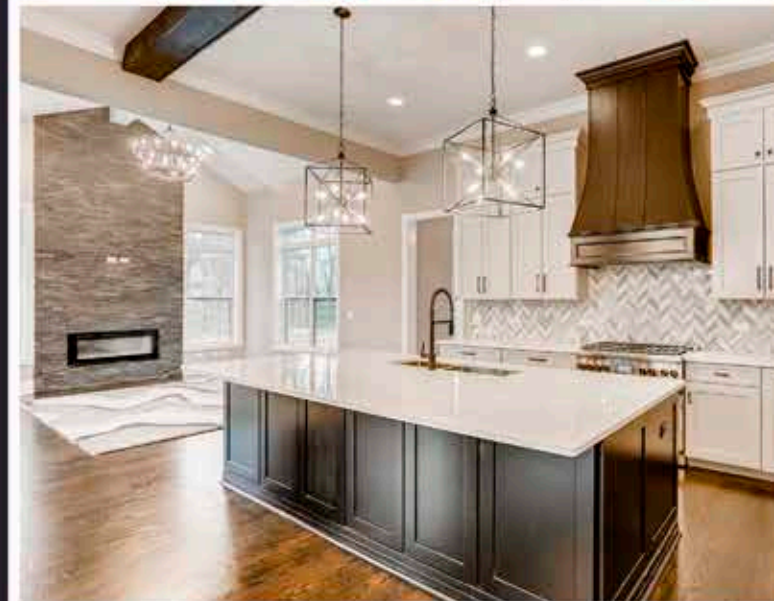
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