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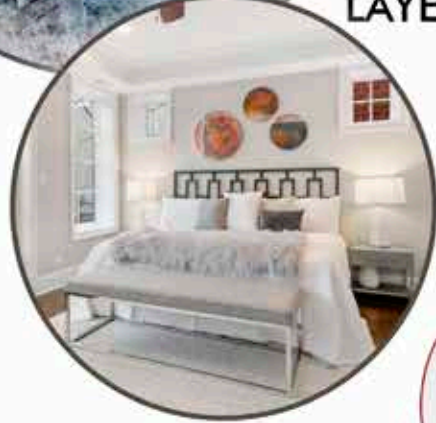
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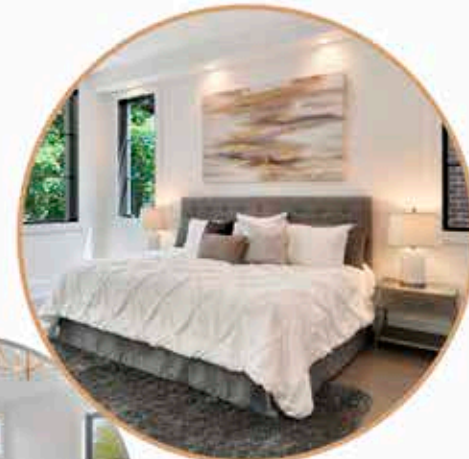


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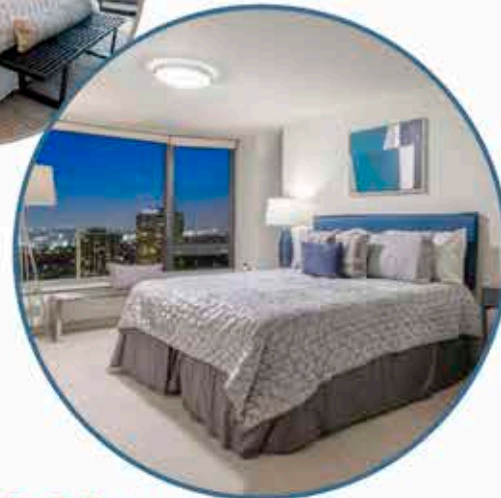
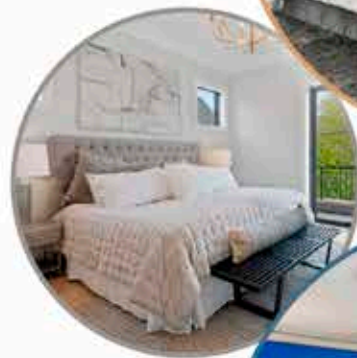


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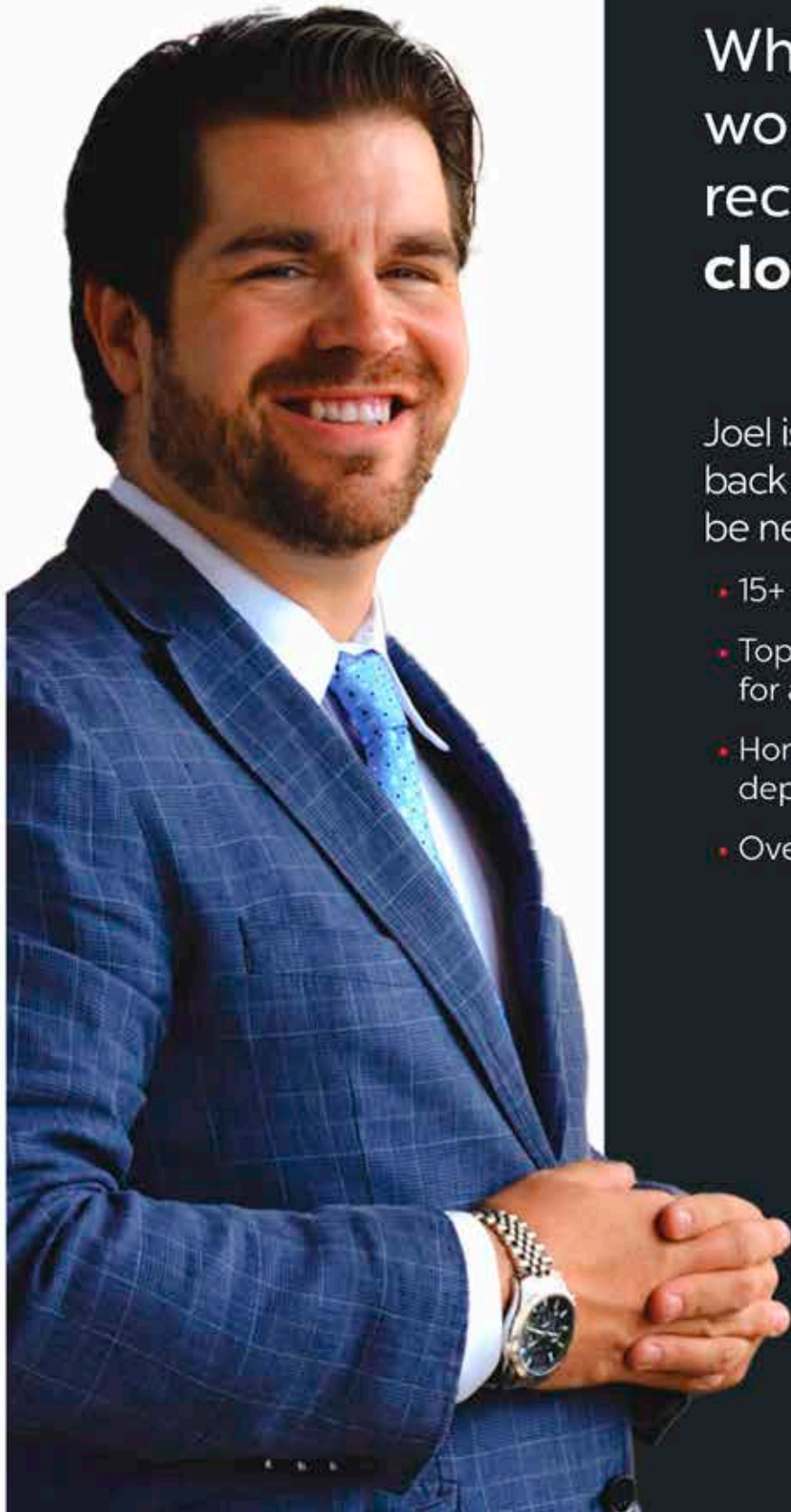
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2-Source: Mortgage Executive Magazine, 2018

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PUBLISHER'S **note**

I am the epitome of a creature of habit. Ask my wife if you don't believe me. Most of you can probably relate, but sometimes this characteristic serves my family well and other times it causes friction in our dynamic. An opportunity presented itself at the end of 2020 to acquire *DuPage Real Producers*. My first instinct was to resist. My initial thought was, "Naw, I'm good." I had a steady workflow running the *Chicago Real Producers* platform and my wife and I were FINALLY in a solid groove juggling four children, remote learning, delegating small tasks to our kids, grocery shopping, preparing meals, and debriefing from the day almost every evening. The routine took us eight months to figure out, but I felt we were at a point where we finally arrived and hit a consistent stride.

There is a quote in the TV series *New Girl* when Nick Miller says, "I'm not convinced I know how to read. I've just memorized a lot of words." Of course, I laughed out loud when the line was delivered. However, the underlying meaning kept gnawing at me because of where I was currently positioned in my family and business life. I began to question myself, "Am I just memorizing realproducersmag.com

some weekly actions until COVID-19 subsides?" Ashamedly, the answer was yes.

After much prayer, thought, and counseling, I am proud to say that on January 25th my wife, Emily, and I became the new owners of *DuPage Real Producers*! This opportunity is a giant undertaking and I know in my soul it will be anything but routine which solidified the decision. We wanted to make it public to our existing community in Chicago and to thank you for giving us the confidence to not go through life "just memorizing a lot of words."

I'm excited to announce that we will be hosting our first whole group virtual event of the year on Tuesday, March 16th at 3pm. Come dressed in your most festive St. Patrick's Day attire and join us for virtual bingo. It will be a time full of fun and great prizes! Check your email for the official invite.



Fighting the good fight,

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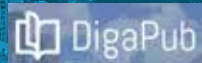


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STAYING COMPETITIVE IN THE DIGITAL ERA

Part II: Marketing to past Clients and Your Sphere of Influence



business
By Mark Dollard

I hope part one of this article in last month's issue, an introduction to digital marketing techniques, was a helpful starter guide to putting together a fantastic online listing. There are many great resources out there to do further research on any one of those tools, and I highly suggest that all agents get informed about them so you can meet today's online buyer needs.

But now let's talk about marketing to past clients and your sphere of influence.

Marketing to Your Sphere of Influence

Here is a list of some of the most effective tools available to stay in touch with your sphere of influence if your ability to meet in person is compromised:

- Video conferencing tools (Zoom, Microsoft Teams, Google Meet)
- Social media (Instagram, Facebook, Snapchat, Twitter)
- Email
- Hand-written notes
- Get on the phone

If you consistently do these five activities, you will have all the communication with your sphere of influence that you need.

Video Conferencing Tools

As of now, most agents have at least been involved in video conferencing, and sometimes there is no substitute for seeing someone's face when you are talking with them. Of the conferencing tools available (Zoom, Microsoft Teams, Google Meet, etc.), the one to choose will really come down to pricing per your budget and the type of hardware you are using (i.e., phone, tablet, laptop, etc.) to do your conference. All of the available options have their pros and cons.

Social Media

Many, many agents have done really well just by being consistent with and on social media. The platform can be important, but being consistent is more important. Even if one of the social media platforms is trendier than the others right now, don't give up on something that is working for you—it's probably working because you are sticking with it and being consistent about it. Being familiar with at least one platform and using it consistently is a great way to stay top of mind and also get into some good interactions.

Email

Email seems like old technology at this point, but it definitely still has its uses and it is a great way to keep in touch here and there when your message has a little more depth to it (something like a robust market report). Since email can be automated and sent out en masse, doing some setup work upfront can make it an easy way to keep in touch with important people and require relatively little time commitment on your part.

Handwritten Notes

Up until this point, this article has focused on tech solutions for staying in touch in the COVID-19 era, but some of the classic ways to stay in touch are still as effective as ever and unhindered by the pandemic. In fact, I think these can have an even bigger impact now. Handwritten notes are amazing right now because almost nobody does them. I send handwritten birthday cards to my past clients, and many times, I'm told it is the only piece of handwritten mail they've received for months. This personal touch has a true, meaningful impact on your sphere of influence. Thank you cards are also a necessity; whenever you can think of a time to be thankful to someone you know, do it.

Get on the Phone

The real classic still works as well as any other technique out there. Make sure to talk with people in your sphere of influence regularly. Finding a way to systemize this is the key to maintaining a steady stream of clients who you genuinely enjoy working with.

Get It Done!

Utilizing the tools mentioned above will help any agent stay ahead and active in this growing digital era. The key is to stay consistent and diligent!

About the Author:

Mark Dollard has built a reputation as a responsive and dedicated broker who uses his market expertise and extensive background in finance to identify and close on prime opportunities for his clients. As a multi-year top-producing agent, he brings an unparalleled level of experience, skills, and customer service to real estate transactions. Constantly looking at the long-term benefits, Mark educates his clients with their future in mind and remains a trusted advisor long after any single transaction has closed.



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



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Marc Zale

► on the rise
By Jennifer Mitchell
Photos by Sonya Martin

IT'S NEVER TOO LATE TO
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AGAIN

One of the most surprising things about Marc Zale's career as a real estate agent is that it started when he was already thirty-seven years old. Though he had always worked in real estate, it was only at thirty-seven that he scrounged up the courage to get his license and start working as a broker full-time.

Born and raised in Lincoln Park, Marc was a rebellious and rambunctious kid. But toward the end of college, when he saw his friends and classmates grow up and establish careers, he decided to get his priorities in order and focus on the future. At twenty-five, Marc started living a healthy lifestyle, became more career-driven, and began to really see how he could contribute to the world.

Marc started out as a loan officer, which gave him an invaluable understanding of financing, but it wasn't

a service he felt passionate about. Around this same time, he began acquiring, developing, and managing multi-family properties. As he would view the properties with commercial brokers, he often felt like he had a better understanding of construction than they did, and he ended up doing most of the educating.

"I was thirty-seven years old with a young kid at home, but had been dying to get my license and become a REALTOR® for years," notes Marc. "Up until that point, the biggest reason I hadn't done it was fear of failure and not being able to support my family."

But fear wasn't going to hold Marc back any longer. He was feeling unfulfilled and it was obvious that his life needed to head in a different direction. So Marc left his job and jumped into a 100 percent commission-based career. Fortunately, Marc found mentors, and thanks to the buildings he managed, he had a built-in pipeline of renters looking to become buyers.

"I had several agents tell me I wouldn't make a dollar for a year," remembers Marc. "But that wasn't an option for me. I prospected around the clock and did four open houses a weekend trying to pick up buyers my first year. Karen Biazar and Staci Slattery were incredibly generous to me with leads, and fortunately, I sold \$8.9M in my first year."

...



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Though he took a lot of lumps and learned a few lessons the hard way, his first year as a REALTOR® was a tremendous period of growth for Marc. He found mentors in the Buckner Canales Group and carefully watched other top agents to find the common denominators for success. The lessons he learned back then are the same pieces of advice he'd give to an up-and-coming producer today.

"You have to be willing to work incredibly hard," claims Marc. "You can't sit around and wait for the phone to ring. You need to be actively prospecting at all times."

Even now, Marc continues to hustle, using every available moment to email his customer base or stay in front of clients on LinkedIn and Instagram. He knows there's always something he can do to promote his brand.

Although Marc works hard, it's easy for him to find the motivation to do it in his experiences with clients. When a client shares how deeply personal a sale or purchase has been, it inspires and drives Marc to work even harder. And he finds it extremely rewarding when a buyer who desperately wants a property that has multiple offers on it comes out victorious.

"I don't think a lot of clients realize this, but a big part of being successful in those situations is developing trust

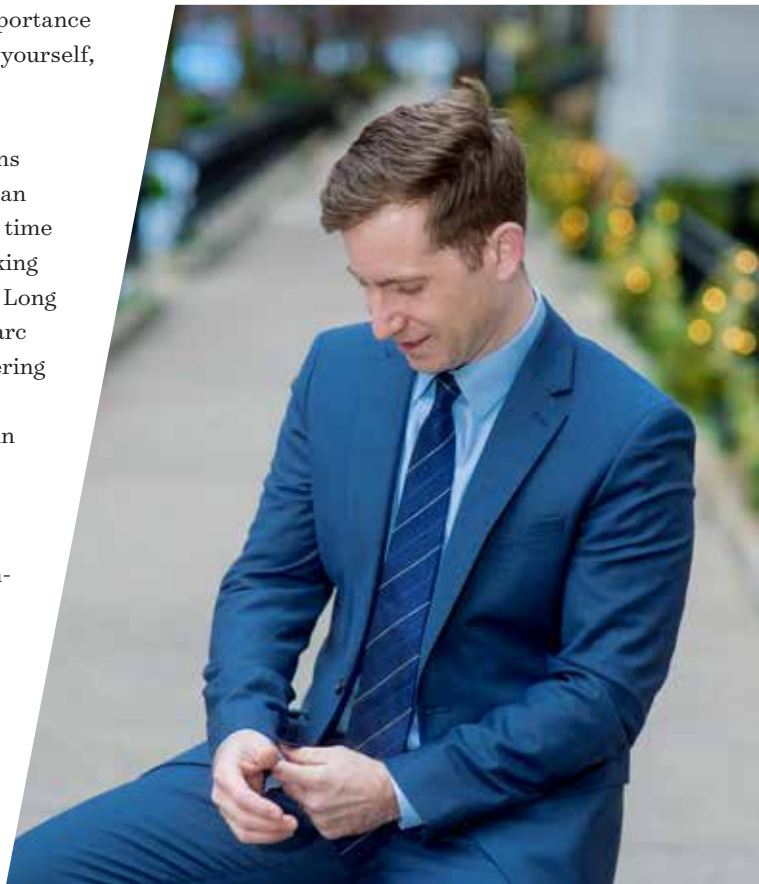
with the listing agent," says Marc. "It's more than just a competitive offer. I need to prove to the listing agent that I will manage the transaction properly and get to the finish line smoothly."

Looking to the future, Marc just wants to raise happy, well-adjusted kids and continue to be a good example for them. Through his own experiences, he hopes to instill in them a strong work ethic and show them the value of being happy in your professional life. He also emphasizes the importance of balance and making time for yourself, your family, and your friends.

His wife, Amanda, and their sons Tommy (five years old) and Dylan (sixteen months) love spending time together and, most recently, taking trips to their new lake house in Long Beach, Indiana. Pre-COVID, Marc would also spend time volunteering at the Ronald McDonald House near Lurie Children's Hospital in downtown Chicago.

"The kids are so inspiring and the camaraderie among the families is incredible," states Marc. "I look forward to returning to volunteering there as soon as the pandemic ends."

As to his career, Marc has yet to see how far he'll go. After all, according to Marc, "Life's too short to not see what our potential is."



“LIFE’S TOO SHORT TO NOT SEE WHAT OUR POTENTIAL IS.”

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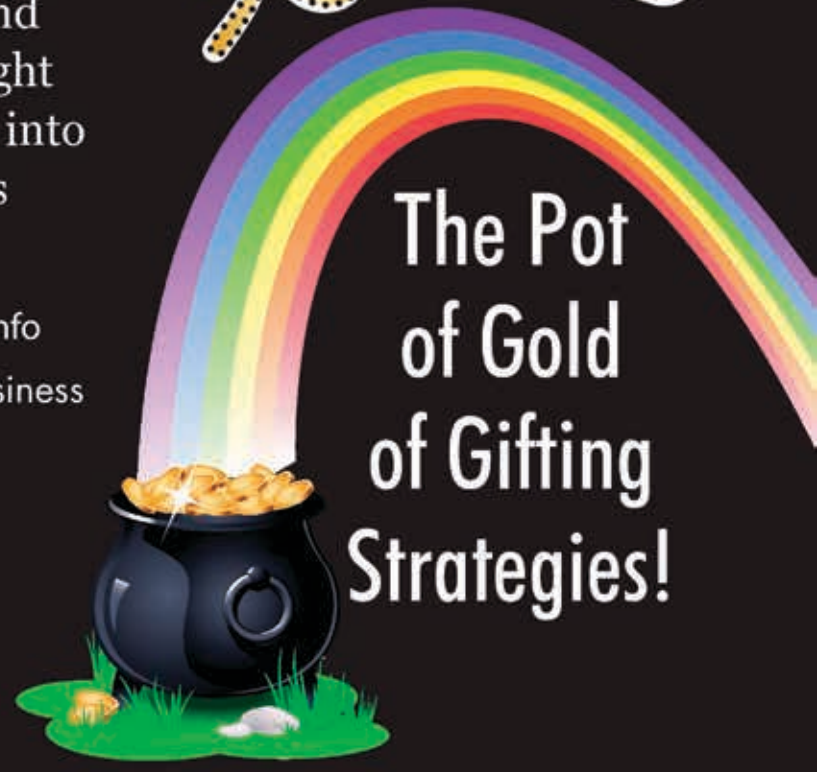
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ARMANDO CHACON



▶▶ agent feature
By Chris Menezes
Photos by Heather Allison
Love Photography

A PASSION TO SERVE

Armando with his family - his wife, Bridgette; daughter, Isabella; and sons, Isaac, Vincent, and Charlie



Armando's passion to serve comes from his love of people and his love of Chicago. He was born and raised in Chicago, where his father was a butcher in the West Loop/Fulton Market area. Armando gleaned the qualities he admired in his parents—his father's "old school," hardworking, blue-collar mentality, and his mother's compassionate, nurturing spirit.

"We didn't have it easy, growing up, but they paved the way for me to have a better life," Armando explains. "And I want to do the same for my four kids."

Armando's love for Chicago was further imbued by his love of sports as a kid, being inspired by the likes of Ryne Sandberg, Michael Jordan, Walter Payton, Jim McMahon, Brian

Urlacher, and others. When he was twelve years old, he played and won a city Little League championship at Comiskey Park, and when he was in high school, he got to play twice at Soldier Field for a city championship.

"The '84 Cubs team and '85 Bears team changed me forever, and Michael Jordan was in a class of his own," Armando reminisces.

Tim Grover, Michael Jordan's trainer through most of his career, in addition to other NBA stars, was actually Armando's neighbor just two doors down. Although Armando says Tim didn't say much as a neighbor, as Armando worked to build his real estate business, Tim would give him advice from time to time.

"I think he saw something in me," Armando says. "I think he saw a work ethic that he could relate to. He later gave me my first big break by letting me list his property, which led to several other properties. That really opened my eyes to the opportunities this business can provide."

Armando Chacon's passion for serving others has not only led him into a successful career in real estate, but it has also made him into the community leader he is today. It's the common thread that links all of his decisions, and the fuel that keeps him going.

...

Armando entered real estate seventeen years ago. Shortly after graduating from the University of Illinois Chicago with a degree in accounting and finance, Armando obtained a job with Jones Lang LaSalle, where he spent five years as the director of finance. His team managed ComEd's real estate portfolio of buildings. Since he was managing such a large real estate portfolio, his employer recommended he obtain his real estate license, which piqued his interest in the business.

When Armando became serious about becoming a REALTOR®, he met with one of the partners of Century 21 S.G.R., Jim Lynch, and ultimately joined the brokerage as a part-time agent. Around the same time (2004), he left Jones Lang LaSalle and joined Aspire Properties as their CFO.

"I left a promising career in commercial real estate because I found something that got me excited to get out of bed," Armando explains. "I feel very lucky and truly grateful to be a REALTOR®. It has opened doors within and outside of the business that have made a big impact on my life. Because of this, I want to give my all to my clients and give back to the community in a variety of ways."



"I FEEL VERY LUCKY AND TRULY GRATEFUL TO BE A REALTOR®. IT HAS OPENED DOORS WITHIN AND OUTSIDE OF THE BUSINESS THAT HAVE MADE A BIG IMPACT ON MY LIFE."

Armando's love for his hometown and serving others came together through real estate. He built his business by focusing on the West Loop area and eventually became managing partner of Century 21 S.G.R.-West Loop. In addition to leading the Armando Chacon Group and West Loop office, Armando has become a dynamic community leader.

He served three terms on the Skinner West local school council, and now serves as the president of the West Central Association Chamber of Commerce, the president of the Chicago Children's Theatre, and the president of the Mary Bartelme Park Advisory Council. He was recently installed as the co-chair of Mayor Lightfoot's newly formed Community Advisory Council for The 78, the mega neighborhood development in the South Loop. And he represents the West Loop on the Zoning Advisory Board of the 25th Ward. Most recently, he was tapped to be the director of corporate sponsorship for the Sheridan Park Baseball Advisory Board.

...



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When Armando is looking for a change of pace, he loves taking his family—his wife, Bridgette; daughter, Isabella; and sons, Isaac, Vincent, and Charlie—to their house in Michigan. They love being outside, whether by the pool or at the beach where they can play beach volleyball, basketball, go boating, biking, hiking, or start an evening fire and enjoy the sunset. He also loves to frequent neighborhood businesses

and play a few games of beach volleyball at North Avenue beach with friends.

In the end, Armando wants to be able to say that he gave more than he received. He is extremely grateful for all the people who helped him get to where he is today. And it's that gratitude that drives him to continue serving to the best of his ability, every day.



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business
By Jamie Book



AVOIDING COVID BURNOUT, BECAUSE IT'S REAL.

Almost every successful entrepreneurial talk, podcast, book, etc., will tell you the same thing: make time for you. While you may have heard this several times before, I am here to challenge you to actually do it.

Flashing back to March 2020, I remember thinking, “Oh boy, this is going to be a terrible year.” My team and I had discussion after discussion about where the market could go and what COVID-19 would mean for our business. We prepared for the worst, even joked about getting a much-needed “break.” As you probably remember, when May 2020 hit, all our expectations about what COVID-19 would do to real estate went out the window. All the business we’d “missed out on” in March and April felt like it was suddenly all being jam-packed into the month of May. June was the same. So was July. By August, we had hit numbers we never expected. Again, we joked around about

needing a vacation, but there was nowhere to go and too much business to leave behind. Business in September and October went gangbusters. Who would have thought it? But with the holidays, here came our much-needed break.

Well...sort of.

Did we get burned-out? Probably. Did we survive? Yes. And did we make more money than ever before? Absolutely.

So what was the key to continuing on day after day, week after week, without the motivation of social events, seeing friends, or going to lavish events with open bars held by our favorite lenders? Balance. Which is easier said than done.

I recently had several conversations with my teammates (Chad, Ayushi, Jackie, and Kristin) about how they made it through—what kept them motivated and what they did to allow themselves their most successful year in real estate yet. Here are our answers:

1

Me time.

This was the number one answer across the board. It seems like too often, “me time” is misconstrued into something like having to wake up at 5 a.m. just to get in that first cup of coffee alone before the emails and phone calls start pouring in. But “me time” is different for everyone. For me, it *is* that first cup of coffee alone on my couch. For Chad, it was picking up a book and taking his mind off the job for a while. Ayushi set boundaries for herself by not responding to clients after 9 p.m. But the one thing nearly everyone had in common was taking time to do something just for them.

2

Exercise.

This answer almost tied with number one. It is no surprise that exercise is a stress reliever. The kicker is not only finding the time to do it, but also figuring out the type of exercise that works for you. Personally, no matter what kind of exercise I do, I get bored after twenty minutes, so that’s it for me. I only work out twenty minutes a day. Kristin is pretty much my opposite: she’s a long-distance runner, naturally meaning she goes on runs that are sometimes hours long. Exercise is essential, but it doesn’t have to be daunting. The right kind of exercise for you and the best exercise to relieve stress is that one that you’ll actually do.

3

Doing something other than real estate.

It’s now 2021. What on earth is there to do outside of real estate while living in the middle of a pandemic? Chad found solace in volunteering, Ayushi likes to help her parents with their family-run perfume business, and Jackie has her adorable, goofy son to distract her.

4

Affirmations/daily goals.

Maybe the cheesiest answer of them all, and not everyone believes in this, but telling yourself you can do it and setting small goals every day can help you feel accomplished, especially when you are feeling overwhelmed. One day you may set a goal to call ten clients, while on another day, you might know that you only have it in you to call just one. The point being, while doing affirmations and setting daily goals may seem cheesy, they can help you to become your own self-motivator.

5

Treat yourself!

At the end of a long week, or maybe even a long day, is there anything more relaxing than a great meal, or a glass of wine or your preferred cocktail? Find ways to treat yourself regularly.

Despite our self-care regimens and despite our feeling exhausted, let’s be honest, we are REALTORS® and innately that means we are workaholics. I can honestly say that the main thing that kept me somewhat sane last year was working. It was a year of long days, it was a year of frustrating phone calls, but I also knew it wouldn’t last forever. So, take care of yourself in 2021, but by no means do you have to stop the hustle, so long as you get a vacation eventually.

About the Author:

Jamie Book cultivates a vibrant and stress-free environment for her clients whether they are buying, selling, renting, or investing in real estate. She has a passion for creativity and fine art, along with exceptional negotiation skills and an extensive knowledge of Chicagoland. Originally from New Mexico, Jamie has called Chicago home for the last four years, dedicating much of her time to learning and growing in the real estate industry. As Jamie goes into her fourth year with The Dowell Group, she has closed over 100 transactions and with confidence will take clients from listed to sold, house hunting to closed, and apartment searching to feeling at home.

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Jill and Darrell SCOTT

Welcome, Drake Patrick Scott

About a year ago, Jill and Darrell Scott, of the Scott Group with Compass, were working in their office while their six-month-old son, Declan, was in daycare. Jill was feeling extremely tired and craving heavy pasta, when she laughed and said to Darrell, “What if I’m pregnant. Can you imagine?” Darrell laughed and shook his head no. Needless to say, they were quite surprised when it turned out she was.

“If someone told me in the beginning of 2020 that Darrell and I would have two boys under [age] two, and grow our business 57 percent YTD during

a pandemic, I would have said that’s impossible,” Jill says. “We did it! Two kids under two and we grew our business 57 percent in 2020 from 2019. Crazy!”

While it was nearly impossible to prepare for, Jill and Darrell Scott welcomed their second son, Drake Patrick Scott, into the world on August 5, 2020, weighing 7 pounds and 6 ounces, at Northwestern Memorial Hospital in downtown Chicago.

“Oddly enough, having Drake impacted our careers for the better,” Jill explains. “We grew and had no choice but to work smarter to allow more time as a family. We aim to have one of us home with our boys as often as possible. Our sitter, who used to come two days a week, now comes three days a week. And we rely on our team more than ever. They all hugely stepped up!”

Jill and Darrell have seventeen years combined experience in real estate. They married in 2017 and had their first son, Declan Patrick Scott, on April 16, 2019. They also have a French bulldog named Walter. Darrell’s family has a tradition that all of the boys’ names start with the letter *D*, and Jill’s family has a tradition that all the boys share the middle name of Patrick, hence Drake Patrick and Declan Patrick.

Both Declan and Drake share their names with places in Chicago. Jill and

RE-producers

By Chris Menezes
Photos by Heather Allison
Love Photography



The Scott family.

My biggest goal is to eat dinner as a family most nights, and for our boys to feel loved and happy overall.” - Jill

happy overall. That’s it! When you have proper expectations, everything seems more manageable.”

Jill loves the independence that being a REALTOR® offers her.

“As much as I love being Drake and Declan’s mom and Darrell’s wife, I still need my own identity,” Jill explains. “For me, work separates the mom and wife titles and gives me my own identity. Being a REALTOR® makes me happy. It’s a huge part of who I am. I look forward to sharing our success with our boys while setting a good example of working hard.”



Drake Patrick Scott

Darrell’s old neighborhood tavern in Old Town is called Declan’s. (It just so happens that the Scotts bought their first house on Scott Street in Old Town.) Drake shares his name with the iconic Drake Hotel.

“We certainly didn’t name Drake after the hotel, but we liked the idea of him sharing the name,” Jill explains. “We’ve taken ‘love your neighborhood’ very seriously!” she laughs.

Given her experiences, Jill advises other expecting REALTORS® to “have accurate expectations, eliminate the guilt, and embrace the chaos.”

Darrell notes, “Balancing the boys and work comes more naturally to Jill than it does me. It’s something I’m working on every day! It’s not easy. I’m learning to pick specific days and times to block off to be with my family. And sometimes, depending on the client, I’m known to bring one of the boys along. Declan loves tagging along!”

“I’ve never aimed to win awards on mothering (if that even exists),” Jill laughs. “We don’t have set routines. We rarely go to bed on time. Instead, we keep it simple. My biggest goal is to eat dinner as a family most nights, and for our boys to feel loved and





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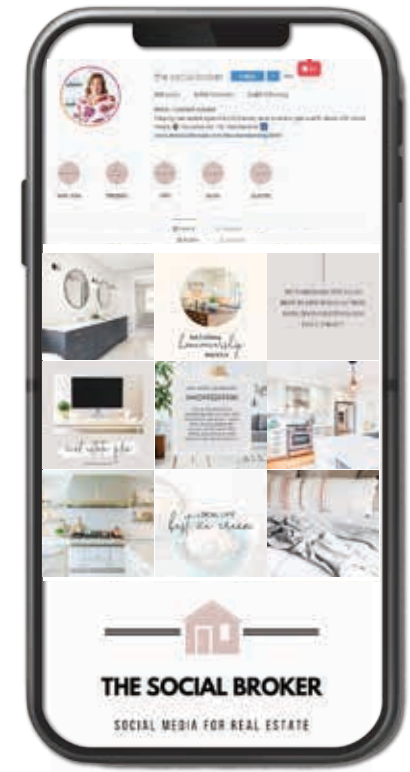
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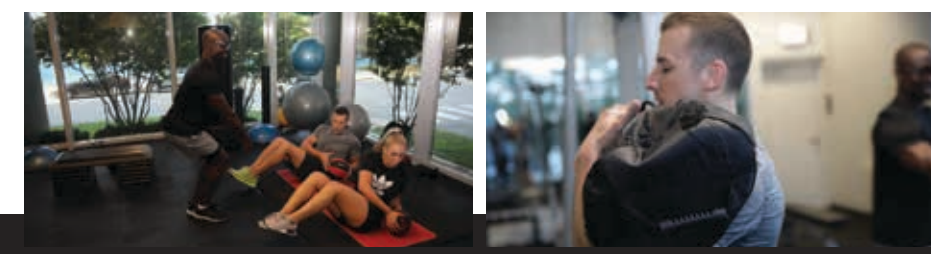
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Kristine Pokrandt

GOOSEHEAD INSURANCE AGENCY

Making Better Possible for Four Nonprofits

Growing up, Kristine Pokrandt, agency owner with Goosehead Insurance, loved watching the special, “John Denver and the Muppets: A Christmas Together.” In it, Missy Piggy leads the others in song with the lyrics, “Christmas is coming, the goose is getting fat. Please put a penny in the old man’s hat.”

The messages stuck with Kristine and as her Goose(head) Agency continues to grow, she has been motivated to

express her gratitude and find new ways to put pennies in others’ hats. That’s why in 2021, Kristine is leading her agency in partnering with local nonprofit charities to give back each quarter.

“The lesson of giving is one that you are never too young to learn and never too old to be reminded of,” notes Kristine. “I live by the motto, ‘better is possible,’ and when it comes to giving back and bettering our communities, I believe it’s time for me to not just ‘talk the talk, but walk the walk.’”



▶▶ partner spotlight

By Jennifer Mitchell
Photos by Sonya Martin

...

While the initiative is new, giving back and helping others has long been part of Kristine's life. In her work with clients, Kristine helps simplify the complexity of homeowners insurance, something she calls "simplicity." While most agencies measure agent success by policy count, Kristine is committed to helping and educating her clients, regardless of how it ultimately affects her bottom line.

"Prior to going out on my own, there was such a focus on profits, but I wanted my focus to be on people," states Kristine. "That's what ultimately led me to open up my own business."

Up until recently, the group of people Kristine was most focused on was her clients, and rightly so. But two recent experiences made Kristine widen the bucket of the people she's working to help. The first was the loss of her grandmother.

"Before my grandmother passed, she asked me, 'Do you love what you're doing? And are you making a difference?'" says Kristine. "While I was able to easily answer yes to the first question, I wasn't as confident about my answer to her second question. It made me realize that I must find a way to use my position to make a difference beyond just making sure people have the right insurance coverage." ...



“**PRIOR TO GOING OUT ON MY OWN, THERE WAS SUCH A FOCUS ON PROFITS, BUT I WANTED MY FOCUS TO BE ON PEOPLE.**”

...
 With the seed of an idea already forming, Kristine watched as her father worked on his nonprofit, Feed Our Rural Kids (FORK). The organization works to eliminate food insecurity in the Northwoods. As the founder and president of FORK, Kristine's dad has a passion for making a difference that is contagious. In fact, Kristine's dad "caught the bug" from his mother; he watched her raise hundreds of thousands of dollars for the Aspirus Regional Cancer Center in her retirement. Now, Kristine is watching her dad do the same good work in his retirement.

Inspired to start a philanthropic initiative of her own, Kristine decided to dedicate 2021 to helping four local charities through her business. In the first quarter, she'll be working with the CHIditarod Foundation, which seeks to alleviate hunger and solve the root causes of hunger through creativity, engagement, and direct action.



During the second quarter, Kristine will pivot to support Life Quilt, which helps young people attend and succeed in school. From there, she'll focus her attention on My Block, My Hood, My City, which provides underprivileged youth with an awareness of the world and opportunities beyond their neighborhood. And finally, to wrap up the year, Kristine's Goosehead Insurance Agency will work with Center on Halsted, the Midwest's most comprehensive community center, dedicated to advancing community and securing the health and well-being of the LGBTQ people of Chicagoland.

Although she has chosen the four primary charities she plans to partner with for the year, Kristine is always looking for other opportunities to give back and plans to support other nonprofits throughout the year as well.

"I have been so motivated by those who are really making a difference in the world," says Kristine. "I hope to do the same this year, and I continue to remind myself that better is always possible, especially when we work together."

To reach Kristine and find out more about the services at her Goosehead Insurance Agency or to get involved in her give-back efforts, you can email her at Kristine.pokrandt@goosehead.com or call 708-858-1246.



Kristine presenting her dad, founder of Feed Our Rural Kids, with a \$5,000 Emergency Community Support Grant program she secured through one of her carrier partners, Safeco/Liberty Mutual. The grant was designed to help select independent insurance agents like Kristine to give back during the COVID-19 crisis.

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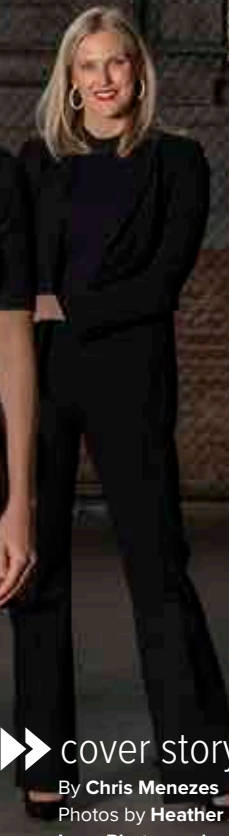
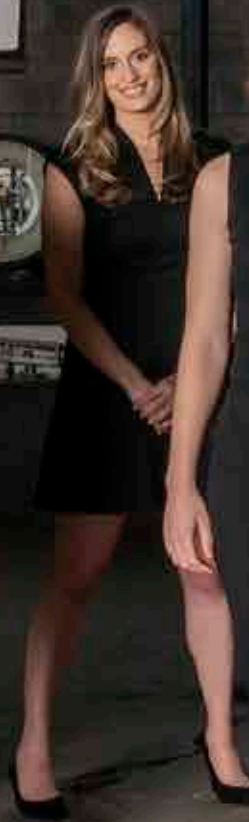
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BEN LALEZ

RIDING THE WAVE OF CHANGE



▶▶ cover story

By Chris Menezes
Photos by Heather Allison
Love Photography

Ben Lalez is not messing around. He wants to be the top agent in Chicago and he is going to do everything he can to get there. However, there's one thing he won't do, and that's sacrifice his personal well-being or the well-being of those he works with and for. At the end of the day, real estate is about people for Ben, and while he is deeply competitive, he is driven by empathy and wellness. ...

From the left: Sebastian Llveneras (Marketing Director), Ben Lalez, Courtney Carani (Real Estate Broker - in the back), Belle Jessen (Real Estate Broker), David Heck (Real Estate Broker), Julia Helms (Real Estate Broker), Maire Tilow (Real Estate Broker), Joey Halperin (Real Estate Broker), Chris Sweitzer (Real Estate Broker).

“

I OFTEN THINK THAT IF YOU LEAVE THIS PANDEMIC THE WAY YOU CAME INTO IT, YOU’RE GOING TO BE LEFT BEHIND.



my team better, have better interactions with my colleagues, and really just make sure everyone is enjoying what we are choosing to spend 50 percent of our lives on.”

Ben’s emphasis on balance for both himself and his team seems to be working. Since going full-time into real estate and forming the Ben Lalez Team in late 2018, his team has produced \$112 million in total volume. Ben tripled his 2019 production in 2020, jumping from \$23 million to \$65 million, all during a global pandemic.

“I often think that if you leave this pandemic the way you came into it, you’re going to be left behind,” says Ben. “There are a lot of real estate agents who had success during a time that’s never coming back and it’s our job to adapt.”

Ben is adapting through rapid digital transformation and bringing a wellness focus into his business. “My team and I love thinking of new systems and efficiencies to help clients through the process. During the hardest times of COVID, we were even contemplating opening up a virtual reality real estate studio.”

“We have built the perfect team for the modern real estate environment, to ensure that clients have access to all of the information they need in order to reach their goals.”

What does that mean? It means Ben has vetted a number of associates who complement his team, including tradespeople who understand property

even better than he does, and Ben definitely knows a thing or two. He grew up managing properties with his father who also owned Ace Hardware at Armitage and Pulaski.

“While my friends were practicing their multiplication tables or going to basketball camps, I was helping my dad shovel snow, mow lawns, and cut keys. This led to my having a successful stint as a general contractor after I graduated from college,” Ben explains.

Ben earned his degree in economics from the University of Wisconsin-Madison. In addition to running his own general contracting business, he started his own property management

company, through which he has bought and sold over forty properties since 2010, when he obtained his real estate license and ran both businesses until 2018.

Ben’s list of vetted associates also includes a financial analyst, who used to work at Sterling Bay, who helps find every last penny of income and savings for Ben’s clients. And he even has a school consultant, who works at Chicago Public Schools, on retainer. She helps clients navigate the school system when evaluating an area to live. ...



... “Hard work and taking care of yourself are not mutually exclusive,” he says. “I hear a lot of agents brag about how they don’t sleep or don’t stop working, and they pride themselves on it. I sleep a minimum of eight hours a night, I meditate, I work out, I spend time with my family—my wife, Megan, and our six-month-old son, Erev—and every day I am pushing my team to do the same.”

“By taking care of myself, I am able to take better care of my clients, motivate



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••• Ben grew up in Chicago playing competitive basketball and watching Michael Jordan and the Chicago Bulls, which infused in him a deep competitive spirit and desire to be the best.

“While I may never get there, I don’t see a reason why I shouldn’t be trying to take the crown from the top players in the real estate industry,” says Ben. “If real estate is a sport (and it basically is), I am trying to get the best possible results: buy at the lowest price a seller will sell for and achieve the highest possible price for a listing.”

“Just like in basketball, if you’re not working hard, if you’re not learning new skills, or playing aggressively, somebody is going to come in and take your spot,” he continues. “That’s why I work hard to understand new trends and stay ahead of the game. It excites me to

anticipate the changing environment and adapt accordingly with the incredible team we’ve built.”

As Ben continues charging forward into the future of real estate, riding the waves of change, his dedication to personal well-being informs and supports him as he keeps the words “Whatever you resist persists,” top of mind.

“This quote has rung true to me for a long time and it’s now more appropriate than ever. We can resist the change and fight against it, or accept and adapt. There’s no in-between. And this is doubly true for internal aspects of your life (e.g., mental and emotional balance). If you’re sad, be sad. If you’re mad, be mad and see it through. Don’t fight it because that friction will only heighten it.”



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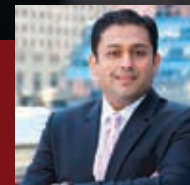
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business
By Maggie Baczkowski

CELEBRATING WOMEN'S HISTORY MONTH

Honoring All Women in This Historic Moment and Time

Reflecting on what Women's History Month means to me, as I write this article, I am watching Kamala Harris take the oath of office and become the first woman Vice President of the United States! Her election includes so many firsts: she is also the first daughter of immigrants, the first graduate of a historically Black college, and the first African American, Asian American, and Caribbean American to ever hold the office.

One hundred and eight years before this momentous event, the first women's suffrage march in Washington took place (March 3, 1913), which led to women being given the right to vote (1920). (There's something magic about the number 108—the Cubs won their second World Series 108 years after their first [1908 & 2016].) So many women have trail-blazed the way for other women and girls to succeed, and have shaped the world through their discoveries and significant contributions to business, politics, social reform, the arts, sports, law, and to many fields of study over the last 108 years.

A few that come to mind: Ruth Bader Ginsburg, Oprah Winfrey, Michelle Obama, and Malala Yousafzai. Not only did these and so many other incredible women show girls and other women that

it is possible to break barriers and reach new heights, but they also helped change the lives of so many.

Real estate may not be the career by which a person can change the world or impact anything on a global level as demonstrated by these women, but it is an industry that has allowed women to thrive. When a woman thrives, so do the people around her.

Historically, women have been caretakers, not breadwinners. Careers in real estate have notably helped to change that landscape for women. When I think of real estate, I think of it as being one of the first places where women have achieved the same earning potential as their male counterparts. When women first entered the industry, they did so because they saw it provided a job with flexible hours, allowing them to attend to child care and other demands. These benefits still hold true and are reasons why real estate has developed into a female-dominated industry. I also think women are in this industry now because they simply choose to, without any thought of above, which is also, if not the most telling sign of how far the women's movement has come.

This progress may not seem extraordinary to you, even if you paused to think about it. I know for myself, I don't think twice about the fact that I can earn a good living, or whether or not I have the capacity to break through my own sales goals or barriers.

But that wasn't always the case or environment; women had to fight to have careers and financial independence. Just as recently as my mother's generation, women were raised in a different environment: not only was the disparity in wages even greater in our country, but they also had far fewer opportunities for financial independence and that independence was *not* culturally encouraged. Hopefully, the young women after me will have no first-hand knowledge of this fight.

So today I am reflecting on the gratitude and respect I have for the women who came before me, the women who inspire others, and my female colleagues who are reaching new heights in their sales careers, or taking care of their families, or simply taking care of themselves. When a woman thrives, so do the people around her. I salute and honor you!

About the Author:

Maggie Baczkowski is a top producing real estate broker in Chicago, Senior Broker at @properties and founder of MB Luxury Group. Her wide range of industry experience includes development, new construction, high-end buyers, and luxury sales. Maggie's dedication to providing each client with concierge service is key to her model as she develops ongoing relationships that last well beyond clients' transactions.




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SVP OF MORTGAGE LENDING, CROSSCOUNTRY MORTGAGE, LLC



▶ partner spotlight
By Jennifer Mitchell
Photos by Sonya Martin

Never Underestimate the Value of Honesty and Integrity

It takes a lot to run a successful mortgage business. While the internet has streamlined processes for lenders, it also makes it harder for smaller businesses to compete with big companies that allow homebuyers to complete the entire process online. However, Dan Krucek, SVP of Mortgage Lending at CrossCountry Mortgage, believes that smaller companies have an advantage when they offer excellent customer service.

“I’ve been in the mortgage business for more than twenty years,” claims Dan. “While working online might offer some convenience, I firmly believe the process works best when you have someone steering the ship from start to finish.”

Dan first entered the industry in high school, when he worked for a top producer in the mortgage business who quickly became his mentor. At eighteen, Dan started his own business and since then, has consistently been a top producer. His business is 100 percent referral-based—whether from past clients or REALTORS® who had a deal fall apart, needed someone who could get it done, and found that Dan was their man for the job—so integrity and excellent customer service is essential to his business. Many of the clients he picked up when he was just eighteen years old are still with him today, and some have even sent their kids his way when the time came for them to buy a home of their own.

When asked about his “secret sauce,” Dan advises producers to focus on three things: hard work, honesty, and continuing education.

“People often try to find shortcuts or uncover secrets to success,” notes Dan. “But the truth is, nothing will ever replace hard work. It’s also vital to keep learning. In our business, things change on a daily basis,

and it’s imperative to stay on top of industry news, lender guidelines, and real estate news.”

Dan also emphasizes the importance of honesty and integrity. He prides himself on telling clients what they need to hear—not what they want to hear. “Once you establish a pattern of honesty with your clients, they understand that what you’re telling them is in their best interest. If a client comes to me and they’re already getting a good deal with someone else, I will tell them it’s not worth it to change lenders mid-process. I may lose out on that piece of business, but integrity always pays off in the end.”

...



Dan with his two daughters - Stella (eight years old) and Mia (six years old).

...

It's fairly easy to work hard, be honest, and learn during the good times, but all three become more challenging during hard times.

"The 2007 financial crisis was one of the most trying times in my career," recalls Dan. "But I survived, and it made me a better businessperson. I had to adjust my business to meet my clients where they were. I told myself that if I made it through that, I could make it through anything. You have to learn from the hard times; that's what builds champions."

During the difficult year of 2020, Dan had the opportunity to put those lessons to use again. Dan and his team joined CrossCountry Mortgage in February and almost immediately shifted to a remote working arrangement.

"It was the perfect storm," says Dan. "But I am very proud of everyone I work with. Despite the craziness of 2020, it was a record year for us. We overcame



lenders pulling programs, appraisers not being allowed into some homes, remote closings, and closings held in cars. It was quite a year."

Outside of the home office, last year brought a lot of golfing, boating, and fishing for Dan and his two daughters, Stella (eight years old) and Mia (six years old). Though he lives in Deer Park, he grew up in Wauconda and spent his summers at the lake, boating and fishing—so last year felt like a return to his roots.

"Last year taught us to get outside and enjoy the fresh air," says Dan. "We spent the whole summer on the lake or at the pool and took a lot of walks and bike rides. It was great to take the time to really focus on raising my girls and spend a lot of time with them."

YOU HAVE TO LEARN FROM THE HARD TIMES; THAT'S WHAT BUILDS CHAMPIONS.

His daughters loved the extra "dad time," but they were less than crazy about one of his habits. "I love to sing, but I'm not that great. My girls never fail to remind me that the real singers do a much better job than me."

Though 2020 was a tough year, Dan took the lessons he's learned throughout his career and put them to good use. "You have to tackle problems head-on and immediately. Do not put things off. People will always value honesty. If you cannot get something done, tell people right away. Even if it's not the answer they want to hear, they will appreciate it."

To reach Dan and find out more about the services at CrossCountry Mortgage, LLC, you can email him at dan.krucek@myccmortgage.com or call 847-226-8293.





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THERESA HAHN

Good Deeds Make the World Go ‘Round

Theresa Hahn is a big believer in karma. She not only has a successful real estate business where she helps people find homes, but she works hard to put good out into the world both personally and professionally.

Growing up 100 miles outside of Chicago, Theresa loved coming into the city to explore and visit cultural hot spots. Before deciding to move to Chicago to earn her BFA in interior design with a concentration in historic preservation from IADT (International Academy of Design and Technology), she attended Northern Illinois University where she met her now-husband.

Theresa has always loved design, interiors, and homes. She especially loves the stories behind why various design concepts have come in and out of style because she sees them as responses to the way the people of that time wanted to live. (She will never understand why we got rid of laundry chutes.)

The glamour of modern luxuries like heated floors or the frame TV excites her just as much as intact moldings and unique door handles found in a 1900s greystone.

After interior design school, Theresa spent a few years helping her clients design their dream spaces. But when the opportunity to enter the real estate field presented itself, Theresa felt that it was a natural progression in her career. Now, she loves that her

background in interior design and historical preservation provide her with relevant and practical skills she uses to help her clients find the best homes.

When Theresa’s first son, Everett, was born, she debated whether to step back, join a team, or even change careers; she knew she needed work that would allow her to have a schedule that would meet her needs as a mom. However, the thought of handing her clients over to someone else gave her pause.

“I worried that someone else wouldn’t care for my friends, family, and clients in the way that I would,” notes Theresa. “I genuinely care about finding a great fit for my clients and getting them the best deal. I also realized how comforting it would be to continue working in a career where I knew what I was doing because my newborn didn’t come with a manual. So I decided to continue in my role, but worked more efficiently so I could get home to spend time with my little guy.” She notes that juggling reached a whole new level after her second son, Jasper, was born.

Though Theresa has faced setbacks and challenges in life, she has realized over time that dwelling on a given setback has often been more painful, and then harmful, than the setback itself. She also recognizes how fortunate she is to have a family that helps her build her confidence and has always told her she can do anything she puts her mind to. Moving forward, one of her priorities is to instill that belief in her kids.



Theresa with her family – husband, Steve, and their two sons.



next chapter in their lives. I want to give and get the most out of every relationship with a client because those relationships are the most rewarding part of my business.”

For Theresa, the biggest win is when someone she’s worked with in the past reaches out to tell her about a restaurant they tried, invites her over for dinner, or sends a holiday card. “I work at the friendship/connection aspect just as much as growing my negotiation or business skills,” she says.

The commitment to giving back and putting good out into the world is another thing Theresa hopes to pass on to her kids. One of her family rules is to look for opportunities to help others, whether it’s someone asking for food or noticing that a friend doesn’t have gloves on a cold day. “When we see a place to help and we can, we do,” she affirms. Theresa also sets a good example for her kids through her volunteer work with affiliated charities including the Chicago Period Project, Ronald McDonald House, and Greater Chicago Food Depository.

Theresa loves spending time with her husband, Steve, and their two sons (Everett is now six years old and Jasper is three). “I love going to a showing and having my family waiting around the corner at a park, shop, or restaurant. After my appointment, we meet up and my family and I explore the neighborhood together. It’s a fun way to tick both the mom and REALTOR® boxes. If I weren’t a REALTOR®, I don’t think we would have had the opportunity to explore the city in the way we do.”



Most of Theresa’s goals and dreams revolve around growing with her children and giving them opportunities to pursue impulsive whims and earn deserved rewards, like going out for pizza if they suggest it or being rewarded with a trip at the end of the school year. She also wants to give back to her clients, friends, and community.

“I’m constantly trying to put good out into the world so that good comes knocking at my front door,” states Theresa. “I’m full of gratitude for the opportunity to help people transition to the

“ I’M CONSTANTLY TRYING TO PUT GOOD OUT INTO THE WORLD SO THAT GOOD COMES KNOCKING AT MY FRONT DOOR.”





Though she's no longer officially an interior designer, Theresa still loves shopping at home and thrift stores to find the perfect items for her home, she's always working on a new project around the house, and she's constantly rearranging the furniture.

The best part of Theresa's day is the morning, when she has her cup of coffee and turns on the music to have a dance party or sing-along with her kids before they start their day. Lately, the playlist has featured Nathaniel Rateliff and the Avett Brothers, but always includes George Ezra.

"Regardless of the song, singing and dancing with my family is such a mood booster and I try to carry that feeling with me throughout the day."





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RP

Ann Brown

▶▶ behind-the-scenes all-star feature

NOMINATED BY: SAM SHAFFER

Name: Ann Brown

Position/Title: Transaction Coordinator & Broker

Office/Company: Chicago Properties Firm

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

How long have you been working in the real estate industry? 9 years

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

Before my current position, I worked at a real estate law firm as a paralegal/real estate assistant. Before that, I worked at Gibson's steakhouse on Rush Street.

What does your typical workday look like?

I make sure all aspects of Sam Shaffer's and our team's operations run as smoothly and seamlessly as possible. Scheduling tours, listing creation and maintenance, drafting and sending offers, creating CMAs, kickoff emails to buyers and sellers, coordinate inspections, track transaction milestones and correspondence, social media and email marketing, brochure design, coordinating photos, staging and cleaning for listings, CRM upkeep, commission statements, answer Zillow lead line, assist with office upkeep, conduct open houses and showings as needed.

How would you describe your job in one word?

One word would be Pippen – as in Scottie Pippen from the Chicago Bulls. Often referred to as the “Utility Player,” the “Mr. Do-it-All,” the “Glue Guy.” That's me!

Why do you think you excel at your job?

I love the people I work with, and have the skills needed to provide them outstanding support. I wholeheartedly want to

do good for them, and make things easier for them. I'm super efficient and can manage multiple tasks at once, and I'm willing to go the extra mile. Sometimes I even use a bit of intuition. Sam Shaffer is one of the greatest leaders I've ever known. He exemplifies integrity in all he does, even when no one would notice. His values, wisdom, and work ethic inspires and energizes me to excel.

What is the most rewarding aspect of your job?

The most rewarding aspect is seeing our clients happy, and being a part of the fun day to day interactions shared within our team. I love how we all look out for each other, and truly like each other. It's also extremely rewarding to see first hand how our team operates – almost like magic. We're a well-oiled machine!

What is the most challenging aspect of your job?

There's times when it's tough to truly “punch out.”

What is one thing about you that others might find surprising or interesting?

I'm a very good pool player. And believe it or not, we have a pool table in our office! (One of the first things I noticed on interview day). I'm also very adventurous and spiritual.

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

My favorite thing to do for fun is spend time at my cabin in central Wisconsin. I love organizing and doing projects around the house. I also love photography, reading, camping, and hiking...anything outdoors!

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

I feel so extremely honored, and I love that this is even a thing.

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

I have grown to truly love my team and respect each and every one of them tremendously. They're solid good people down to their core. We're family. I have grown so much working with these people. They gently push and inspire me to be better. We



Ann with some of her colleagues: Sam, Noach, Dan, Sandra, Robin, David, and Victoria.

“I can count on Ann for anything. Over the years Ann has been a tremendous asset to our team, but she has also become a trusted friend to us all. She's truly deserving of the title Behind-the-Scenes All-Star!” - Sam Shaffer

also know how to have fun, and we're always joking around, and making each other laugh. Sam Shaffer is simply amazing.

Not only is he the greatest real estate broker of all time, but he's also an amazing human, family man, friend, boss, business partner, and Cross-Fitter. He loves what he does and it's contagious.



COVID-19 Hasn't Prevented Us From CONNECTING!



virtual events

Top REALTORS® and Preferred Partners Engaging Virtually

We would like to give a huge shout-out to the *Chicago Real Producers* community! It has been awesome to see how everyone has connected, inspired, and elevated one another over the past winter months!

While we miss seeing you all in person, we are excited to continue to build value for both our REALTORS® and Preferred Partners during a time that challenges everyone in the community to be creative and innovative. A highlight of this has been hosting virtual jam sessions as we started 2021.

Jam Sessions continue to be small group Zoom calls designed to get a handful of experts on a call (both REALTORS® and Preferred Partners) to discuss what they are seeing in their industry and to help add value to the individuals who are able to attend. This is a great way to meet people on a more personal level and to get to know what's happening in different industries in the real estate community.

The jam sessions have been filled with creative ways to encourage our *Chicago Real Producers* community to continue to engage and serve as a way to build relationships. Plus, it has been great seeing even more engagement as we have recently been hosting sessions on Facebook Live!

We are excited to share a handful of screenshots from some of our recent virtual jam sessions.

A huge thank you to all our amazing REALTORS® and Preferred Partners for your willingness to join together as a community and maintain our human connection!



CHICAGO RP REAL PRODUCERS.

Jam Session #29 **f LIVE**
An organic conversation about Chicago real estate

Ashley Donat, Lyn Harvie, Hadley Bue, Danny Lewis, Joey Chappetta, Richard Greenwood, Billy Stevenson, Morgan Lougee

Chicago Real Producers invites you to tune in via Facebook Live
*The feed will stream live from Andy Burton's Facebook page (technology permitting).

Tuesday December 1st 9:15 am CST

*HOSTED BY ANDY BURTON

CHICAGO RP REAL PRODUCERS.

Jam Session #28 **f LIVE**
An organic conversation about Chicago real estate

Bari Levine, Colin Hebbson, Jodi Slutsky, Stephany Oliveros, Scott Curcio, Tammy Hajar Miller, Michael Mazek, Jonathan Dickinson

Chicago Real Producers invites you to tune in via Facebook Live
*The feed will stream live from Andy Burton's Facebook page (technology permitting).

Tuesday November 17th 9:15 am CST

*HOSTED BY ANDY BURTON

CHICAGO RP REAL PRODUCERS.

Jam Session #27 **f LIVE**
An organic conversation about Chicago real estate

Chris Norton, Gina Purdy, Heather Seidelman, James D'Astice, Josh Lipton, Julie Teplitzky, Ruth Roberts, George Kaiser

Chicago Real Producers invites you to tune in via Facebook Live (technology permitting)

Tuesday November 10th 9:15 am CST

*HOSTED BY ANDY BURTON

CHICAGO RP REAL PRODUCERS.

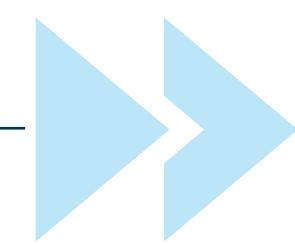
Jam Session #30 **f LIVE**
An organic conversation about Chicago real estate

Alex Waking, Dennis Hujak, Kara Woodall, Nick Libert, Amanda McMillan, Saif Marwan, Sunny Akhigbe, Kevin Candee

Chicago Real Producers invites you to tune in via Facebook Live
*The feed will stream live from Andy Burton's Facebook page (technology permitting).

Tuesday December 8th 9:15 am CST

*HOSTED BY ANDY BURTON



We have received great feedback about these events so we are continuing to schedule them for the spring! Want to join one? Let us know by emailing us at andy.burton@realproducersmag.com.

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TOP 250 STANDINGS

Teams and individuals from January 1, 2021 to January 31, 2021

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Leila	Zammatta	17	\$29,428,879	10	\$15,270,495	27	\$44,699,374
2	Jeffrey	Lowe	14	\$19,064,500	4	\$3,630,000	18	\$22,694,500
3	Mario	Greco	11	\$6,238,400	6	\$4,133,351	17	\$10,371,751
4	Susan	Miner	0	\$0	1	\$9,000,000	1	\$9,000,000
5	Pamela	Rueve	1	\$9,000,000	0	\$0	1	\$9,000,000
6	Millie	Rosenbloom	5	\$5,237,500	3	\$3,308,000	8	\$8,545,500
7	Matt	Laricy	6	\$1,912,110	13	\$6,576,800	19	\$8,488,910
8	Carrie	McCormick	6	\$3,835,000	2	\$2,840,000	8	\$6,675,000
9	Brad	Lippitz	5	\$3,667,500	3	\$2,877,500	8	\$6,545,000
10	Emily	Sachs Wong	2	\$2,665,000	1	\$2,800,000	3	\$5,465,000
11	Timothy	Sheahan	4	\$4,405,000	1	\$625,000	5	\$5,030,000
12	Alexandre	Stoykov	3	\$1,677,250	6	\$3,121,000	9	\$4,798,250
13	Tommy	Choi	3	\$1,835,000	5	\$2,942,130	8	\$4,777,130
14	Chris	Stockwell	3	\$2,225,000	2	\$2,345,000	5	\$4,570,000
15	Sophia	Klopas	3	\$3,040,000	2	\$1,425,500	5	\$4,465,500
16	Owen	Duffy	4	\$2,825,000	3	\$1,424,000	7	\$4,249,000
17	Michael	McCallum	0	\$0	2	\$4,200,000	2	\$4,200,000
18	Benyamin	Lalez	2	\$1,045,000	7	\$3,074,000	9	\$4,119,000
19	Eugene	Abbott	1	\$875,000	2	\$3,220,000	3	\$4,095,000
20	Sharon	Gillman	3	\$2,490,000	2	\$1,585,000	5	\$4,075,000
21	Carol	Collins	2	\$1,742,500	2	\$2,243,000	4	\$3,985,500
22	Cynthia	Bauer	2	\$2,735,000	1	\$1,150,000	3	\$3,885,000
23	Anthony	Torres	0	\$0	7	\$3,828,700	7	\$3,828,700
24	Hayley	Westhoff	5	\$2,410,000	2	\$1,410,500	7	\$3,820,500
25	Konrad	Dabrowski	3	\$1,812,000	3	\$1,955,000	6	\$3,767,000
26	Joanne	Desanctis	1	\$2,252,000	1	\$1,425,000	2	\$3,677,000
27	Vincent	Lance	6	\$2,446,800	2	\$1,195,000	8	\$3,641,800
28	Hadley	Rue	3	\$2,929,000	1	\$680,000	4	\$3,609,000
29	Anne	Rossley	2	\$2,023,000	2	\$1,499,000	4	\$3,522,000
30	Nancy	Tassone	1	\$851,500	2	\$2,480,000	3	\$3,331,500
31	Nicholaos	Voutsinas	3	\$1,476,000	4	\$1,830,000	7	\$3,306,000
32	Karen	Biazar	5	\$2,217,450	3	\$1,086,900	8	\$3,304,350
33	Cadey	O'Leary	1	\$3,300,000	0	\$0	1	\$3,300,000
34	Leigh	Marcus	6	\$2,373,500	3	\$903,000	9	\$3,276,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Vikas	Wadhwa	0	\$0	2	\$3,237,000	2	\$3,237,000
36	Paul	Gorney	1	\$330,000	2	\$2,880,000	3	\$3,210,000
37	Emily	Phair	3	\$929,500	6	\$2,206,250	9	\$3,135,750
38	Greg	Whelan	0	\$0	5	\$3,102,000	5	\$3,102,000
39	Tim	Lorimer	2	\$1,230,000	3	\$1,862,500	5	\$3,092,500
40	Mary	Haight Himes	1	\$1,315,000	3	\$1,771,000	4	\$3,086,000
41	Sam	Shaffer	1	\$469,000	5	\$2,558,700	6	\$3,027,700
42	Scott	Curcio	4	\$1,074,000	4	\$1,926,000	8	\$3,000,000
43	Alishja	Ballard	4	\$2,211,000	2	\$775,500	6	\$2,986,500
44	Laura	Topp	3	\$1,910,000	1	\$1,025,000	4	\$2,935,000
45	Danielle	Dowell	5	\$2,462,000	1	\$441,000	6	\$2,903,000
46	Kathryn	Barry	1	\$505,000	3	\$2,375,000	4	\$2,880,000
47	Christine	Hancock	0	\$0	1	\$2,841,706	1	\$2,841,706
48	Katharine	Waddell	3	\$2,380,000	1	\$456,900	4	\$2,836,900
49	Geoffrey	Zureikat	2	\$700,000	4	\$2,115,500	6	\$2,815,500
50	Daniel	Close	0	\$0	3	\$2,815,000	3	\$2,815,000

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 - **Christophe DuPont, Broker**

After my clients received a denial from another lender, Ryan and his entire team at Movement Mortgage stepped in to save the day.
 - **Andrew Perkins, Realtor**

TOP 250 STANDINGS

Teams and individuals from January 1, 2021 to January 31, 2021

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Jason	O'Beirne	4	\$2,376,000	1	\$400,000	5	\$2,776,000
52	Kathleen	Wilson	0	\$0	1	\$2,688,080	1	\$2,688,080
53	Adam	Zagata	1	\$450,000	6	\$2,225,250	7	\$2,675,250
54	Debra	Dobbs	2	\$2,665,000	0	\$0	2	\$2,665,000
55	Diana	Radosta	2	\$2,639,000	0	\$0	2	\$2,639,000
56	Harold	Blum	2	\$1,898,000	1	\$730,000	3	\$2,628,000
57	Ying	Zhao	0	\$0	1	\$2,623,951	1	\$2,623,951
58	Daniel	Glick	1	\$640,000	3	\$1,967,400	4	\$2,607,400
59	Grigory	Pekarsky	6	\$2,252,700	1	\$350,000	7	\$2,602,700
60	Andrea	Hebner	1	\$1,105,000	2	\$1,464,600	3	\$2,569,600
61	Edward	Jelinek	1	\$412,000	2	\$2,135,000	3	\$2,547,000
62	Elias	Masud	1	\$215,000	6	\$2,329,000	7	\$2,544,000
63	Kaylin	Goldstein	3	\$2,530,000	0	\$0	3	\$2,530,000
64	Mehdi	Mova	2	\$1,122,500	2	\$1,404,500	4	\$2,527,000
65	Matthew	Engle	2	\$1,680,000	3	\$845,000	5	\$2,525,000
66	Eudice	Fogel	2	\$1,310,000	1	\$1,200,000	3	\$2,510,000
67	Mike	Larson	0	\$0	1	\$2,500,000	1	\$2,500,000
68	Christopher	Engelmann	0	\$0	3	\$2,472,000	3	\$2,472,000
69	Natalie	Weiland	0	\$0	1	\$2,440,000	1	\$2,440,000
70	Darrell	Scott	0	\$0	4	\$2,420,000	4	\$2,420,000
71	Sharon	Wolfson	1	\$2,325,000	0	\$0	1	\$2,325,000
72	Meredith	Manni	1	\$420,000	1	\$1,880,000	2	\$2,300,000
73	Nicholas	Apostal	2	\$815,000	1	\$1,450,000	3	\$2,265,000
74	Lucas	Blahnik	1	\$1,150,000	1	\$1,090,000	2	\$2,240,000
75	Jennifer	Mills	4	\$1,405,000	2	\$830,000	6	\$2,235,000
76	Joseph	Kotoch	1	\$325,000	5	\$1,895,500	6	\$2,220,500
77	Brian	Pistorius	2	\$905,000	2	\$1,287,500	4	\$2,192,500
78	Monica	McCarthy	0	\$0	5	\$2,192,500	5	\$2,192,500
79	Bucky	Cross	4	\$1,832,580	1	\$309,900	5	\$2,142,480
80	Layching	Quek	2	\$1,131,000	3	\$1,004,400	5	\$2,135,400
81	Rizwan	Gilani	5	\$2,120,000	0	\$0	5	\$2,120,000
82	Mark	Wyshnytzky	1	\$575,000	2	\$1,545,000	3	\$2,120,000
83	Christopher	Katsulis	1	\$1,775,000	1	\$345,000	2	\$2,120,000
84	Patricia	Moran-Barocio	0	\$0	1	\$2,100,000	1	\$2,100,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Christopher	Mundy	1	\$1,425,000	1	\$660,000	2	\$2,085,000
86	Nick	Rendleman	4	\$1,127,900	2	\$919,500	6	\$2,047,400
87	Robert	Teverbaugh	3	\$1,617,300	1	\$427,500	4	\$2,044,800
88	Lynn	Weekley	1	\$665,000	1	\$1,375,000	2	\$2,040,000
89	Judith	Harris	2	\$2,018,000	0	\$0	2	\$2,018,000
90	Elizabeth	Caya	0	\$0	4	\$2,006,500	4	\$2,006,500
91	Katherine	Malkin	1	\$2,000,000	0	\$0	1	\$2,000,000
92	Jennifer	Vande Lune	1	\$1,995,000	0	\$0	1	\$1,995,000
93	Lance	Kirshner	2	\$1,345,000	1	\$633,500	3	\$1,978,500
94	Helen	Jaeger Roth	1	\$988,000	1	\$988,000	2	\$1,976,000
95	Jennifer	Romolo	1	\$537,500	3	\$1,430,000	4	\$1,967,500
96	Stephanie	Derderian	0	\$0	1	\$1,960,000	1	\$1,960,000
97	Colin	Hebson	1	\$649,000	2	\$1,310,000	3	\$1,959,000
98	Jill Peet	Saponaro	1	\$1,542,500	1	\$400,000	2	\$1,942,500
99	Rashauna	Scott	2	\$618,000	5	\$1,324,000	7	\$1,942,000
100	Elizabeth	Lothamer	1	\$305,000	3	\$1,620,000	4	\$1,925,000

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We remain open for business and here to help you during this challenging time. We continue to work diligently on files and communicate regularly with our clients. Our staff is experienced with remote work and we are fully prepared to continue to work at our normal pace and volume.



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TOP 250 STANDINGS

Teams and individuals from January 1, 2021 to January 31, 2021

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Scott	Berg	5	\$1,921,281	0	\$0	5	\$1,921,281
102	Anne	Dubray	0	\$0	2	\$1,915,000	2	\$1,915,000
103	Jennifer	Danisch	1	\$1,880,000	0	\$0	1	\$1,880,000
104	Lisa	Sanders	2	\$810,000	3	\$1,067,500	5	\$1,877,500
105	Karen	Schwartz	3	\$1,342,000	1	\$535,000	4	\$1,877,000
106	Melanie	Carlson	2	\$1,265,000	1	\$598,500	3	\$1,863,500
107	Stefanie	D'Agostino	5	\$1,859,000	0	\$0	5	\$1,859,000
108	Melissa	Siegal	2	\$1,855,000	0	\$0	2	\$1,855,000
109	Marc	Devereux	1	\$550,000	1	\$1,300,000	2	\$1,850,000
110	Mark	Bystrowicz	2	\$1,840,083	0	\$0	2	\$1,840,083
111	Pat	Cohen	3	\$1,510,000	1	\$330,000	4	\$1,840,000
112	Michael	McGuinness	1	\$495,000	2	\$1,342,000	3	\$1,837,000
113	Emily	Jungels	0	\$0	1	\$1,825,000	1	\$1,825,000
114	Sarah	Marsh	1	\$473,700	1	\$1,350,000	2	\$1,823,700
115	Joanne	Nemerovski	1	\$630,000	1	\$1,190,000	2	\$1,820,000
116	Donglan	Huang	1	\$498,000	1	\$1,321,271	2	\$1,819,271
117	John	Huebner	1	\$565,000	3	\$1,250,000	4	\$1,815,000
118	Keith	Brand	0	\$0	3	\$1,812,000	3	\$1,812,000
119	Stephanie	Englund Siegel	1	\$555,000	3	\$1,240,000	4	\$1,795,000
120	Alysa	Peterson	2	\$809,950	1	\$980,000	3	\$1,789,950
121	Nancy	Ackerman	1	\$1,785,000	0	\$0	1	\$1,785,000
122	Robert	Russell	0	\$0	1	\$1,785,000	1	\$1,785,000
123	Scott	Broene	1	\$697,500	1	\$1,080,000	2	\$1,777,500
124	Laura	Meier	3	\$1,512,500	1	\$260,000	4	\$1,772,500
125	Colleen	Harper	2	\$1,375,000	1	\$395,000	3	\$1,770,000
126	Ashley	Bell	0	\$0	2	\$1,769,000	2	\$1,769,000
127	Sarah	Ziehr	4	\$1,769,000	0	\$0	4	\$1,769,000
128	Sean	Glascott	2	\$1,342,500	1	\$421,000	3	\$1,763,500
129	Lauren	Mitrick Wood	1	\$625,000	1	\$1,137,500	2	\$1,762,500
130	Keith	Tarasiewicz	0	\$0	3	\$1,745,000	3	\$1,745,000
131	David	Olaoye	3	\$995,000	2	\$745,000	5	\$1,740,000
132	Erin	Mandel	2	\$1,249,000	1	\$475,000	3	\$1,724,000
133	Elizabeth	Ballis	1	\$317,000	1	\$1,399,999	2	\$1,716,999
134	Emily	Smart Lemire	0	\$0	1	\$1,715,000	1	\$1,715,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Samuel	Marconi	2	\$1,700,000	0	\$0	2	\$1,700,000
136	Stephen	Schneider	0	\$0	2	\$1,700,000	2	\$1,700,000
137	Jonathan	Missirlian	0	\$0	1	\$1,699,000	1	\$1,699,000
138	Alexander	Caras	0	\$0	1	\$1,695,224	1	\$1,695,224
139	Xiaojing	Frost	0	\$0	3	\$1,695,152	3	\$1,695,152
140	Grace	Sergio	4	\$1,694,800	0	\$0	4	\$1,694,800
141	Santiago	Moreno	1	\$655,000	1	\$1,038,000	2	\$1,693,000
142	Andre	Nguyen	1	\$1,690,000	0	\$0	1	\$1,690,000
143	Edward	Skae	3	\$1,690,000	0	\$0	3	\$1,690,000
144	Maria	Hauldren	0	\$0	1	\$1,690,000	1	\$1,690,000
145	Ted	Mortellaro	2	\$937,500	1	\$750,000	3	\$1,687,500
146	Elizabeth	Palomar	4	\$1,687,000	0	\$0	4	\$1,687,000
147	Pasquale	Recchia	1	\$610,000	1	\$1,062,000	2	\$1,672,000
148	Melanie	Everett	2	\$520,380	2	\$1,150,000	4	\$1,670,380
149	Salvador	Gonzalez	3	\$697,000	4	\$971,000	7	\$1,668,000
150	Katherine	Taylor	1	\$1,062,000	1	\$600,000	2	\$1,662,000

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TOP 250 STANDINGS

Teams and individuals from January 1, 2021 to January 31, 2021

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Vincent	Anzalone	2	\$1,115,000	1	\$540,000	3	\$1,655,000
152	Michael	Samm	1	\$535,000	3	\$1,114,000	4	\$1,649,000
153	Barry	Gordon	1	\$439,000	3	\$1,198,500	4	\$1,637,500
154	Margaret	Baczkowski	2	\$945,500	1	\$687,000	3	\$1,632,500
155	Margaret	Daday	1	\$425,000	3	\$1,182,500	4	\$1,607,500
156	John	Vodopic	0	\$0	2	\$1,605,000	2	\$1,605,000
157	James	Matanky	0	\$0	1	\$1,600,000	1	\$1,600,000
158	Christina	Delgreco	1	\$905,000	1	\$690,000	2	\$1,595,000
159	Bernadette	Molloy	3	\$1,591,600	0	\$0	3	\$1,591,600
160	Erlend	Candea	2	\$1,590,000	0	\$0	2	\$1,590,000
161	Robert	Fitzpatrick	3	\$1,126,900	1	\$459,900	4	\$1,586,800
162	Christine	Lutz	2	\$1,377,900	1	\$200,000	3	\$1,577,900
163	Steven	Zaleski	1	\$799,000	1	\$775,000	2	\$1,574,000
164	Cory	Tanzer	0	\$0	3	\$1,570,000	3	\$1,570,000
165	Jonathan	Garrity	6	\$1,020,170	4	\$547,170	10	\$1,567,340
166	Alberto	Canaveral	1	\$217,000	4	\$1,349,900	5	\$1,566,900
167	Matt	Silver	1	\$875,000	1	\$690,000	2	\$1,565,000
168	Stacey	Dombar	2	\$1,562,000	0	\$0	2	\$1,562,000
169	Khadija	Laurens	0	\$0	1	\$1,555,083	1	\$1,555,083
170	Daniel	Fowler	1	\$265,000	3	\$1,288,450	4	\$1,553,450
171	Lukasz	Wojcik	2	\$612,400	2	\$941,000	4	\$1,553,400
172	Nicole	Thomas	0	\$0	1	\$1,542,500	1	\$1,542,500
173	Richard	Kasper	2	\$589,000	2	\$950,000	4	\$1,539,000
174	Nancy	Hotchkiss	3	\$1,108,895	1	\$429,000	4	\$1,537,895
175	Adam	Rodriguez	2	\$697,500	2	\$840,000	4	\$1,537,500
176	Phillip	Buoscio	2	\$1,249,000	1	\$265,000	3	\$1,514,000
177	Stella	Cordero Wagner	1	\$1,510,000	0	\$0	1	\$1,510,000
178	Melanie	Giglio	2	\$812,000	1	\$689,965	3	\$1,501,965
179	Kemeyon	McNair	1	\$250,000	3	\$1,240,000	4	\$1,490,000
180	Joshua	Lipton	3	\$1,490,000	0	\$0	3	\$1,490,000
181	Lyn	Harvie	0	\$0	2	\$1,489,500	2	\$1,489,500
182	Lauren	Dayton	2	\$1,475,000	0	\$0	2	\$1,475,000
183	Michele	Miller	2	\$1,465,000	0	\$0	2	\$1,465,000
184	Lukas	Pluta	2	\$1,459,900	0	\$0	2	\$1,459,900

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Amy	Sunshine	1	\$510,000	1	\$949,000	2	\$1,459,000
186	Meredith	Schreiber	1	\$1,450,000	0	\$0	1	\$1,450,000
187	Jenna	Chandler	3	\$1,445,000	0	\$0	3	\$1,445,000
188	Michael	Smith	0	\$0	2	\$1,439,000	2	\$1,439,000
189	Emma	Nge	1	\$410,000	1	\$1,025,000	2	\$1,435,000
190	Julie	Harron	0	\$0	1	\$1,425,000	1	\$1,425,000
191	Chezi	Rafaelli	1	\$1,425,000	0	\$0	1	\$1,425,000
192	Marlene	Rubenstein	2	\$1,416,500	0	\$0	2	\$1,416,500
193	Angelo	Kalaras	2	\$1,015,000	1	\$400,000	3	\$1,415,000
194	Ron	Knoll	1	\$465,000	1	\$940,000	2	\$1,405,000
195	Steven	Acoba	3	\$1,403,000	0	\$0	3	\$1,403,000
196	Neil	Hackler	1	\$1,399,999	0	\$0	1	\$1,399,999
197	Daphne	Pinkney	0	\$0	5	\$1,392,000	5	\$1,392,000
198	Miguel	Lopez	0	\$0	3	\$1,378,900	3	\$1,378,900
199	Anthony	Madonia	1	\$1,375,000	0	\$0	1	\$1,375,000
200	Jeanne	Carava	2	\$1,362,000	0	\$0	2	\$1,362,000

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TOP 250 STANDINGS

Teams and individuals from January 1, 2021 to January 31, 2021

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Susan	Corcoran	2	\$685,000	1	\$675,000	3	\$1,360,000
202	Brian	Cunningham	2	\$603,000	2	\$751,500	4	\$1,354,500
203	Christopher	Lobrillo	7	\$1,351,501	0	\$0	7	\$1,351,501
204	Anne	Fan	1	\$1,350,000	0	\$0	1	\$1,350,000
205	Samuel	Kahn	1	\$1,350,000	0	\$0	1	\$1,350,000
206	Kathleen	Malone	0	\$0	2	\$1,350,000	2	\$1,350,000
207	Cornelis	Hoogstraten	0	\$0	2	\$1,338,500	2	\$1,338,500
208	Cindy	Weinreb	1	\$580,000	2	\$752,000	3	\$1,332,000
209	Karen	Arenson	0	\$0	1	\$1,328,000	1	\$1,328,000
210	Jaime	Campos	2	\$950,000	1	\$365,000	3	\$1,315,000
211	Patrick	Natale	1	\$562,500	1	\$750,000	2	\$1,312,500
212	Ryan	Gossett	2	\$911,500	1	\$400,000	3	\$1,311,500
213	Stephen	Anderson	0	\$0	1	\$1,310,000	1	\$1,310,000
214	Laura	Mondrowski	1	\$655,000	1	\$655,000	2	\$1,310,000
215	Derek	Disera	1	\$675,000	1	\$632,000	2	\$1,307,000
216	Frank	Montro	7	\$1,304,000	0	\$0	7	\$1,304,000
217	Brant	Booker	1	\$1,300,000	0	\$0	1	\$1,300,000
218	Juliana	Yeager	2	\$724,900	2	\$575,000	4	\$1,299,900
219	Sohail	Salahuddin	2	\$976,000	1	\$319,000	3	\$1,295,000
220	Carola	Del Rio	0	\$0	1	\$1,285,000	1	\$1,285,000
221	Cynthia	Sodolski	1	\$1,285,000	0	\$0	1	\$1,285,000
222	James	Sheehan	1	\$412,500	2	\$870,000	3	\$1,282,500
223	Rory	Fiedler	0	\$0	2	\$1,280,000	2	\$1,280,000
224	Steve	Dombar	0	\$0	2	\$1,275,000	2	\$1,275,000
225	Ann	Caron	2	\$1,265,000	0	\$0	2	\$1,265,000
226	Antonio	Giamberduca	1	\$850,000	1	\$412,500	2	\$1,262,500
227	Jason	Davis	2	\$610,400	1	\$650,000	3	\$1,260,400
228	David	Yocum	0	\$0	2	\$1,260,000	2	\$1,260,000
229	William	Robinson	2	\$1,260,000	0	\$0	2	\$1,260,000
230	Kerri	Hallden	2	\$1,040,000	1	\$218,000	3	\$1,258,000
231	Kathy	Fulena	1	\$332,500	2	\$916,500	3	\$1,249,000
232	John	Lyons	2	\$1,248,000	0	\$0	2	\$1,248,000
233	Stephen	Porter	2	\$1,245,000	0	\$0	2	\$1,245,000
234	Juana	Honeycutt	1	\$950,000	1	\$294,900	2	\$1,244,900

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Laura	Bibbo Katlin	0	\$0	2	\$1,239,500	2	\$1,239,500
236	Jill	Reninger	0	\$0	1	\$1,225,000	1	\$1,225,000
237	Christina	Barbaro	1	\$1,225,000	0	\$0	1	\$1,225,000
238	Evan	Smeenge	0	\$0	1	\$1,225,000	1	\$1,225,000
239	Gerard	Scheffler	2	\$1,213,000	0	\$0	2	\$1,213,000
240	Teresa	Spyrka	1	\$930,000	1	\$280,000	2	\$1,210,000
241	Debra	Secher	1	\$750,000	1	\$460,000	2	\$1,210,000
242	Arrick	Pelton	1	\$500,000	1	\$704,000	2	\$1,204,000
243	Thomas	Gibbons	0	\$0	1	\$1,200,000	1	\$1,200,000
244	Kathleen	Guy	0	\$0	1	\$1,200,000	1	\$1,200,000
245	Michael	Battista	0	\$0	1	\$1,200,000	1	\$1,200,000
246	Christian	Arai	0	\$0	1	\$1,200,000	1	\$1,200,000
247	Myra	Nimchaiyong	1	\$1,200,000	0	\$0	1	\$1,200,000
248	Leo	Kassin	1	\$1,200,000	0	\$0	1	\$1,200,000
249	Terri	Buseman	2	\$1,195,000	0	\$0	2	\$1,195,000
250	Mike	Checuga	1	\$336,000	2	\$857,000	3	\$1,193,000

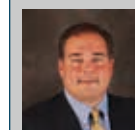
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