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**A Year
In Review**
A Recap
of Features
From 2022!

Preferred Partner Spotlight
Mike Cono
First American
Home Warranty

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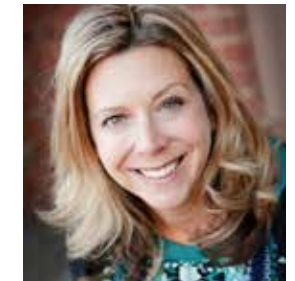
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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at Keenan.Andersen@realproducersmag.com.

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Holly Jolly Holidays!

Wishing you a wonderful holiday season filled with peace, love, and laughter. I'm so happy to be part of your team, and wish you all the best in 2023.

Happy Holidays!



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FAQs

ABOUT THIS MAGAZINE

Real Producers magazine started in Indianapolis in 2015 and is now in over 100 markets across the nation and spreading rapidly. *South Jersey Real Producers* launched in April 2021. Name a large city and we are there or will be soon!

In every market, we take the Top 500 agents, based off of the MLS production, and we build an exclusive magazine around those agents. We share their stories, successes, market trends, upcoming events — really, anything that will connect, inform and inspire, we put in the monthly publication.

We strive to inform and inspire the top producing real estate agents in the local market and connect them socially. The secondary focus is to provide an avenue for our affiliate partners to create relationships with these top performers on a level that they might not be able to achieve on their own.

Q: WHO RECEIVES SOUTH JERSEY REAL PRODUCERS MAGAZINE?

A: The top 500 agents in South Jersey. We pull the MLS numbers (by volume) from in the South Jersey area: Camden, Gloucester, Burlington and Salem Counties. Approximately 15,000 agents are licensed in this territory. We cut the list off at #500, and the distribution was born. The 2020 Top 500 cutoff is \$4.5 million. The list will reset at the end of every year and will continue to update annually.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: It's really simple — every feature you see has first been nominated. You can nominate other REALTORS®, affiliates, brokers, owners, or even yourself! Office leaders can also nominate REALTORS®. We will consider anyone brought to our attention who is in the Top 500 because we don't know everyone's story, so we need your help to learn about them.

A nomination currently looks like this: You email us at Keenan.andersen@realproducersmag.com with the subject line, "Nomination: (Name of Nominee)." Please explain why you are nominating them to be featured. It could be they have an amazing story that needs to be told — perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way, etc. The next step is an interview with us to ensure it's a good fit. If it all works out, then we put the wheels in motion for our writer to conduct an interview to write the article and for our photographers to schedule a photoshoot.

Q: WHAT DOES IT COST A REALTOR® /TEAM TO BE FEATURED?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! We are not a pay-to-play model. We share real stories of real producers.

Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a "preferred partner" in the front of the magazine is a part of this community. They will have an ad in every issue of the magazine, attend our quarterly events, and be a part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One of many of the top agents has recommended every single preferred partner you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our goal is to create a powerhouse network, not only for the best REALTORS® in the area but the best affiliates, as well, so we can grow stronger together.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: If you know and want to recommend a local business that works with top REALTORS®, please email us to let us know at Keenan.andersen@realproducersmag.com.

Cover Stories '22 In Review

“

...Success to me has never been about the number of houses I sell or how much money I make. I remind myself and others, come January 1st, we all start at zero deals. What matters most is time with family, happiness in your career, and helping others achieve their goals.

”

STEVE KEMPTON



RE/MAX Community - Williamstown
January 2022
Top Producer Cover Story
South Jersey Real Producers Magazine
Photography by: Good Vibecations

“

...you have to understand your client. You have to understand what their concerns are, what they're afraid of, and you've got to take those fears away. That's how you win people.

”

Weichert REALTORS®, Moorestown
February 2022
Top Producer Cover Story
South Jersey Real Producers Magazine
Photography by: Bria Strube Photography



JACKI & STAN SMOYER



“

I love my team... We all work hard and like to have fun while providing a fantastic, relaxed, client experience. And we are constantly moving forward and increasing volume.

”

SAM LEPORE

The Sam Lepore Group
Keller Williams Real Estate
March 2022
Top Producer Cover Story
South Jersey Real Producers Magazine
Photography by: Kellyman Real Estate Photography



“

The top of every mountain is the beginning of the next, as they say, so always keep pushing for progress and growth. But also make time for what's most important to you in your life.

”

ROB BUNIS



Evolution Realty Partners
Prime Realty Partners
 April 2022
 Top Producer Cover Story
 South Jersey Real Producers Magazine
 Photography by: Kellyman
 Real Estate Photography

“

...We absolutely love what we do, and are committed to bringing joy to other people's lives through real estate.

”

TOM SADLER & BOB KRUPA



The Sadler Krupa Realty Group
Keller Williams Realty
 June 2022
 Top Producer Cover Story
 South Jersey Real Producers Magazine
 Photography by: Steady
 Focus Productions

“

My legacy is bringing people into real estate and teaching them so they can thrive in work and their personal life through the vehicle of Real Estate.

”

TARA HENDRICKS



HomeKey Real Estate Group
Compass
 May 2022
 Top Producer Cover Story
 South Jersey Real Producers Magazine
 Photography by: Kellyman
 Real Estate Photography

“

...some of my best moments come from helping clients, developing agents into the best they can be, and managing my portfolio of investment opportunities.

”

DAREN SAUTTER



Daren Sautter Home Selling Team
Long & Foster
 July 2022
 Top Producer Cover Story
 South Jersey Real Producers Magazine
 Photography by: Kellyman
 Real Estate Photography

“

This business is exciting; you want to be available and ready for calls, leads, and clients' needs. But equally important is our own mental health; don't set yourself up to burn out. Believe it or not, your clients will understand if you let them know what to expect from you...

”

JENNEAN VEALE



Jennean Veale Team
Berkshire Hathaway
 August 2022
 Top Producers Cover Story
 South Jersey Real Producers Magazine
 Photography by: Kellyman
 Real Estate Photography

“

Agents are more effective than 'recruiters' at creating company growth because they build relationships with other agents in the marketplace...

”

MATT CURCIO



Curcio Real Estate Partners
REAL Broker
 October 2022
 Top Producer Cover Story
 South Jersey Real Producers Magazine
 Photography by: Kellyman Real Estate
 Photography

“

I'm very passionate about helping people with the biggest and most important financial decisions in their lives. I love seeing my clients raise their families in the homes I helped them buy.

”

JON COHEN



The Jon Cohen Team
Compass
 September 2022
 Top Producer Cover Story
 South Jersey Real Producers Magazine
 Photography by: Kellyman
 Real Estate Photography

“

True success is found in teaching others how to succeed along with you. I've said for years that I know I'm successful when my team is crushing it!

”

SIMIT PATEL



The Simit Patel Group
Keller Williams, Moorestown
 November 2022
 Top Producer Cover Story
 South Jersey Real Producers Magazine
 Photography by: Kellyman
 Real Estate Photography

The Gateway PROFILE

BRADLEY ZERBE

HOMETOWN:

Mount Holly, New Jersey

EXPERIENCE IN THE MORTGAGE INDUSTRY:

26 years

BEST ADVICE I'VE RECEIVED:

Success is measured not so much by the position that one has reached in life, but by the obstacles that one has overcome while trying to succeed.

MOST SATISFYING PART OF WORKING WITH CLIENTS:

I enjoy assisting clients, who never thought that they could purchase a home, attain that goal of home ownership. It's so rewarding.

HOW I'M DIFFERENT FROM OTHER LOAN OFFICERS:

I'm old school. I meet with as many clients face to face as possible to create bonds and clients for life.

LAST BOOK I READ:

The Purpose Driven Life by Rick Warren

CONTACT INFORMATION:

Bradley Zerbe, Mortgage Sales Manager

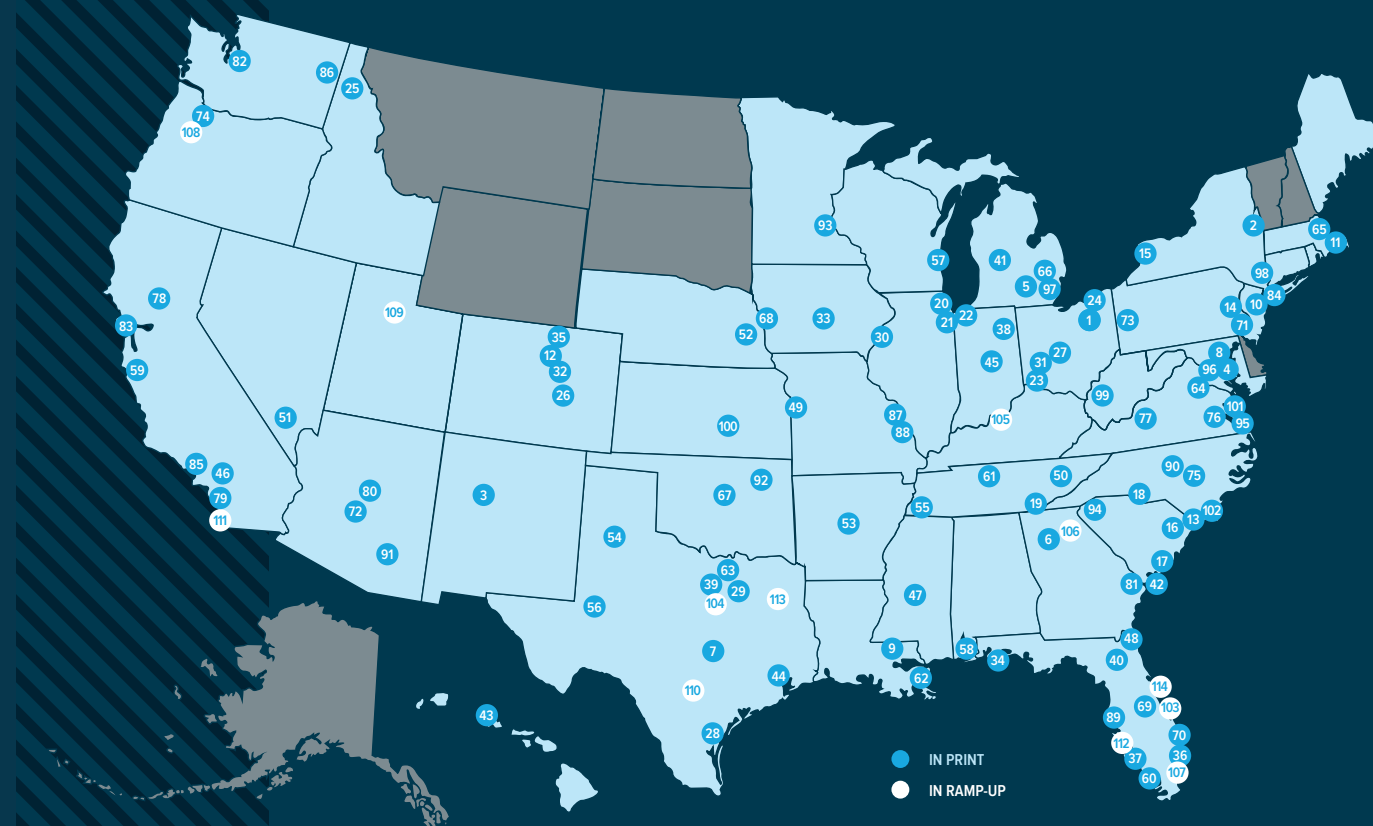
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LISA ARCANO

"Today, when a real estate crisis pops up, I'm thoroughly prepared to handle whatever it is. And I don't mind getting my hands dirty even if I have to do it in a suit and heels!"



Weichert REALTORS®, Haddonfield
January 2022
Rising Star Featured Agent
South Jersey Real Producers Magazine
Photography by: Bria Strube Photography



COLLEEN DORREGO

"I always loved helping people; the service and joy of being part of one of the biggest things in one's life. A career making new connections and learning about people from all walks of life. I've been invited to clients' weddings, baby showers, children's parties over the years."



Your Perfect Nest
Keller Williams Washinton Twp.
May 2022
Making A Difference Featured Agent
South Jersey Real Producers Magazine
Photography by: Kellyman Real Estate Photography



TOM WENGER

"This is a relatively simple business, but it is certainly not easy,"



TCS New Jersey
Keller Williams Marilton
June 2022
Agent To Watch Featured Agent
South Jersey Real Producers Magazine
Photography by: T3 Studios



PARISHAH SMITH

"I became a REALTOR® to test myself, to challenge myself to do something new. Once I started working with clients, my 'why' easily changed to 'because life is not living if it's not in the service of others.'"

Homes by Smith & Co.
Keller Williams Washington Twp.
March 2022
Rising Star Featured Agent
South Jersey Real Producers Magazine
Photography by: Kellyman Real Estate Photography



ALLIE NAGLE

“Our team runs like a family. We all have children and a deep love for our communities...”



Allison Nagle Team
RE/MAX One Realty
July 2022
Team Work Makes
The Dream Work Feature
South Jersey Real Producers Magazine
Photography by: T3 Studios



CORDELL BOYD & DANIELLE TYSON

“Cordell and I continue to evolve, both as agents and as team mentors and leaders,”



Evolution Ave Group
Brokered by eXp
October 2022
Team Work Makes The Dream Work Feature
South Jersey Real Producers Magazine



CARA CAMPOS

“I feel success now because I’m healthy, I have a beautiful family, great relationships and a business that’s thriving. For me, success is not an end goal, it’s a journey that’s always changing course.”



Campos Homes
Brokered by eXp Realty
August 2022
Agent To Watch Featured Agent
South Jersey Real Producers Magazine
Photography by: T3 Studios



DIANA MAHONEY

“I am humbled to be invited to share my story. I hope that it inspires others to know that it is never too late to try something new or discover a new passion..”



Nikki Shah Real Estate Group
Long & Foster
November 2022
Rising Star Featured Agent
South Jersey Real Producers Magazine
Photography by: Kellyman Real Estate
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Lindsay Musser



▶ preferred partner highlight

Photography by: Berridge Photography
Written by: Ruth Gnirk and Lori Carter

MIKE CONO

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Mike Cono has always loved writing, recording and performing music. And, believe it or not, Mike's experience as a professional musician has helped him as a First American Home Warranty area manager.

In Philadelphia in the late 1990s, Mike started performing in local bands and ultimately signed on to tour with one of the region's largest cover bands, living the dream of being a full-time musician, singing and playing keyboard, guitar and bass. His touring took him up and down the East Coast.

"To be a musician and perform four or five nights a week, you have to compete, advocate for yourself and build relationships. You have to be professional. You have to be relentless," Mike said. "It's music, but you have to set yourself apart from the hundreds of others trying to get that job."

The relationship-building skills and discipline honed as a musician have helped Mike become a successful area manager in eastern Pennsylvania and southern New Jersey over the past six years.

...



events. I'm such a foodie, and I love talking about recipes or local restaurants. It's an easy way to talk to people and build connections."

Singing the Praises of Home Warranties

When Mike joined First American Home Warranty, he quickly learned how a home warranty can be a valuable part of a real estate transaction. With a home warranty, buyers and sellers are protected from the unexpected expense of home system and appliance breakdowns. When a covered item breaks, First American sends a service contractor to the home to diagnose and repair or replace the item. First American home warranties can offer protection for appliances, heating and air conditioning systems, water heaters, and plumbing and electrical systems if they fail due to normal wear and tear.

"Having a home warranty may not be top of mind for many people, but when you need it, you'll be thankful it's there. It can really save on the cost of expensive repairs," Mike said. "My goal is to demonstrate the value of a First American home warranty and what customers will experience if they have a claim. I don't think of it as selling warranties. We're giving homeowners peace of mind."

Mike also loves educating real estate agents and homeowners on the value of sellers' coverage and how it can transfer to the buyer after a home sale. He helps agents understand how a home warranty can help minimize risks for both sellers and buyers by providing coverage during the listing period and after the sale. Many agents even give clients a home warranty as a closing gift.

A home warranty helps protect a homeowner's budget for systems and appliances that will inevitably fail over time — unlike homeowners insurance, which is designed to protect against

“**HAVING A HOME WARRANTY MAY NOT BE TOP OF MIND FOR MANY PEOPLE, BUT WHEN YOU NEED IT, YOU’LL BE THANKFUL IT’S THERE.**”



losses such as a fire or water damage that might happen. First American puts no limit on the age of the home, systems or appliances and offers several plans for a customized solution for clients' needs.

Serving the Community

Mike believes his commitment to his community is a competitive advantage. He participates in a number of local events, including the annual Keller Williams RED Day of service, as well as various events benefitting breast cancer awareness, the homeless, food banks and more. He is an affiliate member of the Bucks County Association of REALTORS® in Pennsylvania and the NEXUS Association of REALTORS® in New Jersey.

"I live in the area, so the agents appreciate when they see me out there alongside them, supporting events that benefit the community," he said. "You're hand in hand, not just with agents, but others in the community. We all care about the community, and that strengthens these relationships."

"At the end of the day, I am proud to be part of First American Home Warranty because the culture is great, and we're bringing value to our customers," he said. "I tell agents that I'm not going anywhere. The company is solid, I'm solid, so I'd love the opportunity to become your home warranty guy."



•••
Building Skills in the Family Business, Building Relations Over Barbecue

Mike hails from Gwinnett County, GA, where his parents were entrepreneurs. When Mike was 13, his father started a shower door manufacturing company, where Mike worked for 12 years, learning about the diligence, commitment and customer service needed to make a business thrive.

"I know what it's like to get dirty building and installing doors, but I also understand what it takes to earn new business," he said. "I spent a lot of time in all areas of my family's business and gained a well-rounded skill set. That experience taught me the value of relationships and how to build relationships with all kinds of people."

Before joining First American, Mike worked for a barbecue manufacturer's competition grilling team and fell in love with all things barbecue. An award-winning pit master, Mike was the Pennsylvania state ribs champion at the 2016 Pit at the Park competition in Macungie and still participates in several barbecue competitions each year.

"Food is something everyone is interested in. It's a hobby people can connect over," he said. "I've grilled at offices and customer appreciation



While the weather outside may be frightful, it's a perfect time for enjoying outdoor activities.

Sweet Dreams for the Holidays

By Shauna Osborne

possible, as they emit a light similar to daylight that confuses our bodies' production of melatonin — the hormone that promotes sleep — and also present opportunities for addictive distractions not involving restful slumber.

Get Outside/Stay Active

While the weather outside may be frightful, it's a perfect time for enjoying outdoor activities such as taking a brisk walk or hike, skiing or even building a snowman, depending on where you live. With daytime hours shorter during the winter, it's crucial to take advantage of what little light is available to keep circadian rhythms in check, as they react to the natural cycles of daylight and darkness (sleep/wake) and help regulate your internal clock.

This holiday season, resolve to make merry with friends and family, enjoy the season to its fullest and practice good sleep habits for a bright and promising 2023!

The holiday season is a beloved time for many, eagerly looking forward all year to those treasured times of togetherness, food and fun. All this merrymaking, however, comes with its own set of stressors — financial pressures, isolation and familial conflict, for example — which have been shown to lead to weakened mental and physical health management behaviors during the holiday months. As we head into the throes of bustling December, it's important to practice healthy sleep habits to help preserve your immune system and emotional well-being.

Pace Yourself and Adjust Expectations

Many adults are entering the holiday season already exhausted and tense; let's agree now to start by giving ourselves a break. Avoid overloading the calendar with social obligations, and practice saying “no” to commitments that don't inspire joy or feel too overwhelming. Try to plan ahead, ask for help where needed, and pace holiday activities like decorating and gift-buying and wrapping to cut down on last-minute rushing.

Practice Good Sleep Hygiene

Strive to follow the rules of good sleep hygiene during the holidays. Avoid caffeine, large meals and too much alcohol before bed. Ensure your resting space is quiet, dark, relaxing and at a comfortable temperature and power down all electronics, if



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