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VU Rooftop  
Friday, October 8th  
*Details on page 18*

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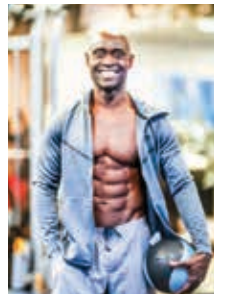
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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [andy.burton@realproducersmag.com](mailto:andy.burton@realproducersmag.com)

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▶ publisher's note



## Celebrating 4 YEARS IN PRINT!

The month of October holds a special place in my heart. Feelings of apprehension, excitement, and the unknown flood my mind as I recall those memories of only four short years ago when we were on the cusp of launching our platform before the first issue hit mailboxes. Question upon question inundated my mind. Would REALTORS® even care? Would we bring value to our Preferred Partners? Would it be well received by the real estate industry here in the city? Would people show up to our events? Would we live up to our mission statement to genuinely connect, elevate, and inspire real estate professionals?

I think it is important to never forget where you came from. I have adopted this principle to the best of my ability for most of my life. It keeps me humble and grounded (along with my gracious, patient, and loving wife). A tremendous amount of faith exists when starting any entrepreneurial endeavor. If you're reading this, odds are you are one of the people who made *Chicago Real Producers* what it is today. Thank you for freely offering your trust, time, energy, and ideas to help create a platform where like-minded individuals can grow in relationship with one another.

Come celebrate our four-year anniversary at our fall event on Friday, October 8th, from 12 pm-3 pm. We look forward to safely seeing everyone in person at VU Rooftop in the South Loop. Private invites were sent via email, but feel free to reach out to us if you did not receive one!



Andy Burton  
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▶ making a difference  
By Mary Cavanaugh-Oliver

# Grace Giving

## Brain Tumor Research and Awareness in Honor of Their Amazing Grace

Can the memory of one vibrant young woman change the world? The family and friends of Grace Oliver-Daday know it to be true. They point to the growing awareness—and funds—that have been raised in the fight against brain cancer as a result of the nonprofit organization started in her honor. They named it, simply, Grace Giving.

In July 2012, Grace was just 21 years old, enjoying the summer before her senior year of college, when she suddenly suffered a seizure. Within hours, Grace was informed that there was a tumor

on her brain. Life as she knew it changed drastically in that moment. As her friends returned to school and continued with their daily lives and experiences, Grace stayed at home, and entered the seemingly surreal world of cancer treatment. She received chemotherapy, radiation, and medical care at Northwestern Medicine. She was told this would be her “new normal,” but it was anything but normal. In the midst of this life-changing chaos, though, there was a young man who stayed by Grace’s side through all the panic, trauma, and uncertainty. That young man, Michael Daday, Grace’s boyfriend, did his best to keep life normal for Grace, and, ultimately, Michael was Grace’s best medicine.



Grace Giving’s biggest event is their annual Trivia Night! The organization looks forward to hosting this event again in April 2022 after a two-year hiatus due to the COVID-19 health crisis.



Grace Oliver and Michael Daday at a fraternity dance in 2011 while undergraduate students at St. Louis University. She was diagnosed in July 2012.



Team, Race for Grace, at the annual American Brain Tumor Association (ABTA) 5k run/walk. The team won top fundraising team and the largest team at the event on Chicago’s lakefront.

Grace did her best to enjoy and experience all that she could, given the diagnosis of GBM (GBM, or glioblastoma multiforme, is considered the most aggressive and deadliest human cancer). Michael and Grace enjoyed just being together (and with their puppies, Louise and Sully), whether they were at home just watching a movie or doing a puzzle, or traveling the world together. Michael and Grace were married July 15, 2015, at Northwestern Memorial Hospital. Grace died six days later on July 21, 2015.

With heavy hearts, Grace’s mother and Michael formed Grace Giving soon after, with the mission of raising funds for brain tumor research and awareness in honor of their amazing Grace. Through this heartbreaking journey, they came to realize that most people were not aware that, on average, nearly 700,000 Americans are currently living with a brain tumor diagnosis. More than 500 new cases are diagnosed every day and, sadly, it is expected that 13,000 people will lose their battle to a brain tumor each year.

In honor of Grace’s struggle with brain cancer and the thousands of others who battle this deadly disease, the nonprofit continues to fight for a breakthrough every year.

Grace Giving hosts various events to raise funds critically necessary for brain tumor research and awareness. The goal is to host creative and refreshing social fundraisers that reflect Grace’s amazing spirit while bringing together family, friends, and supporters of Grace Giving.

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Grace Giving's biggest event is their annual Trivia Night, which hosts 350 people (the venue's capacity). It has been one of the hottest tickets in town; it consistently sells out online within minutes. Individually themed tables of ten compete for the best costume award, and hopefully, the best trivia team award too. It is a much-anticipated, highly energized, wild, and wonderful evening. The organization looks forward to hosting this event again in April 2022 after a two-year hiatus due to the COVID-19 health crisis.



Grace Giving also hosts an annual golf outing, which typically draws approximately 100 golfers who compete in a scramble, shotgun event.

Another fundraiser is the Kendra Scott give-back event, held annually in late November, in honor of Grace's birthday. This event gives supporters a great head start on their holiday shopping. Kendra Scott generously donates 20 percent of the proceeds to Grace Giving.



A foursome competes in the Grace Giving golf outing in August. Funds raised benefit the American Brain Tumor Association and the Northwestern Brain Tumor Institute.

Finally, Grace Giving participates in the annual American Brain Tumor Association (ABTA) 5k run/walk. Its team, Race for Grace, formed in April 2013, has not only held the prestigious honor of being the top fundraising team from 2013 to 2015, but was the team with the most participants in 2013, 2014, 2015, and then again in 2018. This event has also been impacted by the pandemic; the team looks forward to an in-person event as soon as it is safe to do so.

All throughout the year, donations to Grace Giving come in from businesses, charitable foundations, and individuals through the Network for Good link (NFGGIVE.com/donation/81-4151186).

Funds raised by Grace Giving are donated to both the Malnati Brain Tumor Institute at Northwestern Medicine and the American Brain Tumor Association.

Each donation is vital to the continued effort of supporting the understanding and treatment of

brain tumors, with the goal of improving, extending, and, ultimately, saving the lives of those impacted by a brain tumor diagnosis. It is the determination of the many Grace Giving supporters, coupled with the charitable kindness from so many, that will one day lead to a breakthrough—a breakthrough that will change the world.

**About the Author:**

Mary Cavanaugh-Oliver is the mother of three lovely daughters, including the late Grace Oliver. She is dedicated to raising funds and awareness for brain tumor research through her family's grassroots charity, Grace Giving. Her mission is to help others for a better quality of life, both brain tumor warriors and caregivers alike. Her hope is that no other mother has to lose a child to this terrible disease.

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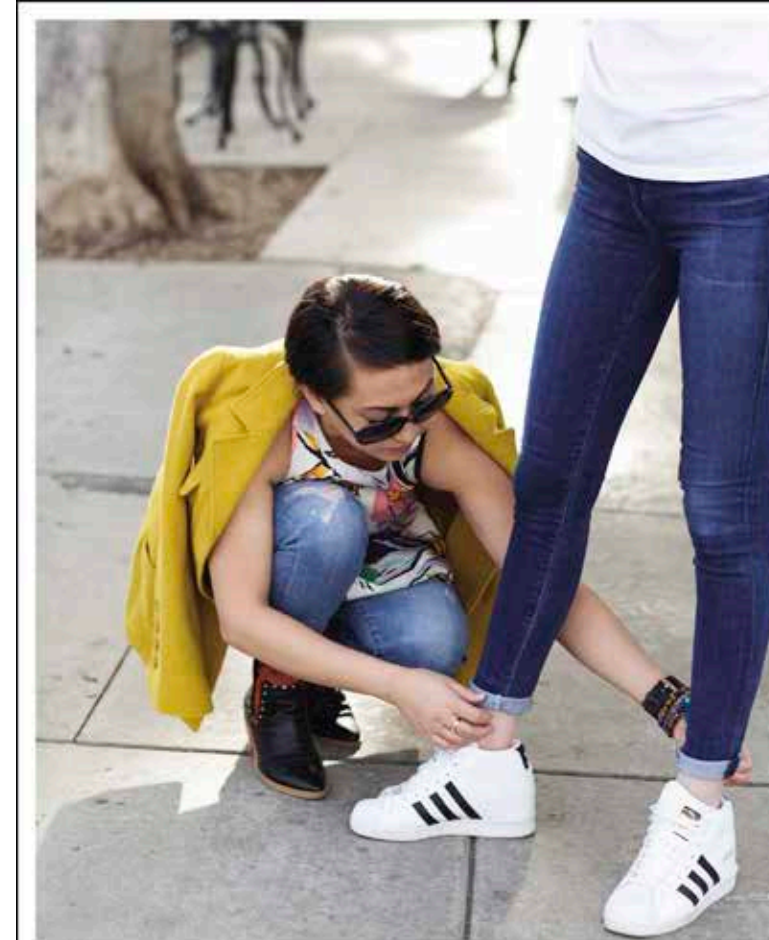
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# ABBY

# POWELL

## Leveling Up

► on the rise

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

Abby Powell remembers when starting out as an agent just over three and a half years ago, how it was like learning how to spell, having learned the *ABCs* while getting her license. While putting all the pieces together to form a business was a challenge, she wasted no time jumping in and figuring it out.

“I did anything I could to get the word out or connect myself with someone,” Abby explains.

“I joined the Norwood Park Chamber of Commerce, sponsored events, hosted buyer workshops, and spent money I didn’t have on branding and marketing myself in Edison Park, where I lived.”

Abby saw how all the top producing agents in her neighborhood had great marketing, whether on benches, in the local paper, or through direct mail, and knew she needed to build her brand as well. At the same time, she reached out to everyone she knew, many of whom became clients, and focused on giving the best service she could.

“The OGs [i.e., “original gangsters”] of real estate always told me, ‘It does get easier: you start to get referrals, calls from signs [people see], and repeat clients.’ Year three, boom! [I received] referrals and repeat clients, and my advertising started paying off. The fact that clients are coming back and giving my information out means they were really, truly happy with me, and that’s what I want,” Abby says.

Forming relationships always came naturally to Abby, no matter where she found herself in life, which, prior to real estate, was wherever the wind took her. Born just outside Chicago in Park Ridge, Abby grew up an only child and made friends with everyone she could. Work was always a catalyst for meeting people, which, for Abby, started at age twelve, teaching seniors in her condo building how to use the computer.

Described as an “old soul,” Abby is still best friends with her grandpa, Gil, who raised her and was a pioneer in the computer industry. They talk regularly on the phone—Abby for business advice, and Gil for how to fix his iPhone or fire stick—and love meeting at their favorite Thai restaurant, Siam’s House; or getting margaritas at Don Juan’s; or watching a movie on Netflix together with Abby’s rescue dog, Stout, on the couch.

Despite her soul’s “age,” Abby never really knew “what she wanted to do when she grew up.” She did everything from marketing and sales to reception work (at a barbershop), photography, waitressing, and bartending. She attended the University of Mississippi for a short time, where she studied marketing before deciding to head back home.

While she didn’t get her real estate license until 2017, Abby unofficially entered the business in 2013. She was working in sales at the time and picked up a side gig doing real estate photography for a local top producer. Seeing the day-to-day life of a REALTOR® piqued her interest in the business, and she soon became an unlicensed assistant/social media person for an old neighbor and mentor of hers. It wasn’t long before she signed up for classes and started her own career. ...



“ AT THE END OF THE DAY, I JUST WANT TO FEEL LIKE I’M MAKING A DIFFERENCE AND HELPING PEOPLE. ”



Abby and her dog, Stout.

...

“I loved that I could incorporate my background and all the things that I loved about sales, hospitality, and my education into my career,” Abby explains. “I also love the opportunity that real estate gives me each and every day. I can connect, and connect with, so many different people, friends, family, strangers, and people that I network with.”

Abby says she loves to feed and spoil her clients and is always ready to laugh, eat some good food, pet some dogs, and help her clients navigate their real estate needs. “Not necessarily in that order,” she laughs.

A genuine animal lover, Abby will usually ask the name of a dog before the person holding the leash. She tries to support as many local rescue organizations as she can, including Sage Human Chicago, where she found her current dog, Stout.

Having successfully got her business off the ground, Abby is excited to take things to the next level and build a bigger team, to help others do the same as she’s done. Her team currently consists of a director of operations, Kellee, and three ambitious teammates, Monica, Lisa, and Andy.

“I am so grateful to have these people next to me and cannot wait to help them grow and expand their own businesses,” Abby says. “At the end of the day, I just want to feel like I’m making a difference and helping people.”



Abby with her grandpa, Gil.



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# CRYSTAL KURZYNSKI WITH GUARANTEED RATE



## ▶ partner spotlight

By Jennifer Mitchell

Photos by Heather Allison Love Photography

### MAKING THE PATH TO HOMEOWNERSHIP “CRYSTAL CLEAR”

Becoming the VP of Mortgage Lending at a major residential mortgage company takes years of hard work, dedication, and grit. But doing so as a woman in a male-dominated field takes everything you’ve got. That was the case for Crystal Kurzynski.

At twenty-five, Crystal was a starving art student, fashion model, and server, taking whatever odd jobs she could to make ends meet. Feeling frustrated at the lack of stability, she decided to look for something with a consistent salary. Her brother had started working for Guaranteed Rate, and he mentioned they were looking for a receptionist, so Crystal applied.

The night before her interview, Crystal got a flat tire. With no money to fix the flat or pay for a cab, she asked a friend for a ride. Two hours before she was set to leave, her ride canceled. So Crystal rode her bike for an hour through the August heat to get to the interview. She arrived 15 minutes early, changed out of her sweat-drenched clothes in the alley, and nailed the interview. So

much so, in fact, that she was offered an even better position in their secondary marketing department, crunching numbers and monitoring interest rate movements.

“My first day at Guaranteed Rate, I fell in love with the company and the people I was working with,” claims Crystal. “I started to invest in myself and learned more about the industry. It was really fulfilling to grow as a professional and work my way up through the ranks.”

Now ten years into her career at Guaranteed Rate, Crystal has developed a breadth of knowledge that encompasses every stage of processing a loan—from underwriting to closing and everything in between. She shares that knowledge with her clients, always striving to make the mortgage process “crystal clear.”

“To set my clients up for success, they need to feel confident, and that confidence comes from being knowledgeable and having a great lending partner throughout the process,” explains Crystal. “I always tell my clients that there is no such thing as a stupid question in this industry, and I do my best to help them understand the process of buying a home from start to finish, so that they feel empowered to go out and do it.”

As someone who came from humble beginnings, Crystal loves nothing more than to help someone who thought homeownership was impossible get to the closing table. Resourceful and determined, Crystal will do whatever it takes to close a challenging deal. She tackles hurdles and is also honest and upfront about what her clients are up against because she believes honesty and communication are the keys to success. ...



Crystal with her team: Danielle Fitzpatrick (Closing Coordinator), Sofie Damgren (Mortgage Consultant), and Sabrina Roppo (Operations Assistant).

...

Fortunately for her clients, Crystal's team attacks their work with the same kind of determination. The headstrong bunch have a combined 20+ years' experience, and Crystal is passionate about encouraging her team—which includes three women—to succeed.

“When I first started at Guaranteed Rate, it was a boys’ club,” notes Crystal. “Over the years, I’ve seen more women move into leadership roles and make a name for themselves. Guaranteed Rate even started a great mentorship program for women: the Guaranteed Rate Organization of Women (GROW). GROW encourages women in our industry to invest in each other and find strength within our community. I’m very passionate about working with this group.”

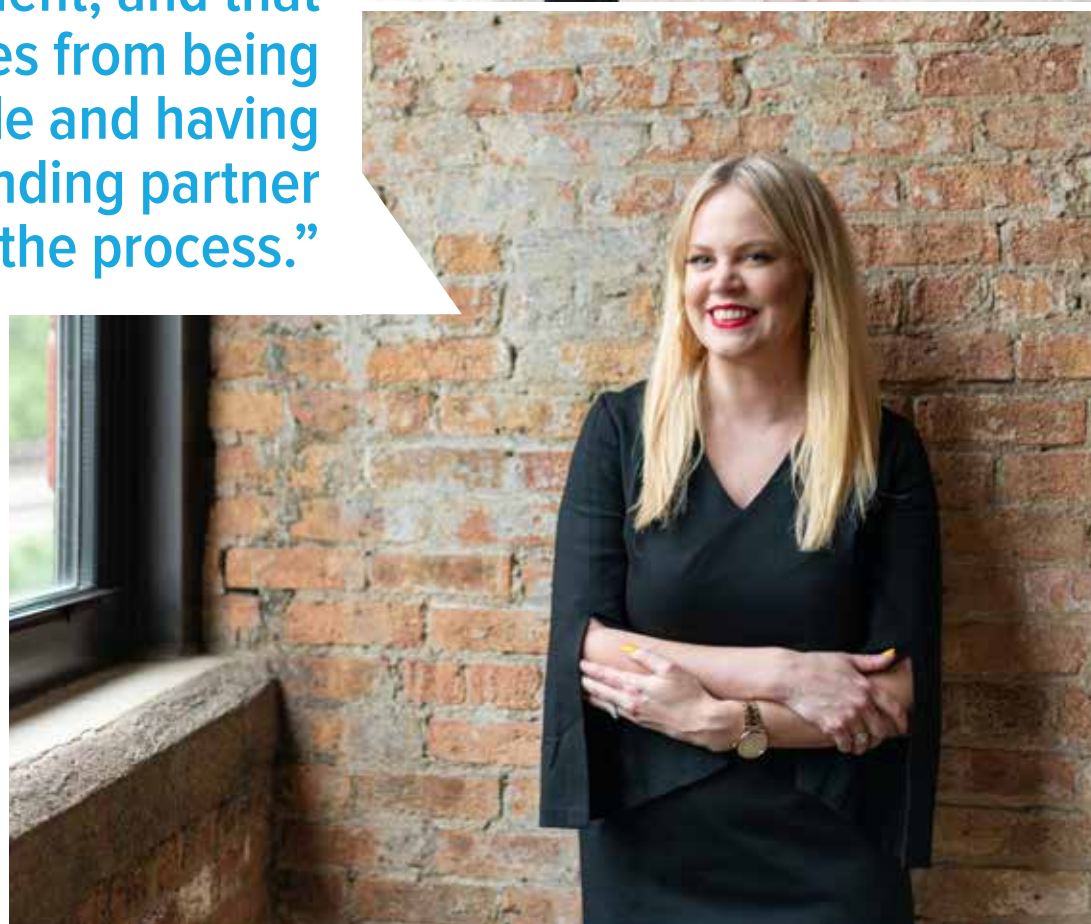
**“To set my clients up for success, they need to feel confident, and that confidence comes from being knowledgeable and having a great lending partner throughout the process.”**

While Crystal encourages the women in her office to succeed, her husband, Ben, is her personal cheerleader. Whenever Crystal is having a bad day or struggling to motivate herself, she turns to her husband for a quick laugh or encouraging anecdote.

The couple loves to travel together, and collectively, they have visited over fifteen countries across the globe. They look forward to returning to Positano, Italy, next year for their five-year wedding anniversary and to show Emersyn, their now two-year-old daughter, where they were



Crystal with her husband, Ben, and their daughter, Emmy.



The day before Crystal's wedding in Capri, Italy.

married. They also love to cook and host dinners for friends at their new house: the parties may start near their top-of-the-line smoker, but they end in their basement, which has been nicknamed “Klub Kurzynski,” where ‘80s synth-pop plays and custom neon lights glow.

Crystal loves throwing themed parties for friends and family and goes all out on themed food and décor. Most recently, she made a nacho volcano for her daughter's dinosaur-themed birthday party.

Looking to the future, Crystal hopes for more education and transparency for both her clients and the public around the mortgage industry. She wishes that more people had the opportunity to learn about mortgages and homeownership early on, so the process wouldn't feel so intimidating to so many. She looks forward to getting involved in future first-time homebuyer seminars once it's safe to resume more in-person gatherings.

But for now, Crystal and her team do their very best to educate everyone who walks through their door and help them achieve their goal of homeownership, no matter where they are in life. Because for Crystal, that's the most rewarding work of all.

To reach Crystal and learn more about her crystal-clear approach to mortgages via Guaranteed Rate, send her a message at [crystal@rate.com](mailto:crystal@rate.com) or call 773-435-0667. You can also visit her website at [www.rate.com/crystal](http://www.rate.com/crystal).



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business  
By Mike Opyd

# HOW TO MAXIMIZE YOUR TIME EVERY DAY TO BE EVEN MORE PRODUCTIVE

If I asked you right now, “What is your evening routine?” Would you be able to answer me with details on what you do to get yourself ready for the next day? Or if I asked you if you have a daily checklist of things you have to do each morning for your business, would you be able to list them?

If you couldn’t answer either of these questions immediately, I bet you are feeling overwhelmed in your business and frustrated at the same time.

Don’t worry, you are not alone. Many of the agents I speak to tell me the same thing. Once I ask them a few simple questions, I quickly find out their overwhelm and frustration is typically because they are not as organized as they think they are.

If you are not organized, though, how can you expect to be more productive and be able to maximize your day to take on anything that comes your way?

## Three Vital Routines a REALTOR® Needs

The most important routine a REALTOR® should have (and the one I rarely hear anyone has) is the *nighttime routine*.

Why is this routine the most important? Because how can you expect to be productive the next day when you don’t know what you are doing?

Each night before you go to bed, take a few minutes and pick out what you are going to wear (not having to figure out what you are going to wear in the morning saves you precious brainpower), organize your to-do list for the next day, and spend some time feeding your brain (i.e., read something that is beneficial to you)!

Also, it helps your body to perform at its best if you go to bed and get up at the same time each day.

For my next day’s to-do list, I use Google Keep. I can access this on my phone, tablet, or computer, and it lets me easily add, delete, and rearrange things.

The second most important routine is the *morning routine*.

Your morning routine is what is going to set the tone for the rest of your day. You want to put together a constant set of things you do/to do each morning to set yourself up for success.

For example, here’s my morning routine: I get up at 6:00 a.m., work out, then do ten to fifteen minutes of visualization (this incorporates being grateful for all that I have in my life, thinking about and reliving three amazing moments in my life, and visualizing the future I am building toward every day), and then I get ready for the day.

I do this every day and have for a long time. I make adjustments when I feel I need to and/or if I come across something I feel I should implement. But after I am done, I’m ready to tackle anything that comes my way that day.

The final routine is what I call the *office routine*. This is the list of things you need to do every day for your business (I usually start doing this around 8 a.m.). These items should be the very first things you do. They should come before you answer emails, texts, or calls because the items on your office routine list are what will continue to help you move your business forward.

I have my office routine list in Evernote. Every morning I will go through my list and check off each thing I do until I finish them all. Here is my list:

1. Follow up on leads.
2. Prospect properties for “hot” buyers.
3. Request feedback on any showings on my listings from the day before.
4. Follow up with buyers from the day before.
5. Reverse prospect my listings.
6. Go on Facebook/Instagram and send happy birthday wishes, “likes,” and “comments.”

## Where Are You Wasting Your Time Each Week?

A number of years ago, I couldn’t figure out why, even though I thought I was organized, I still seemed to not be able to accomplish everything I wanted to do each day.

To understand where I was spending my time each day, I decided to write down every single thing I did each day for two weeks. I created a spreadsheet and wrote down each activity and the time they took on it. I wrote everything down, to the smallest detail such as “Looked at Facebook for seven minutes on my phone.”

Then I spent time analyzing the document. What I found was that although I thought I was maxing out my time, in fact, I was doing a lot of things that were very unproductive, and my days were actually a mess.

So, I then reorganized my days by putting in the proper routines, grouping activities together, limiting my time on time-wasting items, and revamped myself. The results were amazing! To this day, I am still using many of the routines and items I first implemented all those years ago, and I do not feel overwhelmed, even though I have a lot more on my plate now than I did then!

If you are trying to “create more time” in your day or are feeling overwhelmed, take some time to do a real self-study on your days and find out where and how you are spending your time. Then put a plan in place to cut out the garbage and organize your time and days more effectively.

## About the Author:

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

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# JIM BARCLAY

KEEPING A STEADY BEAT



## agent feature

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

**Jim Barclay owes all of his success in life to the drums. From the first time he picked up a pair of sticks at fourteen years old, he devoted himself to the drums and worked hard to become a professional musician.**

“I played many instruments as a kid, but the drums were the first I was willing to *work* for,” Jim explains. “Over the years, other interests have come and gone, but my interest in the drums has been constant. It gave me a template, a method for approaching things that I couldn’t do, and I took that same approach to other goals I wanted to achieve.”

Originally from Dayton, Ohio, Jim went to the University of North Texas, where he earned a bachelor’s degree in music performance, and moved to Chicago in 1998. As a professional musician, Jim has toured the world and recorded dozens of records. He’s played shows for thousands of people, and he has played behind some very talented and well-known artists.

Jim’s music career was going well until around 2005, when he found himself as a single father trying to raise his daughter and pay the mortgage solely on a musician’s income, while working crazy musician hours and hiring a lot of babysitters. He needed to make more money, and he needed to do it ASAP.

“If I had had more time and more of a savings account, I would have gone back and gotten a teaching degree and become a history teacher, but I didn’t,” Jim explains. “Real estate offered me a chance to make some money quickly and become financially stable . . . at least until the recession hit two years later.”

Jim was just getting on his feet as a REALTOR® when the bottom fell out. Since he didn’t have anything else to fall back on financially, he simply forged ahead. “For several years I wasn’t sure how I would make my next mortgage payment, but I just kept my head down and made my calls. Eventually, the market got better, and all that consistent work paid off,” he says.

“As crazy as it sounds, the music business was a good training ground for real estate,” he continues. “It’s really the same gig: you work hard to get an opportunity to perform, and when it comes, you do the best job you possibly can. Then you do what you can to get hired back. It’s all referral-based, so it’s a matter of constantly reminding people of what you do and that you are available to help them—whether they need a drummer or a REALTOR®!”

...



**“As crazy as it sounds, the music business was a good training ground for real estate. It’s really the same gig: You work hard to get an opportunity to perform, and when it comes, you do the best job you possibly can.”**



...

Jim says he really enjoys helping people make good decisions in real estate. He enjoys the process of educating and informing people about the market, and interestingly enough, he loves getting into multiple offer situations as the buyer’s agent—the challenge of constructing the best, most competitive offer and figuring out what “the thing” is that will get his client’s offer accepted.

Jim currently runs a team with Dream Town Realty, where he is also a certified life and business coach. He says he would like to grow both his team and coaching practice, not so much for the income, but because he would like to help the people around him progress. “I am surrounded by some really good people, and I would like to further their reach,” he says. “I’m very grateful to have found a home at Dream Town. The support they give their agents is unsurpassed in this business. As a coach, I see how that benefits agents of all experiences and production levels. Yuval Degani and Barbara O’Connor (Dream Town’s owner and Jim’s managing broker, respectively) are two of the best people I have ever

met in this biz, and I am proud to be associated with them.”

Although Jim keeps busy with his real estate business, he never fully let go of music, and he still enjoys playing and practicing the drums. He and his wife, Dina DiCostanzo (she is a singer and a dancer), have a band together, The Yacht Rockettes, a female-fronted, yacht rock cover band. And Jim’s daughter? Annabelle is in her second year at the University of Illinois Chicago and is majoring in urban education.

In addition to playing music, Jim has spent a good amount of time on a bike and even raced competitively from 2013 to 2018. He really enjoys training and pushing himself. When he gets into a new hobby, he tends to go all-in and immerses himself (just like with the drums). It’s also how he has become so successful.

“There is no ‘secret’ to success,” he says. “It’s just about daily hard work, keeping a steady beat, and getting better at it every day.”



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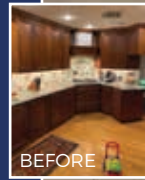


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► cover story  
By Jennifer Mitchell  
Photos by Heather Allison Love Photography

# Alley Ballard

## AND THE BALLARD GROUP

### *Shaking It Up*

Alley Ballard and the Ballard Group are anything but your ordinary real estate brokers. In fact, they pride themselves on doing things differently. Their mission is to redefine relationships in real estate.

“When I ask, ‘Do you put money or people first?’” says Alley, “the answer is clearly people, which is why closing sales isn’t our main goal at the Ballard Group. We’re more focused on advising our clients in a way that advocates for their best outcome. When we focus on relationships, closings happen.”



Before founding the Ballard Group, Alley earned a BFA from NYU’s Tisch School of the Arts and went on to be a set decorator for film and television, but she wasn’t passionate enough about the work. She loved well-told stories and the camaraderie she found on set, but she wanted more from a career. “The process of building sets was so intense for something so temporary. I gravitated towards real estate because it can be so human and more meaningful. ‘Home’ means so much to us; it’s our safe place.”

Alley’s journey wasn’t without some rocky roads. “There are three things that have shaped who I am today, and I consider them to be my superpowers,” claims Alley. “I’m queer, I’ve experienced a lot of loss, and I had a significant struggle with alcohol and drugs. But at fifty-two years old, I know who I am. I’ve been sober for sixteen years, and I’m comfortable in my own skin. My ‘superpowers’ always lead me back to compassion. I know my clients can sense that. Many times, I’ll win a buyer or seller over just by listening.”

When Alley started to build her team, she knew she needed to hire people with a similar vibe. “There is a lack of diversity among brokers, and I am committed to changing that.” Two of her three team members identify as LGBTQ, and the third is a woman of color. “I found the right brokers: people who believe clients come first and that the relationship you build is more important than the paycheck you receive,” she affirms. “I believe when you focus on relationships, success won’t be far behind.”

The Ballard Group consists of Nichole Torres, who has been a REALTOR® for twelve years; Glenn Bryant, who has been in real estate for four years; and Matt Dempsey, who just entered the world of real estate eighteen months ago. While

**“ I BELIEVE  
WHEN YOU  
FOCUS ON  
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SUCCESS WON’T BE  
FAR BEHIND.” – ALLEY**

all three have very different backgrounds, their stories have this in common: they left careers they weren’t passionate about and found joy in real estate.

Glenn was an IT Director for a Fortune 100 company for twenty years and as he approached his fifty-fifth birthday, he started to reevaluate the next chapter of his life. IT wasn’t his favorite, so he decided to chase his passion—real estate—and was fortunate enough to connect with Alley. The rest, as they say, is history. “Glenn asked twenty questions and had outlined his first five years. He was kind, organized, and said he wanted to work with people. By the end of our discussion, I knew he was the perfect fit.”

Nichole was cherry-picked from the front desk. Before joining the team, Nichole’s work focused on the administrative side of the real estate business, which included property management. But she was craving more excitement in her life than what the admin work could offer her. As it turns out, getting her license and switching to sales was exactly what she needed. This year, Nichole’s business, and the number of referrals she’s receiving, is growing.

Matt, then a project manager in the construction industry, was feeling stuck and unfulfilled. Knowing that he had to make a change to do something more dynamic and people-focused, he turned to real estate. “He was about to join another team, but I convinced him to join us.”





...

Over the years, the Ballard Group's business has grown. "We are a small, tight-knit team with big volume. I work to be fair and spread out the referrals and deals. If I know that Glenn, Nichole, or Matt will be better able to service a client, I'll work the back end of the deal while they create the relationship." The Ballard group is a 99 percent referral-based team.

"The team works really well together because we share the same values and don't take ourselves so damn seriously," notes Alley. "We support one another. We take turns traveling and taking mental breaks, so we can remain fresh throughout the year and be present during transactions."

In 2020, the Ballard Group closed \$31 million. As of July of 2021, Alley's team has already closed \$30 million—a huge increase from last year.

"We are excited to see what 2022 brings. We have been working hard during this pandemic. The world stood still for a while, but we didn't," claims Alley.

"The rewards from my real estate career have been beyond my expectations," says Alley. "Every day it's something new, and I have built and maintained important relationships along the way. @properties has helped me thrive. I really enjoy the people I work with, and I love what I do. When I was younger, I used to wonder how I'd be successful. Today, I am just grateful."

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# TRAINING CONFIDENCE

Where does confidence come from? It's a question our culture has been grappling with for decades. Some say it's passed down from a parent or built up by a partner or spouse. Others say we're born with it; either we have it or we don't.

But what if I said that confidence is a state-specific skill, and, like any other skill, it can be trained?

Many of us commit an exceptional amount of energy toward training our craft. We learn our neighborhoods, monitor the market, seek out professional designations, and invest in continuing education. So why then do some brokers find success right away, while others spend years building momentum? In an industry that's so consumer-facing and at a time when buyers, sellers, and developers are forced to navigate an infinite number of options in search of the best representation, I wonder if a broker's ability to project genuine confidence is one of the greatest skills of all.

Early in my career, I began exploring the mechanics of confidence—particularly confidence as it relates to sales performance. I noticed that peers of mine with fewer years in the business were cleaning up CAR's sales awards. Despite having spent more time in the industry, and with plenty of generational knowledge to lean on, I was falling behind. I took a hard look at my brand and my messaging and

started making changes. I went back to the basics with a focus on training my confidence. In one year, my average price point jumped from \$137,000 to \$537,000. I was off to the races.

But *how* does one train confidence?

Well, it's a rather simple answer: it starts by examining your own self-talk. But you don't have to take my word for it, there are psychologists and social scientists in this field who have dedicated their entire careers to this very subject. Dr. Michael Gervais is one of them.

Dr. Gervais is a high-performance sports psychologist and the co-founder of Compete to Create. He works with some of the world's top athletes, NFL teams, and CEOs as the foremost expert on performance under pressure and the mechanics of confidence.

Dr. Gervais says confidence is born in the way we speak to ourselves, about ourselves, relative to our perceived competition, but (and this is key) what we say to ourselves must be credible. It has to be anchored in hard work. It's not enough to say how great we are in the mirror every morning. Confidence starts with a truth that we believe in so sincerely that everyone around us can feel it, too—clients included.

Homebuyers and sellers today value authenticity and sincerity above all else. If we don't believe we're



qualified to represent a property or development, our clients won't either. Insecurities manifest in body language, eye contact, and all manners of subconscious behavior. When we're not confident, it comes through in our presentation. There is no such thing as "fake it until you make it." In order to project real confidence, we actually have to *feel* confident in our abilities.

One way to do this is through rigorous preparation. It's studying the building, the neighborhood, the days on market. It's knowing your finishes and architecture or finding the right teammate when you need more experience.

When I couldn't distinguish between luxury materials, I committed my weekends to walking the Merchandise Mart until I knew quartzite from quartz and inset from overlay. When I needed to win over a developer, I brought on a heavy-hitter as a co-lister and learned from them firsthand. There is no shame in collaboration. It makes us all stronger. As my confidence grew, my business followed suit.

After all, no one gets to the top without losing a listing. In fact, I would argue that if you're winning every listing presentation you're not prospecting enough. We must expect to fail from time to time if we're brave enough to go for it. It doesn't mean we're not great. Even Michael Jordan was cut from his high school varsity team. You are built for hard things. You deserve a seat at the table.

And I have all the confidence in the world in you.

## About the Author:

Grace Kaage is a third-generation managing broker with a long family history in real estate. While in sales, Grace led a top-producing team and was awarded as a CAR® Top Producer several times over. Today, she focuses on agent development, training, and support, while using her extensive sales experience to help other brokers succeed. She has served as the 2019 Chair of the Chicago YPN Advisory Board and currently serves on the 2021 CAR® Board of Directors. She has also been recognized as one of Crain's Most Influential Residential REALTORS® in Chicago.

When we know the material backward and forward, it's like magic. Suddenly, it doesn't matter who the competition is. The number-one agent in the area could walk through the door, and it wouldn't make a bit of difference because we would *know* we were better suited for that particular property. That's training at work. That's building confidence.

Here's the truth: if every seller just wanted to work with the number-one agent in their area, they'd need only pick up a magazine, check the standings, and be done with it. And yet, Chicago is home to a multi-billion-dollar real estate industry that's teeming with a diverse pool of REALTORS® from all walks of life selling all types of real estate. There's enough business in this great city for everyone, and you have something unique to offer. You deserve to believe in your own value.

The most successful agents in our industry all have one thing in common—they protect their confidence. Top producers know that listings are won through hard work and preparation, but long-term success is achieved by developing a thick skin. We learn just as much from a loss as we do from a win and when we shift our mindset toward preparing for both eventualities, we're better able to develop the resiliency required to maintain confidence and longevity in this industry.



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# MICHAEL MANDILE AND TIM LORIMER

Pairing up to Go the Distance for Their Clients



In four short years, the Mandile + Lorimer Property Group, led by Michael Mandile and Tim Lorimer, has gone from a team of two agents to a team of eleven producing agents, and they are on track to close more than \$100 million in sales in 2021. So how did these two superstars find each other and build such an impressive team? Many shared interests and one big leap of faith.



Tim  
Lorimer

Tim was born and raised in the western suburbs of Chicago and went on to earn a degree in finance and economics from Bradley University. After graduation, he spent ten years in the financial markets industry, following real estate trends. He was always interested in homeownership, real estate investing, and the opportunities real estate provides to build generational wealth. Eventually, he realized he could combine his passion for real estate with his experience in the trading industry to follow his dreams and better serve clients. So he got his broker's license and started selling.



Michael  
Mandile

Meanwhile, Michael grew up in the northwest suburbs of Chicago in a family full of entrepreneurs. He learned the importance of passion, responsibility, and hard work by watching his parents in their respective careers. During his childhood, Michael also played hockey, where he honed his leadership and teamwork skills. After graduating from DePaul University, Michael worked in the property management, hospitality, and real estate investment fields before his passion for real estate and customer service led him to pursue his dream of becoming a broker and running his own business.

For both Tim and Michael, leaving their full-time corporate jobs wasn't an easy decision. Becoming a broker meant giving up a steady salary and benefits and betting on themselves in a big way. But in 2017, both Tim and Michael made the leap and happened to join the same team at @properties. It was after working side-by-side and seeing how much they agreed with each other and how much their skills complemented one another's that they decided to join forces to build a team together.

The result is the Mandile + Lorimer Property Group (MLPG), a team that strives to provide exceptional concierge-like services to every client. MLPG understands that the buying and selling processes involve many moving pieces and that everything happens in such a short period of time, so they try to make the experience seamless from start to finish and educate their clients to ensure they make sound decisions.

Since its inception in 2017, MLPG has grown at a rapid pace. The group eventually partnered with Compass to enhance the business's offerings.



...

“We are extremely passionate about creating an experience for our clients,” claims Tim. “As we invest in the team and our brand, we are always looking to improve our systems, which are the backbone of our company. Partnering with Compass has provided us access to a network of top agents in the Chicagoland area, as well as tools that have enabled us to unlock more opportunities for our buyers and sellers.”

**“We’re more than brokers; we’re real estate advisors to our clients.”**

— Michael Mandile

Both Michael and Tim believe that real estate is a stepping-stone to financial freedom. With a deep knowledge of the real estate market, they know which markets to monitor and have been able to identify residences, rental properties, and investment properties that are smart financial investments for both themselves and their clients.

“We’re more than brokers; we’re real estate advisors to our clients,” explains Michael. “It’s always been our goal to educate our clients and share our expertise to help them leverage their money to invest in their future.”

Fortunately, this approach has paid off for MLPG, and the business has always been 100-percent referral-based—a point both Tim and Michael are quite proud of.

Of course, life is about more than just the numbers, and both Tim and



Michael are proud of the lives they’ve built outside of the business too.

Michael loves spending time with his girlfriend, Sharon; his parents; and his dog, Nutello. He and Sharon love traveling, whether it’s a long trip to a far-off land or a quick visit to the suburbs. As long as they’re spending time outdoors, they’re happy.

Tim also loves the fresh air and is often found at the park or taking long walks with his wife of seven years,

Kate; his three-year-old daughter, Reese; his one-year-old son, Kipton; and his dog, Riggins.

In addition, when they can step away from the office, Tim and Michael both love to golf, go boating, host BBQs, and spend time on the lakefront and Riverwalk. But then it’s back to the office to guide their clients through the biggest transaction of their lives.

“If we do our jobs right, we become our clients’ real estate advisors for life,” notes Michael. “That’s what we strive for, and that’s what has allowed our team to be so successful.”

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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 as we welcome fall!

We started doing jam sessions in May of 2020 as a way to connect and add value to our CRP community while we couldn't meet together in person. Our jam sessions continue to be a success as we gather in small groups on Zoom, and we will continue these even when we can meet together. These sessions are 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 they have served as a way to build relationships. Plus, it has been great seeing even more engagement as we have recently been streaming sessions on Facebook Live!

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!



We have received great feedback about these events, so we are continuing to schedule them throughout the end of the year! Want to join one? Let us know by emailing us at [andy.burton@realproducersmag.com](mailto:andy.burton@realproducersmag.com).

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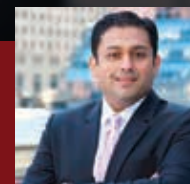
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# MICHAEL LEIGH

## WITH APPRAISAL SOLUTIONS GROUP

### *A Local Favorite*

Often when Michael Leigh meets a broker for the first time, they are surprised that he is located here in Chicago and not the suburbs. But it's true. Before Michael transitioned into the appraisal industry, he ran significant construction projects in the larger Chicago area and helped wind down construction developments that went under during the 2008 housing crisis.

Construction has always been Michael's specialty. He grew up in the business, literally. His dad was a carpenter and ran large construction projects as a superintendent. As a kid, Michael was always drawing floor layouts of apartment complexes, custom homes, and even maps. His favorite game was Monopoly, and he was, and still is, quite good at it.

Michael originally wanted to study engineering when he went off to Purdue University but switched to building construction management instead. He met a life-changing mentor while there and ended up running construction projects in Chicago after graduation.

As the housing crisis shook the industry to its core, Michael contemplated the future of the world, and began researching why and when properties were built. He found himself doing real estate appraisals just a year later and decided to stick with it when the economy recovered.

"Appraisals gave me control over my schedule, plus it allowed me to see cool and interesting properties every day, which I loved," Michael explains.

Michael became business partners with a well-established appraiser in Lake County, and they ended up splitting the

work between their two teams. Michael's team concentrated mostly on the north side neighborhoods in the city and the North Shore suburbs. As time went by, his team specialized more in construction-related valuations, and it is currently morphing into its own entity.

"We do more than just purchase and refinance appraisals: we specialize and focus on preconstruction appraisals, whether it is new construction, renovations, or conversions," Michael explains. "Our continued focus is to be professional, accurate, and as informative as possible." ●●●



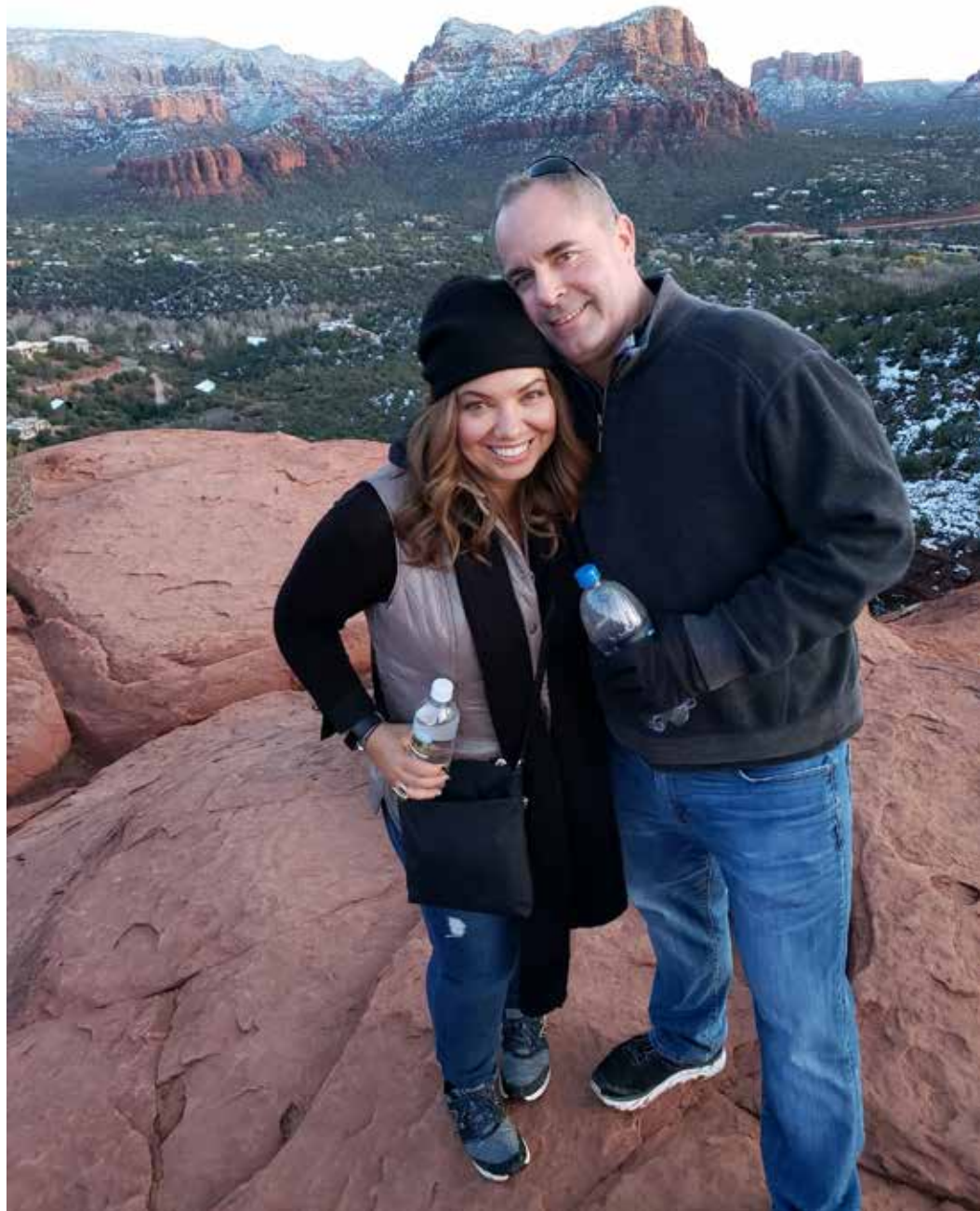
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“Lender appraisals aside, when hired directly by the property owner (or potential buyer), our scope is more encompassing as there are multiple options to consider. Our opinion(s) usually involve much more than just an opinion of value—[they include] other options and recommendations that would not appear in a typical lender-appraisal format,” Michael continues.

Helping people make informed decisions for their specific situation is what Michael loves about his business. He especially

**OUR CONTINUED  
FOCUS IS TO BE  
PROFESSIONAL,  
ACCURATE, AND  
AS INFORMATIVE  
AS POSSIBLE.**

Michael and his wife, Sophia, in Sedona, AZ.



enjoys it when clients thank him because they ended up not buying a property that they were initially dead set on purchasing.

When Michael is not helping people make informed decisions, he enjoys traveling with his wife, Sophia. Their favorite destinations are Greece, Cabo San Lucas, and Sedona. A food and wine enthusiast, Michael can usually be found cooking or grilling something at the end of the day with a glass of wine in hand.

On the weekends, if he and Sophia are not traveling, they enjoy spending time hanging out with friends and family, going to concerts, or taking day trips to nearby destinations they’ve never been before. His favorite things to do when refocusing or relaxing is to meditate or walk down some of the tree-lined neighborhood streets early in the morning.

Michael has a long-standing membership at Birch Road Cellar, and has space at Vin312, an urban-based winery in the city. He finds both locations to be great places to meet people as well as great conversation pieces when conducting business.

---

If you’re looking for a local appraisal expert with a robust team, look no further than Michael and the Appraisal Solutions Group. For more information or to contact the team, visit [www.appraisalsolutionsgrp.com](http://www.appraisalsolutionsgrp.com) or call 312-800-1025.

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▶ agent feature

By Chris Menezes

Photos by Caleb Pickman

# Wayne Beals

## THE MR. GREEN OF REAL ESTATE

As an absolute construction geek, green enthusiast, and nearly twenty-year REALTOR®, Wayne Beals is dedicated to serving clients who want to build sustainable homes and redevelop communities in a sustainable way. Also a member of CAR's Sustainability Committee, Wayne is one of the first REALTORS® we've heard of selling all-electric, net-zero capable homes.

"To me, there is no greater mission [than going green] for us as an industry," Wayne explains. "I would like to see housing stock that decreases the carbon footprint while doing so in an affordable manner. Educating REALTORS® on the importance and methods involved with sustainability is the fastest way to a greener housing economy. In doing so, we add value to



our markets and help reinforce the need for our services in the economy. We need to become construction nerds."

Born in the Philippines, Wayne moved to Chicago when he was three years old. The family settled in Andersonville, where he grew up in an old house and developed an appreciation for old buildings and construction. He became involved in construction as a teenager, repairing plaster for his neighbors and looking for odd jobs as a carpenter. "I have always loved swinging a hammer and making and fixing homes," he says.

Wayne's love of construction has proven invaluable to him and his clients throughout his career as a REALTOR®. He decided real estate was his true path after graduating from the University of Illinois Urbana-Champaign and working as the membership director for multiple large tennis and fitness clubs. He bought his first two-flat in his mid-20s in McKinley Park and really enjoyed the process and prospect of real estate.

"I saw an opportunity to build a business on my personal values and help people along the way," Wayne explains. "Real estate was the first place in business that I ran into where the client's interest is always first (article 1 of the code of ethics). I admired that about the industry's aspirations and turned my sales and marketing skills toward the housing industry."

Wayne eventually realized the tremendous amount of influence REALTORS® wield in community redevelopment and began forming his vision for a sustainable future for all of Chicago's neighborhoods. His turning point in the business came with the Great Recession, as he witnessed cherished neighborhoods reduced to balance sheet items and watched communities go through the pain of a foreclosure epidemic. ●●●

...

He briefly tried to become an REO agent at the time, thinking it would be a good thing, but his first listing changed his perspective in a major way: it was a foreclosed condo where the occupant had been faithfully paying rent to the landlord and had no idea that the landlord had lost the home. Wayne was instructed to offer him “cash for keys”; the occupant graciously moved out thirty days later.

“I remember running into his neighbor across the hall,” Wayne recalls. “She asked me where he had moved to. I told her I didn’t know. She then expressed that he always gave her weekly rides to the grocery store about two miles away and would now have to take the bus. She said she would miss him. This was a very eye-opening moment for me, and I still recall how it made me feel to hear the sense of loss in her voice. Home is more than how many bedrooms and baths you have. I decided from that point forward only to participate in business relationships that built communities up instead of tearing them down.”

Wayne first became involved with Housing Helpers, a 501(c)(3) promoting homeownership and community building in Maywood, as a board member to help redefine the role of



A vacant lot in Woodlawn has been transformed into the lowest carbon block in Chicago. Wayne is the exclusive listing agent and continues to work closely with the builders, Greenline Homes.

the more than thirty-year-old organization in light of the foreclosure crisis. He is now the board’s president. Wayne’s broker assistant, Sarah Lira, is the executive director of Housing Helpers, so his work with the organization flows seamlessly with his everyday responsibilities as managing broker of the Beals Group at EXIT Strategy Realty.

While Wayne has big goals for the future, he defines his success by being able to have lunch with his wife, Marni, and dinner with his three kids, Noah (thirteen years old), Shelby (nine years old), and Brynn (seven years old), every day.

Looking to the future, Wayne dreams of developing and repurposing buildings into

sustainable and affordable housing for people. The innovation of the green building industry inspires him to create tangible change for the future and drives him to continually grow and expand his business and mission across the Chicagoland area.

“Being a REALTOR® gives me a platform to sell my vision of Chicago’s future. As a group we [CAR members] literally work on the fabric of our communities and our homes, and influence what our built environment is. It’s exciting to see how we can build a better world for people, both today and for tomorrow.”



**To me, there is no greater mission [than going green] for us as an industry. I would like to see housing stock that decreases the carbon footprint while doing so in an affordable manner.”**



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# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Leila	Zammatta	134.5	\$258,179,904	57	\$112,127,684	191.5	\$370,307,588
2	Jeffrey	Lowe	127	\$159,570,079	73.5	\$97,997,550	200.5	\$257,567,629
3	Emily	Sachs Wong	74.5	\$130,768,400	37.5	\$57,654,500	112	\$188,422,900
4	Matt	Laricy	182.5	\$79,666,184	204	\$106,720,647	386.5	\$186,386,831
5	Leigh	Marcus	144.5	\$93,905,468	75	\$53,066,160	219.5	\$146,971,628
6	Mario	Greco	103.5	\$59,854,500	38	\$29,108,101	141.5	\$88,962,601
7	Sophia	Klopas	49.5	\$40,244,500	38	\$31,758,500	87.5	\$72,003,000
8	Brad	Lippitz	44	\$34,169,925	38	\$30,643,800	82	\$64,813,725
9	Susan	Miner	9	\$31,483,500	7	\$32,154,000	16	\$63,637,500
10	Jennifer	Ames	36	\$40,333,400	14.5	\$22,642,250	50.5	\$62,975,650
11	Chezi	Rafaeli	39.5	\$49,943,000	10	\$11,095,000	49.5	\$61,038,000
12	Grigory	Pekarsky	55	\$25,865,299	71.5	\$33,442,396	126.5	\$59,307,695
13	Carrie	McCormick	47.5	\$34,050,400	23	\$24,817,549	70.5	\$58,867,948
14	Millie	Rosenbloom	36	\$39,467,300	22	\$17,894,900	58	\$57,362,200
15	Hayley	Westhoff	38.5	\$24,761,650	38.5	\$28,386,011	77	\$53,147,661
16	Alexandre	Stoykov	18	\$7,472,650	112	\$45,283,050	130	\$52,755,700
17	Melanie	Giglio	49	\$33,092,496	40	\$19,309,215	89	\$52,401,710
18	Benyamin	Lalez	16.5	\$8,982,250	83.5	\$42,267,081	100	\$51,249,331
19	Katharine	Waddell	39	\$22,892,500	39.5	\$26,824,750	78.5	\$49,717,250
20	Emily	Phair	28.5	\$13,168,325	84	\$34,473,066	112.5	\$47,641,391
21	Ryan	Preuett	18	\$24,885,000	11.5	\$20,888,450	29.5	\$45,773,450
22	Tommy	Choi	31	\$16,733,400	51.5	\$26,780,480	82.5	\$43,513,880
23	Julie	Busby	28.5	\$18,901,400	37.5	\$23,767,921	66	\$42,669,321
24	Timothy	Sheahan	45.5	\$30,929,100	16.5	\$11,210,750	62	\$42,139,850
25	Karen	Biazar	47.5	\$25,542,050	33.5	\$16,062,150	81	\$41,604,200
26	Debra	Dobbs	29.5	\$26,658,140	19	\$14,732,500	48.5	\$41,390,640
27	Joanne	Nemerovski	18	\$19,038,250	22	\$21,944,187	40	\$40,982,437
28	Timothy	Salm	15	\$38,497,895	4.5	\$2,276,750	19.5	\$40,774,645
29	Michael	Rosenblum	34	\$30,083,047	12	\$10,596,000	46	\$40,679,047
30	Darrell	Scott	16.5	\$11,223,300	53	\$28,642,250	69.5	\$39,865,550
31	Bari	Levine	45.5	\$23,454,374	24	\$16,126,450	69.5	\$39,580,824
32	Lauren	Mitrick Wood	23	\$14,104,500	40.5	\$23,316,188	63.5	\$37,420,688
33	Daniel	Glick	28	\$19,210,250	24	\$18,065,800	52	\$37,276,050
34	Daniel	Close	28	\$13,074,700	33	\$22,605,897	61	\$35,680,597

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Sam	Shaffer	18	\$8,044,100	48.5	\$27,515,150	66.5	\$35,559,250
36	Danielle	Dowell	32	\$17,408,050	31	\$17,836,750	63	\$35,244,800
37	Scott	Curcio	43.5	\$15,733,450	42	\$19,501,732	85.5	\$35,235,182
38	Jennifer	Mills	37.5	\$21,689,225	17	\$13,036,152	54.5	\$34,725,377
39	Ashley	Donat	25.5	\$12,742,143	45.5	\$21,919,788	71	\$34,661,931
40	Konrad	Dabrowski	25	\$19,082,132	23	\$15,313,400	48	\$34,395,532
41	Lance	Kirshner	34.5	\$17,091,934	28.5	\$16,798,150	63	\$33,890,084
42	Rafay	Qamar	32.5	\$11,264,015	61	\$22,341,550	93.5	\$33,605,565
43	Keith	Brand	14	\$6,654,900	31	\$25,716,288	45	\$32,371,188
44	Melissa	Siegal	39	\$25,807,750	13	\$6,212,000	52	\$32,019,750
45	Natasha	Motev	17.5	\$18,908,200	8.5	\$12,964,250	26	\$31,872,450
46	Nicholaos	Voutsinas	17	\$10,188,300	35.5	\$21,096,500	52.5	\$31,284,800
47	Melanie	Everett	15	\$4,832,680	61	\$26,332,925	76	\$31,165,605
48	Ivona	Kutermankiewicz	32	\$23,926,358	12	\$6,907,850	44	\$30,834,208
49	P Corwin	Robertson	16.5	\$30,829,149	0	\$0	16.5	\$30,829,149
50	Nadine	Ferrata	30	\$19,047,500	17	\$11,480,572	47	\$30,528,072

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Amanda	McMillan	36.5	\$16,701,400	19.5	\$13,103,627	56	\$29,805,027
52	James	D'Astice	16	\$8,672,450	39	\$20,128,900	55	\$28,801,350
53	Jill	Silverstein	9.5	\$4,615,250	32.5	\$23,997,740	42	\$28,612,990
54	Dennis	Huyck	25	\$16,930,250	14.5	\$11,322,125	39.5	\$28,252,375
55	Eugene	Fu	14	\$14,960,600	31.5	\$12,945,250	45.5	\$27,905,850
56	Sarah	Ziehr	45	\$20,886,500	11	\$6,889,200	56	\$27,775,700
57	Robert	Sullivan	13.5	\$14,111,000	11	\$13,117,500	24.5	\$27,228,500
58	Sherri	Hoke	13.5	\$17,287,158	9	\$9,844,000	22.5	\$27,131,158
59	Colin	Hebson	16	\$12,144,500	26	\$14,939,500	42	\$27,084,000
60	Elias	Masud	12	\$4,577,999	47	\$22,498,401	59	\$27,076,400
61	Barbara	O'Connor	25.5	\$15,203,295	25	\$11,845,645	50.5	\$27,048,940
62	Kelly	Parker	14.5	\$7,639,300	34	\$19,194,000	48.5	\$26,833,300
63	Elizabeth	Ballis	14	\$8,161,250	17	\$18,350,999	31	\$26,512,249
64	Nicholas	Colagiovanni	23.5	\$22,544,900	4	\$3,786,000	27.5	\$26,330,900
65	Cadey	O'Leary	13	\$19,701,500	6	\$6,053,500	19	\$25,755,000
66	R. Matt	Leutheuser	10	\$23,310,000	3	\$1,841,500	13	\$25,151,500
67	Kevin	Wood	6	\$18,599,757	2	\$6,001,659	8	\$24,601,416
68	Owen	Duffy	33	\$17,342,650	15	\$7,220,500	48	\$24,563,150
69	Bruce	Glazer	21	\$13,745,000	15	\$10,442,250	36	\$24,187,250
70	Brooke	Vanderbok	35	\$20,581,450	7	\$3,510,750	42	\$24,092,200
71	Lisa	Sanders	36.5	\$17,447,200	12	\$6,640,000	48.5	\$24,087,200
72	Samantha	Porter	19	\$18,035,500	2	\$6,050,000	21	\$24,085,500
73	Juliana	Yeager	20.5	\$12,621,249	16	\$11,414,143	36.5	\$24,035,392
74	Pamela	Rueve	11	\$14,746,500	11	\$9,069,000	22	\$23,815,500
75	Robert	Picciariello	45	\$23,740,400	0	\$0	45	\$23,740,400
76	Philip	Skowron	16	\$17,018,502	6	\$6,546,000	22	\$23,564,502
77	Layching	Quek	4	\$1,852,500	34	\$21,686,050	38	\$23,538,550
78	Matthew	Liss	18	\$11,069,750	14	\$12,370,000	32	\$23,439,750
79	D	Waveland Kendt	23.5	\$12,903,384	15	\$10,454,500	38.5	\$23,357,884
80	Elizabeth	Lothamer	20.5	\$10,382,100	26	\$12,959,972	46.5	\$23,342,072
81	Eudice	Fogel	15	\$9,115,500	15.5	\$14,225,500	30.5	\$23,341,000
82	Jason	O'Beirne	23	\$17,354,701	11	\$5,772,600	34	\$23,127,301
83	Nancy	Tassone	17.5	\$16,804,500	6	\$6,265,000	23.5	\$23,069,500
84	Alishja	Ballard	24	\$11,291,550	19	\$11,564,611	43	\$22,856,161

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Michael	Maier	32	\$13,558,500	19	\$9,238,001	51	\$22,796,501
86	Karen	Schwartz	23	\$10,591,000	24	\$12,190,999	47	\$22,781,999
87	Melanie	Carlson	18.5	\$11,645,650	13	\$10,967,217	31.5	\$22,612,867
88	Michael	Shenfeld	19	\$12,966,250	14	\$9,584,900	33	\$22,551,150
89	Nick	Nastos	9	\$3,414,350	34	\$19,047,250	43	\$22,461,600
90	Ryan	Gossett	18.5	\$8,470,123	28	\$13,958,625	46.5	\$22,428,748
91	Sara	McCarthy	21	\$9,871,250	19	\$12,415,775	40	\$22,287,025
92	Cory	Tanzer	31	\$11,161,248	25	\$10,782,899	56	\$21,944,147
93	Pasquale	Recchia	14	\$7,109,400	22	\$14,683,500	36	\$21,792,900
94	Nicholas	Apostal	19	\$12,897,050	8	\$8,752,500	27	\$21,649,550
95	Lucas	Blahnik	12	\$4,595,250	19	\$16,994,150	31	\$21,589,400
96	Rizwan	Gilani	16.5	\$7,970,125	25.5	\$13,571,000	42	\$21,541,125
97	Grace	Sergio	28	\$18,194,450	1	\$3,180,000	29	\$21,374,450
98	Ryan	McKane	51	\$18,633,900	6	\$2,695,000	57	\$21,328,900
99	Richard	Kasper	23.5	\$15,098,550	15.5	\$6,155,937	39	\$21,254,487
100	Nancy	McAdam	15.5	\$12,140,975	6	\$8,906,000	21.5	\$21,046,975

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- **Five Star Professional Chicago Magazine:** 2011-2020
- **Top 1% U.S. Mortgage Originator** Mortgage Executive Magazine: 2012-2020

\*According to Guaranteed Rate internal funded loan data from 1/1/2020 to 12/31/2020

# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Stacey	Dombar	43	\$19,322,638	3	\$1,619,500	46	\$20,942,138
102	Ian	Schwartz	21.5	\$13,420,500	10	\$7,439,100	31.5	\$20,859,600
103	Mehdi	Mova	14	\$8,803,400	20	\$12,027,100	34	\$20,830,500
104	Todd	Szwajkowski	24	\$11,035,575	22.5	\$9,706,500	46.5	\$20,742,075
105	Shay	Hata	22	\$11,483,625	14	\$8,884,900	36	\$20,368,525
106	Stefanie	Lavelle	28	\$15,906,900	7.5	\$4,456,700	35.5	\$20,363,600
107	Joseph	Kotoch	7.5	\$2,934,500	33.5	\$17,380,200	41	\$20,314,700
108	John	O'Neill	13	\$13,823,687	8	\$6,391,000	21	\$20,214,687
109	Stephanie	Cutter	25	\$12,801,065	9	\$7,282,000	34	\$20,083,065
110	Danny	Lewis	15.5	\$6,958,000	21	\$12,970,000	36.5	\$19,928,000
111	Amy	Duong	12	\$4,566,150	18	\$15,279,695	30	\$19,845,845
112	Anne	Rossley	15	\$15,492,816	7	\$4,338,000	22	\$19,830,816
113	Lindsey	Richardson	30	\$10,765,300	15	\$8,772,500	45	\$19,537,800
114	Steve	Dombar	0	\$0	32	\$19,455,750	32	\$19,455,750
115	Edward	Jelinek	17.5	\$8,709,000	14	\$10,584,750	31.5	\$19,293,750
116	Suzanne	Gignilliat	7.5	\$13,323,500	3	\$5,902,000	10.5	\$19,225,500
117	Margaret	Baczkowski	18.5	\$15,492,452	4	\$3,694,500	22.5	\$19,186,952
118	Leslie	Glazier	16	\$10,402,750	12	\$8,542,500	28	\$18,945,250
119	Christopher	Engelmann	9	\$3,721,900	30	\$15,128,500	39	\$18,850,400
120	Stephanie	LoVerde	19	\$9,751,600	16.5	\$9,056,900	35.5	\$18,808,500
121	Susan	O'Connor	6.5	\$7,080,000	9	\$11,612,500	15.5	\$18,692,500
122	Chris	McComas	20	\$9,402,499	16	\$9,126,629	36	\$18,529,128
123	Joshua	Lipton	14.5	\$11,723,500	7.5	\$6,710,213	22	\$18,433,713
124	Lisa	Blume	10.5	\$4,820,000	24.5	\$13,584,116	35	\$18,404,116
125	Susan	Kanter	21	\$11,357,000	15	\$6,841,000	36	\$18,198,000
126	Scott	Berg	35	\$15,795,331	3	\$2,385,000	38	\$18,180,331
127	Brady	Miller	22	\$5,970,029	34	\$12,088,000	56	\$18,058,029
128	Erin	Mandel	12.5	\$10,506,000	13.5	\$7,549,865	26	\$18,055,865
129	Sharon	Gillman	9	\$7,509,500	13.5	\$10,510,500	22.5	\$18,020,000
130	Brian	Moon	12.5	\$4,754,500	25	\$13,249,650	37.5	\$18,004,150
131	Gail	Spren	28.5	\$13,217,000	9	\$4,757,500	37.5	\$17,974,500
132	Laura	Topp	19.5	\$9,516,500	16	\$8,281,000	35.5	\$17,797,500
133	Brooke	Daitchman	18	\$9,060,750	18.5	\$8,736,200	36.5	\$17,796,950
134	Stephanie	Maloney	12	\$9,802,500	5	\$7,942,500	17	\$17,745,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Kyle	Jamicich	17	\$9,247,000	10	\$8,440,400	27	\$17,687,400
136	Ashley	Bell	10.5	\$9,015,400	9	\$8,662,000	19.5	\$17,677,400
137	Patrick	Shino	5	\$1,697,000	41	\$15,727,410	46	\$17,424,410
138	Margaret	Daday	12	\$5,169,000	20	\$12,206,500	32	\$17,375,500
139	Kathryn	Barry	13.5	\$5,872,500	22	\$11,361,800	35.5	\$17,234,300
140	Laura	Meier	21	\$10,362,750	14	\$6,810,450	35	\$17,173,200
141	Anthony	Torres	10	\$3,918,900	27	\$13,174,050	37	\$17,092,950
142	Ken	Jungwirth	15	\$7,077,500	9	\$10,007,700	24	\$17,085,200
143	Barbara	Proctor	13	\$13,395,500	2	\$3,643,933	15	\$17,039,433
144	Santiago	Valdez	27	\$9,073,825	23	\$7,891,457	50	\$16,965,282
145	Steven	Powers	26	\$11,502,599	6	\$5,358,000	32	\$16,860,599
146	Lisa	Kalous	19.5	\$10,656,750	10.5	\$6,175,000	30	\$16,831,750
147	Cynthia	Sodolski	16	\$8,568,400	15.5	\$8,157,400	31.5	\$16,725,800
148	Katherine	Malkin	6	\$13,015,000	4	\$3,670,000	10	\$16,685,000
149	Dawn	McKenna	10	\$10,991,775	8	\$5,651,000	18	\$16,642,775
150	Kathryn	Schrage	37	\$15,307,900	2	\$1,305,000	39	\$16,612,900

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# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Hadley	Rue	21	\$13,534,900	5	\$2,920,000	26	\$16,454,900
152	Vincent	Anzalone	16.5	\$10,340,126	9.5	\$6,074,000	26	\$16,414,126
153	Nick	Rendleman	21.5	\$6,370,595	33.5	\$10,042,975	55	\$16,413,570
154	Sari	Levy	8.5	\$4,304,925	14	\$12,090,800	22.5	\$16,395,725
155	Reve'	Kendall	33	\$14,812,000	2	\$1,425,000	35	\$16,237,000
156	Phil	Byers	20	\$10,086,420	11	\$5,987,000	31	\$16,073,420
157	Michael	McGuinness	6	\$1,973,900	23	\$14,037,675	29	\$16,011,575
158	Benjamin	Lissner	8	\$3,720,500	25	\$12,177,400	33	\$15,897,900
159	Carol	Collins	15.5	\$9,474,750	9	\$6,368,000	24.5	\$15,842,750
160	Alice	Berger	14	\$10,338,500	9	\$5,491,500	23	\$15,830,000
161	Rubina	Bokhari	14.5	\$9,182,500	12	\$6,638,000	26.5	\$15,820,500
162	Kelly	Angelopoulos	16	\$10,570,728	8	\$5,246,000	24	\$15,816,728
163	Joseph	Chiappetta	14	\$6,535,360	19	\$9,252,117	33	\$15,787,477
164	Whitney	Wang	6	\$2,825,500	25	\$12,938,000	31	\$15,763,500
165	Marlene	Rubenstein	15	\$8,482,500	12	\$7,222,500	27	\$15,705,000
166	James	Buczynski	15	\$8,044,950	12	\$7,649,400	27	\$15,694,350
167	Brittany	Strale	4	\$1,888,900	28	\$13,647,250	32	\$15,536,150
168	Camille	Canales	7	\$3,707,062	22	\$11,752,500	29	\$15,459,562
169	Julie	Harron	5.5	\$10,607,000	5	\$4,791,000	10.5	\$15,398,000
170	Sam	Jenkins	11.5	\$12,531,425	3	\$2,810,000	14.5	\$15,341,425
171	Xiaojing	Frost	5.5	\$2,320,250	20	\$12,873,209	25.5	\$15,193,459
172	Matthew	Engle	18.5	\$8,041,500	19	\$7,123,550	37.5	\$15,165,050
173	Gregory	Desmond	13	\$8,052,625	9	\$7,008,100	22	\$15,060,725
174	James	Streff	18	\$7,276,500	15	\$7,749,500	33	\$15,026,000
175	Marzena	Frausto	0	\$0	25	\$15,000,575	25	\$15,000,575
176	Michael	Hall	14	\$7,631,050	13	\$7,355,000	27	\$14,986,050
177	Tony	Mattar	14	\$5,174,450	27.5	\$9,804,300	41.5	\$14,978,750
178	Helaine	Cohen	1.5	\$1,492,500	18.5	\$13,485,807	20	\$14,978,307
179	Michael	Hulett	17.5	\$9,951,756	8	\$5,013,000	25.5	\$14,964,756
180	Sarah	Maxwell	9	\$4,773,713	14	\$10,119,300	23	\$14,893,013
181	Robert	Yoshimura	18	\$7,650,000	12	\$7,221,900	30	\$14,871,900
182	Paul	Mancini	21	\$10,145,300	10	\$4,721,550	31	\$14,866,850
183	Bradley	Brondyke	6	\$14,804,500	0	\$0	6	\$14,804,500
184	Jeffrey	Proctor	12.5	\$8,586,250	5	\$6,138,500	17.5	\$14,724,750

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Vincent	Lance	18.5	\$8,575,260	13.5	\$6,143,400	32	\$14,718,660
186	Michael	Saladino	19.5	\$8,394,000	17.5	\$6,158,900	37	\$14,552,900
187	Janelle	Dennis	22.5	\$9,973,998	10.5	\$4,571,799	33	\$14,545,796
188	Cindy	Weinreb	7	\$3,553,000	19	\$10,917,350	26	\$14,470,350
189	Mark	Bystrowicz	10	\$13,018,465	3	\$1,396,500	13	\$14,414,965
190	Mark	Icuss	13	\$11,292,472	5.5	\$3,103,000	18.5	\$14,395,472
191	Lisa	Long-Brown	16	\$13,882,700	1	\$367,000	17	\$14,249,700
192	Joel	Holland	30	\$13,004,400	2	\$1,163,000	32	\$14,167,400
193	Rafael	Murillo	3	\$1,968,500	8	\$12,174,425	11	\$14,142,925
194	Kate	Gaffey	5.5	\$3,766,000	20	\$10,362,300	25.5	\$14,128,300
195	Jacob	Tasharski	10	\$4,443,000	18	\$9,645,769	28	\$14,088,769
196	Katie	Bishop	14	\$10,914,875	3	\$3,147,500	17	\$14,062,375
197	Danielle	Inendino	12	\$5,088,000	21	\$8,955,500	33	\$14,043,500
198	Chris	Stockwell	9.5	\$5,414,500	11	\$8,618,500	20.5	\$14,033,000
199	Stefanie	D'Agostino	34	\$11,392,607	4	\$2,613,000	38	\$14,005,607
200	Eric	Hublar	7	\$2,985,875	24	\$11,013,000	31	\$13,998,875

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# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Keith	Tarasiewicz	12	\$5,228,000	11	\$8,659,000	23	\$13,887,000
202	Michael	Linden	27	\$12,699,900	2	\$1,084,000	29	\$13,783,900
203	Nathan	Binkley	12	\$6,765,500	10	\$7,000,000	22	\$13,765,500
204	Connie	Engel	17.5	\$7,610,500	10	\$6,135,900	27.5	\$13,746,400
205	Anne	Killarney	18	\$13,674,650	0	\$0	18	\$13,674,650
206	Linda	Levin	8	\$4,509,000	11	\$9,140,362	19	\$13,649,362
207	Jenny	Fultz	8	\$2,263,000	10	\$11,369,901	18	\$13,632,901
208	Alex	Wolking	14.5	\$5,373,050	15	\$8,247,800	29.5	\$13,620,850
209	Kathleen	Malone	9	\$7,070,000	9	\$6,529,500	18	\$13,599,500
210	Erlend	Candea	18	\$13,579,000	0	\$0	18	\$13,579,000
211	Lisa	Petrik	6	\$1,816,500	30	\$11,757,550	36	\$13,574,050
212	Jennifer	Johnson	12.5	\$5,854,000	16	\$7,645,900	28.5	\$13,499,900
213	Jill	Buckley	8	\$5,342,500	9	\$8,121,000	17	\$13,463,500
214	Kimber	Galvin	5	\$2,751,450	21	\$10,700,800	26	\$13,452,250
215	Laura	Rahilly	12.5	\$6,058,100	10.5	\$7,392,014	23	\$13,450,114
216	Douglas	Smith	3	\$5,241,250	7	\$8,200,000	10	\$13,441,250
217	Craig	Isacson	11	\$10,861,500	5	\$2,520,000	16	\$13,381,500
218	Heather	Hillebrand	9	\$5,202,250	13.5	\$8,158,600	22.5	\$13,360,850
219	Kimberly	Bowman	7	\$3,395,000	13	\$9,862,118	20	\$13,257,118
220	Tara	Leinenweber	29.5	\$11,500,500	2	\$1,677,000	31.5	\$13,177,500
221	Thomas	Bezanes	9.5	\$2,913,000	20.5	\$10,247,500	30	\$13,160,500
222	Gabrielle	Cavalier	4.5	\$13,155,000	0	\$0	4.5	\$13,155,000
223	Justin	Lucas	10	\$3,489,750	14	\$9,664,500	24	\$13,154,250
224	Mark	Buckner	4	\$1,536,000	21	\$11,598,400	25	\$13,134,400
225	Elizabeth	Caya	5	\$1,744,500	25	\$11,345,400	30	\$13,089,900
226	Tim	Lorimer	11.5	\$5,961,000	9.5	\$7,060,500	21	\$13,021,500
227	Anthony	Madonia	12.5	\$11,111,890	2	\$1,899,900	14.5	\$13,011,790
228	Boris	Lehtman	14.5	\$11,853,750	1.5	\$1,157,500	16	\$13,011,250
229	Aaron	Greenberg	16	\$8,866,950	5	\$4,092,500	21	\$12,959,450
230	John	Lyons	16	\$7,241,375	15	\$5,687,650	31	\$12,929,025
231	Robin	Phelps	13.5	\$6,549,250	9	\$6,377,500	22.5	\$12,926,750
232	Dominic	Irpino	23	\$7,578,800	13	\$5,275,500	36	\$12,854,300
233	Jingen	Xu	5	\$3,412,750	9	\$9,432,246	14	\$12,844,996
234	Sheetal	Balani	2	\$636,000	6	\$12,177,661	8	\$12,813,661

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Michael	Yeagle	11	\$10,368,000	5	\$2,445,000	16	\$12,813,000
236	Liz	Jones	8	\$4,353,775	16	\$8,451,000	24	\$12,804,775
237	K.C.	Lau	11.5	\$5,568,250	13	\$7,152,300	24.5	\$12,720,550
238	Christina	McNamee	17	\$8,677,500	7	\$4,003,500	24	\$12,681,000
239	Mark	Zipperer	19.5	\$6,540,678	20	\$6,087,250	39.5	\$12,627,928
240	Courtney	Welsch	14	\$5,654,400	12	\$6,925,500	26	\$12,579,900
241	Harold	Blum	8	\$6,138,000	4	\$6,420,000	12	\$12,558,000
242	Lindsay	Everest	10	\$9,087,200	4	\$3,432,500	14	\$12,519,700
243	Rachel	Krueger	11	\$9,849,000	3	\$2,669,900	14	\$12,518,900
244	Anne	Connolly Rief	8	\$8,475,000	4	\$4,032,000	12	\$12,507,000
245	Maria	Casciaro	5	\$3,500,750	8	\$8,980,000	13	\$12,480,750
246	Joe	Zimmerman	9.5	\$4,270,156	15	\$8,179,500	24.5	\$12,449,656
247	Mike	Larson	1	\$280,000	8	\$12,104,000	9	\$12,384,000
248	Hasani	Steele	17	\$8,515,988	5	\$3,768,449	22	\$12,284,437
249	Daniel	Fowler	12	\$6,676,500	12	\$5,606,850	24	\$12,283,350
250	Stephen	Hnatow	11	\$6,642,000	8	\$5,626,000	19	\$12,268,000

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