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Partner Spotlight:

The Hechtman Group Ltd

Making a Difference:

The Dole

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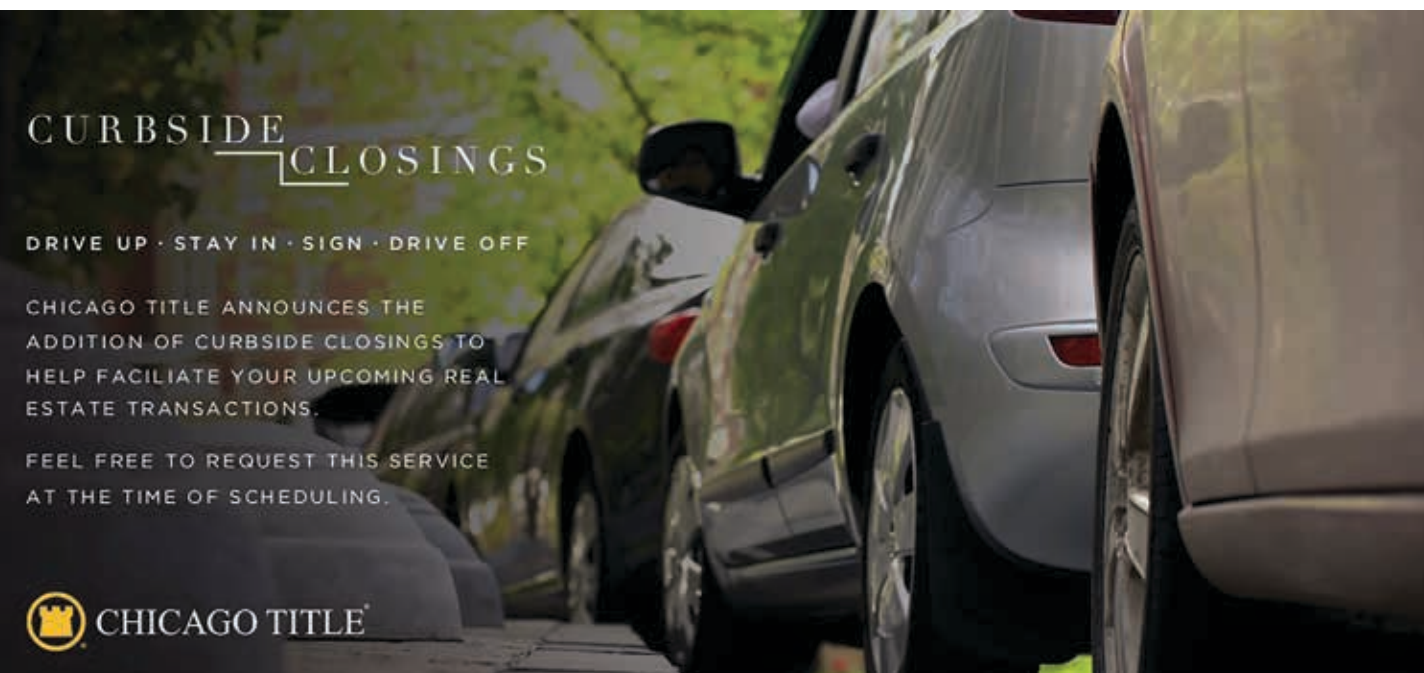
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PUBLISHER'S NOTE

As a child, I remember frequently going back to my grandparents' house in Missouri during the summer. It was quite the change of scenery being from Southern California and traveling back to the Midwest. As I reminisce, the humidity, the incessant chanting of locusts during the evening, and my brothers and I poking holes in the lids of jars trying to keep the fireflies alive that we captured the night before all come to mind.

It's ironic how life comes full circle because we just got back from a family vacation and had the chance to visit both sides of our family. My wife's family lives in Northern California, and my immediate family still lives in Southern California. It is a joy to sit and watch our kids just be kids! Playing with their cousins from sunup until sundown without any obligations of school, sports, park district classes, or anything that remotely resembles a schedule.

I think we all strive to get to a point in life where we are not bound by external circumstances. We want to play from sunrise to sunset without having anyone telling us that it's bedtime. The concept of freedom later in life is what fuels us in our current occupations. As the summer comes to a close, my challenge to you is to enjoy it. Conjure some of those feelings of nostalgia from your youth that made you forget about your calendar!



Andy Burton

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BETH REPTA

Getting Down to the Business of Life

►► cover story

By **Chris Menezes**
Photos by **Elliot Powell**

As a working mother of two and top-producing real estate agent, Beth Repta doesn't get much "down time." In fact, she's accepted the fact that she may never learn how to relax. And she's okay with that. She is on a mission to get the most out of her life—as a present and loving mother, and as a killer businesswoman.

To dominate in life and business has been Beth's mission since she was a kid, growing up in Lake County. This was modeled for her by her father, who worked a full-time construction job and then came home to work on turning their family's old cottage home into a house for six, while everyone was still living in it.

"That work ethic was instilled in me and never left," Beth says.

In addition to her incredible work ethic and unrelenting drive, Beth was hardwired for business. She's always had a love for business, whether it came to presentations, marketing, analyzing numbers, etc. In fact, her nickname in high school and after college was "Business Beth." She even had her company name—B. Boerman & Associates, her corporate name today—picked out by the time she was 18 years old.

...



...

Beth's business venture before becoming a real estate agent was with Walgreens Corporate, where she worked as a real estate analyst. "It was a super cool job," she recalls. "We were scouting locations for new Walgreens retail stores during a time when they were opening new stores every 19 hours!"

Her work as a real estate analyst for Walgreens naturally led to Beth

obtaining her real estate license. She started her own business in 2006. As a business enthusiast, Beth admits to being distracted by the "shiny objects" one could spend their money on when getting started. Looking back, however, she says you don't need a lot to get started in real estate. "You just need a database, a phone, and a voice. Anything else is just noise," she explains.

Sixteen years later, Beth's primary focus in real estate today involves "loving on" her database. She emphasizes the fact that real estate is a relationship business. "If you are not in touch with the people that like you, know you, and trust you, then it's going to be a hard road. Just love on your people," she says.

For Beth, business became even more fulfilling when her kids, Ava (12) and Mason (10) began learning it from her. Mason now

...



“My evaluation of my **SUCCESS** will 100% depend on **HOW MY KIDS DESCRIBE ME** when they get older...”

•••

asks her about home sale contingencies and taxes. She is constantly amazed by what they absorb by watching her, and that continues to motivate her today. “My [evaluation of my] success will 100% depend on how my kids describe me when they get older,” she says.

On those days when motivation is a bit harder for Beth to summon, she says she gives herself a set amount of time to just do nothing and let her mind wander. But of course, time is a precious commodity to Beth these days, so when that timer goes off, she gets back up and gets right back at it. Beth loves what she does so much that she says whether she is working or with her family, she is getting filled.

Among her favorite things to do is to hit the town with her kids. They love hanging out, grabbing burgers at Tracks in Cary or an amazing meal at 1776 Restaurant, and watching the wakeboarders at the Quarry Cable Park. The farmers market at the Dole Mansion in Crystal Lake is another favorite destination, along with the walking trails there, where she can enjoy the land, the peace, and the quiet.

Indeed, Beth loves her community. She is extremely proud of the charities she’s been able to support—incredible organizations like Big Brothers Big Sisters of America, Service League of Crystal Lake, CASA, Cary-Grove Youth Baseball & Softball, Cary Junior Trojans, and others.

As Beth continues pouring all of herself into her kids, her business, and her community, she will continue to be filled each day, no matter the amount of energy the day may take, and will be a shining example others will strive to emulate.



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By Chris Menezes
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JIM HECHTMAN

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Jim Hechtman and The Hechtman Group are much more than accountants. They use numbers to tell stories, spark conversation and solve problems for people, businesses and the real estate industry. They are consultants and facilitators of growth, both financially and relationally. Indeed, they are not your typical accountants.

“We don’t just put numbers in boxes,” Jim explains. “We practice relationship-based accounting and taxes, with a specialization in real estate. We find out what the client needs and what their goals are; we follow market trends and city, state and federal laws. We combine all of these objectives and work with the client to establish the plan to meet those goals. Accounting and taxes are the by-products of the relationship we have, not the focal point of it.”

In many ways, only someone like Jim Hechtman could have built an accounting business like The Hechtman Group. Jim grew up in Wilmette, roughly one-half mile from where his current office is located. As a kid, he was interested in everything and asked a lot of questions. His thirst for knowledge, and to understand how things worked, made him a rather good listener and conversationalist and helped shape his analytic mind. Jim’s father was an accountant, which further cultivated his propensity for business.

Jim pursued a degree in business at the University of Michigan and got his first job working for a large accounting firm. Being the lowest man on the totem pole of a numbers-driven company, however, gave Jim a bad taste for the industry. Plus, he says everyone at the firm was mean to each other — everyone except for him and his future wife, Tricia, that is, whom he first met at the firm and shared office space with.

Wanting to focus his energy more on working with people, Jim resolved to leave the accounting

profession altogether in 1993 and pursue a degree in psychology. Before he could start down that path, however, Jim’s father left his firm as well and convinced him to open their own firm together. Thus, The Hechtman Group was formed.

“I realized that in working with small businesses, I got to work with numbers as well as practice some business and financial psychology basics, so it was the best of both worlds,” Jim explains. “You get to have personal relationships with business owners and help them improve their financial outlook from both a personal and business perspective.”

While that has been the defining quality of The Hechtman Group from the beginning, Jim says he has seen the industry as a whole begin to lean more in that direction. “We’ve seen the profession be much more consultative rather than just focused on the job they are asked to do,” he explains. “Clients are starting to realize they can ask a variety of questions about their business or personal finances, which we’ve always embraced. Because if we don’t have the answer for them, we have a ton of resources to connect or refer them to that can provide the solutions they seek.”





“

WE HAVE FOUND THAT HAPPY EMPLOYEES WORK HARD TO KEEP CLIENTS HAPPY.”

days, I feel like we are more family than fellow employees,” he says. “We have found that happy employees work hard to keep clients happy.”

Family really is everything to Jim. He, Tricia and their two kids, Owen and Emmitt, are a Chicago Cubs family and have made attending the season opener a family tradition for the past 12 years, whether in the cold, rain or sunshine. When Jim isn't spending time with his family or working, he enjoys golfing and entertaining their new puppy, Maui, who is 8 months old and “85 pounds of energy.”



Enjoying a Cubs game

“We are looking for a mutual relationship with our clients,” Jim emphasizes. “Someone who wants to invest time and energy with us. We believe that when both the client and The Hechtman Group mutually invest time and energy, both parties come out with the best results.”

TO EXPERIENCE THE FAMILY-CENTRIC QUALITY OF THE HECHTMAN GROUP LTD OR TO LEARN MORE ABOUT THE COMPANY, VISIT WWW.THEHECHTMANGROUP.COM.

Jim especially enjoys working with real estate agents, as they tend to share the same philosophies on life and business, being more people and relationship-driven. When it comes to working with real estate agents, Jim says that his team can help them run their business and financial lives more efficiently and effectively. “It’s substantially easier to create a structure and manage your business within it, that is, while you’re working,

versus trying to figure out how you are doing after the fact,” he says.

The people component of business is not just reserved for clients at The Hechtman Group either. Having established the business as a family business, Jim has maintained its feel as an employee and family centric organization, even though it has grown and continues to see tremendous growth as a company. “Most



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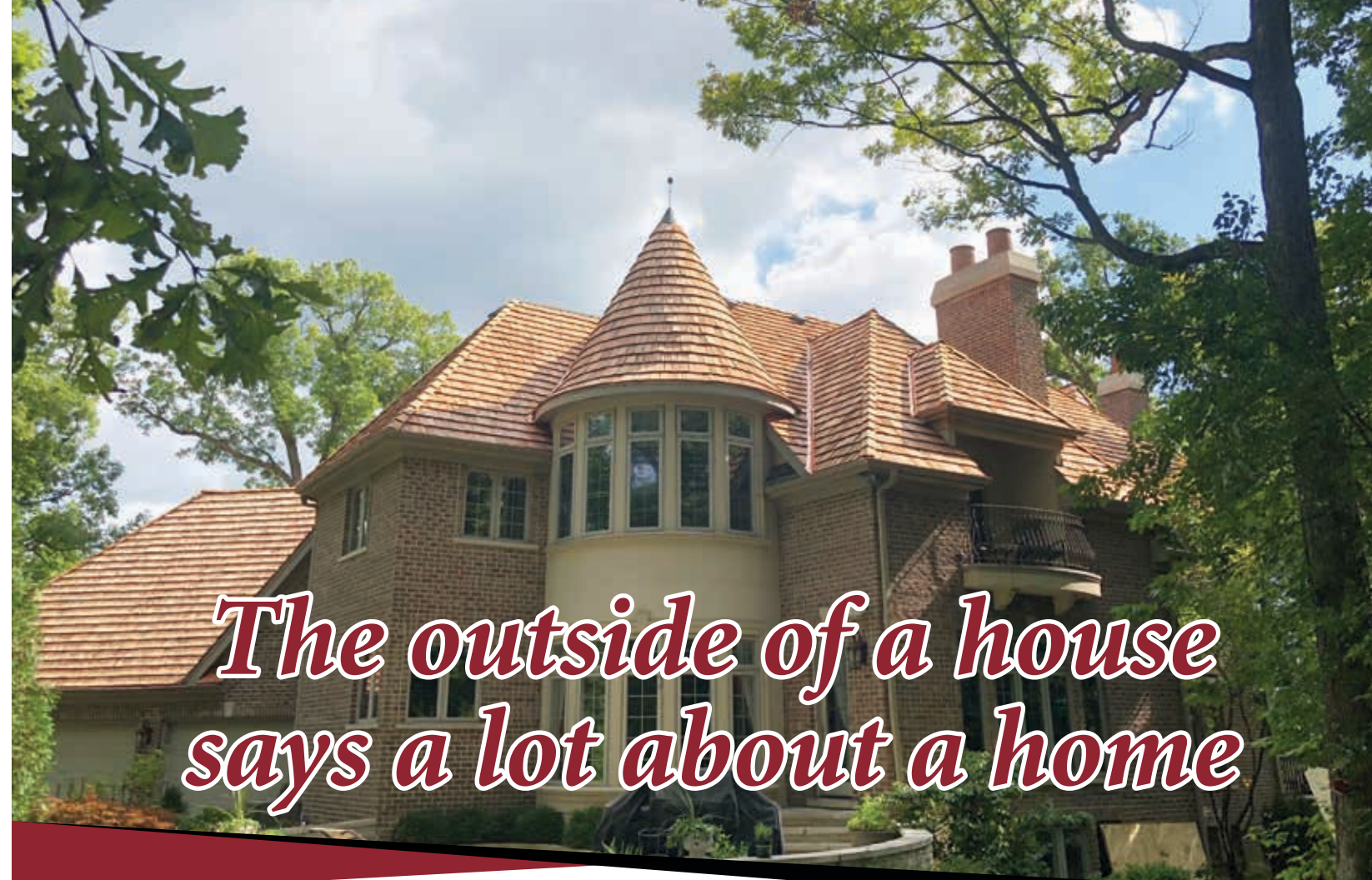
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Michelle
Gassensmith

Community Care in Crystal Lake

▶ agent feature

By **Laura Zickert**
Photos by **Joe Castello**

Michelle Gassensmith and her team, the Gassensmith Group at Compass in Crystal Lake, bring a combined 55 years of experience to the table. “Clients and real estate partners can trust our team to be an ethical, honest and hardworking team of agents,” says Michelle.

Michelle grew up in McHenry, IL, but has called Crystal Lake home for over 26 years. Like many, she didn’t start out in real estate. She worked at AT&T for 15 years, working in various levels of management. She eventually became an account executive for high-end clients both in the United States and abroad. She did not go to college but says, “AT&T was my college education. [There] I learned business skills that have guided me throughout my life and the choices I make in my business. I had some incredible mentors who took a very young lady under their wings and taught me how to be the best businessperson I could be. It was quite the gift to work there for 15 years.”

But when Michelle went on maternity leave with her second son, she found out she was eligible for an early retirement package. “[My husband, Steven, and I] made the decision to downsize our life — to sell our dream home and cut our expenses so that I could take the early retirement package and be a stay-at-home mom.”

While being a stay-at-home mom, Michelle found it hard to sit still. She headed up committees at her son’s private school, sat on school boards, and did some consulting work with a previous VP at AT&T who started his own business. She also worked as an assistant for a friend who’d started his own commercial real estate business. And that was it. “It piqued my interest, and I decided to acquire my real estate license. I loved the idea of working with people to help them find their dream homes, empty nester homes, etc.,” states Michelle. Although in the years since Michelle decided to do more residential real estate than commercial, she says, “I still work in both arenas.”





Michelle and her team at Aroma, a local coffee shop (from the left: Lisa Anders, Erin Matthews, Mia Kramer, Michelle Gassensmith, Angel Collins, Logan Jones — missing new team member Zach Bellizzi)

“

I truly believe that at this point, we have a great team of people that are on the same path of what they want from their lives and businesses.”

Michelle has built a successful career and a successful team. She says, “I truly believe that at this point, we have a great team of people that are on the same path of what they want from their lives and businesses.” One of those things is the importance of taking time off — a good work-life balance. “I believe that we [agents] work so hard that when we do take time off, we should take time off. So often through the years, most of us can’t do that — we go on vacation, but we are never truly fully on vacation,” she observes. “‘Family first’ is my motto. As is ‘Take time away to rejuvenate.’ Doing this allows us to better serve our community,” says Michelle.

And giving back to the community is important to Michelle and the team members of the Gassensmith Group. “Each team member has their own personal [favorite] charities and organizations that we try to assist in some way,” she explains. This year, the Gassensmith Group is supporting the historic Dole Mansion in Crystal Lake and is planning multiple events throughout the year in partnership with them.





Michelle with Garrett and Rachana in Chicago just after they got engaged

...

The Gassensmiths have two sons: Garrett and his girlfriend, Rachana, are engaged. Grant and his wife, Tressa, live in New Orleans. The family loves to spend time together and are self-proclaimed foodies. “We all enjoy cooking, creating dishes and sharing them with each other, friends and family,” she says. “We’ve been visiting the Chicago Michelin Bib Gourmand List with our oldest son for a few years, which has allowed us to experience a multitude of wonderful cuisines.”

Michelle and Steve love to travel, too, especially to Florida to visit friends and to New Orleans to visit Grant and Tressa. The couple takes a yearly trip to Mexico, too. Michelle also loves reading and taking walks.

Michelle is looking forward to growing her team as she continues to grow her business. She’s been a REALTOR® for over 17 years, but the magic hasn’t worn off at all. She says, “Helping sellers to prepare for the next step in their journey — whether that’s finding a larger house, downsizing, or moving to



Michelle and family while in Jamaica

another state ... It is rewarding to walk beside both sellers and buyers during one of the biggest purchases and transactions that most will ever make in their lives.”

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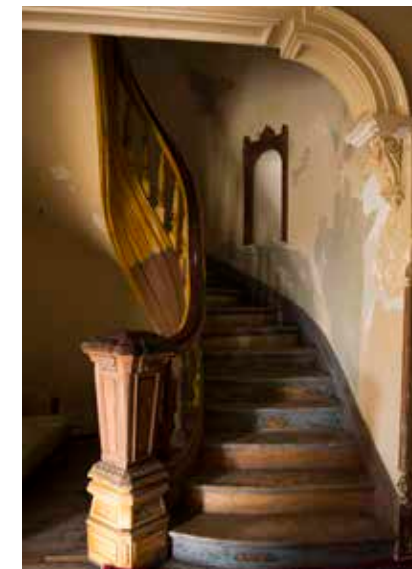
By Katie Bobrow



The Dole Mansion in Crystal Lake, IL, is a cultural destination and a community treasure. The mansion stands amongst towering oaks and across the waters of the lake for which the city was named. Built in 1865 by ice harvester and grain baron Charles Sydney Dole, the mansion embodies a time of grandeur and luxury. In the 157 years since European architects and artisans first erected the luxurious summer home, the mansion has been “home” to many endeavors — from a country club to a school to a church to its current life as a nonprofit community art center and gathering place.

The invention of refrigeration saw to the end of ice harvesting, and the Dole family left Crystal Lake. After a very brief occupancy by another family, the mansion stood vacant until 1922, when Eliza “Lou” Ringling (widow of circus mogul Al Ringling) purchased the mansion and the surrounding 1,000 acres. A true visionary and entrepreneur, Eliza dreamed up the first Crystal Lake Country Club. Along with a group of investors, Eliza

designed and constructed a large addition to the mansion that included 44 sleeping rooms, a ballroom, a sundeck and state-of-the-art locker rooms, as well as two 18-hole golf courses, riding stables and some out-buildings. The country club reflected the grandeur of the mansion. The mansion would change hands a few more times over the years, and the property’s acreage would decrease to 12. In 2002, it became the arts park it is today, and the mansion, although aged, is still impressive.



The property is now known and referred to simply as “The Dole.” It is a historic landmark and valued treasure of the citizens of Crystal Lake and beyond, and we take pride in preserving its history and maintaining the green-space that hosts many unique experiences for our community to enjoy. Our cultural arts center features two art galleries, a professional culinary kitchen, an intimate music venue and lounge, and 40 resident-artist studios. These studios are home to photographers, painters, healing artists, musicians, writers, filmmakers, graphic artists, website designers and beauty stylists.

We host monthly art events, community gatherings, recitals, classes, concerts and much more in both the mansion and the original country club annex. In 2021 we added a Farmers Market+ to the schedule to provide the community with an opportunity to buy local produce, shop small and support local businesses.

This summer is jam-packed at The Dole! Come to the front lawn on Thursdays for Music Under the Trees — Aug. 4, Aug. 18 and Sept. 22, from

6 to 9 p.m. Come on the fourth Friday of every month for Art Shows, which are held in the historic mansion from 6 p.m. to 9 p.m. Or come shop and sip at the Farmers Market+, which takes place every Sunday from 10 a.m. to 2 p.m. through to Oct. 30th.

The Dole truly is a destination for the whole family this summer!

The Dole connects people with the arts, music, history, education and each other. As a 501(c)(3) charity,





...

we are grateful to all who attend our community events. The revenue raised from the concerts, markets, fests and other events contributes to our mission of preserving the property. It is important to us that we continue to be a place of connection and that we honor our history while forging The Dole's future. We would not be able to fulfill this mission without the help of our generous donors and sponsors, our wonderful volunteers and the support from our community. Without them and without you, none of what we do would be possible.

The Dole is a place to gather and connect. Our mission is to preserve and protect the mansion and its surrounding green space — to preserve this natural and historic setting for the community for years to come. As a cultural destination, The Dole provides experiences for everyone. Whether you are looking for an art show, a farmers' market, a festival or if you are interested in yesteryear or just looking for a place to sit under the trees in a beautiful setting, we hope you will join us. If our walls could talk, they would tell stories of over 100 years of people gathering together, and it is our hope that you will come and be part of the ongoing story.

All are welcome at The Dole. Art connects us. Art inspires us. Art heals us.

Ways to support and get involved at The Dole:

1. Attend an event.
2. Make a donation.
3. Join one of our volunteer teams.

For more information on ways to donate, volunteer or attend an event, visit www.thedole.org or reach out to Erin McElroy, chief relationships officer, at emcelroy@thedole.org or 815-455-8000, ext. 108. Be sure to follow The Dole on Facebook and Instagram, @thedolemansion, for up-to-date news and event details!

About the Author

Katie Bobrow is the community engagement specialist at The Dole. In her role, she builds relationships

for the foundation through volunteer opportunities and special events. Additionally, she supports fundraising efforts by promoting the mission of the property as well as sharing its history to convey the importance of individual donations and corporate sponsorship. As a creative writer, she contributes to marketing and branding, promoting the many events and storytelling to share the many aspects of The Dole to the public. She herself resides in a historic old home in downtown Crystal Lake with her husband and two sons, and she is a lifelong resident of Crystal Lake and has grown up making memories with family and friends at The Dole. She's an avid runner and this fall will participate in her first Ragnar race!





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ALYSSA PIMENTEL

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By **Chris Menezes**
Photos by **Travis Heberling**

While Alyssa Pimentel has had tremendous success in real estate since starting her career in 2019, to the point where she is now running her own team with Keller Williams North Shore West, she has essentially prepared for this moment her entire life. Many of the challenges she's had to endure in life occurred early on and took years to overcome. Yet, in the end, they cultivated the discipline, determination and authenticity necessary for her to absolutely kill it in real estate when the time came.

In many ways, Alyssa has always seen real estate as a lifestyle waiting to be embraced. She grew up in the business. She likes to say she started in real estate when her dad got licensed in 1991, when she was only 2 years old. "I grew up thinking real estate was just a way of life. I even marked my homework 'Alyssa REMAX' in kindergarten," she says, laughing.

Alyssa grew up the first of three siblings in Beach Park, IL. While they were an upper-middle-class family throughout her childhood, all that changed in 2008 when the market crashed. "My family lost



...



•••

everything,” she says. “We lost our house to foreclosure, and my college funds were depleted. I was without a home for a moment, which was weird because I grew up having everything I ever wanted.”

To top off the devastation of 2008, Alyssa’s parents got divorced that same year. Alyssa was 18 years old and dropped out of high school. She had been suffering from anxiety even before everything came tumbling down, so when her mother left after the divorce, Alyssa’s mental health took a turn for the worse. She was raising her little brother, working odd jobs just to get by and partying ... a lot.

Despite her struggles, Alyssa earned her GED at age 20, met her husband, who she immediately fell in love with, and started a family. Although she kept “moving forward” in life, her mental health remained in decline, which ultimately held her back.

“

I WAS STRATEGIZING MY LIFE AND PUSHING THROUGH THE OBSTACLES — OBSTACLES THAT USUALLY WOULD HAVE HELD ME BACK HAD I NOT PUT MY MENTAL HEALTH FIRST.”

“I never had consistent relationships and even sticking by my husband was tough after dealing with some personal abandonment issues,” she explains. “I had crippling anxiety from ages 16 to 24, and even after becoming a mom! I had postpartum depression and would pray and pray that God set



me on the right path because I knew there was something bigger for me.”

Eventually, Alyssa took matters into her own hands. She went to therapy and started to work through her anxiety. She meditated, journaled, developed her awareness and ability to focus, signed up for college classes and resolved to educate herself. Then in 2019, right before she got her real estate license, she says she felt something really change inside of her.

“It was like this inner entrepreneur that was always there inside of me was finally blooming,” she says. “I was strategizing my life and pushing through the obstacles — obstacles that usually would have held me back had I not put my mental health first.”

Having learned how to take care of herself first, Alyssa was not only ready to help others but was fully equipped to handle all the stress and anxiety a career in real estate would throw at her. She knew real estate was in her blood, and as she saw all her friends settling down and getting ready to purchase properties, she wanted to embrace the entrepreneur

she knew herself to be and be the agent who helped them.

She entered real estate and soared. Having achieved all her short-term goals these past three years in the business, Alyssa is now looking toward the future and dreaming big. While she is still working on many of her long-term goals, she would like to see her family join her in the business someday, whether as real estate attorneys or investors.

Alyssa and her husband, Andrew, have three children, Andrew Jr., Arabella Rose and Abel Samuel; a dog named Gus; a fish named Tom; and a one-eyed cat named Sasha. They adopted Gus and Sasha from Orphans of the Storm animal shelter in Deerfield, IL, which they love to support, in addition to Compassion International, an organization that aids children living in poverty. Alyssa has a big heart for kids and animals who have been abandoned.

In her free time, Alyssa loves to go to the beach in Winthrop Harbor, get food at Anastasia’s in Waukegan (especially their wings) and could



talk to anyone about pretty much anything (although she could literally talk about real estate all day). She is also a Selena fan and even has a huge tattoo of the singer on her arm. She actually has over 100 tattoos.

When it comes to her business, however, Alyssa is passionate about growing her team and helping other agents overcome their own obstacles — to not just find financial success, but to find joy and fulfillment in their careers and lives.

“This job is stressful, life is stressful, and I only want people to take it easy,” she says. “I want agents to know you can be yourself and be successful. You have to be yourself. There is no ‘REALTOR®’ aesthetic. We are not machines. We are people. Just focus on educating yourself in this market so that your clients trust you. Don’t focus on how you might appear. Put your mental health first and try your best every single day. Because it adds up. Trust me.”



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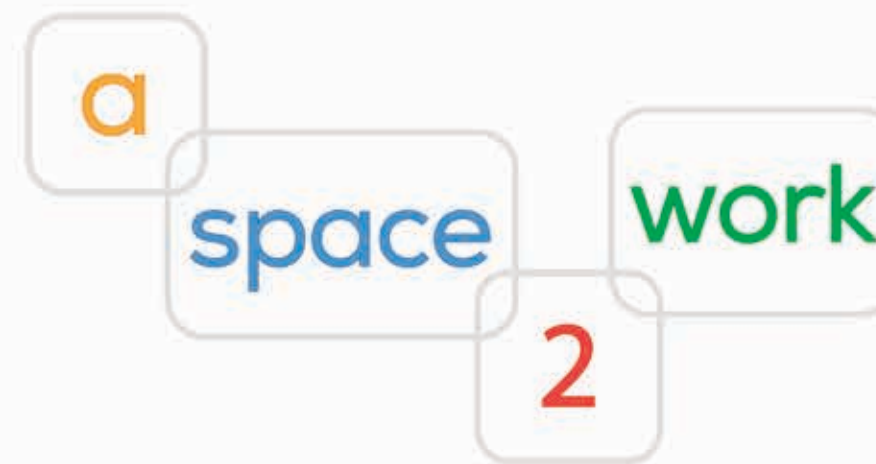
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Teams and Individuals from January 1, 2022 to June 30, 2022.

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1	Jena	Radnay	20	\$46,194,600	14	\$30,493,000	34	\$76,687,600
2	Paige	Dooley	14.5	\$25,935,304	19.5	\$37,115,525	34	\$63,050,829
3	Connie	Dornan	28.5	\$24,094,597	19	\$22,713,288	47.5	\$46,807,884
4	Jane	Lee	37.5	\$27,438,700	23.5	\$18,080,160	61	\$45,518,860
5	Pam	Macpherson	19.5	\$25,766,000	15	\$10,799,975	34.5	\$36,565,975
6	Joanne	Hudson	11	\$21,683,525	6.5	\$9,764,500	17.5	\$31,448,025
7	Anne	Dubray	22	\$19,753,000	15	\$10,380,500	37	\$30,133,500
8	Ann	Lyon	9	\$23,225,000	6	\$5,177,500	15	\$28,402,500
9	Laura	Fitzpatrick	11	\$11,405,000	13	\$16,828,400	24	\$28,233,400
10	Susan	Maman	7	\$11,846,921	6.5	\$12,172,500	13.5	\$24,019,421
11	Michael	Thomas	16.5	\$9,266,000	21	\$13,543,900	37.5	\$22,809,900
12	Megan	Mawicke Bradley	7.5	\$12,500,936	6	\$10,051,000	13.5	\$22,551,936
13	Andra	O'Neill	13.5	\$16,287,500	5	\$6,160,000	18.5	\$22,447,500
14	Kathryn	Mangel	6	\$14,117,500	3	\$7,200,000	9	\$21,317,500
15	Andrew	Mrowiec	8	\$12,777,260	4	\$8,260,291	12	\$21,037,550
16	Alissa	McNicholas	6	\$11,800,500	4.5	\$9,023,250	10.5	\$20,823,750
17	Honore	Fru mentino	12.5	\$11,054,950	13	\$9,586,150	25.5	\$20,641,100
18	Lori	Neuschel	6	\$7,400,000	9	\$12,785,000	15	\$20,185,000
19	Margie	Brooks	8	\$8,333,500	13.5	\$11,621,500	21.5	\$19,955,000
20	Missy	Jerfita	15.5	\$16,683,810	4	\$3,259,000	19.5	\$19,942,810
21	Karen	Arenson	6.5	\$14,702,000	3	\$4,950,000	9.5	\$19,652,000
22	Milena	Birov	4.5	\$14,715,000	1	\$4,825,000	5.5	\$19,540,000
23	Jacqueline	Lotzof	5	\$3,970,000	18	\$15,163,000	23	\$19,133,000
24	Annie	Flanagan	2	\$3,644,166	6	\$15,259,000	8	\$18,903,166
25	Marina	Carney	8.5	\$14,527,260	2.5	\$4,170,000	11	\$18,697,260
26	Marlene	Rubenstein	3.5	\$3,291,000	14	\$15,085,824	17.5	\$18,376,824
27	Lori	Baker	6.5	\$12,223,000	3	\$5,939,250	9.5	\$18,162,250
28	Elizabeth	Jakaitis	7	\$9,025,500	4	\$8,800,000	11	\$17,825,500
29	Katharine	Hackett	4.5	\$7,387,500	7	\$10,400,500	11.5	\$17,788,000
30	Frank	Capitanini	5.5	\$9,263,500	5	\$8,310,000	10.5	\$17,573,500
31	David	Chung	4	\$6,510,750	9	\$11,039,000	13	\$17,549,750
32	Mary	Grant	4.5	\$7,166,250	8.5	\$10,155,000	13	\$17,321,250
33	Ted	Pickus	7.5	\$6,302,500	14.5	\$10,785,134	22	\$17,087,634
34	Janet	Borden	11	\$9,894,840	6	\$6,709,000	17	\$16,603,840

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Nancy	Gibson	9	\$6,493,900	13	\$9,810,932	22	\$16,304,832
36	Susan	Teper	11	\$6,397,500	14	\$9,403,400	25	\$15,800,900
37	Alan	Berlow	15.5	\$10,905,538	7	\$4,856,000	22.5	\$15,761,538
38	Beth	Wexler	11	\$7,265,500	11	\$8,185,350	22	\$15,450,850
39	Annie	Royster Lenzke	4	\$7,316,350	6	\$7,975,250	10	\$15,291,600
40	Roni	Nanini	9.5	\$7,375,500	6	\$7,187,500	15.5	\$14,563,000
41	Jackie	Mack	15.5	\$8,420,000	10	\$6,114,000	25.5	\$14,534,000
42	Katherine	Hudson	6.5	\$8,833,875	5	\$5,687,000	11.5	\$14,520,875
43	Dinny	Dwyer	6	\$11,069,600	4	\$3,446,000	10	\$14,515,600
44	Annika	Valdiserri	10	\$12,532,500	2	\$1,825,000	12	\$14,357,500
45	Carrie	Mccormick	3	\$5,360,000	7.5	\$8,978,250	10.5	\$14,338,250
46	Vittoria	Logli	10.5	\$9,979,910	5	\$4,219,000	15.5	\$14,198,910
47	Catherine	King	3	\$7,415,000	5	\$6,729,000	8	\$14,144,000
48	Lisa	Trace	6	\$7,712,000	3.5	\$6,332,788	9.5	\$14,044,788
49	James	Roth	7	\$10,866,000	4	\$3,126,954	11	\$13,992,954
50	Kimberly	Shortsle	4	\$3,920,000	10	\$10,033,375	14	\$13,953,375

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TOP 100 STANDINGS

Teams and Individuals from January 1, 2022 to June 30, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Nancy	Adelman	7.5	\$6,409,500	7	\$7,058,000	14.5	\$13,467,500
52	John	Mawicke	6.5	\$10,790,936	2	\$2,486,000	8.5	\$13,276,936
53	Shelley	Shelly	4	\$10,910,000	1	\$2,165,000	5	\$13,075,000
54	Deborah	Hepburn	10.5	\$7,989,200	6	\$5,008,000	16.5	\$12,997,200
55	Aaron	Share	8	\$6,345,600	8	\$6,602,100	16	\$12,947,700
56	Kati	Spaniak	11	\$7,731,000	5.5	\$5,007,927	16.5	\$12,738,927
57	Kathryn	Moor	1.5	\$3,749,000	5	\$8,792,000	6.5	\$12,541,000
58	Flor	Hasselbring	5.5	\$6,958,500	3	\$5,536,500	8.5	\$12,495,000
59	Kelly	Mangel	5.5	\$12,417,500	0	\$0	5.5	\$12,417,500
60	Meredith	Schreiber	8	\$6,286,500	5	\$6,047,000	13	\$12,333,500
61	Kelly	Dunn Rynes	4	\$3,724,000	5	\$8,559,000	9	\$12,283,000
62	Geoff	Brown	7.5	\$4,327,450	13.5	\$7,901,000	21	\$12,228,450
63	Brandy	Isaac	6.5	\$7,710,500	5.5	\$4,480,250	12	\$12,190,750
64	Jody	Dickstein	6.5	\$12,069,000	0	\$0	6.5	\$12,069,000
65	Dawn	Mckenna	4	\$7,711,350	3	\$4,335,250	7	\$12,046,600
66	Jeannie	Kurtzhalts	5	\$7,084,000	5	\$4,920,000	10	\$12,004,000
67	Nancy	Nugent	3	\$7,204,500	2	\$4,752,500	5	\$11,957,000
68	Audra	Casey	9	\$8,227,000	6	\$3,676,500	15	\$11,903,500
69	Allison	Silver	5	\$5,622,027	7.5	\$6,248,500	12.5	\$11,870,527
70	Maureen	O'Grady-Tuohy	10.5	\$10,267,800	3	\$1,559,900	13.5	\$11,827,700
71	Jodi	Taub	5	\$3,007,250	12	\$8,797,900	17	\$11,805,150
72	Leslie	Mcdonnell	10.5	\$7,334,949	6	\$4,420,612	16.5	\$11,755,561
73	Katherine	Harris	3	\$5,211,750	7	\$6,272,499	10	\$11,484,249
74	Jeff	Ohm	5.5	\$6,232,071	2	\$5,176,500	7.5	\$11,408,571
75	Jean	Anderson	5.5	\$8,022,000	4	\$3,366,000	9.5	\$11,388,000
76	Gloria	Matlin	5.5	\$4,749,000	6	\$6,376,000	11.5	\$11,125,000
77	Michael	Mitchell	8	\$8,068,000	2	\$3,000,000	10	\$11,068,000
78	Beth	Alberts	6	\$7,780,000	2	\$2,922,000	8	\$10,702,000
79	Linda	Levin	7	\$3,392,000	5	\$7,139,000	12	\$10,531,000
80	Lauren	Mitrick Wood	1	\$1,710,050	4.5	\$8,789,527	5.5	\$10,499,578
81	Katharine	Waddell	3	\$3,662,000	5	\$6,781,871	8	\$10,443,871
82	Mary	Summerville	8.5	\$4,285,056	7	\$6,026,900	15.5	\$10,311,956
83	Joseph	Giampa	3.5	\$5,229,428	3	\$4,946,928	6.5	\$10,176,356
84	Steven	Maher	2	\$5,895,000	1	\$4,200,000	3	\$10,095,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Altran	Payne	11	\$5,179,000	10	\$4,901,000	21	\$10,080,000
86	Karen	Mason	3	\$7,126,000	2	\$2,724,000	5	\$9,850,000
87	Karin	Zawaski	2	\$3,220,000	3	\$6,500,000	5	\$9,720,000
88	Rafay	Qamar	8	\$5,058,000	7	\$4,656,500	15	\$9,714,500
89	Emily	Destefano	5	\$6,064,016	6	\$3,600,000	11	\$9,664,016
90	Cory	Green	2	\$870,000	6	\$8,793,000	8	\$9,663,000
91	Deborah	Nilles	0	\$0	2	\$9,600,000	2	\$9,600,000
92	Alyson	Tesar	1	\$837,500	7	\$8,705,000	8	\$9,542,500
93	Deborah	Miller Cohen	5	\$2,572,500	9	\$6,960,500	14	\$9,533,000
94	Courtney	Cook	2.5	\$2,510,000	4.5	\$6,911,000	7	\$9,421,000
95	Debbie	Scully	3	\$3,060,000	5	\$6,319,000	8	\$9,379,000
96	Nathan	Freeborn	4	\$1,767,125	10	\$7,609,900	14	\$9,377,025
97	Betsy	Burke	3	\$3,904,500	4	\$5,470,500	7	\$9,375,000
98	Mona	Hellinga	5.5	\$6,958,500	3	\$2,361,500	8.5	\$9,320,000
99	Cheryl	O'Rourke	8	\$6,173,000	4	\$3,132,500	12	\$9,305,500
100	Mary	Cutler	3.5	\$2,981,500	8	\$6,291,000	11.5	\$9,272,500

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