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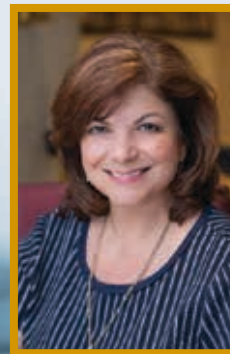


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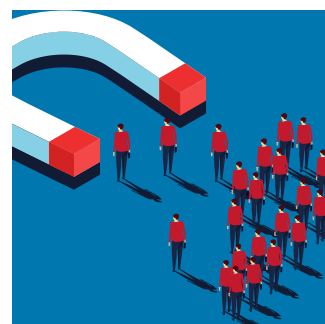
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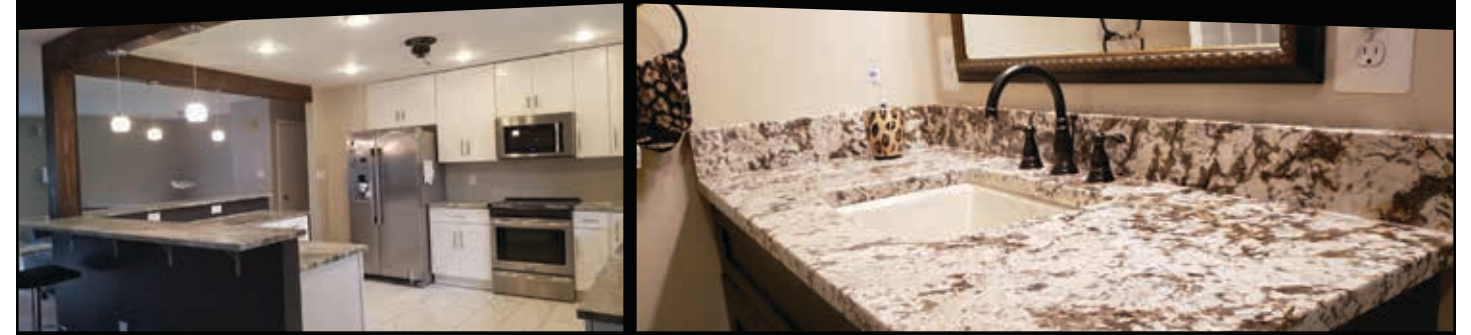
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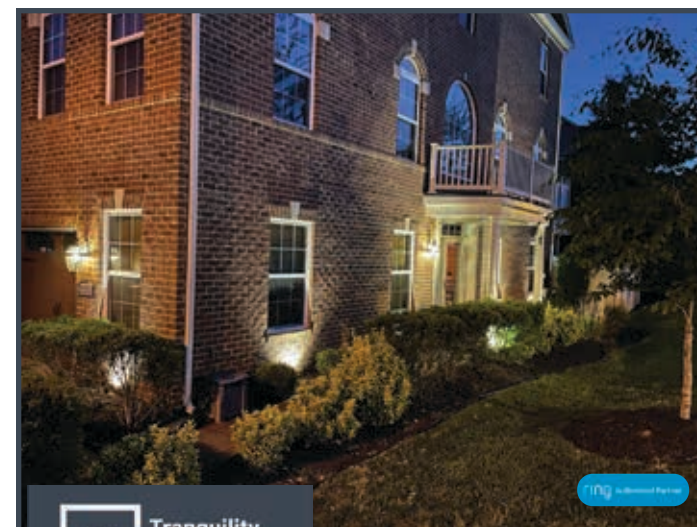
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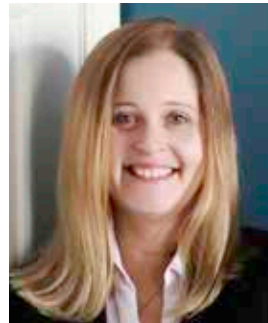
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PUBLISHER'S NOTE

Hello, Movers and Shakers of the DC Metro real estate community!

Our team is thrilled to bring you the 60th edition of *DC Metro Real Producers*!

Can you believe it's already been five years since we launched? We can't either!!

Just five years ago, our publication was one-third the size, we had no clue if anyone would attend our first event, our sponsors were skeptical if this platform "would work," and agents were wondering, "What the heck is this *DC Metro Real Producers* magazine?"

It is amazing to see how much an idea can transform. We just had a 500-plus person event at the Washington NFL stadium ... and our team won!

A quick story: When I was 20 years old, I was sitting in a conference and heard one thing that literally transformed my life forever. It helped take me from being a college student with no mindset training to earning over \$50,000 in my senior year at Alma College, and later building a six-figure business. It started a domino effect that has transformed my life.

I was in Dallas at Cutco's National Rep Development conference, and the speaker Jon Berghoff said:

"Every great achievement that has ever occurred followed a moment when an individual allowed a perception of themselves to precede reality."

Think about that for a second. Every great achievement that has ever occurred ... followed a moment when an individual (like YOU) allowed a perception of themselves to precede "reality." If you've got big goals for 2022, don't wait for reality to prove you can achieve them. Twelve months from now, your entire world — your entire business and your entire life — could be completely transformed. Don't wait for reality to prove it!

Five years ago, we didn't have a magazine, we didn't have any "social proof," and we didn't have any readers. And we also didn't wait for reality to prove we could make it happen. Now, we have *DC Metro Real Producers*, *NOVA Real Producers*, and *Richmond Real Producers*.

The life you live today may be completely unrecognizable to the person you become by 2023, but the question to ask yourself (and ideally write down the answers to) is:

Who do I want to be on January 1, 2023?

Every great achievement that has ever occurred followed a moment when an individual allowed a perception of themselves to precede reality.

Appreciation... They say, "What you appreciate, appreciates," so I wanted to take a quick second for some appreciation.

To all our sponsor partners who supported and funded this platform (and our events), thank you! Without you, this platform wouldn't exist.

To anyone reading this — thank you! Without you taking the time from your busy schedule to check out our publication, none of this would be possible!

And last, but definitely not least, a giant thank-you to the entire team at N2 Publishing and the *DC Metro Real Producers* staff/my team: Ellen, Wendy, Jennifer, Jaime, Jess, "the guys," and Ryan.

Looking forward to connecting, informing, and inspiring in 2022!!

With appreciation,



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What do you love most about your real estate lifestyle?



JENNIFER CHOW
Long & Foster Real Estate

I love that it's flexible and I get to spend time with my family. I don't miss any of my kids' school events or volunteering opportunities.



LEXY BROUSSARD
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All of the amazing people I get to meet! I love learning everyone's individual story of getting into real estate and why they love what they do!



DONNA SEEKER
Donofrio & Associates, LLC

What I love most about my real estate lifestyle is that I constantly meet and connect with so many great people! Everyone has a story, and I'm never happier than when learning about someone I just met.



JIM BROWN
Turning Point Real Estate

This probably sounds crazy, but besides the money and the working hours (as much as I want), I love the real estate lifestyle because skill and craftsmanship still matter in this business; plus, you get the chance to get better at it every day.



BRET MERSON
Keller Williams Realty

What I love most about my business is the flexibility ... being able to build not just a job, but a business and a career!



STACY ALLWEIN
Century 21 Redwood

I love so many things about working and living the real estate lifestyle because it allows me to determine my destiny. By working hard and doing the activities that generate referrals, I am in control of my business and achieving goals. This lifestyle also gives me the ability to provide for my family, give back to my community, travel with my husband, and know that I only answer to myself.



ELLEN COLEMAN
RE/MAX Realty Centre

What I love most about my real estate business is the ability to help buyers capture the 'American dream' and begin on their path toward building wealth. Of course, all the interesting people and stories I hear are priceless too.



CHARLES CARP
Keller Williams Capital Properties

What I love most about my real estate lifestyle is that I can pretty much work



MAUREEN WEAVER
Compass

The best part about my real estate lifestyle is that I'm not sitting at a desk from 9 until 5. I can be around for my kids when they leave for school in the morning and I can pick them up (most days!) after school. My schedule is often very crazy, and I sometimes have to miss a sports game here and there, but I will never miss my child's birthday party, school play, or a family vacation. I can volunteer for their school parties and go on field trips. The bottom line is that I have the ability to make attending certain events for my kids non-negotiable, and that is priceless.



MOLLY CARTER
Long & Foster Real Estate

Two things I love most about my real estate lifestyle are making clients into friends and family (if they aren't already) and the portability. I LOVE the close connections I make with my clients. Many clients come from my various lifestyle interests: dog training; homesteading with chickens, ducks, and bees; artists and makers; scuba/kayaking/stand-up paddleboarding; and motorcycles.

I also LOVE the portability. My office is often the back of our motorcycle, or on my kayak/SUP, where I've been known to ratify contracts, line up home inspection appointments, and schedule with appraisers, all surrounded by the beauty of the open road, giving my clients seamless service. I keep work-life balance a priority by being present in my private life, as well, and these things can be done quickly when you keep on top of it while you take time away.



ANN BARRETT
Long & Foster Real Estate

What I like most about the real estate lifestyle is that I am always meeting new people, and as I guide them through this life-changing event, we become friends. For that I am most thankful!



SVEN SKARIE
Long & Foster Real Estate

My favorite thing about real estate is the ability to take time for family and health, and make that a priority, while still producing at a high level.



MONIQUE VAN BLARICOM
RLAH Real Estate

I love that I am the CEO, CFO, and CMO of my business.



JORDAN CHRONOPOULOS
RLAH Real Estate

The freedom to create your own day.



ISAIAH HAZWARD
Keller Williams Capital Properties

The ability to have freedom by being able to travel and spend time with family.



ANABEL HERING
One Street

I do think it's great because it's not the traditional 9-to-5. You do work some weekends, but I have control over things that are milestones for my children or family. It's a good, flexible schedule.



DELANEY BURGESS
RE/MAX United Real Estate

I love connecting and meeting new people.



TYRONE TONEY
Village Realty

I am able to make a contribution. It allows me to service my community and change lives. I am very much engaged in my community, and I get high from being able to help my clients.



MEGAN MEEKIN
Compass

I love being current and always in the know, helping people in their daily lives, and staying in touch. I also love having a network of clients and friends.



special events

Photos by Aaron Lebo

DC METRO REAL PRODUCERS' December Magazine Party



What a FUN night we had celebrating our December and January features! A huge thank-you to **Town & Country Movers** for sponsoring the event and to **Ebonesse Thompson** for providing the event space! We had an amazing turnout and enjoyed connecting with the best of the best!

Our photographer, Aaron Lebo, took amazing photos at the event, which you can also find on our new Facebook page (<https://www.facebook.com/kristinbrindleyrealproducers>). Be sure to join our new private page and tag yourself and friends in pictures!



Thank you for being part of our *DC Metro Real Producers* community. We appreciate you and can't wait to see you again at our next event! We look forward to sharing our 2022 event schedule and to another year of great connection!



For more information on all DC Metro Real Producers events, please email us at events@dcmetrorealproducers.com.

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AARON LEBO photography

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GCAAR Installs 2022 President

HARRISON BEACHER

Friends, family, and colleagues turned out in high fashion and comfy sneakers to attend the Greater Capital Association of REALTORS® (GCAAR) Annual Holiday Party and Installation Ceremony on December 7, 2021, at The Anthem in Washington, D.C. The sneaker ball ceremony included installation of 2022 GCAAR Executive Officers, Board Members, and the ‘Sneaker King’ himself, President Harrison Beacher, of Keller Williams Capital Properties’ Capitol Hill office.

District of Columbia Association of REALTORS® (DCAR) 2021 president-elect, Thomas (Tom) P. Daley, installed the new board of directors, followed by Maryland Realtors 2022 President Craig Wolf installing all executive officers. To cap off the night, Harrison Beacher was installed as president of GCAAR by his younger sister, Kiana Jackson.

The next year promises to be a busy one for Harrison as he will not only serve as GCAAR president, but also in the capacity of DCAR’s at-large director, the National Association of REALTORS® (NAR) director representing D.C., as well as the National Broker Engagement Council chair. Previously, Harrison served on the NAR Young Professionals Network (YPN) National Advisory Board as Realtors Political Action Committee Participation Council representative, as vice chair of the Major Investor Council, and on the Risk Management Committee. Harrison started his association work with the YPN committee in 2014.

Harrison is currently managing partner of the Coalition Properties Group, along with his business partners Ryan Butler and Keith James. Harrison has worked as a Realtor since graduating from Georgetown University in 2008, where he studied studio art and theology. He grew up in the D.C. area, attending Montgomery County Public Schools and St. John’s College High School, and currently resides with his wife and two dogs in Northeast D.C. In addition to cool sneakers, Harrison also loves to travel, learn about culture, and stay involved in his own community.

GCAAR is one of the largest local Realtor associations in the U.S., representing more than 10,000 Realtor members from Washington, D.C., and Montgomery County, Maryland, as well as affiliate professionals who support the real estate industry.

Also installed for 2022 are GCAAR Officers: President-Elect Avram (Avi) Adler, Secretary Christopher Suranna, Treasurer Samantha Damato, and Immediate Past President Jan Brito;



Harrison Beacher is sworn in as 2022 GCAAR president by his sister Kiana on December 7, 2021.

as well as Directors: M. Jacqueline Bennett, Molly Branson, Russell Brazil, Mark Butterfield, Jordan Chronopoulos, Marilyn Emery, Carlos Evans, James T. Kim, Samuel Medvene, Craig Rosenfeld, Daniel Schuler, Richard “Dick” Stoner.

DCAR Installs 2022 President

THOMAS (TOM) P. DALEY

The District of Columbia Association of REALTORS® Nominating Committee elected Thomas (Tom) P. Daley to serve as 2022 DCAR President during their Annual Year-End Meeting and Installation Ceremony on December 15th.

Tom is currently managing director for luxury, associate broker, and principal for Keller Williams Capital Properties in Washington, D.C. Previously, Tom was vice president and associate broker of TTR Sotheby’s International Realty for over a decade and is also licensed as an associate broker in Maryland and Virginia.

As a leader in the industry, Tom is most passionate about giving back to the real estate community. In addition to serving as president for DCAR, Tom also serves as chairman for the National Association of REALTORS® (NAR) Data Strategy Committee. From 2016 until 2019, he served on the board of directors for the NAR and served as president of the Greater Capital Association of REALTORS® in 2018, an organization that represents more than 10,000 Realtors in the area. Tom has won several prestigious awards, including the 2017 TTR Sotheby’s Top Producer Over \$100M and the 2017 Community Service Award for Leadership, while also being recognized as Realtor of the Year by both GCAAR and by Maryland REALTORS® in 2019.

Tom has lived in the D.C. area for more than 21 years but grew up in the Boston and Western Massachusetts area and comes from a large Irish family. Tom received his master’s degree in real estate from Georgetown University and a bachelor’s degree in marketing from Boston College. Additionally, he holds the Graduate, Realtor Institute (GRI) designation, At Home with Diversity® (AHWD) certification, and Military Relocation Specialist (MilRes®) designation.

Tom is not only active in real estate industry organizations, but also supports many community programs, especially those which help people get back on their feet and realize the pride of having a home. One such charitable organization is Friendship Place, a provider of housing



Tom Daley is sworn in as 2022 DCAR president on December 14, 2021.

services for people experiencing homelessness in the Washington, D.C., region. He also supports The Washington Ireland Program and is actively involved with The Embassy Series and political fundraising.

DCAR is a state association, made up of more than 2,800 Realtors that represents the D.C. area. The NAR recognizes 54 state associations: the 50 U.S. states, D.C., Puerto Rico, Guam, and the U.S. Virgin Islands.



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How to Break Through the PRODUCTION GLASS CEILING in 2022

words by wade
By Wade Vander Molen

As the new year unfolds, we have determined that this is the year we finally break through that glass ceiling of real estate production. We are going to get over that hump and get our homes-sold number to a place it's never been before. This all sounds great, but in reality, most of the time this doesn't happen. Agents tend to get to a certain point in their production and hit a wall with "doing more transactions." Everyone's glass ceiling is different. Maybe you are doing 20 transactions a year and think 40 is impossible. Maybe you are doing 80 and want to be over 100 this year. No matter where you are, there are obstacles in your way, but they can be navigated. Here are some ways to push past those seemingly impossible thresholds.

OUTSOURCING

Many of the reasons why REALTORS® can't break through the glass ceiling have to do with themselves. They struggle with getting out of their own way. The thought process of "only I can do it" prevails, and it can be costly. Find the top three or four things that you do extremely well that generate clients and money for your business, and focus on doing those things. Everything else can be outsourced to others. Spending money can be a good thing, especially if that money you are spending can help double your transactions each year. Learning the skill of buying your time back will help propel your business to new heights.

GETTING UNCOMFORTABLE

If you want to do more business each year, you can't keep doing the same comfortable things. It takes incorporating new things, and some of these new activities will take you outside of your comfort zone. This could be shooting videos for YouTube, beefing up your Instagram account, or doing more public speaking. What separates high performers from others is their willingness to embrace their weaknesses and turn them into strengths. Part of your goals for the new year can also include learning and implementing new skills that will help create more visibility and value for your business. This begins with recognizing your weaknesses and being willing to get uncomfortable.

CHANGE YOUR MINDSET

I'm a runner. When I set out to do a 10-mile run, I have to mentally prepare myself ahead of time that we

are covering that distance today. The same applies here. Having a "growth mindset" and having that enhanced transactional goal will help you obtain it. Create a plan of how you are going to implement your additional marketing strategies and when. Put your goals where you can see them. Laminate them and put them in the shower, have them on the wall at your office. If you can see them on a regular basis, it will help create the mindset you need to break through the glass ceiling in 2022.

Pushing through the production glass ceiling can be challenging. Take a look at your business plan. Does it include outsourcing and leveraging to buy your time back? Are you willing to get uncomfortable and work on making your weaknesses your strengths? Do you have the right mindset so you can put it all together? Of course, you do! You are a Real Producer!

Good luck!



Wade Vander Molen is the director of sales/marketing for Stewart Title in the Northern Virginia/Washington, D.C., area and has been in the title industry since 2005. Wade helps real estate professionals with all facets of their marketing and teaches a new, sustainable business model to help them grow their businesses. You can visit Wade at www.DCTitleGuy.com.

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THE INS and OUTS OF RADON

TO TEST OR NOT TO TEST

Homeowners in the Washington, D.C., region have been dealing with radon for generations, but what is it? And what testing requirements do real estate professionals in our area need to be aware of?

Radon is an invisible, odorless gas that is naturally released from the soil. From there, radon gas enters homes through cracks in the foundation floor or walls, openings around drains and pipes, and from sump pumps. As a result, radon can seep into any building that is in contact with the ground. According to the EPA and the CDC, exposure to radon is a leading cause of lung cancer in the United States.

The soil in Washington, D.C., and Montgomery County is known to contain high levels of radon. The good news is, this does not mean that buying a home in our area is unsafe. Testing for radon is easy and inexpensive, and if higher-than-recommended levels of radon are found, the cost to remediate it is reasonable (typically ranging from \$800 to \$2,500). Despite the presence of radon throughout our region, however, Montgomery County and the District of Columbia have different testing requirements and forms that real estate agents should be aware of.

For instance, due to the health risks associated with radon gas exposure, Montgomery County law requires that, on or before the date of settlement for the sale of a Single Family Home, as the same is defined by statute, the seller must either provide the buyer with a copy of radon test results performed less than one year prior to the settlement date or permit the buyer to perform a radon test pursuant to a Radon Inspection Contingency. If the parties agree to a Radon Inspection at the time of contract, the buyer will complete the testing at their own expense, and the seller need not have an additional test performed. One way or another, however, unless the seller is exempt from the testing requirement, a radon test *must* be performed, and both buyer and seller must receive a copy of the results. Further, the law

states that the test must be done using a County-approved device. Buyers and sellers can find a list of approved testing devices by visiting montgomerycountymd.gov/radon or by contacting an approved technician.

Sellers in certain types of transactions are exempt from the law, such as sellers of condominium units in Montgomery County, as condominiums do not fall within the definition of a Single Family Home. Intra-family transfers and sales of a bank-owned property following a foreclosure sale also are exempt from the radon testing requirement.

Importantly, the Montgomery County statute does not provide a remedy for buyers if the test results show elevated levels of radon present in the home. Buyers can have the option to negotiate with the seller regarding the cost of radon remediation or to void the contract altogether, only if a Radon Inspection Contingency is in place. Otherwise, the cost of remediating the radon will fall solely on the buyer.

In Washington, D.C., by contrast, it is recommended, *but not required*, that all types of homes at or below the third floor be tested for radon. Sellers in the District can obtain a free radon testing kit from the District of Columbia Department of Energy and Environment. Because testing is not required by law in Washington, D.C., buyers in the District can still ensure that testing is completed prior to settlement by executing a Radon Inspection Contingency at the time of Contract. Pursuant to the Radon Contingency, the buyer is allowed, at buyer's expense, to have the property inspected for radon prior to the deadline agreed upon in the Contingency. Absent a Radon Contingency executed by both parties, however, buyers in

Washington, D.C., are without a legal right to test for radon prior to settlement. Similarly, if the test shows high levels of radon in the home, a Radon Contingency is necessary for the buyers (in either jurisdiction) to be in a position to negotiate with the sellers regarding the costs of remediation.

Buyers in Washington, D.C., and Montgomery County should be aware of the risks associated with radon exposure, but it shouldn't stop them from buying the home of their dreams. Testing is key, and making sure the parties execute a Radon Inspection Contingency is the best way not only to ensure the buyer's right to test the property (for properties located in the District of Columbia) but also the option either to void the contract or to negotiate a remedy with the seller in the event that testing reveals high levels of radon in the home.



Laura Fager is a real estate settlement attorney with MBH Settlement Group in Bethesda, Maryland. Laura is a licensed attorney in Maryland, Virginia, and the District of Columbia, and she joined MBH in 2020. Originally from Washington, D.C., Laura now resides in Bethesda, Maryland, with her husband, their two young children, and their dog, Tucker.

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▶ marketing matters
By Todd Lebowitz

How to Use LEAD MAGNETS to Grow Your Business

As an agent, you're constantly looking for new ways to generate leads and reach more clients. More clients mean more business, so it never hurts to develop new ideas to make new connections.

If you're looking to create more connections, find more sellers, and close more deals, you may want to consider introducing a lead magnet to your business plan.

What is a lead magnet?

A lead magnet is a free item or service used to generate new leads that will eventually turn into new clients and closed deals.

Here are some commonly used lead magnets:

1. A postcard campaign sent to your farm with an offer of a free home valuation
2. An informational packet on what to expect when buying or selling a home
3. An email newsletter subscription with information about the current state of the real estate market in your area
4. A webinar inviting potential clients to learn more about your services and how you can help them reach their real estate goals
5. A quiz to help potential buyers figure out what are the must-haves for their lifestyle to help them guide their home search

What makes a good lead magnet?

A good lead magnet will help you collect information from your potential clients so you can continue to stay in touch with them. A good lead magnet will also be informational, helpful, and eye-catching. You want your lead magnet to be beneficial to your clients.

Remember, the best lead magnets are mutually beneficial ones.

Be sure to follow up.

Don't forget to follow up and solidify the connection once you've started collecting new leads from your lead magnet. After the initial contact, send an email or postcard thanking your potential clients for their interest in your services. Starting an ongoing dialogue will encourage open communication and can lead to an overall increase in business.



With more than 25 years of experience, Todd Lebowitz is CEO and Owner at My Marketing Matters, which he runs with his business partner Ram Devaguptapu. Together, they have grown the company to be a recognized leader in real estate marketing with more than 20,000 clients locally, regionally, and nationwide.

ABOUT MY MARKETING MATTERS

Since 1982, My Marketing Matters (MMM) has helped clients create and implement effective marketing solutions to reach their business goals. MMM is a full-service real estate marketing firm located in Gaithersburg, Maryland, with clients across the Mid-Atlantic region and nationwide. MMM has grown to be a leading marketing vendor offering innovative print products and custom, on-demand marketing materials through our design portal.



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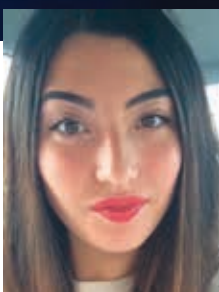


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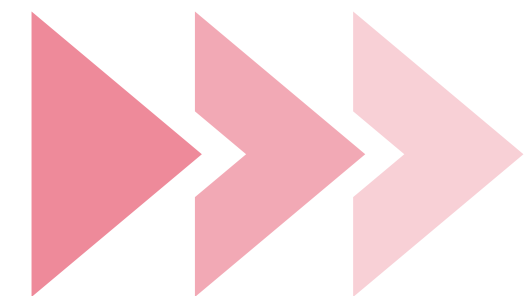
“Getting outside of your comfort zone is where the magic happens.”

“Success is simple, not easy. If you do the things you need to do in real estate, you will be successful. But it’s hard work. When you find a way to provide value to the world around you, success will follow.”



CHANIN WISLER FIRST WASHINGTON MORTGAGE *[Chanin had a health-crisis wakeup call in 2021]*

“I am not invincible; not one of us is. Don’t think healthy eating alone will protect you. Listen to your body and don’t ever be afraid to call 911 [in an emergency]. But most of all, cherish your life and the people you love every single day.”





FIRST WASHINGTON MORTGAGE

▶▶ partner spotlight

By Chris Menezes



CHANIN WISLER

First Washington Mortgage

TAKING ANOTHER BREATH

We all know how demanding the real estate industry can be, regardless of which corner of it you inhabit. If you take it seriously and care about your business, you can easily lose track of your own well-being in the grind. Just ask Chanin Wisler, of First Washington Mortgage. A senior loan officer for nearly two decades, Chanin thrived in this fast-paced industry and claims she never felt she was giving too much of herself — at least not until February of 2021.

Chanin found herself working extra hard that year, understaffed and not able to do much delegating, although it was nothing she hadn't handled before. However, the previous pandemic year was anything but normal, especially for Chanin. On top of COVID-19 stress, Chanin was helping her mother care for her father, who is currently battling Alzheimer's. Chanin had also undergone back surgery and was dealing with much more stress than usual as she tried to recover during lockdown restrictions. All of this was secretly

taking its toll, as Chanin notes she is usually very active with her husband, Eric, and son, Ryan.

One day in mid-February, she woke up at 6 a.m. with a migraine, took prescription medicine, and went back to sleep. But when she woke up two hours later, she felt a different pain — the “elephant on your chest” feeling she had heard people describe. She remembers waking Eric up and saying, “I need help. Something is wrong.” Her husband went to get her a glass of



•••

water, and suddenly she felt like all the blood in her arms “whooshed” out of them and went cold. She started sweating profusely as Eric called 911. The emergency operator told Chanin to chew an aspirin as she waited for the ambulance.

The paramedics entered the family room as Chanin was telling Eric where all the important papers were, just in case the worst happened. She then looked over to her son, Ryan. Trying not to scare him too much, she knew she had to say some sort of meaningful ‘goodbye.’ “It was my worst moment,” Chanin recalls with emotion. “Something I didn’t think I’d have to do for decades. Thinking about that moment makes me cry. I love that wonderful kid so damn much.”

As Chanin was loaded into the ambulance, an EMT told her he thought the episode may have been an allergic reaction to the migraine pill and a “bit of a panic attack.” Alone in the ambulance due to COVID restrictions, Chanin’s chest pain subsided. She was taken to MedStar Montgomery, where the blood test and EKG confirmed she had suffered a heart attack. Fortunately, the echocardiogram showed there was no damage, and Chanin’s doctor concluded that since her chest pain had quickly gone away, her heart was not deprived of blood for long.

“I was convinced my migraine meds threw my heart into a spasm,” Chanin explained. “Doc agreed and said, ‘Yes, but we also have to make sure there is no blockage.’ I told him, ‘I don’t think I have one... How could I? I’m not that old, I eat a super healthy diet, and I’m moderately active. Wouldn’t I be sicker and have other symptoms?’”

For all of those reasons, Chanin was against having a procedure done to check for blockages. She did not want to deal with a stent in her heart and thought it was over-kill. The doctor reluctantly agreed, and they compromised with other tests instead. Although she felt winded during her nuclear stress test, she blamed it on being “out of shape” from COVID and her back surgery. After much discussion, the doctor finally agreed to let her go home once she promised to return for a CT angiogram.

Grateful to be home, Chanin spent two days returning to her normal routine — working, walking the dog with Eric, etc. As she walked upstairs to go to bed on the second night, however, she felt a shot of pain in her chest again. She was so scared that she couldn’t sleep that night and went straight to the hospital to schedule for the cardiac catheterization the next morning. Chanin knew exactly what the procedure entailed from her days in medical sales, and insisted she stay awake, without any sedatives, so she could watch. “I wanted to see with my own eyes and be in a position to tell the doctor, ‘Just balloons that tear — no stent please,’” she explained.

She, along with the doctors, immediately saw the problem.

“As he was getting the stent ready, I asked the doctor, ‘What percentage blockage would you say that is?’ He said 90 percent. I was in disbelief. How did I do the treadmill without chest pain, how did I come home, work a normal day and walk the dog? A year and a half ago, I was diving with sharks,



Chanin survived a major health scare in early 2021.



Chanin Wisler and her son, Ryan.



Chanin, her husband Eric, and son Ryan are a very active family that enjoys fishing, scuba diving, and mountain climbing on family vacations.

“ Cherish your life and the people you love every single day. ”

climbing mountains in Belize, and jumping into waterfalls in secret Mayan caves. Did I do all that with a blockage?” In shock, Chanin was informed that genetics and stress were the culprits. At that moment, she knew she was going to have to make some major life changes.

Fast forward to today, Chanin says she feels good. Her blood pressure is at all-time lows, she is grateful to be alive, to be a mom to her son, a wife to her husband, and wants to play more games, see more shows, visit her dad in hospice at his home, and have fun with her mom and the rest of her family.

And, of course, she wants to do more loans, especially now that she has more staff and support at work.

“This was the warning call of warning calls,” Chanin notes. “I am not invincible; not one of us is. Don’t think healthy eating alone will protect you. Listen to your body and don’t ever be afraid to call 911. But most of all, cherish your life and the people you love every single day.”



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COREY

LANCASTER

▶ agent spotlight

By Chris Menezes
Photos by Aaron Lebo

Always Investing in the Future

Corey Lancaster was the kind of kid who went to the store to buy candy, then turned around and sold it for a profit at school. Savvy and willing to work, he earned whatever he could by cutting grass, doing chores around the house, and saving his birthday money.

He shared a room with his brother, Carlos, and the two were inseparable. To this day, they still do everything together as lifelong business partners who continue to look out for each other.

“Carlos has always been a good influence on me,” Corey reflects. “Although we are two different personality types, I have learned a lot from him. He is a very good people person and seems to connect with all kinds of people. I noticed this when we attended school together, so I kept a watchful eye on how he connected with people and took notes in my head.”

Corey was so focused on earning money through high school that when he graduated, he opted to continue working at Reagan Airport instead of going to college. “I was one of the people who used to drive the vehicle that pushed the airplane back from the gate, cleaned the planes, etc. But after doing that for a while in extreme weather, I said to myself, ‘Maybe I should try the college thing out.’”

Aware of his proclivity for money management, Corey decided to major in accounting and became a Certified Public Accountant; meanwhile, his brother decided to follow suit. They shared an apartment and started their accounting careers simultaneously, each finding jobs in the private sector.

The Lancaster family
(Francesca, Sebastian,
Leslie, Isabella,
and Corey).

“I believe my faith is the number 1 reason for my success.” —Corey Lancaster



Then, one day in 2002, while Corey was riding the bus to work with a friend, he was introduced to a book that would change his life forever: *Rich Dad, Poor Dad*.

“This was the moment I knew I didn’t want to be an employee the rest of my life,” Corey recalls. “After reading the book, I started thinking of how I could be a business owner, and real estate was a potential option to do just that.”

Corey later confided in another friend about his desire to pursue real estate, and the friend mentioned an upcoming seminar to flip homes with no money down taking place that same week. So he invited his brother to join him and they went with an open mind. “What we heard made sense. Of course, the FREE seminar was the pitch to sell the two-day, \$3,000 seminar coming the following month. We invested in that seminar and our real estate careers started,” Corey recalls.

The Lancaster brothers started investing in real estate in 2002 and bought a bachelor pad together. As investors, however, they needed access to data that only REALTORS® could provide. Eventually, they grew frustrated trying to glean information and both decided to obtain their own licenses.

Corey left a well-paying job as a CPA to devote himself full-time to real estate, and, in 2005, the brothers opened their own brokerage, Exit Right Realty. Everything was going great ... and then, 2008’s housing bubble burst.

“I have this picture in my head of the actual moment it hit me,” Corey remembers. “I was on vacation at the time, and when I returned, it felt like everything was crashing. Deals were falling through; loans were not getting funded at the settlement table after getting approved ... it was one of the scariest times of my life. My brother and I had just taken on a lot of debt to open the brokerage.”

Fortunately, Corey was already familiar with short sales as an investor, which gave him a leg up. Moreover, because both brothers were accountants and knew how to manage with low overhead, their office soon began to thrive while the competition was eliminated.

“I believe my faith is the number 1 reason for my success,” Corey notes. “In this business, you can get knocked around, up one moment and down the next. When those hard moments come, you need something to draw upon for strength to get you through. Many times, the challenge is something out of your control. So for me, I always put it in God’s hands.”

While his faith carried Corey through difficult times, his commitment to serving people by delivering his absolute best is what kept his business growing. “Everyone deserves great service, whether they are selling a \$150,000-home or a \$3-million home. My level of service is constant.”

Surprisingly, Corey also credits having children with helping his business succeed. “The interesting thing is, when I started having kids, which obviously meant I had less time, I had to become more efficient. And being more efficient allowed me to do more business,” he explains. Corey and his wife, Leslie, have three children, Isabella (11), Sebastian (10), and Francesca (8).

While Corey has always made family a priority outside of real estate, he is focused on his family more than ever these days. “This pandemic has reminded me that Jesus could call me home at any moment, so I want to make sure my wife and kids remember me well when that day comes.”

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By Zachary Cohen
Photos by Ryan Corvello

AMY EMBREY

Stretching Her Bounds



“I experienced my whole world opening up when my daughter got her driver’s license,” Amy Embrey, of Keller Williams Capital Properties, recalls. “She started driving my son around, and I looked up and said, “I need something to do.” After 16 years as a stay-at-home mom, Amy was hungry for professional accomplishment. So when space suddenly opened up in her life, she sensed a world of opportunity.

During her time as a stay-at-home mom, Amy had become deeply entrenched in her community. From being a Girl Scout leader to the president of her homeowners’ association, she wore many hats and served in multiple capacities. “Real estate was a very logical extension of the community service I had already done,” Amy explains. “We were looking to buy a house at the time, and I said, ‘Why don’t I just get my license?’”

Amy’s dive into real estate was an exploration of faith and purpose. She entered the business with a big question: “What is my purpose for this next phase of my life? And I felt like real estate was the answer I was hearing.”

Stretching her Limits

One of Amy’s first transactions was for a good friend. That friend trusted Amy completely, and once the sale was complete, Amy felt a boost of confidence. This helped propel her to further success. “Once I had done that, I realized how great it felt to have been able to be of service. And I realized that I could do it at a high level.”

Amy also realized the value of stepping outside her comfort zone. If she was going to achieve the success that she dreamed of in real estate, she would have to stretch her boundaries, little by little, day by day. “Getting outside of your comfort zone is where the magic happens,” Amy smiles. “It’s certainly an exercise getting outside your comfort zone. And branching out into this entirely new world with the opportunity to fail, and just starting completely from scratch, it was really uncomfortable.”

Once Amy began to get a taste of consistent success, the process became easier. She embraced the opportunity to serve others, just as she had in her prior community roles. “It’s my mission to help people achieve their goals,” she says.



Amy Embrey and her husband, Rett.

...

Amy has now been in the real estate business for four years. In 2020, her third year in production, she closed \$20 million. In 2021, she hired a director of operations and focused on expanding her team. As of this writing in late 2021, she was tracking to close around \$14 million personally, and in 2022, she hopes to take a big step forward. "We intend to help 60 families this year. My average transaction was a little over \$800,000 my first year, and last year, my average was a little lower, at about \$650,000, so I expect to close about \$40 million this year."

On Family and the Future

Amy and her husband, Rett, have two children. Grace is in her first year at Duke University School of Law, and her son, Wyatt, just got his real estate license.

As Amy steps into the future, she does so with the understanding that her continued success hinges on her willingness to work hard, act boldly, and continually push her own limits.

"Success is simple, not easy," she says. "If you do the things you need to do in real estate, you will be successful. But it's hard work. When you find a way to provide value to the world around you, success will follow."



Amy's son, Wyatt, recently obtained his real estate license.

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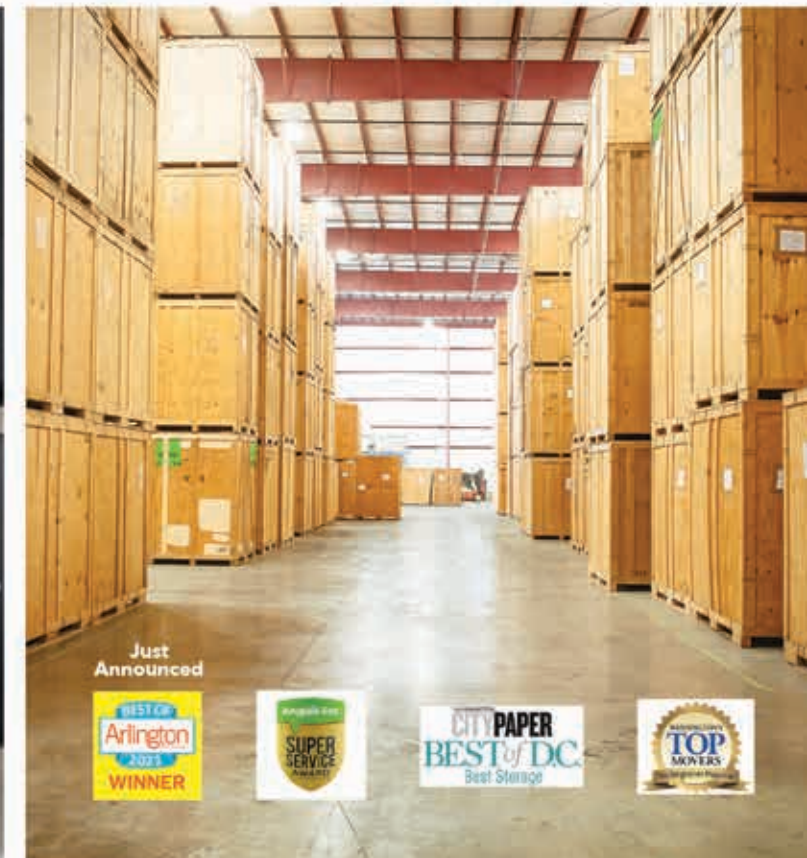
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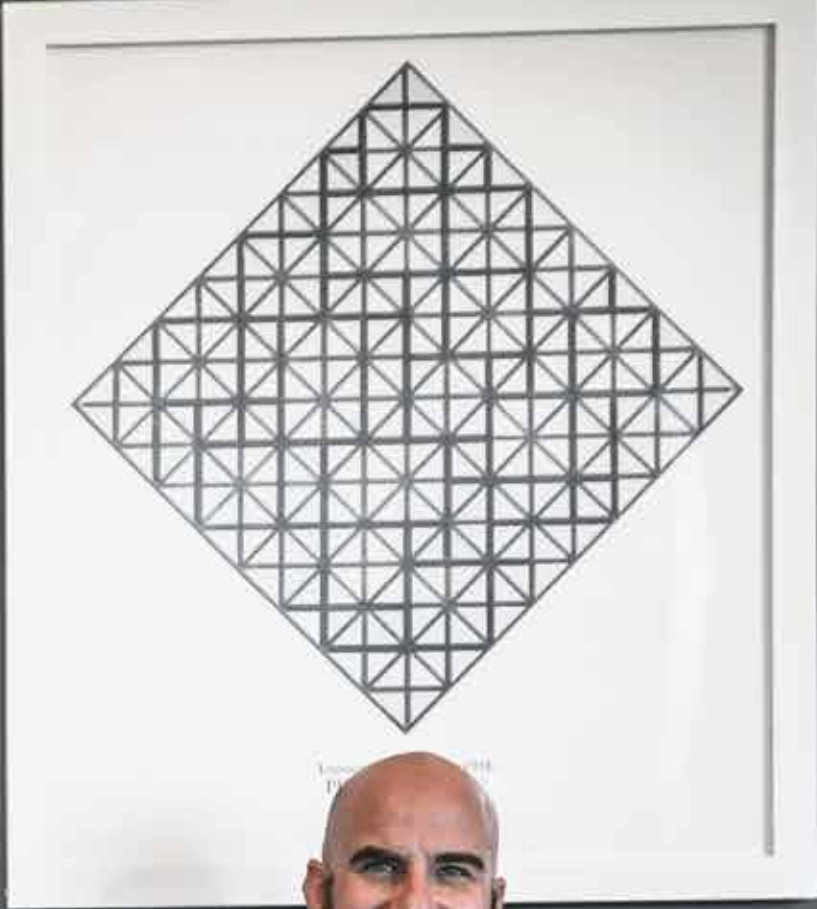


Just Announced





◆ Keeping it Simple



DAVID GETSON



“
I am a simple person. I try to help one person at a time, help them buy and sell, and meet them where they are with their needs around real estate.”

...

In David Getson's nearly two decades in the business, he has amassed a wealth of knowledge regarding contracts, marketing, negotiating, the D.C. housing market, as well as construction. However, when pressed for his most valuable lesson, David, a REALTOR® with Compass, will readily tell you that if he has learned anything during his time in real estate, it's that the simple things are the most important. He relies on steady communication, kindness, and a stress-free attitude to consistently deliver for his clients.

“I treat everybody like they are myself,” David remarks. “I care about what happens. I care about their happiness. Yes, I get paid well for doing what I do, but it's really about helping people. That's the most important part. Everyone wants to sell the expensive house, but I just try to help the person in front of me, make it smooth and easy and fun.”

REAL ESTATE BEGINNINGS

David launched his real estate career with Coldwell Banker in 2002. He got into the business on a whim — but immediately found a love for the work.

“I was dating somebody that decided to go to real estate class. I liked them so much I went to class with them,” David laughs. “That's the real story.”

David quickly distinguished himself in the real estate market. He grew up in Northern Virginia (near his eventual home in D.C.), and his local knowledge, paired with a genuine intent to serve, proved to be a winning combination.

In 2005, David partnered with Mandy Mills, and in 2007, they officially branded The Mandy & David Team. While David and his team have changed brokerages several times throughout the years, their commitment to their clients has been unwavering. The Mandy &



David Getson partnered with Mandy Mills in 2007 to form The Mandy & David Team, now with Compass.



“
MY VISION OF THE FUTURE IS THE SAME AS RIGHT NOW. IT'S REALLY ABOUT HELPING PEOPLE...

I KEEP SAYING THAT OVER AND OVER, BUT IT'S AT THE HEART OF IT ALL.”

...



“
**I TRY TO MEET PEOPLE
 WHERE THEY ARE, IN
 WHATEVER SITUATION
 THEY ARE IN.**
 —David Getson

•••

David Team currently has 14 producing agents on their roster.

NEW EYES TO SEE

“The real voyage of discovery consists not in seeking new landscapes, but in having new eyes.”—Marcel Proust

David’s outlook can be credited, in part, to the powerful experience of traveling outside the U.S.A. He considers his first trip beyond the borders of American life to be transformative.

“I was a local kid and had never been outside the country. I never understood the way others live. I got out of the country for work, and when I did, it opened my eyes to the world,” David recalls.

That first trip to France and the United Kingdom did more than inspire a longing to travel. The trip also helped David better understand what it means to be a human being — and the wide variety of experiences people on this planet have.

“I try to meet people where they are, in whatever situation they are in,” David explains. “That has helped me have an open mind about people, what their experiences are, and it’s helped me see things through the lenses of others.”

David discovered that this ability to connect and empathize with others can be one of the most valuable tools in real estate. Often, an individual or family is buying or selling a home

due to a major life event, such as marriage, divorce, birth, death, or a career change.

“Real estate is a life-driven occupation, and I enjoy that part of it,” David notes.

When asked what his vision for the future is, David declined to answer in terms of statistical goals, professional ambitions, or personal gains. Instead, he once again returned to his service-first approach.

“The future is the same as right now. It’s really about helping people... I keep saying that over and over, but it’s at the heart of it all.”

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▶▶ healthy living

By Shauna Osborne

FEBRUARY IS FOR HEALTHY HEARTS!

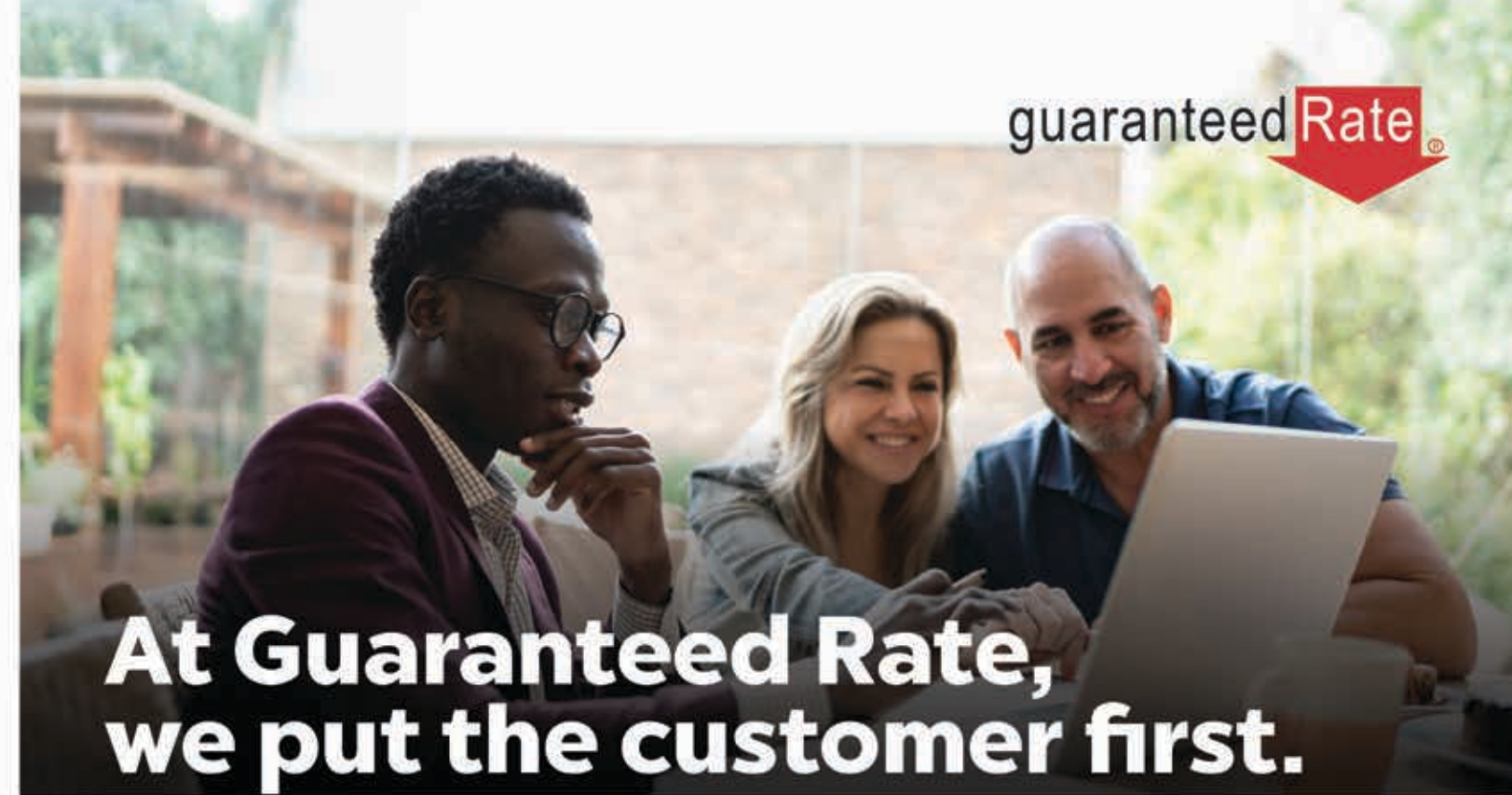
February is **American Heart Month**. According to the American Heart Association, heart disease is a leading cause of death for both men and women in the United States, responsible for more than one in four deaths annually. While this statistic is dire, heart disease can be prevented – and even reversed – with healthy choices regarding diet, exercise, and maintaining health conditions. Doctors’ time-tested advice of controlling blood pressure and cholesterol still holds true; however, these less conventional techniques can be used cooperatively to help make hearts healthier and stronger.

Get Enough Sleep. Getting enough good-quality sleep has innumerable benefits, from aiding in weight loss to improving memory. Studies have shown a marked increase in heart disease in those who sleep less than six hours per night, as sleeping too little can disrupt underlying health conditions and biological processes. Experts say seven to nine hours of sleep is ideal for heart health. And, consistency is key; maintaining a reliable sleep schedule regulates the body’s internal clock and can help you fall asleep and wake more easily.

Drink Some Java. The probable benefits of regular coffee consumption are pretty compelling. For example, caffeine, especially derived by drinking filtered, black coffee, boosts energy levels, which can help sharpen mental acuity and enhance mood, and lowers inflammation levels, which are a precursor to many concerning health conditions. Interestingly, habitual coffee drinking has been linked to lower levels of cardiovascular disease, particularly in women.

Floss. This seemingly inconsequential chore our parents and dentists nag over can play a surprising role in heart health. Beyond just improving smiles, flossing daily reduces inflammation and improves gum health, which, in turn, prevents the introduction of harmful bacteria into the bloodstream. Healthy gums are directly correlated to a slower progression of plaque buildup on artery walls.

Don’t Forget to Laugh. As the old saying goes, “Laughter is the best medicine.” Laughter has many emotional and physical benefits, including reducing stress, easing pain and depression symptoms, and boosting our immune system. It also has been shown to expand blood vessels by more than 20 percent, allowing for markedly better circulation and blood flow in the heart.



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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
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Teams and Individuals Closed Data from January 1 to December 31, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
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