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TABLE OF CONTENTS

 <p>06 Preferred Partners</p>	 <p>09 Meet the Team</p>	 <p>12 FAQ About This Magazine</p>
 <p>16 Agent To Watch Tom Wenger</p>	 <p>20 Preferred Partner Spotlight Christopher L. Wilhelm Sr. & Team</p>	 <p>25 Top Producer Cover Story: Tom Sadler and Bob Krupa</p>

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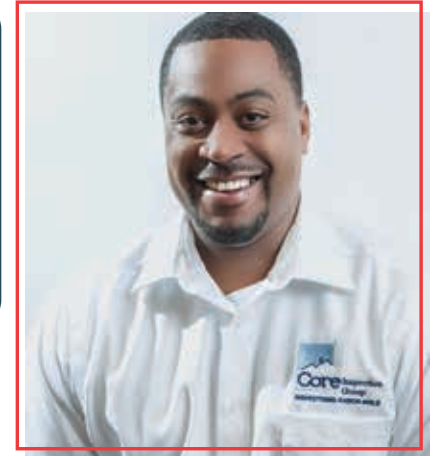


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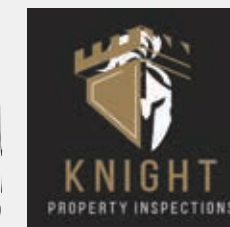


If you are interested in contributing or nominating REALTORS® for certain stories, please email us at Keenan.Andersen@realproducersmag.com.

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FAQ

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.



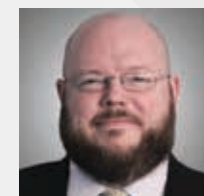
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▶ agent to watch

Keller Williams Marlon
Written by **Dr. Brian Ramsey**
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T W E N G E R M



TCS NEW JERSEY

“In baseball, my theory is to strive for consistency, not to worry about the numbers. If you dwell on statistics, you get shortsighted; if you aim for consistency, the numbers will be there at the end.” Tom Seaver

The real game-changer in Tom Wenger’s life was when he pivoted his real estate career to full-time and made his mantra: Be Consistent and Do the Right Thing. It has changed him, and the many clients whom he serves are very thankful. Once he reflected on the meaning and marinated it for many days in his mind, he began to change his business philosophy and strategy. He focused on his sphere and marketed himself to those who knew him and trusted him, and that has made all the difference.

Tom studied Marketing in college and upon graduation, he launched his professional career by joining the JPC Group, a full-service construction contractor where he specialized in the building of heavy high-ways. Later, he slid over to an offshoot of the company, called County Conservation Company, that dealt with bulk landscape supplies, and he worked there for a decade.





“
 YOU CANNOT COMPARE
 MY CHAPTER NINE IN MY
 JOURNEY WITH YOUR
 CHAPTER ONE.”

...

Wenger eventually joined efforts with a business partner, Ryan Sullivan, and established a company called Focused Investments which he still manages. He was involved in flipping and remodeling houses, investments, and he obtained his real estate license but just worked as an agent part-time. In January of 2018, Tom jumped in full-time, partnering with Devin and Britney DiNofa. Eventually, the South Jersey team emerged with the Condo Shop and Keller Williams Philadelphia to form TCS New Jersey (with Gaurav Gambhir, Ben Oller and Kate Gledhill). TCS now serves clients in Pennsylvania and New Jersey – boasting 17 direct team members, a property management division, a luxury label, and a Jersey Shore expansion – plus a relationship with over 400+ agents across nine offices. For Wenger, success is about the balance that one obtains in life and work and about securing financial freedom.

Tom loves his work, and he enjoys the emotional management it requires along with the powerful connections that he makes with peers and clients. He is always mindful of the responsibility he has in onboarding new team members and in taking proper care of his clients. “This is a relatively simple business, but it is certainly not easy,” he quips.

Wenger focuses every day on his most important concept: consistency. He does not mind working harder, but he really wants to also work smarter. He created a one-minute video that he produced on Wednesdays every week called Wednesday with Wenger. Sure – there were times that he felt pressured to do it amidst the many other tasks that were calling his name, but he deemed it vital to be his consistent communication with people, and it has paid off. He explains that there is a beautiful compound effect in consistency, and one cannot spend but moments with Tom before you realize that the habit of being consistent is hard-wired into his life.

Tom also notes that the best agents have a great ability to relate to people, and they understand clients who are in the market to buy or sell because they investigate those clients’ needs and wants, and they understand their true goals. The better agents see themselves as a guide and protector of others, and their relationships are built upon trust and integrity. Good agents understand their local market and are specialists in it.

Wenger gives newer agents advice by challenging them to put in the time that is necessary. The road is difficult but highly rewarding. He gives real insight by explaining that newer agents must avoid the trap of comparison. “You cannot compare my chapter nine in my journey with your chapter one,” he chides.

Tom is married to Katie, who is a Respiratory Therapist, and the couple has two children: Collin (4) and Thomas (2). They enjoy Philly sports too. If he could choose any job in the world other than real estate, he might consider being an investor and the owner of a Tiki Bar somewhere it is always warm. He would love to see more of our world cultures someday, but for now this hard-working and passionate agent who loves his family is focused upon giving the kind of consistent effort at home and in his work that makes those whom he impacts better for it.



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CHRISTOFER L. WILHELM SR. & TEAM
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“No one cares about you until they know how much you care” is more than an adage for Christofer Wilhelm. It’s also the way he does business. Today, as the Northeast Regional Vice President of Gateway Mortgage, a division of Gateway First Bank, Christofer is growing a team of like-minded loan officers who are laser-focused on making sure clients and business partners achieve their goals.

“We love working in concert with REALTOR® partners to help their clients achieve the goal of homeownership,” Christofer says. “We understand that agents are placing their pay check in our hands, and we take that very seriously, which is why we believe in doing things the right way from the beginning. That includes treating people well, listening to their needs, finding the right product, being responsive, and staying available.”

With more than three decades of mortgage experience, Christofer likes to say he’s been in the business one year, 35 times. “The market is never the same one year to the next,” he explains. “It’s always changing, and my team and I evolve with it. We stay current on the latest technology, offer the best new loan programs, and find innovative ways to provide value to our clients. I could write a novel on all the changes I’ve seen over the years, the best of which was the industry’s adoption of the Safe Act in 2008. Also known as the ‘Dodd-Frank Bill,’ the act made sure loan officers complete rigorous training and education. I’m proud to say Gateway Mortgage has the best, most professional loan officers in the business!”

Laura DeStefano, Mortgage Sales Manager for the Sicklerville office, is one example. “We communicate with our partners constantly,” she says. “We thoroughly work through every step of the process, providing excellent service along the way to build long-lasting relationships. We work as a team at Gateway Mortgage, and I love the culture. There are so many opportunities to build your business here.”

...

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Christofer L. Wilhelm Sr.
Regional Vice President

Laura DeStefano
Branch Manager
Washinton Twp.



The Mortgage Sales Manager for the Robbinsville Office, Kerry Shaw, agrees. “Gateway Mortgage is a forward-thinking company focused on customer satisfaction,” he says. “It’s never a solo mission to care for our clients and referral partners. It’s a team effort, and we all share in the rewards.”

With five branches serving the South Jersey Region, Christofer is proud of Gateway Mortgage’s team culture. “It’s always about us, not me,” he explains. “I know what’s it’s like on the street because I have my boots on the ground, and I enjoy using my experience to help my team grow their business by understanding every aspect of it in order to serve their clients exceptionally well. For example, our First Time Homebuyer’s Program makes sure clients are prepared and comfortable with their payment so it can be on time, every time. We always advocate for what’s best for them.”

We love working in concert with REALTOR® partners to help their clients achieve the goal of homeownership.

Although Christofer’s education is in accounting, he always gravitated towards sales and even spent time as a REALTOR® before transitioning into the mortgage industry. His sister, Ruthann, was the General Manager of Title America for more than 40 years and had a huge influence on him before her untimely death in May of 2020. “I’m the baby of four, and Ruthann was like a second mom to me,” he says. “She demonstrated to me that success is the number of lives you have helped and positively impacted. The prayer of St. Francis sums it up, “To be understood is to understand, to be loved is to love, for it is in giving that we receive.”

To learn more, please call 609-828-5503 or visit <https://www.gatewayfirst.com/chris-wilhelm>.

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▶▶ top producer cover story

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Written by Heather Pluard

Photography by Steady Focus Productions

TOM SADLER and BOB KRUPA

THE SADLER KRUPA REALTY GROUP



Great minds who think alike can build an exceptional business, and Sadler Krupa Realty Group is a prime example. Last year, REALTOR® Tom Sadler paired a lifetime of professional sales experience with REALTOR® Bob Krupa's tech-savviness to create a powerhouse team. Thanks to this duo's similar mindset and incredible synergy, Sadler Krupa Realty Group grew exponentially. Recently, they made another strategic move by joining Keller Williams.

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“We believe Keller Williams offers technology, support, inspirational leadership, and an unmatched compensation program that will help us achieve our growth goals while enabling us to maintain our reputation of delivering client satisfaction beyond compare,” Tom says. “It’s been a whirlwind of a year since launching our team, but our commitment to treating clients exactly the way we hope to be treated has always remained constant. Bob and I are so in sync, and our business is referral after referral because of who we are and what we do to elevate the real estate experience.”

These dynamic business partners met in 2011 when Bob, a former Marine, joined the boutique brokerage Tom helped create after leaving a successful career in sales training. “After ‘retiring’ from my VP position, I was doing professional consulting when my brother-in-law asked me to help him build a residential brokerage in 2007,” Tom explains. “He was a well-respected developer who has since passed. Almost as soon as I obtained my license, the market collapsed. But since I wasn’t dependent on an income, I viewed it as an opportunity to dig in and create an agency that did business differently. Succeeding was easy because I dedicated myself to clients and became known for giving a high level of service. Soon, referrals started pouring in.”

By the time Bob walked into the door with his newly earned license, Tom was a well-established REALTOR® ready to be a mentor. “We instantly connected,” Bob says. “I was a little nervous starting my new career, but if you spend time with Tom, you can’t help but feel better about your own life. He exudes positivity and put my business on a great trajectory from day one.”

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frustration. It's inspiring to be surrounded by like-minded REALTORS® who want to raise standards in real estate."

As a Five-Star Professional 12 years running and a Platinum Circle of Excellence member in the Nexus Board of REALTORS®, Tom has excellent advice for agents. "Always be responsive to clients," he says. "And stay in touch with your contacts. Holidays are great opportunities for a personal touch, but there are a lot more, like anniversaries, house-aversaries, and birthdays. I recently called a 70-year-old client to sing 'Happy Birthday,' and I could feel her smile through the phone. Also, be a person of your word and courteous to everyone, including other real estate professionals. Doing so makes for smoother transactions."

Lastly, Tom advises partnering with a team that's a good fit. "You should have the same feeling of being taken care of that you give to your clients," he says. "Our agents know they are not alone. The net is always there. Bob and I typically respond to texts and calls within seconds, and we complement Keller Williams' excellent training programs with a wealth of one-on-one time. We absolutely love what we do, and are committed to bringing joy to other people's lives through real estate."

Bob followed Tom when he decided to join Berkshire Hathway in 2016 and launch The Thomas Sadler Real estate Group. "I wanted to attach my name to a bigger player," Tom says. "I was there for six years and am grateful for the experience. Every step you take leads to a greater place if you stay positive and focused."

After joining Tom's team as a full-time agent, Bob felt ready to leave his corporate job. "It's not always easy to bet on yourself, especially when you have a wife and kids depending on you," Bob says. "But I had gained so much confidence working with Tom that I knew I would be successful. Tom is like a father to me, and I learned so much from him. As a result, both of our businesses grew together. Then, in January 2021, we decided to become equal partners and create the Sadler Krupa Realty Group."

An instant success, the Sadler Krupa Realty Group generated over \$40 million in sales in its first year and expanded to include eight agents. Today, they're a team of 12 and continue to grow. "It's thrilling to create something bigger, but we aren't out to grab just anyone," Tom says. "Bob and I have gotten the right people on our team, agents with energy, compassion, and love for what they do. Our agents are professional, have common courtesy, and can deal with



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Too much on your plate?

healthy living

By Shauna Osborne

MOVE YOUR BODY ...and Stress Less! BODY

After two-plus years of a devastating global pandemic – and its accompanying economic, social, and political fallout – many Americans have found themselves anxious, exhausted, even depressed. The American Psychological Association (APA) recently reported that over three-quarters of Americans experienced distressing mood and behavior changes in response to these overwhelming pressures; the APA sounded the alarm last year, calling this compounded stress event a “national mental health crisis that could yield serious health and social consequences for years to come.” Though many factors feel out of our control right now, the good news is we can make small lifestyle changes to diminish the adverse effects of stress on our bodies and minds. The first step? Move your body!

Endorphin production/tension relief
Physical activity pumps up the production of our brain’s feel-good neurotransmitters, called endorphins. Endorphins serve several valuable purposes for mental health. For example, these “natural painkillers” interact with neurons in our brains, blocking nerve cells, producing a sedative effect, and reducing our perception of pain. The opiate receptors endorphins bind to react similarly to strong painkillers such as morphine, prompting relief for the body without the danger of chemical dependence.

Likewise, regular physical activity reduces levels of the stress hormones adrenaline and cortisol in the body, which, together with endorphin production, helps relieve physical and mental tension, foster a sense of relaxation, and ward off anxiety.

Fatigue reduction
Do you wake up for the day *already* tired?

Stress might be the culprit, but physical activity should be part of the solution! Though it may seem counterintuitive, research has proven that expending energy through regular exercise will pay off in the long run with increased energy levels. Most effective for overcoming fatigue is aerobic exercise, which increases oxygen in the blood and boosts energy levels. However, even a low-intensity workout – a short walk around the neighborhood, for example – can lessen fatigue and elevate mood and vigor.

Have a stress-free summer – get outside, get moving, and feel the tension melt away!



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