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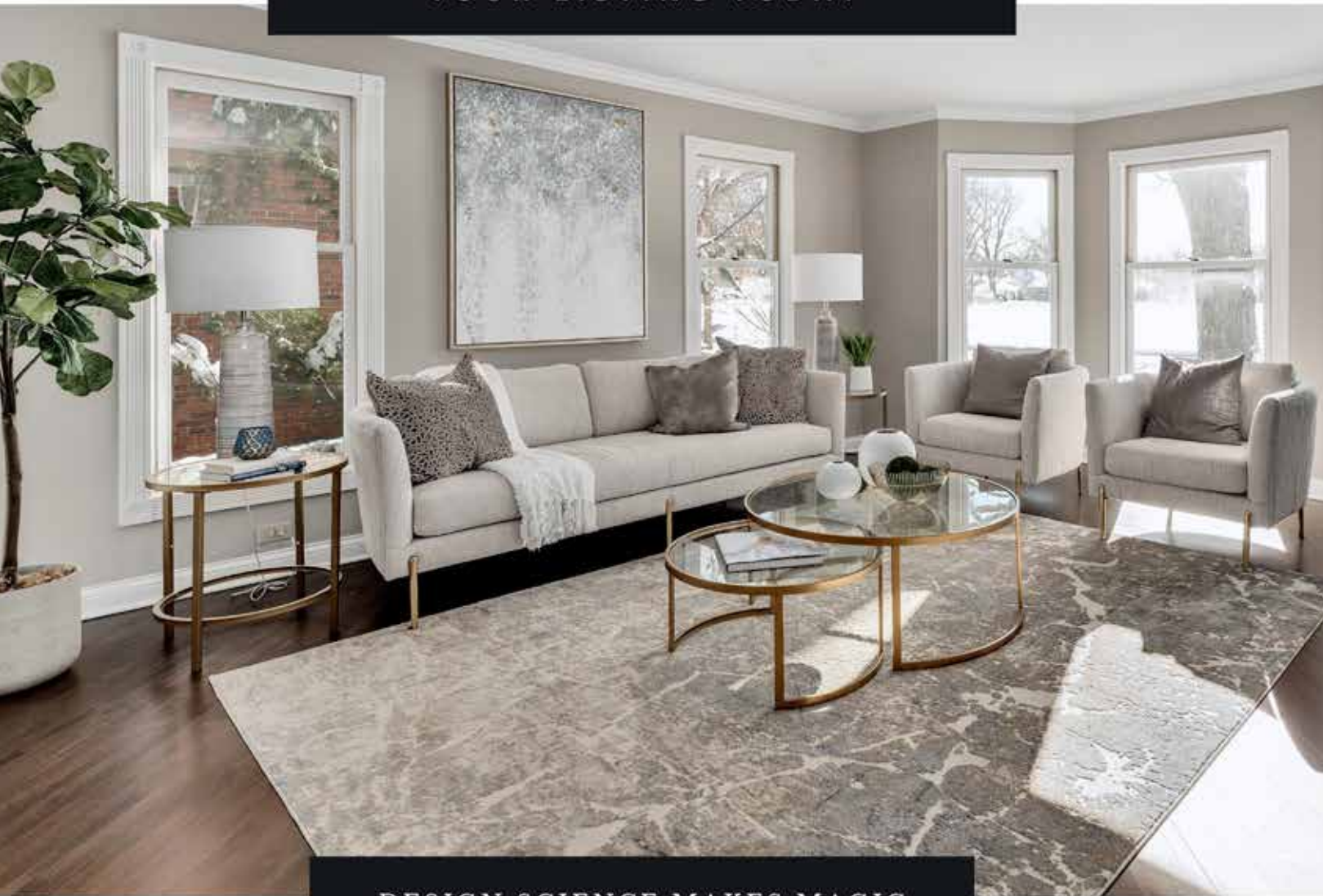
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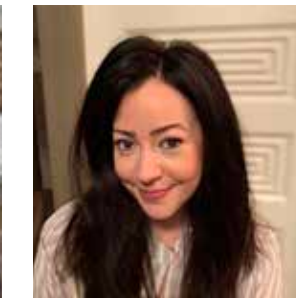
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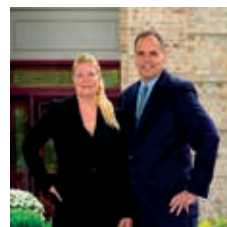
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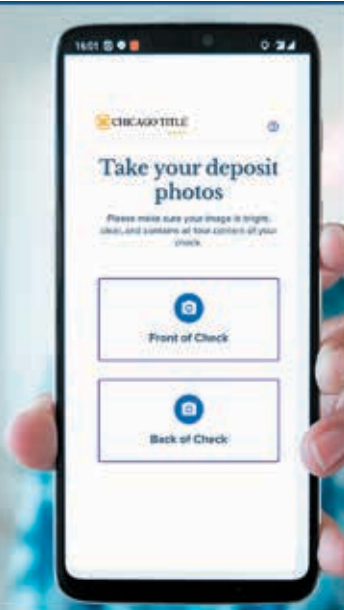
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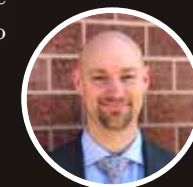
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PUBLISHER'S NOTE

The month of October holds a special place in my heart. It was just the beginning of seeing the dream of *Real Producers* come to life as we launched our first publication in Chicago four years ago. There were so many feelings of apprehension, excitement, and the unknown when we thought about if this platform would even work. Would REALTORS® care? Would we bring value to our Preferred Partners? Would it be well received by the real estate industry? Would people show up to our events? Would we live up to our mission statement to genuinely connect, elevate, and inspire real estate professionals? Four years later, I am proud to say that it does work, and it has been an honor to see this vision also play out in our *DuPage Real Producers* community as we continue to grow.

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 in my place (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 *DuPage 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.



Andy Burton

Publisher, *DuPage Real Producers*

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Virtual JAM SESSIONS



DUPAGE
RP REAL PRODUCERS.

Jam Session #7 **f LIVE**
An organic conversation about DuPage real estate



Deneen Ruffolo Shanon Tully Meredith Van Syckle Debbie Pawlowicz



Kelly Bennett Scott Brower Woytek Niemiec *HOSTED BY ANDY BURTON

DuPage Real Producers invites you to tune in via Facebook Live
*The feed will stream live from Andy Burton's Facebook page (technology permitting).
Tuesday June 15th 9:15 am CST

events

Top REALTORS® and Preferred Partners Engaging Virtually

As an organization, we are fully aware of the need to creatively connect, inspire, elevate, and add value to both our REALTORS® and Preferred Partners. As a response, we have continued hosting virtual jam sessions with the DuPage Real Producers community.

Jam sessions are 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 tune in. 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.

Jam sessions have been filled with creative ways to encourage our DuPage 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!

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!



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Jam Session #8 **f LIVE**
An organic conversation about DuPage real estate



Jennifer Slown Scott Slown Jim Barcelona Paul Baker Lori Johanneson



Carol Fisher Jina Boerman Kevin Boggs *HOSTED BY ANDY BURTON

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Tuesday July 13th 9:15 am CST

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Jam Session #9 **f LIVE**
An organic conversation about DuPage real estate



Alexa Mist Wigan Matt Pittman Carlyn Hegburt Laura Brann Michele Marks Trevor Pauling



Kevin Camden Nora Barghurst Theresa Johnson Tony Perri Sr. *HOSTED BY ANDY BURTON

DuPage Real Producers invites you to tune in via Facebook Live
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Tuesday August 3rd 9:15 am CST



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.

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CARELYS PADRÓN HEPBURN

From Globe Trotter to Real Estate Pro

After twenty-five moves in four countries and three continents, REALTOR® Carelys Padrón Hepburn of Baird & Warner's Naperville office has finally found her home. Because of her unique globe-trotting experience, she brings the importance of that "home" feeling to every client's purchase journey.

Originally from Venezuela, Carelys moved to Scotland to pursue an MBA at the age of twenty-three. Over the next two decades, she went on to work in marketing, brand management, and advertising for Coca Cola, Dr. Pepper/7UP, Cadbury-Schweppes, Corona, and other large corporations across the world.

She got her first taste of real estate when she purchased an investment property at age twenty-five. Since then, she has expanded that hobby to five rental properties in three countries. In 2018, changing life circumstances forced her to rethink her travel lifestyle. That's when her hobby became a profession.

"Shortly after I started in real estate, my husband of twenty-two years passed away suddenly, and I was left with two kids and no family around," Carelys recalls. "I had no choice but to make a career out of my real estate hobby as I had to stay mainly at home with the kids."

"From the start, I was a motivated agent," she says. "I had to make it. Failing was not (and still is not) an option."

In her first years as a full-time REALTOR® at Baird & Warner Naperville, Carelys is proud of what she has accomplished.

"I would like other new agents to see that it is possible to make it in this business," she says. "That we can overcome adversity, and we can succeed."

"As a widow and single mother of two teens, I want to show that giving up is not the solution," she adds. "All goals can be achieved with hard work and determination."

...

...

Others have certainly noticed that hard work. Carelys's total career volume will reach over \$30 million this year, and she's received many awards. These include both the Baird & Warner Naperville Rookie of the Year and the President Club Awards in 2018; the Baird & Warner Chairman Club Award (2019 and 2020); Key Mortgage's Top 1 percent in Mortgage Sales and Units ranking (2018-2020); Baird & Warner's Epic Award (2019 and 2020); the Excellence in Service Award from both Homesnap and Google (2019); and she was listed among the top 5 percent of Naperville REALTORS® by Infosparks (2019 and 2020).



I have recently created a team that I am excited about...together, we are eager to help each other achieve our goals."

Carelys with her team: Jesus Cervantes (Agent Sales), Lucy Drew (Transaction Coordinator), and Craig Kurek (Agent & Inspector - Rentals & Sales)



Carelys with her kids (Connor and Eliana)

When Carelys is not managing her real estate business, you will most likely find her in her garden, tending to her vegetables and flowers; cooking; or enjoying the therapeutic benefits of being near water. She also enjoys spending time with her children and attending their sports events, Connor (17 years old) and Eliana (15 years old). They love to try new local restaurants together.

"Connor plays tennis and coaches kids in the summer," says Carelys. "Eli loves diving, and she helped coach at Naperville North High School's middle school camp

for the first time this year. I am so very proud of them both."

Never satisfied with the success of the past, Carelys is always looking ahead. She has already established clear goals for next year and the years beyond.

"I have recently created a team that I am excited about," says Carelys. "Our group has three agents—a transaction coordinator, an inspector, and me. One of our agents mainly handles rentals, and two of us focus on helping buyers and sellers.

Together, we are eager to help each other achieve our goals."

When asked how she's been able to be successful so quickly, Carelys pinpoints her focus on honesty and building long-lasting relationships. Earning trust and sharing expertise are her guiding principles.

"For me, customer service is the key to this industry," says Carelys. "I do everything I can to make sure my clients receive the best service we can give them."

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Families Helping Families

Guiding Families to Self-Sufficiency in DuPage County, Illinois



▶▶ making a difference
By Vicky Joseph

Families Helping Families (FHF) provides safe and stable housing and support to homeless families in DuPage County as they work to reclaim their lives through education.

At Families Helping Families (FHF), we have found that many people are under the erroneous assumption that homelessness is self-induced or that, somehow, the family itself is at fault. Over the past twenty-seven years, we have had the opportunity to get to know hundreds of homeless families, and we quickly discovered that, often, although people are working as hard as they can, they still cannot afford a place to live. While the circumstances surrounding each family's housing crisis is different, there is one universal truth: these parents are deeply concerned about their children and truly believe that they can, with our help, provide a better life for them.

Founded in 1994, Families Helping Families began as a grassroots neighborhood organization. Our sole focus is to help homeless families in DuPage County. FHF provides apartments and supportive services to homeless families while they are working to reclaim their lives.

Our adopted families are usually homeless mothers with children who have been victims of domestic violence and/or poverty. These are mothers who are struggling to provide housing, food, and clothing for their children—women who want to become self-sufficient but lack the financial means to pay for rent and the education needed to obtain the kind of jobs that will allow them to provide for their families.

Only families that are drug-free and have already removed themselves from their domestic violence situation are eligible for our services. They are also screened by licensed social workers from Bridge Communities, Inc., a 501(c)(3) that serves as our umbrella organization.

Our FHF families live in apartments in DuPage County that our program provides. We gather gently used furniture, bedding, and kitchen items—all the tools needed to start a new life. After a family has settled in, the real work begins: helping that family move from homelessness to self-sufficiency.

Again, our end goal is for our families to become self-sufficient and overcome the vicious cycle of, too often, several generations of abuse and poverty. Our approach is to focus on providing housing, mentoring, education, and supportive services.

The Services We Provide

Each family works with two FHF volunteer mentors, as well as a professional case manager. The volunteer mentors—who have each completed a training program that prepares them for the challenges ahead—meet with their clients weekly. They help each parent, or parents, enroll in college or trade school, or in ESL or GED classes as appropriate. Mentors work with clients to establish budgets and repay any debt. Bridge Communities Children's Services works with the local schools in order to advocate for the client's children. But most importantly, the FHF mentors provide guidance, encouragement, and emotional support to the families.

Our families are also supported by local dentists, attorneys, CPAs, car repair shops, and other businesses, who provide their services to our clients for free or at a reduced rate.

Shelly's Life-Changing Journey: One Example of FHF's Success

Shelly came from an abusive family and bounced from foster family to foster family as a teen. Sadly, she married an abusive man but finally left him after she ended up in the hospital because of the injuries he inflicted. He then stole her car, furniture, and everything in her bank account. When we met Shelly and her darling 6-year-old daughter, she cried throughout the interview: her confidence and self-esteem were at rock bottom. Now, 18 months later, Shelly is a different person: she's sparkling with excitement about her future. She is only one semester away from completing her associate's degree in computer science at College of DuPage. She had a fabulous internship at Argonne Labs this summer, and she'll start her 3+1 bachelor's degree program next semester. Shelly is also succeeding financially—her credit score is increasing as well as her savings. Shelly's determined to provide a life full of opportunity for her child, and we are honored to be part of her journey.

Be a Part of Our Next Success Story

Are you looking for a way to give back to your community? Volunteering can be a great way for you to do just that! Here are several ways that you can get involved with Families Helping Families:

Become a Mentor: Our mentors are volunteers who are willing to go through our training program and become involved in the day-to-day lives of our clients. If you are interested, contact Vicky at famhelpingfam@gmail.com.

Join Our Mentor Support Staff: There are times when one of our families has an emergency need, such as transportation when their

car is in the shop or a similar situation. Are you someone who can be on-call to help if you are available at the time? If you are someone who wants to provide such support, contact famhelpingfam@gmail.com.

Service Projects: If your group is looking for a service project, such as a drive to secure and/or raise funds for resources, we would welcome the opportunity to discuss this with you! Contact Vicky at famhelpingfam@gmail.com for more information.

Donations: Donations pay for housing and utility costs and are much welcomed. Please make checks payable to Families Helping Families and mail them to: Families Helping Families, C/O Sally; 1164 Dickens Lane; Naperville, IL 60563.

A donation of just \$35 will cover one day's rent and utilities for a family. FHF has *no* administrative expenses, so every dollar we raise and/or we receive in donations is a dollar that helps the homeless.

You can donate your time and treasure in a number of ways to FHF, all of which we would truly welcome. For example, do you have a used car you could donate? Or would you be willing to provide gift cards to our families at the holidays? Can you donate to our Resource Closet? Our Resource Closet is filled with donated toilet paper, paper towels, laundry detergent, baby Tylenol, etc.—none of these things can be purchased with food stamps.

In our twenty-seven-year history, we have helped hundreds of families achieve self-sufficiency, but the need, especially since the onset of the pandemic, continues. Consider being part of the mission of Families Helping Families.

About the Author:

Vicky Joseph is originally from Maysville, KY, but spent the last thirty-one years in Naperville, IL. Vicky started Families Helping Families (FHF) back in 1994, with a small group of volunteers, after having her first child and being impacted by the thought that some families don't have a home for their children. She knew she could impact her community positively. Vicky and her team continue to operate FHF without any paid staff or overhead which means every dollar donated helps a homeless family as they work towards self-sufficiency. When Vicky is not working she enjoys playing with her grandchildren, traveling, and participating in several book clubs.

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KIM MOUSTIS

▶ cover story
By Lauren Young
Photos by Katherin Frankovic

RIGHTSIZING REAL ESTATE FOR SENIORS

“My big ‘why’ is my family,” explains REALTOR® Kim Moustis of Keller Williams Experience in Downers Grove. “I have always had their support, and all I do is for them.”

For Kim, that family emphasis started during childhood. She grew up in Chicago and moved with her family to Downers Grove while in high school. But instead of switching schools, she would travel into the city each day with her father, a teacher at Hubbard High School, where she attended. On these daily drives, the two became very close.

“I’ve always looked up to my parents for their strong commitment to our family and each other,” says Kim. “They have been married for sixty-four years. In the past few years, my mom has developed dementia and other medical issues. My dad’s commitment to her has been unceasing and truly amazing to witness.”

After high school, Kim went to college to become a physical therapist. After graduating, she moved back to Downers Grove and joined the Adventist Health Partners system, where she worked in various healthcare roles for over three decades.

“Initially, I assisted homebound patients. I helped them build their strength and mobility, and I advised on home modifications to keep them safe,” she says. “Over the years, I was privileged to realize my passion for helping others and to have a servant’s heart in all I do.”





Kim and her family.



Kim and her husband, John, enjoying a bike ride.

Last year, Kim's total volume topped \$28 million, and she credits her team for their hard work and support. "We work well together and genuinely like each other. Being able to laugh and have fun while providing the best customer service to our clients is a prerequisite to being on the team," states Kim. Lauren Linder, LeAnn Tantillo, and Emily Hanus are the buyer specialists on the team. Emily is also part of the operations team along with Kim's daughter-in-law, Maddie Schultz. Together, they are a cohesive group and are always looking for talent who love a team approach to doing business.

Because she values family so much, it may come as no surprise that she spends most of her downtime with them. Kim and John frequently bike along the Illinois Prairie Path together, stopping in towns along the way for lunch or a beer. Their three children—Jessica, John Jr., and Erik—and their families are regular travel mates. And Kim and her sister, Lori, share evening visits with their parents, who still live nearby. ●●●

●●● The idea of moving into real estate first came from Kim's husband, John, a general contractor and the owner of a home remodeling company. He encouraged her to earn her real estate license so they could renovate investment properties together. In the early years, many of her first clients were former patients. Now, more than twenty years later, Kim has found a special niche: helping seniors who need assistance with lifestyle transitions.

"It's always been about relationships for me and treating clients like family," says Kim. "I especially love the senior population and all that goes with rightsizing their homes or with the decision [of whether] to enter independent or assisted living. This group means more to me now after seeing what my parents have gone through."

Kim's team assists in every aspect of a move—from referring an estate planning attorney to providing organizers, movers, senior living consultants, and other resources. She gives seminars on rightsizing to educate seniors about the decisions and process. Kim also serves on the Senior Services Committee at the local board of REALTORS®.

"I truly believe that being kind and building relationships, both in my family and with my clients, is what is most important in life," says Kim.

"When it comes to real estate, transactions come when relationships are nurtured. 'Nobody cares how much you know until they know how much you care.'"



The Kim Moustis Group
(Seated, L to R: LeAnn Tantillo, Maddie Schultz, Emily Hanus and Lauren Linder).

Photo credit: Divine Light Creations



“I spend as much time with my family as possible,” Kim says. “Especially with my two grandchildren, Jillian and Connor. They make me slow down and appreciate the little things. My ‘Grandma Day’ each week is non-negotiable!”

Part of their time together as family includes helping local charities, and with most, the family has a personal connection.

“My son received a scholarship from the Bonfield Express Foundation when he was a senior in high school,” she explains by way of example, “So we make it a goal to take part in their Thanksgiving 5K run every year.”

Kim’s real estate group also supports community organizations by participating in a charitable event every quarter. Recently,

they held a food drive to support the Downers Grove Fish Pantry and collected over 1,500 pounds of food. Up next, the team will host a back-to-school supply drive and an ice cream social event for District 58.

“I truly believe that being kind and building relationships, both in my family and with my clients, is what is most important in life,” says Kim. “When it comes to real estate, transactions come when relationships are nurtured. ‘Nobody cares how much you know until they know how much you care.’”¹

¹ This quote is attributed to President Theodore Roosevelt.

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LORI JOHANNESON

▶▶ REALTOR® feature
By Lauren Young
Photos by AbiV Photography



Soul-Searching MBA Found Her Purpose in Real Estate

“I’ve found that if you want to be successful in anything, you need to have passion and to work hard toward your goals,” says Lori Johanneson, licensed REALTOR® with @properties in Naperville.

Helping others has been Lori’s passion and the source of her internal drive as far back as she can remember. After spending years in the corporate world, that same dedication and ambition drove Lori to pursue a career in real estate.

“I know it gets said by many, but I genuinely love helping people,” says Lori. “As a REALTOR®, I get to do that every day, and I find it is one of the most meaningful things I can do as a person.”

Lori attended Bradley University in Illinois, graduated with a business management degree, and started her career with the HR consulting company, Hewitt Associates. While there, she earned her MBA from the Keller Graduate School of Management with a focus on strategy and negotiations. But after seven years in the corporate world and now having her MBA in hand, she was ready for a change and to do something she was passionate about.

“I finally found that the corporate world was not the right fit for me,” she says. “So I did a lot of soul-searching for a career path where I could rekindle my purpose of helping people.”

“Selling a home is one of the most intimate financial decisions people can make,” she explains. “During our own home-purchase experience, I realized that I wanted to accompany others through that process. Plus, the idea of continuous education to keep up on the latest market trends and better myself was really appealing to me.”

“When we were buying, I just wanted someone knowledgeable and patient to help explain each step,” she adds. “I’m happy I can be that person for others.”

Leaving the corporate world behind, Lori obtained her real estate license and carefully considered her next place of work. Consistent with her reputation for thoroughness, Lori

interviewed at every local brokerage to find the best fit. She joined Keller Williams and after several years of learning the ropes with some of their top agents, she decided to join @properties and begin building a team of her own.

“Though I initially started out my real estate journey with zero connections, I quickly jumped into a lot of local volunteer activities,” says Lori. “I’m always looking for ways to give back to the community and meet people along the way. It’s through those connections that my real estate business not only became successful in the early days but also continues to grow to this day.”

Nearly twenty years later, Lori’s continual recognition and growing network is impressive. Last year alone, her total sales volume topped \$20 million. ...



@properties



I KNOW IT GETS SAID BY MANY, BUT I GENUINELY LOVE HELPING PEOPLE,” SAYS LORI. “AS A REALTOR®, I GET TO DO THAT EVERY DAY, AND I FIND IT IS ONE OF THE MOST MEANINGFUL THINGS I CAN DO AS A PERSON.”

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Around Naperville, you can find Lori involved with many charities that focus on caring for people in need. She has provided Thanksgiving desserts at the Hesed House, supported gifts given to the Bike Bald Group, and supported the Ronald McDonald House.

In their downtime, Lori and her husband, Christopher, enjoy spending time with their daughters, Julia and

Amelia. “Julia has been dancing since she could stand, and she dances competitively with Steps Dance Studio,” says Lori. “Amelia is still looking for her favorite thing. Right now, she is trying out volleyball and swimming.”

Lori is also an accomplished athlete. She trains regularly and participates in triathlons with her friends. All that time spent in the water has Lori

dreaming of finding a future lake house. But for now, Lori’s focus is on fulfilling her purpose of helping others, particularly in real estate.

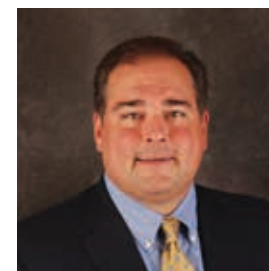
“I’m always looking to use my experience and knowledge to help people,” Lori says. “Whether it’s my clients or my team members who will take over for me when I’m too old to be selling houses.”

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Janelle Iaccino

with Rose Pest Solutions

Spider Girl and Her Team of Bug Girls Are Hunting Down Pests

The rumors are true. During her senior year of high school, Janelle Iaccino definitely kept a tarantula in her locker. This self-described goth-girl-turned-bug-girl is changing the game when it comes to women in the pest control industry, and she's creating a lot of, excuse the pun, buzz.

Janelle is the marketing director at Rose Pest Solutions, America's first documented pest control company, which was founded back in 1860. The company protects homes, businesses, food sources, and the environment from pest-related threats. Whether you're dealing with ants, termites, mice, rats, bed bugs, stink bugs, mosquitos, or dozens of other common pests, Janelle and the team at Rose Pest Solutions can help.

"Our customers' health is our number one priority," notes Janelle. "We offer family- and pet-friendly solutions and are very focused on education. We host free seminars on how to overcome any pest problem and pride ourselves on educating, engaging, and empowering people in all walks of life."

...



▶▶ partner spotlight

By Jennifer Mitchell
Photos by AbiV Photography

•••

Back in 2005, Janelle was hired to answer the phones and dispatch small teams of technicians. At the time, she anticipated the job wouldn't last longer than the summer, but sixteen years later, she's become the bug girl.

"In a lot of ways, it fits," claims Janelle. "My high school classmates would probably tell you that I was the weird girl with the spider in her locker, so working for a pest control company tracks with that. I love being a part of this team and I've been lucky enough to grow the marketing department into a team of three bug girls!"

Since she first started, the landscape of marketing has changed significantly. Gone are the days of placing an ad in the phonebook and hoping it works. Janelle and her team spend months diving into gobs of data and analytics to really learn about their customers and make smart decisions when it comes to planning marketing tactics. Thanks to their hard work, Rose Pest Solutions has been pandemic-proof over the last eighteen months.

But Janelle and the bug girls are tasked with more than marketing pest control services. The most rewarding work has been instances where Janelle was able to envision an idea for a community outreach program, work with partners and colleagues, and bring those ideas to life. One such idea was a reading program she created with Northwestern University Wildcats men's basketball team called Books for Buckets.

"As a kid, I was in the Book IT! program where you'd get a sticker for every book read," recalls Janelle. "The sticker would go on a holographic button and once you filled up the button, you could trade it in for a personal pan pizza at Pizza Hut. It was so awesome, and it was the inspiration behind the Books for Buckets program. Our partners at Northwestern loved it, and we got



Chick-fil-A and Culver's on board. Books for Buckets is now in its third season and involves more kids than ever before."

However, Janelle didn't stop there. Feeling that the pest control industry could use more girl power, she joined forces with the Girl Scouts of the USA as an official STEM partner. Janelle and her bug girls help troops throughout Chicagoland, Northwest Indiana, and Northern Illinois earn badges for bugs, nature, pollinators, gardening, and citizen science.

It was during her own memorable experience as a Girl Scout that Janelle developed a love for crafts and the arts. When she's not bugging out, she works as a visual artist, a multi-instrument recording artist, and she runs an apothecary business, Lady J Apothecary. In 2004, she performed a live painting of the Chicago skyline in O'Hare Airport's Terminal 5. The piece is six by four-and-a-half feet in size and is currently hanging in Janelle's living room.



A copy of the live painting of the Chicago skyline Janelle did in O'Hare Airport's Terminal 5. The piece is six by four-and-a-half feet in size and is currently hanging in Janelle's living room.



“My high school classmates would probably tell you that I was the weird girl with the spider in her locker, so working for a pest control company tracks with that.”

"The live painting was such a cool experience," states Janelle. "It took me about eight hours to complete, and I was painting with live musical accompaniment. The airport was being renovated at the time and I didn't want the piece to get lost in a storage closet, so I took it home with me. It barely fit through the elevator doors."

When she has the time to step away, Janelle loves spending time with her brother, his wife, and their kids at their farm in DeKalb, Illinois. There, the family has a massive garden where they grow tomatoes, berries, grapes, and other vegetables, which they use to make homemade sauce, wine, and other foods popular in their Italian heritage. "We make all things Italian, just like Nonno taught us."

And at the end of the day, that's when Janelle is happiest—when she's creating things that can make a positive impact on someone else's life. Well, that and when she's hiding tarantulas in her locker.

To reach Janelle and the bug girls to find out about their next community outreach idea, or to learn more about the services and seminars Rose Pest Solutions provides its clients and the public, visit their website rosepestcontrol.com or call 1-800-GOT-PESTS?

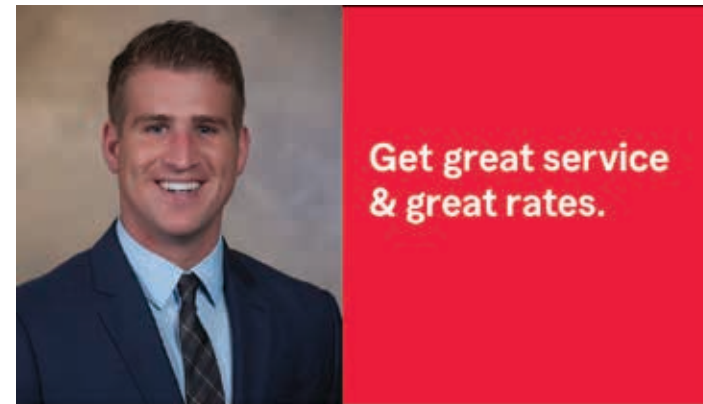
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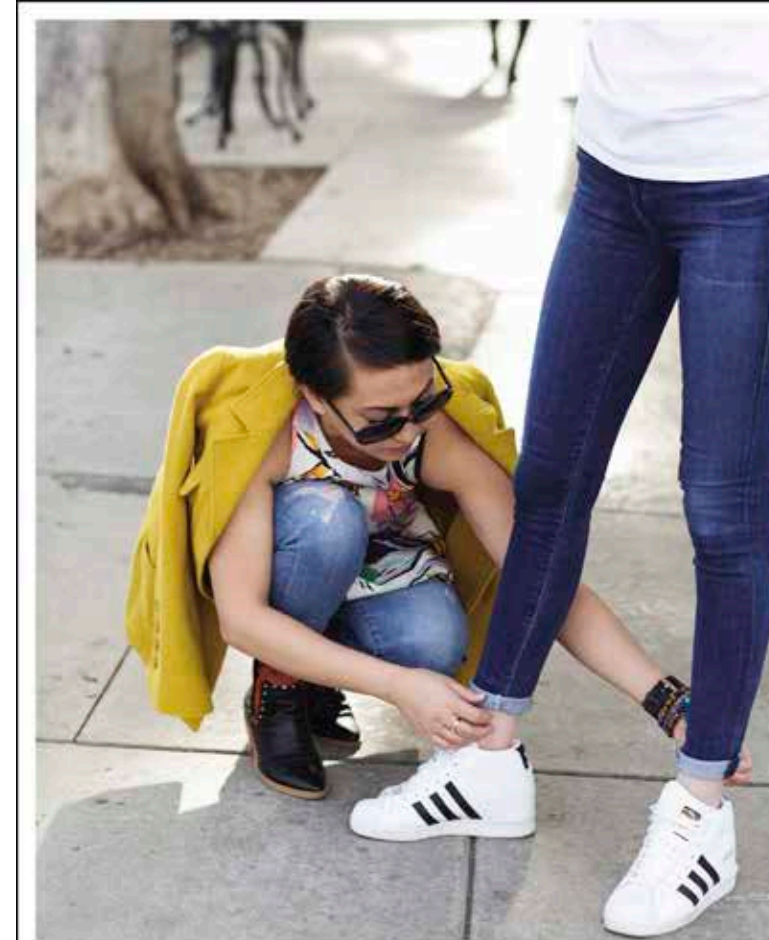
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CAN'T STOP, WON'T STOP: SERIAL ENTREPRENEUR FINDS A HOME IN REAL ESTATE

"After school, I entered the business world through a baptism-by-fire type of experience," says Trevor Pauling, agent at John Green REALTOR® in Naperville. "I started with my family's business and got some really great experiences that I took to future ventures."

Trevor is a proud, third-generation Naperville native (the family home sat on the corner of Julian Street and Prairie Avenue). He and his family members all attended Highlands Elementary and Naperville Central High School (then Naperville High), and Trevor's daughters will attend NCHS too.

He grew up in a close-knit family of entrepreneurs: his grandfather started a printing business (it was located on Spring Street in the area now called Naperville Station) that Trevor's father grew and expanded. Over the years, multiple generations of family members have worked there. Hard work was instilled in Trevor from childhood.

"At a young age, they had me packing orders," says Trevor. "I'd work in the warehouse and did odd jobs here and there to help everyone out. In a family-owned business environment, you had to learn quickly how to work effectively while wearing many hats."

A competitive spirit with athletic talent, Trevor played AAU basketball in his youth and won three state titles. That inner drive to succeed has helped him stay motivated throughout his entrepreneurial careers, but especially, he says, while working in his family's business. After experiencing many of the different roles and responsibilities at the printing company, Trevor went on to manage the e-commerce and marketing departments until 2009, when he left to start his own business.

"I started my own venture called Healthy Vending Solutions," says Trevor. "The concept was to provide higher-quality offerings in vending machines and allow for electronic forms of payment (which is now standard in the vending industry). We had a very thoughtful lineup of foods and beverages that were much healthier than your standard vending-machine products."

By the time he was thirty years old, Trevor had scaled the business up such that it was operating across the Chicagoland area. Taking a page from his past experience, he was doing everything, including filling the machines. Around this time, friend and John Green REALTOR® Troy Cooper, started to tease him that a career in real estate was "better than putting Pirate's Booty® and Cliff Bars® into vending machines."

"Troy was very influential in why I switched to real estate," explains



Trevor with his family. Photo credit: Pasos Photography

Trevor, "Because [he knew] I wanted to be directly rewarded for the hard work that I do, and real estate delivers that."

...

Troy continued to tease Trevor about vending after his first year when he sold over \$7 million in volume and won the Rookie of the Year award at John Greene REALTOR®. A few tough years followed due to the Great Recession, but Trevor “got the machine humming again” with builders, new construction, land acquisition, and development. As he puts it, “New construction exploded as we came out of the downturn and has been on fire ever since,” and it’s a very strong part of his current real estate business.

In the nine years since Trevor transitioned from vending machines to real estate, he has surpassed \$100 million in career sales volume. During that time, he’s learned more lessons than he can list. But he’s still trying to learn how to take a break.

“I have not really figured out how to relax yet,” laughs Trevor. “I have full-blown ADD, which is both a gift and a curse: I can do seven different things at once, which makes me very productive and successful in day-to-day business, but it also means I struggle to stop working and unwind.”

If a cell phone is within reach, he prides himself on his immediate responsiveness. When Trevor does take vacations, he will try to stay busy with activities (he does love deep sea fishing, ziplining, and hiking), or force himself to drink Coronas® by the pool. (That said, after twenty years, he has figured out how to relax at the spa—an avid believer of “you have to keep your nails fresh” regarding good grooming, Trevor isn’t shy about his manicures.) After just a little time, however, he will find himself back on the phone closing deals again.

“IT’S YOUR PERSONALITY AND DRIVE THAT PEOPLE ARE ATTRACTED TO.”

In his rare downtime, you might find Trevor in downtown Naperville with his wife, Cassandra, and their two wonderful daughters, Emily and Madilyn. Together they enjoy taking walks, shopping, and eating at local Naperville and downtown Chicago restaurants (especially Hugo’s, Allegory, and Santo Cielo; the Athenian Room and Mario’s Italian Ice, respectively), and being tourists in their own city. They also frequent the DuPage River Trail on their bikes. In his spare time, Trevor is always on the hunt for great aged Bourbons and the history of this spirit.

Looking forward, Trevor’s goal is to ultimately retire from full-time real estate agent duties by age fifty. Trevor and Cassandra regularly purchase investment properties for future income, including home flips, rentals, land, and development properties. Trevor also represents several high-net-worth, seasoned real estate investors as well as established luxury home builders in the western suburbs, and he personally invests in projects he finds worthwhile.

“If I could give any advice to my fellow or future REALTORS® it would be to believe in yourself and believe in you as your brand,” he says. “It’s your personality and drive that people are attracted to.”



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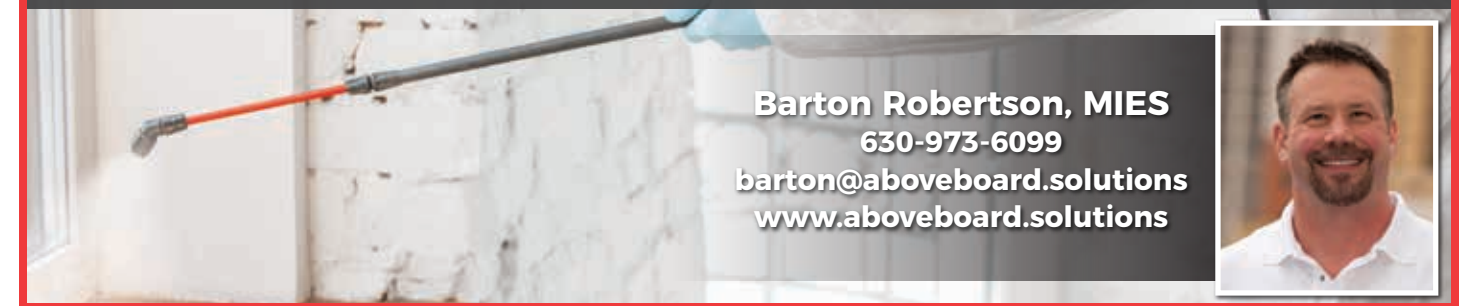
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