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

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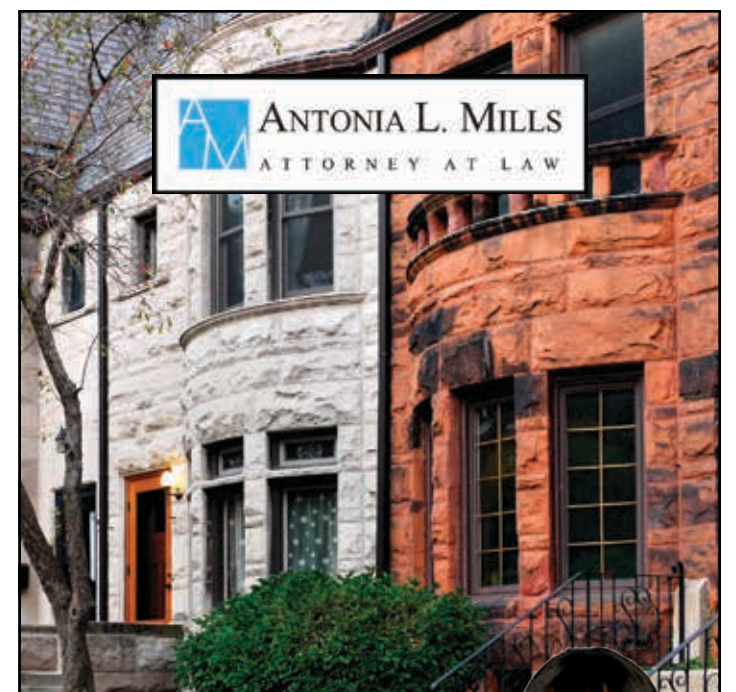
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PUBLISHER'S NOTE



These past two months have been the busiest months of my entire life; from planning and executing three Real Producers events for our respective markets, to having our four-year-old quarantined for two weeks due to a COVID exposure in his class. We are all dealing with wrenches being thrown in our schedules. It is difficult to plan things. Sometimes I feel like I am wasting my time when I try to focus and take a concept from my mind to fruition.



Although there have been more speed bumps lately that stand in the way of accomplishing goals, I realized that placing thought and energy into orchestrating interactions with quality individuals is extremely worth it. I feel that it is almost necessary to live a fulfilled life. I witnessed this at our winter event last month and was overjoyed with the connections that were made and the positive feedback that we received. Thank you to those who reached out to me personally and to our staff to say that you appreciate what we do every month.

That being said, we had a blast at our winter event and hope you enjoy the photos on page 70! A big shout out to Cheri Kasella with HAVEN Home Staging & Redesign and Ross Neag and Andrew Danner with Chicago Building Inspections for supporting the event at Avondale Bowl. We are excited for what the rest of 2022 will bring. Be on the lookout for details for our spring event!

 Andy Burton
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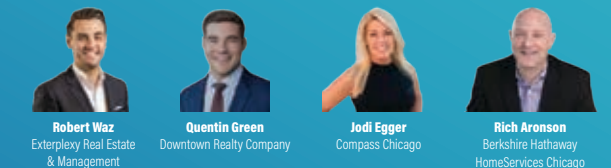
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JASON M. CHMIELEWSKI

» partner spotlight

By Jennifer Mitchell
Photos by Sonya Martin

JMC LAW GROUP

Building a Team Focused on Building Relationships

Jason M. Chmielewski, owner of JMC Law Group, claims that quality service, constant communication, and a focus on building relationships are the keys to his success as a real estate attorney. But it's not just relationships with his clients that concern him. He is also focused on building long-term, meaningful relationships with REALTORS®.

"When I find people who I work well with, I want to keep them around, whether that's a paralegal that would be a great addition to our office, a client I've connected with, or an agent I've built a strong relationship with," notes Jason. "I consider myself very fortunate because many of the agents I've worked with over the years have become great friends."

One of the ways Jason builds strong relationships with those in the real estate community is by constantly keeping the lines of communication open. He's able to make that possible thanks to his incredible team at JMC Law Group.

"Teamwork is essential to the way our office operates," says Jason. "I lead the team, but I can't do everything and still provide the quality of service I expect. It would ultimately be a disservice to my clients. I've built up a team that I deeply trust, and I delegate the work. I try to make sure everyone in the office touches each purchase and sale file. That way, when clients or REALTORS® call in, anyone they speak with will be able to provide a detailed update on the transaction."

Jason's team at JMC Law Group consists of himself; Nick Pratten, an attorney who joined the firm in 2017; and two paralegals, Sydney Bachman and Annie Poggioli. While Jason and Nick are reviewing the contracts and negotiating the deals, Sydney and Annie are working in parallel to obtain transfer stamps for villages; order payoffs, surveys, and paid assessment letters; and ensure things are moving smoothly with lenders and title companies. The main goal is to have a smooth, seamless transaction from start to finish.



Jason and his team: Sydney (paralegal) Nick (attorney), Jason (managing attorney), and Annie (paralegal).

Jason and his team know that closing dates are typically driven by major, immovable events like a job transfer, the start of the school year, or the end of a current lease. They also understand the large amount of stress that can be put on buyers and sellers alike. So the team works together to ensure closings are seamless and run smoothly. They know that this removes some of the stress from the process.

But it's these big life events that excite Jason most.

"So often people are moving because they're getting married, having a kid, starting an exciting new job, or retiring," claims Jason. "I love being a part of that and helping people when they're experiencing a life event. It makes my job feel very personal."

To put clients at ease during what is so often a stressful time, Jason positions himself as a friendly advisor, offering to answer any questions or concerns his clients may have whether they be real estate related or not. "It's all about building strong relationships. You can't look at every interaction as a transaction. I strive to do the best job I can for my clients and REALTOR® partners so they will truly want to work with me again. It's not about repeat business. It's about sustained relationships." ●●●



“ I THINK THE PANDEMIC FORCED US TO MAKE CHANGES FOR THE BETTER. I HOPE THESE CHANGES RESULT IN MORE CONNECTIONS AND MEANINGFUL RELATIONSHIPS. ”

Though completing smooth and seamless closings for clients is a huge driver for Jason, the thing that fuels him more than anything is his family. He spends all his free time with his wife, Gina, and their four children. Together, they love exploring the city whenever they're able to get out and about—their activities, much like Jason's business, have certainly had to change quite a bit in the last couple years.



Jason with his wife, Gina, and their four children.

When the COVID-19 pandemic initially hit two years ago, Jason was concerned that it would crush the real estate industry, so he was pleasantly surprised to see how things took off. He now thinks that many of the changes he, and others, made to standard business practices are actually beneficial to clients and will be the new standard.

“The way we do business has changed dramatically over the last two years. I think everyone in the real estate industry is benefiting from this new way of working,” notes Jason. “We can now close remotely, so Nick and I don't necessarily need to drive to every closing. This frees up our time to focus on servicing our clients during negotiations, which is where attorneys bring the most value. I also think the closing process is now faster, cleaner, and more convenient for buyers and sellers alike. So although we were initially scrambling to make these changes to the way we conduct business, I think the pandemic forced us to make changes for the better. I hope these changes result in more connections and meaningful relationships.”

To reach Jason and to learn more about the services JMC Law Group provides its clients and REALTOR® partners, visit their website, www.jmclawgroup.com, or call 312-332-5020.



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A Spring-Cleaning CHECKLIST

By Shauna Osborne

► home matters

Ah, spring cleaning. Let's face it: It's difficult for most of us to get excited about any activity that has "cleaning" in the name ... and it's not like we *don't* clean every other season of the year! Indeed, cleanliness and sanitation have been ever-present in our minds over the last two years, and a deep cleaning undeniably makes the home environment healthier – removing harmful dust, microbes, mold, and mildew – thus boosting the immune system and reducing illnesses and allergies.

The month of March, in particular, has always been an ideal time for an intensive home scrub. Why now? To answer that, look back to 19th-century America: In many areas of the country, March was the perfect time for intensive dusting because we could open windows without getting too cold but also not worry about insects; the windy weather March is known for was perfect for drawing dust up and out of homes.



- **Wash light fixtures, dust fans and lampshades, and replace burnt-out bulbs.**
- **Dust shelves and contents thoroughly:** Remove everything and wipe or vacuum shelves clean. Dust items as you replace them on the shelves, using a clean, soft cloth to wipe down leather-bound books or valuables. Don't miss the undersides of nearby chairs and tables!

It's been a long winter. Throw open the windows and welcome in the sunshine ... to a clean and sanitary home! Happy spring!

Now that we have more modern conveniences, this process is less a necessity, yet we cannot deny the lingering desire for a deep and satisfying clean. Get started on your spring clean with this preliminary checklist of tasks, applicable to every room in your home:

- **Wash baseboards, windows (inside and out), doors, and walls:** Always moving from the top down, dust/vacuum first, then wipe or wash down. Don't forget windowsills and tracks.
- **Replace air filters and clean air vents.**
- **Reseal grout:** The grout between the tile on your floors and countertops is porous and shows stains easily. Scrub and then apply a grout sealer to protect.
- **Wash window treatments and screens and dust blinds.** Many draperies and curtains are machine-washable (check labels). Most blinds and screens can be wiped down with warm water and mild dishwashing soap.
- **Ensure fire safety:** Changing/checking the batteries in your smoke detectors should be completed twice per year. It's also a convenient time to confirm every family member knows where extinguishers are located and how to operate them.
- **Sanitize light switches, door handles, and knobs.**
- **Vacuum/shampoo rugs and upholstered furniture:** Use a shampooing machine or have rugs professionally cleaned, depending on whether they have a waterproof backing. Take cushions outdoors to beat them; use the crevice tool on your vacuum to collect hard-to-reach dirt in corners and cracks.



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ANNE KILLARNEY

▶ behind-the-scenes all-star feature

NOMINATED BY: CARRIE MCCORMICK LUXURY GROUP WITH @PROPERTIES

Photo by Maria Ponce

Name: Anne Killarney

Position/Title: Operations Director

Company: Carrie McCormick Luxury Group w/ @properties

How long have you been working with the person who nominated you? Five years

How long have you been working in the real estate industry? Eight years

What did you do before you began working in your current position?

I was an executive assistant for a real estate broker.

What does your typical workday look like?

As operations director, I am responsible for supporting Carrie and the incredible business she has built. This job never stops, and it's energizing in that way. Every day is a good mix of showings, photoshoots, client care, and marketing. Each day is different, and I love that about the job; I could never sit at a desk nine-to-five, Monday-Friday.

How would you describe your job in one word?

A rollercoaster...and I mean that in the best way. The key to this career is adaptability.

Why do you think you excel at your job?

I've always been good at reading people and being able to stop and really listen to what they want even when they have a hard time explaining



Anne Killarney and Carrie McCormick

it. It has helped me in immense ways in my current role. I am also a problem solver, and I can't accept no; I have to find a way to make something work, and I won't relinquish until I do.

What is the most rewarding aspect of your job?

Seeing a buyer at a final walk-through, excited and ready to start their next adventure.

What is the most challenging aspect of your job?

Accepting anything less than perfection from myself and those around me. I set incredibly high standards.

**“Anne never stops. She cares about every single client and wants to make sure they are happy and satisfied, she doesn't rest until that happens.”
- Carrie**

What is one thing about you that others might find surprising or interesting?

One of my favorite stories about Carrie and me is how we met. I was working out of the Bucktown @properties office, and Carrie had a marketing meeting there; she had never been to that office before. She decided to stay after the meeting and work on some emails. She overheard a conversation I had with a client and, after I was finished, came over and introduced herself to me. She said she was impressed with how I carried on that conversation and said she was looking for someone like me to help her business—she asked if I could help her find someone. We exchanged information, and I reached out to her that night to let her know I was looking for a new opportunity and the rest is history!

When you're not working, what do you like to do for fun?

When am I not working? I love trying new restaurants with my husband, walking Vinny, our dog in our neighborhood, and being with friends and family entertaining in our home. I love to host big parties and can't wait to get back to it soon!

How do you feel about being nominated as a Behind-the-Scenes All-Star?

Incredibly honored! I love my job, and it is wonderful to be recognized for the work I do.

Is there anything else you'd like to share about yourself, about your job, or about your relationship with the person who nominated you?

This has been an incredibly rewarding career for me; learning the hard work and dedication it takes to grow in this business from Carrie has been invaluable. I am excited to see what the new year brings and looking forward to crushing our goals again!

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Virtual JAM SESSIONS

Top REALTORS® and Preferred Partners Engaging Virtually

We would like to give a huge shout-out to the *Chicago Real Producers* community! It has been awesome to see how everyone has connected, inspired, and elevated one another as we kicked off the new year!

CHICAGO RP REAL PRODUCERS.
Jam Session #57 **f LIVE**
 An organic conversation about Chicago real estate

Participants: Emily Ackerman, Karen Schwartz, Kevin Hinton, Leigh Maron, Matt Leroy, Cheri Kasella, Ross Neug, Joel Schaub.

Chicago Real Producers invites you to tune in via Facebook Live
Tuesday November 9th 9:15 am CST
 *HOSTED BY Andy Burton

CHICAGO RP REAL PRODUCERS.
Jam Session #58 **f LIVE**
 An organic conversation about Chicago real estate

Participants: Ashley Ball, Danny Glick, David Nimick, Erika Villegas, Haley Levine, Stuart Kasella, Michael Gunderson, Andy Talar.

Chicago Real Producers invites you to tune in via Facebook Live
Tuesday December 7th 9:15 am CST
 *HOSTED BY Andy Burton

CHICAGO RP REAL PRODUCERS.
Jam Session #59 **f LIVE**
 An organic conversation about Chicago real estate

Participants: Brittany Russell, Robin Phelps, Quentin Green, Tony Mattar, Leon Mann, Davina Arceneaux, Jason Cholewicki.

Chicago Real Producers invites you to tune in via Facebook Live
Tuesday January 11th 9:15 am CST
 *HOSTED BY Andy Burton



We started doing jam sessions in May of 2020 as a way to connect and add value to our CRP community while we couldn't meet together in person. Our jam sessions continue to be a success as we gather in small groups on Zoom. These sessions are designed to get a handful of experts on a call (both REALTORS® and Preferred Partners) to discuss what they are seeing in their industry and to help add value to the individuals who are able to tune in. This is a great way to meet people on a more personal

level and to get to know what's happening in different industries in the real estate community.

The jam sessions have been filled with creative ways to encourage our *Chicago Real Producers* community to continue to engage, and they have served as a way to build relationships. Plus, it has been great seeing even more engagement as we have consistently been streaming sessions on Facebook Live!

A huge thank you to all our amazing REALTORS® and Preferred Partners for your willingness to join together as a community and maintain our human connection!

We have received great feedback about these events, so we are continuing to schedule them! Want to join one? Let us know by emailing us at andy.burton@realproducersmag.com.



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Kelly Parker

A DIFFERENT WAY TO SHOW UP

The idea for Chicago Home Collective (CHC) was born seven years ago when Kelly Parker had a realization: her approach to the industry was not only unique, it was also a form of rebellion against the “old school” model of real estate. She gradually invited other like-minded agents to join the ranks with the understanding that a greater impact might be made as a team. CHC now stands six agents strong. They prioritize relationships and community, and describe themselves as a modern take on a traditional real estate team.



Kelly with her family.

Photo credit: Alisha Siegel



Kelly envisioned a team where not one person or name was elevated and recognized above the rest, but one that honored the collective effort it takes to create success for clients. One that not only maintained but celebrated the individual names and unique identities from which businesses grow. One that reframed the definition of success and the ways to arrive there.

At its core, Kelly’s vision involved a departure from the “hustle culture” that has dominated not only the real estate industry, but also our society for years—a paradigm built on “doing” (e.g., wake up at 5 a.m., make fifty cold calls, hit your sphere thirty-three times, win the deal, repeat) and “A fast-paced environment that feeds off of a scarcity mindset, feeling the need to work long hours, and a restless sense of striving for some type of performative goal,” she explains.

While Kelly recognizes the necessity for some of these things at times and that they are not “inherently bad,” she also recognizes the shortcomings of building a business solely on this kind of energy.

“Building an entire business that is fueled by this kind of mindset will eventually lead to zero boundaries (hello agents texting at 2 a.m.) and widespread burnout,” Kelly explains. “This is because the message is that by *doing* you will be successful. When the truth is that it’s your *being* that leads to success: your business can only grow to the extent that you do.”

...

Kelly believes and coaches that the more you show up as who you authentically are—which she refers to as “Aligned Action”—and the more you dedicate to your personal growth and overall well-being—which requires proper time off for rest and space for reflection so as to embody the lessons you learned while in the “doing”—the more you will make an impact and build a high-performing business that produces real success.

“Following the same business model someone else prescribed will not lead to the same success,” Kelly further explains. “Because their success wasn’t just about what they did, but who they became while doing it. That’s what led to their success. It’s that state of becoming that truly matters.”

And that is why CHC team members do not identify themselves as just agents, but as travelers, interior designers, mothers, yogis, environmentalists, and leaders. Collectively they are experts in a myriad of property types; skilled negotiators; and highly respected, award-winning, dedicated agents who believe that each person is an example of what is possible, rather than of the competition.

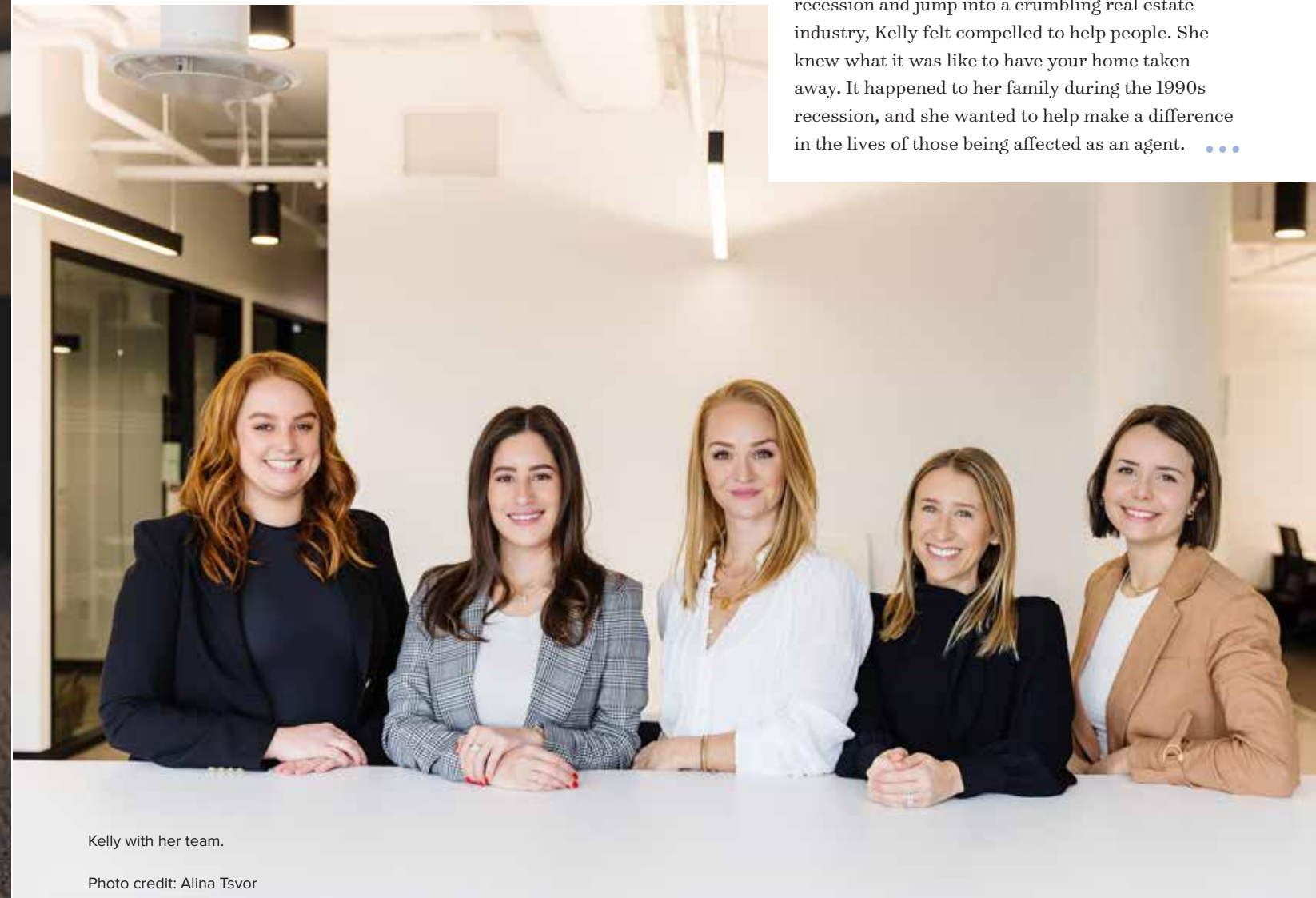
Kelly points to the success of team member Emily Ackerman, who just had a tremendous year, for embodying the spirit of CHC. Emily has been with CHC from the beginning. Kelly met the then twenty-two year old Indiana University



grad soon after she arrived in Chicago. Emily, who won National Association of REALTORS® 30 under 30 award at age twenty-eight, is now mentoring other budding agents on the team.

“Emily grew her business every year by being her true self, using what felt aligned for her, and then working incredibly hard from that place. I’m so proud of her and the rest of our team members—Casey Metz, Alexa Dimperio, Ally Keene, and Molly Fox—who are each finding their own success while contributing to the success of each other, and staying true to their becoming.”

Kelly was not so different from Emily when she first started in real estate. She arrived in Chicago from Los Angeles fifteen years ago with two duffle bags and only one friend in Chicago. She was in fashion merchandising before she decided to enter real estate in 2009. Although many of her friends thought she was crazy to leave her job during a recession and jump into a crumbling real estate industry, Kelly felt compelled to help people. She knew what it was like to have your home taken away. It happened to her family during the 1990s recession, and she wanted to help make a difference in the lives of those being affected as an agent. ...



Kelly with her team.

Photo credit: Alina Tsvor

... “I couldn’t minimize the grief for those who were losing their homes to short sales or foreclosures at the time, but I could at least help to make the transition as stress-free as possible,” Kelly explains. “I also wanted to help protect and educate the buyers then, too, so they wouldn’t end up in a similar situation. In my opinion,

“ Each of us is in a state of becoming and that should be celebrated regardless of how much production you closed in a year. This is really the framework I am teaching through my coaching and the legacy I hope to leave behind.”



Kelly Parker & Emily Ackerman

owning a home should allow you to feel safe, secure, and free to be your most authentic self, and I wanted to help people experience that. That idea and mission has become the biggest operating principle of our team.”

As Kelly continues living out her purpose by coaching and mentoring other agents, both inside and outside of her team, she continues to stay true to her authentic self by spending time with her husband, Ian Hughes, and their daughter, Hazel, exploring the city together, going to concerts, festivals, riding bikes, and doing their best to take care of the planet.

No matter what Kelly does in the future, she will remain an ambassador for collectivism, diversity, and above all, love.

“Success lies in collaboration, not competition,” Kelly emphasizes. “When we lean in and support each other, we all rise.”

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By Jennifer Mitchell
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FROM POKÉMON
CARDS TO HOMES:
MASTERING THE
ART OF SALES

Real estate and sales run in Quentin Green's blood. This third-generation REALTOR®—who started early in sales, brokering playing cards and laser pens to classmates back in grade school—found his calling in real estate. But Quentin wasn't an overnight success. It took hard work, dedication, and patience.

Quentin grew up in Chicago, moving from Bucktown to Beverly in fifth grade. The move brought a fairly large shift in Quentin's life as he moved from a Montessori to a Catholic school.

"Montessori school was very free-spirited and focused on the individual," notes Quentin. "Catholic school, on the other hand, was more about the collective. I took a lot from both, but the change took an adjustment. What was normal at Montessori school would get you detention at St. Barnabas."

While in school, Quentin put his innate knack for selling to good use: he became a Yu-Gi-Oh, Digimon, and Pokémon card broker. He was the go-to card dealer on the playground and used his allowance to buy new cards or cards from other students. In sixth grade, he transitioned into the laser pen business, buying pens in bulk from Walgreens and selling them to other students for a hefty profit. While the enterprise helped him hone his sales skills, it also got him into a bit of trouble as teachers didn't

appreciate that at any given time, seven to ten laser pointers would be going off in the classroom.

At Brother Rice High School, Quentin learned the importance of community, education, and moral character, and he's very involved with the school to this day. At Saint Louis University, Quentin studied economics and philosophy. His plan was to go into consulting before enrolling in law school, but after graduation, he interviewed at consulting and finance firms and realized it wasn't the right fit. Wanting to get back to his sales roots, he decided to go into real estate.

"Both of my parents are REALTORS®, so growing up, I spent many weekends at open houses," claims Quentin. "I was always curious about the trade as it seemed to provide them with a lot of opportunities and success. I would ask them and my grandparents about their work and soaked up as much as I could. My maternal grandpa still actively transacts at ninety-four years old, and my paternal grandfather and great-great-grandfather purchased vast amounts of land in Louisiana and Florida. They would lease it out to oil companies, hunters, and the scientific community for various ecological studies. One parcel of land was even used to film *The Waterboy* (starring Adam Sandler)." ...



...

For Quentin, the first few years in the industry were rough—as they are for many. He constantly questioned his decisions and doubted himself. He was making far less than his peers, and although he knew he had momentum on his side, in his eyes, he was still way behind them.

“I thought about throwing in the towel multiple times during those first few years, but I constantly reminded myself how rewarding this career can be and that, thanks to my parents, I had a roadmap for success to follow. My mentors reminded me that I was doing everything right and I just needed to give it time.”

Quentin joined a firm specializing in leasing luxury apartments in Chicago and joined CAR® where he met some amazing people that became mentors and friends. Over time, he started to see leasing clients return to buy their first home, and things finally started to click.

Now, he loves selling multifamily and two- or four-unit buildings. He has an eye for spotting good investment properties and loves digging into the financials to find the best purchase. Where residential purchases are more emotional and intense, buying investment properties is a nice change of pace because it either works or it doesn't, and you know right away.



“SUCCESS DOESN'T HAPPEN OVERNIGHT. BUT IF YOU PUT IN THE REPS AND ARE INTENTIONAL WITH YOUR WORK, THINGS WILL EVENTUALLY WORK OUT.”

Quentin with his girlfriend, Alexis, at Lollapalooza in 2021.



Quentin purchased an investment property for himself in 2021 and hopes to buy one property a year moving forward. He's found that clients are put at ease when they know he has personally invested in the areas where they are looking to buy.

Outside of buying investment properties, Quentin enjoys running; he tries to run at least a few times a week, weather permitting. “Running is very meditative and ritualistic for me. I try to get out every day if I can.”

He and his partner, Alexis, love attending concerts and street festivals—a favorite activity from Quentin's childhood. “Some of my fondest memories as a kid are of attending street fests with my parents.”

But after running, or running around the city, it's back to running a business. Quentin has his head down and is working toward success.

“Success doesn't happen overnight,” says Quentin. “But if you put in the reps and are intentional with your work, things will eventually work out.”



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AVOIDING TAX-SEASON SCAMS this spring

By Shauna Osborne

With major distractions like a global pandemic, market disruption, and ensuing hardships and stressors (emotional, physical, and financial alike) on our plates, no one would be surprised if paying taxes is the last thing on our minds right now. However, Tax Day (April 18, 2022) is just around the corner, and being an already fraught and emotional time for some, it's crucial to stay focused and one step ahead of potential tax scams and deceptive practices. Use the following tips to ensure your hard-earned money and personal information stay secure this spring!

File Early

The IRS will process *one* return for each given Social Security number; therefore, if you file as soon as you are able, you can beat scammers who might later fraudulently attempt to use your information, gaining an extra layer of protection for your finances.

Avoid Pandemic Hoaxes

The ongoing Covid-19 crisis has thrown financial lives into disarray for many taxpayers, resulting in widespread confusion about unemployment benefits, stimulus checks, child tax credits, and more. And tax scammers are preying on the unprecedented chaos, offering pandemic-related grants or faster or bigger payments in exchange for personal financial information and / or advance fees. According to the Federal Trade Commission, Americans have lost nearly a billion dollars to pandemic-related scams since the start, with seniors bearing the greatest loss (three times more than any other age group).

Beware Phone-y Scams

Phone scams have been and continue to be a persistent and pervasive problem (to the tune of millions of dollars lost every year!) for taxpayers – especially for “vulnerable” populations such as the elderly and English language learners. Remember, the IRS will never call you on the phone, demanding immediate payment or sensitive information. In fact, this government agency almost exclusively communicates with taxpayers by mail, so if you receive a call claiming to be from the IRS or another financial agency or collector, it is almost certainly a scammer impersonating the proper authority. Instead of conversing, hang up and contact the IRS or organization the call purportedly came from at an *official phone number* to verify its authenticity.



ating the proper authority. Instead of conversing, hang up and contact the IRS or organization the call purportedly came from at an *official phone number* to verify its authenticity.

Don't Fall for Phishing

Again, the IRS will never reach out to you via email or social media regarding tax responsibilities. Carefully examine tax-related emails you receive, look for spelling mistakes and unusual URLs and email addresses (often very similar to the real ones), and avoid clicking on links in messages or downloading attachments. Additionally, if using an online tax preparation software or website, be vigilant that you don't get redirected to a phishing site, which may look and feel very similar to the real ones and can trick you into divulging personal information. If you do receive a suspicious email regarding taxes, you can forward it to phishing@irs.gov.

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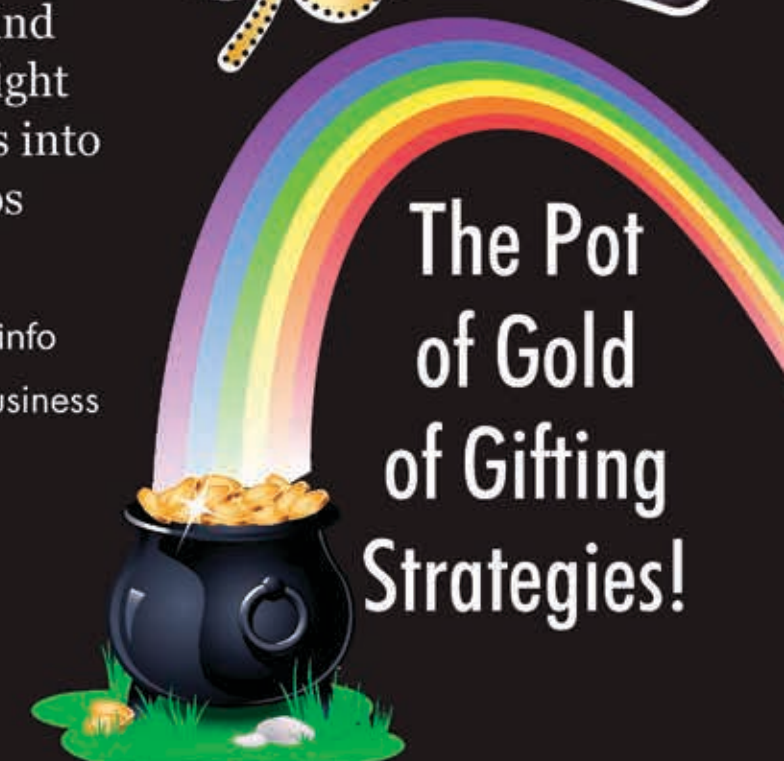
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Brittany & Annie Busstell & Bauer



▶▶ agent feature

By Chris Menezes
Photos by Caleb Pickman

TEAMWORK MAKES THE DREAM WORK

“Agent relationships are everything. Treat others as you wish to be treated. There will be endless frustrations with communication, but the best way to get a deal done and create success for your client is having a sense of urgency and creating an open communication stream with the agent on the other side of the deal,” states Brittany Busstell of the BAUER|BUSSELL team.



Annie Bauer



Brittany Busstell

What started out as a good working relationship between Brittany Busstell and Annie Bauer, soon turned into a friendship, a partnership, and without much intention, a full-on team of four other agents with @properties.

Much like the BAUER|BUSSELL partnership first formed under @properties, Brittany and Annie’s team is not structured like a typical team. “Each agent has their own clients and runs their own business (meaning we don’t have designated buyer’s agents or showing agents, etc.),” Brittany explains. “Each agent on our team takes credit for their sales, which is fundamental in building their individual brands.”

Brittany went on to explain how she and Annie didn’t intend to turn their partnership into a team. However, as they combined their efforts as two top producing agents with the purpose of optimizing every part of their individual businesses and lives, they grew exponentially. So when they brought on their team member Katie Twyman, the goal was to support Katie in growing in her own business, as opposed to their own, to give her everything she would need to become successful.

“We place a lot of weight on understanding each personality on our team—how each person will feel valued and supported for their continued growth,” says Brittany. “Being a mentor to the four agents on our team means the world to me. I truly love them each individually and would call them each a close friend.”

“I love what I do. I see myself continuing forward as an agent for years to come, and I want our agents to feel the same,” Brittany says. “Building a solid, intimate, and sustainable team is the key. This allows each member of the team the flexibility to have a moment to live life (i.e., travel, achieve balance, have down time, etc.) while knowing all clients will be handled with great care.”

That purpose has not changed from the moment Brittany and Annie first established their partnership. They were already well-established top producers, looking for a way to do more, both for their clients in the business and for themselves outside of the business. Although Annie had a good six years on Brittany in real estate, not including the years she spent leasing luxury apartments, they shared the same mindset and knew their complementary strengths, personalities, and passions would take their clients’ experience from “excellent to exceptional.”

Brittany grew up in the business. She comes from a family of industry veterans—custom home builders and developers, residential and commercial brokers, and more—all in Indianapolis. She spent many of her days growing up cleaning her father’s spec homes, running down the street and jumping in and out of her mother’s car “helping flyer farm neighborhoods by mailbox,” and being dragged around as staging laborer, helping to pull faux trees in and out of homes.

...

Although Brittany was not excited to do anything involving real estate as a kid, she couldn't stay away from it for too long as a working adult. After earning a degree in psychology with a minor in sociology from Indiana University, she moved to Chicago, where she completed a program in fashion and design, and ultimately got into event planning with luxury hotels. When the family bug of entrepreneurialism couldn't be ignored any longer, she knew she had to jump into real estate.

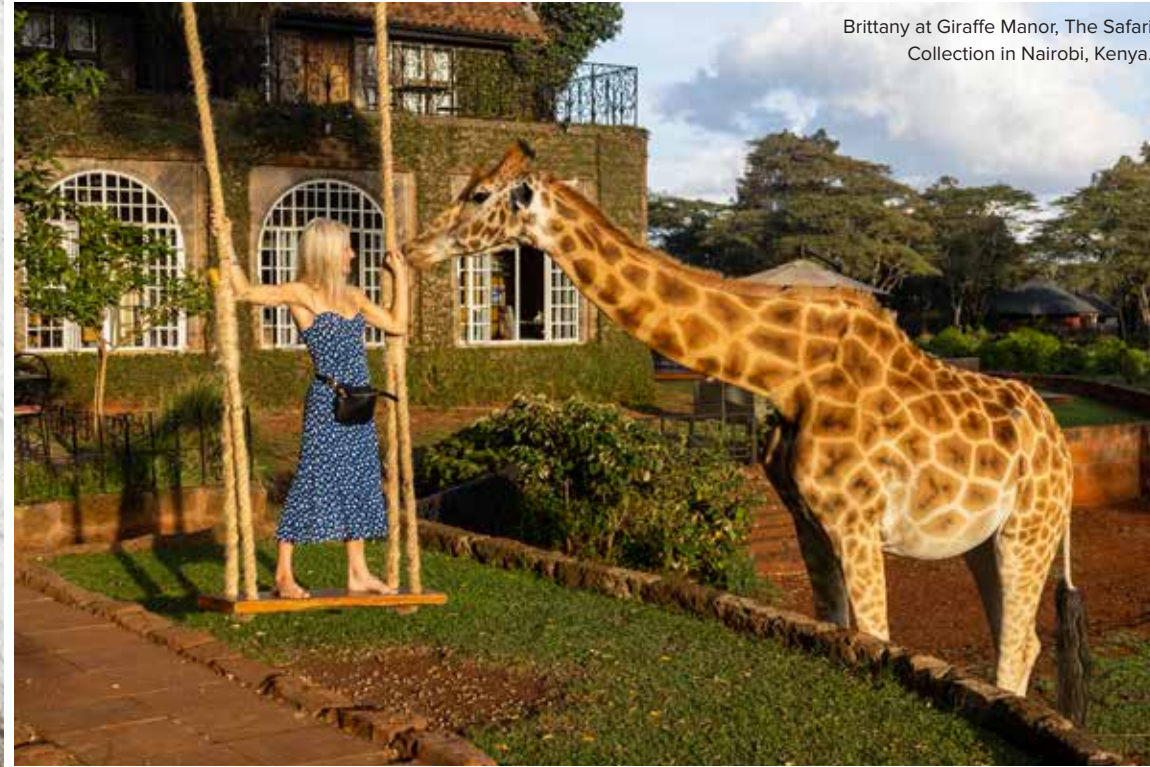
But when Annie started, she had no connections to the business. "I therefore had to work a bit harder and sacrifice more than most to get to where I am today," she explains. Her gateway into real estate was leasing apartments in Denver, Colorado, in 2002. After September 11th decimated the job market, and she saw that many of her friends were being let go from their corporate jobs.

**"I've been told time and again that my people skills are my best asset. I'm happiest when interacting with people."
- Annie**



Brittany and Annie with Katie Twyman, the first agent to join their team.

Photo credit: Danielle Simone Photography



Brittany at Giraffe Manor, The Safari Collection in Nairobi, Kenya.

**"I love what I do. I see myself continuing forward as an agent for years to come, and I want our agents to feel the same."
- Brittany**

"My thought was 'People will always need a place to live,' which, in turn, would ensure I could always have a place to call home," Annie explains. "I've been told time and again that my people skills are my best asset. I'm happiest when interacting with people. [That's what makes me] a natural salesperson, so the logical progression was to go for my real estate license. I [then] wanted to put myself in a position where I would have the largest sphere of influence and support, which was my hometown, Chicago." Over the years, Annie has acquired real estate licenses in three states and two countries, worked in both residential and commercial management leasing and sales, headed a residential new construction sales team that reported to corporate entities, and built a residential resale business of her own. ...





Now, nearly twenty years into her career, Annie continues to improve and push herself in the business, alongside Brittany and their growing team of agents.

As a unified collective of support, the members of the BAUER|BUSSELL team look out for each other and their clients with the purpose of elevating the business and their relationships to continuously improve—whether that means having time with loved ones, doing vinyasa yoga, carving dinner tables out of raw slabs of walnut, investing in real estate, or giving back to Chicago, the city they love.

As Brittany and Annie continue to build up their team together, their efforts will continue to make the Chicagoland market an even better place in which to work and be.



Photo credit: Maria Ponce

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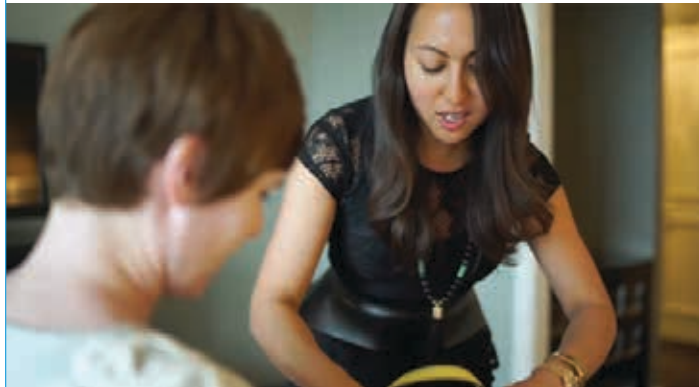
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Q: How can hiring tristinstyling save people money?

A: Clients love us for our ability to create new outfits by using pieces from their current wardrobe, combined with high end investment pieces, or fabulous inexpensive pieces to make a great outfit. While some stylists might find it challenging to work within a budget, I find it to be a lot of fun. I love to show clients how to find amazing pieces at unbelievable price points!

Q: Why do people need tristinstyling when so many retailers offer styling services for free?

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March is National CREDIT EDUCATION MONTH

By Shauna Osborne



We look forward to the month of March for many reasons: Sports fans anticipate March Madness, outdoor lovers hail the coming of spring and Daylight Savings Time, and all carousers await St. Patrick's Day. A lesser-known but perhaps equally important March event is National Credit Education Month, the perfect time to educate yourself and others on the intricacies of credit scores, including types of credit, why credit is important, and how to build or repair credit.

The latest data from LendingTree indicates that nearly 40% of Americans don't know their credit score, which leads to the first and most important way to observe National Credit Education Month: **Check your credit score.** Nearly every major purchase an adult will make – mortgages, car loans, credit cards – is in some way impacted by their credit score, and many utility companies, landlords, and potential employers now use credit data to make crucial decisions about consumers. Make it a habit to check your credit score.

Next, **study your credit report** and get to know its ins and outs. Familiarize or re-familiarize yourself with the major factors that contribute to credit scores: the amount of debt carried, the age of debt, whether payments are made on time, and the number of loans a consumer has. Check your report for inaccuracies, including any accounts you don't recognize or balances you thought were paid off, and report any errors right away. Sign up for a free credit monitoring program, such as Credit Karma or Credit Sesame, to help you control your data.

Also, **consider payment deadlines.** Your history of payments to creditors is the most important factor in your credit rating, so making on-time payments is central to boosting your score. Decide which payments can be put on an autopay program and set those up this month. If you are uncomfortable with automatic withdrawals, calendar and / or phone reminders for payment due dates are helpful.

One last – and critical – way to observe National Credit Education Month is to **pass along your knowledge** to the next generation of consumers. It's never too early to start sharing financial wisdom with children and grandchildren, especially when it comes to prudent credit card usage and spending habits, saving money, and building good credit.

Happy National Credit Education Month!

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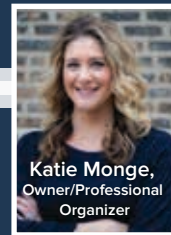
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MORGAN LOUGEE

WESTPOINT FINANCIAL GROUP



LEAVING NO STONE UNTURNED

▶ partner spotlight

By Chris Menezes
Photos by Caleb Pickman

It's probably safe to say that almost everyone who reads this magazine understands the value real estate investments can provide, especially when it comes to retirement—it's an opportunity to build wealth and create multiple streams of income. It's a vital part of many people's retirement plan. But what if there were other things that could do the same thing real estate does, things that would strengthen your portfolio and make it more secure? Morgan Lougee of WestPoint Financial Group is here to tell you there are.

"A comprehensive approach to financial planning considers all aspects of growing assets, protecting businesses, and building wealth. While real estate is a fantastic method to build wealth, I believe it's just one aspect of a comprehensive financial strategy," explains Morgan, "and I want to show others that it's wise to have a more complex approach to growing wealth, achieving their goals, and protecting their business than what they might currently have."

Where many people go wrong, according to Morgan, is they take on the huge endeavor of creating their own investment strategy and retirement plan without having the full knowledge of what is actually available to them. He compares it to a person trying to buy or sell a home without the assistance of a professional real estate agent. Sure, they could do it, but they may find the process challenging or even overwhelming.

"Much like how real estate agents serve their clients, my team and I take a very consultative approach and are always acting in the best interests of our clients. We help clear up any confusion within the financial services space and provide options designed to help increase their wealth in tax-efficient strategies," Morgan says.

A true believer in the effectiveness of professional financial planning, Morgan's passion for the industry can be traced back to his childhood, growing up in Vermont. As a child, Morgan lived down the street from a financial advisor that his grandparents and parents both used. While Morgan's grandparents were hard workers, they never made that much money. However, their financial advisor was able to help them save and invest well, which allowed them to retire at fifty-five and invest a small amount of money for Morgan and his brother when they were born.

That small amount of money ended up paying for Morgan's first year of college. Seeing the life-changing effects good financial planning had on his grandparent's life and even his own, Morgan always felt like he had a unique connection to the industry.

Morgan went to Bentley University, just outside of Boston, where he studied finance and accounting and ultimately earned a master of science in financial planning. After working in management consulting for several years, he found he wanted to work more with individuals and small businesses within the financial planning and investment space.

Morgan's background in finance transformation consulting as a management consultant and his education and upbringing in Vermont—which allowed him to see the personal impact a small, family-run business can have on others—combines the business and personal sides of financial planning, which he believes can help make him a good fit for many a real estate professional as well as other clients. Morgan now takes pleasure in the fact that he can help people just like his grandparents create a better life for themselves and their families. ...



...

“I love to see the joy and sense of confidence that clients express when they see the progress we’ve made together, as well as when I see that they’ve learned something and are asking questions or explaining situations where they’ve clearly put that information into practice,” he says.



“I THOROUGHLY ENJOY A TEAM-BASED APPROACH...THE MOST IMPORTANT ASPECT [REGARDING CHOOSING A FINANCIAL PROFESSIONAL] IS A PERSONALITY AND APPROACH MATCH WITH YOUR FINANCIAL PROFESSIONAL”

Because he understands the gravity of handling other people’s finances, Morgan takes what he does very seriously. To ensure he and his clients are always making well-informed decisions, he constantly works to educate himself and his clients, is always transparent with his clients, and chooses to work with an entire team of professionals rather than by himself.

“I thoroughly enjoy a team-based approach,” says Morgan. “Many financial professionals have access to similar investments and approaches, so the most important aspect [regarding choosing a financial professional] is a personality and approach match with your financial professional; I’m not right for everyone, and I take that approach in every first meeting I host. Any financial professional that tries to say otherwise isn’t being honest, and I’d rather have a candid and productive relationship with my clients than try to work with someone when it’s not the right fit.”

When Morgan isn’t working for his clients, he loves spending time with friends at various restaurants throughout Chicago and is always looking for a new one. He also enjoys traveling and experiencing different cultures, working out, riding his bike up and down Chicago’s beaches and lakefront trails, and through Chicago’s parks. He even once participated in the AIDS/LifeCycle bike ride from San Francisco to Los Angeles (over seven days), riding 545 miles to raise awareness and funds for LGBTQ+ organizations.



Morgan skiing down Lake View trail in Tahoe, CA.



Morgan West of Paso Robles, CA (Halfway point on the 545 mi. ALC ride to LA).

But it’s providing his clients with a true, comprehensive approach to their financial planning, one that can support them and those they love, that drives Morgan the most.

To get Morgan and his team at WestPoint Financial Group to work for you, or for more information, visit westpointfinancialgroup.com/associates/morgan-lougee, or call 312-368-3717.

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DAVE NIMICK

The Rewards of Consistency and Endurance

With twenty-one years in real estate, Dave Nimick has experienced nearly every type of market condition—the high highs, low lows, and the unpredictability of it all. And through it all, his consistency has been his saving grace—his ability and determination to just keep putting his head down and remaining focused on things that matter: delivering high-level service and doing the work that makes a business run.

Dave entered real estate in 2001, not long before the September 11th attacks. And though he sold his first client on the first home they saw, which he knew was an anomaly, he quickly found himself (like many at the time) in unknown territory regarding the future.

“No one knew what to do or how the events of 9/11 would effect real estate,” Dave explains. “I reacted the way most everyone did, but then I put my head down and got back to work.”

Dave knew what he needed to do to get his business going. Having come from the corporate world as a district manager for a car rental company where he oversaw fifty employees over multiple locations, he had the structure, organizational skills, and work ethic required to hit the ground running.

“When I first started, I knew it would be a ton of hard work up front to have it pay off down the road,” Dave recalls. “So, I worked 270+ days in a row before finally taking a day off, having established a solid book of business at that point.”

Dave was awarded Rookie of the Year by the end of that first year. And with his strong focus on customer service and long-term relationship building, his business continued to thrive. That is, until the mortgage meltdown collapsed the market. Despite the uncertainties swirling in the air at the time, Dave remained consistent and did what he always did: he put his head down and focused on the things he could control, namely, showing up to work every day and giving his best. •••



...

“While none of us knew how things would play out or when things would rebound, history has shown us that things do recover, and the last decade has illustrated exactly that,” Dave says.

Dave doubled down during the recession and formed the Nimick Team in 2007; he rebounded with the market and has been thriving ever since. For the last eleven years (2010–2021), he has received the Outstanding Client Service award every single year, and has been listed as a Five Star Professional in *Chicago* magazine each October.

Today, Dave’s business operates primarily on repeat business and referrals—a testament to both his client care and networking ability.

Consistent hard work (and smart work) aside, Dave does have some natural talent that has helped him succeed over the years. His ability to negotiate, for one, is not something he had to learn and develop; it was something he just loved to do for fun.

“I have enjoyed negotiating for as long as I can remember—to the extent that I would volunteer to go with friends whenever they planned to buy a new car just for the sport of negotiating on their behalf. Each of those friends told me I should take that talent and use it professionally, and I finally did with real estate,” Dave says.

Dave grew up in Northern California and graduated from USC in 1989. After taking a trip to Chicago for the first time, he loved it so much that he decided to move. He arrived in Chicago with no job and only knowing one person, yet he was confident he’d make it work. And he did.

He enjoys Chicago life today with his wife, Melodie; their two kids, Noelle and Griffin; and their Labradors, Smuckers (a yellow lab) and Skippy (a black lab). Apart from real estate, Dave loves riding bikes with his family, playing at the park, having dinner with friends, and watching *Seinfeld* reruns.

Dave is also a spirited platform “paddle” tennis player. He plays several times a week and even played in the National Championships of Platform Tennis in 2018. Other fun facts about Dave include working on George Lucas’s



I have ENJOYED NEGOTIATING for as long as I can remember...”



Skywalker Ranch for a summer, being born during the “Summer of Love” in San Francisco, graduating in the same high school class as the current governor of California (Newsom), and being able to solve the Rubik’s Cube. But all these things pale in comparison to his passion for real estate.

“I truly love this line of work and plan on continuing to do this as long as I can,” he says. “I really enjoy teaching and training other agents on how to succeed in this business, and I look forward to getting into more educational roles in the future. Bottom line, real estate is in my blood and it will always be a part of my life!”

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WINTER EVENT

Sponsored by Chicago Building Inspections and HAVEN Home Staging & Redesign

Hosted by Avondale Bowl

Photos by Joseph Castello and Elliot Powell

WE HAD A FANTASTIC TIME WITH EVERYONE AT AVONDALE BOWL. WHAT A WAY TO KICK OFF 2022 EVENTS WITH OUR CRP COMMUNITY! WE ENJOYED EATING LOCAL PIZZA, CONNECTING WITH A LOT OF YOU, AND THROWING SOME STRIKES.

A huge shout out to both Chicago Building Inspections and HAVEN Home Staging & Redesign for helping to make this all happen.

Another special thank you to the staff at Avondale Bowl for providing a great venue. We are grateful to everyone who joined us, provided tournament prizes, and helped make it an unforgettable event. We look forward to seeing you again in the spring (more details to come). Enjoy the photos!







Danielle Dowell won an Xbox from Al Dynia with Alfred S. Dynia & Associates, LLC.



Tim Mullet won an Oculus VR gaming system from Ross Neag and Andrew Danner at Chicago Building Inspections.



Courtney Funkhouser won a relaxing spa package at the Langham Hotel from Crystal Kurzynski with Guaranteed Rate.

BOWLING TOURNAMENT Winners

We are extremely grateful to our Preferred Partners who never disappoint with great prizes at all the events! Check out our top six winners from the bowling tournament:



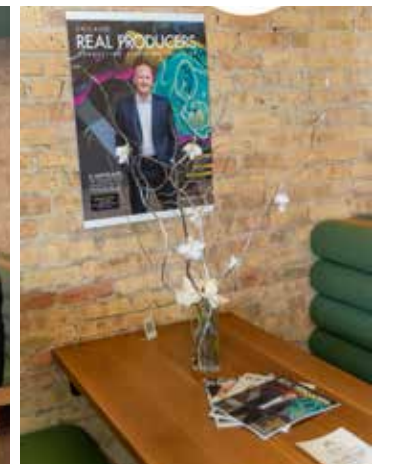
Seth Williams won a variety of CUTCO knives.



Kevin Hinton won an Apple Watch from David Cieslak with Signature Staging.



Kim Thomson won an iPad from Cheri Kasella with HAVEN Home Staging and Redesign.



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SCAN TO BOOK



TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to January 31, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Matt	Laricy	19.5	\$14,463,450	17	\$10,435,500	36.5	\$24,898,950
2	Jeffrey	Lowe	5.5	\$9,947,562	3.5	\$7,402,000	9	\$17,349,562
3	Emily	Sachs Wong	8.5	\$11,900,500	2	\$1,844,000	10.5	\$13,744,500
4	Chezi	Rafaeli	4	\$5,622,500	3	\$5,795,000	7	\$11,417,500
5	Brad	Lippitz	5	\$5,645,000	2	\$5,667,500	7	\$11,312,500
6	Leila	Zammatta	4.5	\$9,913,000	0	\$0	4.5	\$9,913,000
7	Brian	Loomis	1	\$4,930,000	1	\$4,930,000	2	\$9,860,000
8	Timothy	Salm	2	\$8,250,000	0	\$0	2	\$8,250,000
9	Alexandre	Stoykov	3.5	\$2,732,500	15	\$5,153,500	18.5	\$7,886,000
10	Rachel	Krueger	1	\$3,972,500	2	\$3,555,000	3	\$7,527,500
11	Sari	Levy	2	\$746,500	2	\$6,758,000	4	\$7,504,500
12	Marlene	Granacki	0	\$0	1	\$6,500,000	1	\$6,500,000
13	Carrie	McCormick	3	\$4,857,512	3	\$1,603,000	6	\$6,460,512
14	Melanie	Giglio	2.5	\$2,358,000	5	\$3,575,000	7.5	\$5,933,000
15	Robert	Rixer	0	\$0	1	\$5,600,000	1	\$5,600,000
16	Amanda	McMillan	1	\$1,540,000	2.5	\$3,300,000	3.5	\$4,840,000
17	Nicholas	Colagiovanni	2	\$1,400,000	2	\$3,399,000	4	\$4,799,000
18	Cadey	O'Leary	1.5	\$4,650,000	0	\$0	1.5	\$4,650,000
19	Gabrielle	Cavalier	1.5	\$4,650,000	0	\$0	1.5	\$4,650,000
20	Steve	Genyk	2	\$3,195,000	1	\$1,420,000	3	\$4,615,000
21	Colin	Hebson	4.5	\$3,565,000	2	\$1,030,000	6.5	\$4,595,000
22	Joy	Larkin	1.5	\$3,097,562	0.5	\$1,449,500	2	\$4,547,062
23	Margaret	Tarkington	0	\$0	1	\$4,425,000	1	\$4,425,000
24	Mario	Greco	5.5	\$3,758,400	1.5	\$627,500	7	\$4,385,900
25	Katherine	Malkin	2	\$4,325,001	0	\$0	2	\$4,325,001
26	Layching	Quek	2	\$947,500	4	\$3,341,000	6	\$4,288,500
27	Brian	Grossman	1	\$2,899,000	1	\$1,385,000	2	\$4,284,000
28	Jason	O'Beirne	5	\$4,283,000	0	\$0	5	\$4,283,000
29	Naomi	Wilkinson	1.5	\$2,410,000	1	\$1,810,000	2.5	\$4,220,000
30	Richard	Kasper	2.5	\$2,551,950	4.5	\$1,663,900	7	\$4,215,850
31	Naja	Morris	6.5	\$2,720,250	3	\$1,443,000	9.5	\$4,163,250
32	Karen	Biazar	4.5	\$3,180,000	1	\$895,000	5.5	\$4,075,000
33	Juliana	Yeager	0.5	\$243,750	2	\$3,705,000	2.5	\$3,948,750
34	Lauren	Barbeau	0.5	\$412,500	1	\$3,300,000	1.5	\$3,712,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Grigory	Pekarsky	1	\$575,000	7	\$3,123,000	8	\$3,698,000
36	Stephen	Bognar Jr	1	\$3,627,500	0	\$0	1	\$3,627,500
37	Anna	Pesce	2	\$3,525,000	0	\$0	2	\$3,525,000
38	Helaine	Cohen	0	\$0	3.5	\$3,482,500	3.5	\$3,482,500
39	Monique	Crossan	0	\$0	1	\$3,475,000	1	\$3,475,000
40	Michael	Hall	4	\$3,457,000	0	\$0	4	\$3,457,000
41	Diana	Bzdyk	0	\$0	3	\$3,421,000	3	\$3,421,000
42	Millie	Rosenbloom	2	\$750,000	3	\$2,627,000	5	\$3,377,000
43	Julie	Busby	2	\$2,223,450	2	\$1,128,500	4	\$3,351,950
44	Joanne	Nemerovski	1	\$1,810,000	2	\$1,490,000	3	\$3,300,000
45	Santiago	Valdez	1	\$519,375	7	\$2,778,250	8	\$3,297,625
46	Lance	Kirshner	0	\$0	4	\$3,227,000	4	\$3,227,000
47	Staci	Slattery	4.5	\$3,180,000	0	\$0	4.5	\$3,180,000
48	Jill	Silverstein	0.5	\$325,000	2	\$2,800,000	2.5	\$3,125,000
49	Jacqueline	Lafferty	0.5	\$265,000	1	\$2,850,000	1.5	\$3,115,000
50	Marjorie	Allabastro	1	\$213,000	2	\$2,895,000	3	\$3,108,000

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TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to January 31, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Melissa	Siegal	1	\$300,000	5	\$2,794,661	6	\$3,094,661
52	Leigh	Marcus	5	\$2,533,000	2	\$550,500	7	\$3,083,500
53	Benyamin	Lalez	1	\$1,051,250	4.5	\$1,987,500	5.5	\$3,038,750
54	Mary	Mac Diarmid	0	\$0	4	\$3,037,000	4	\$3,037,000
55	Natasha	Motev	1.5	\$3,032,500	0	\$0	1.5	\$3,032,500
56	Alice	Berger	1	\$800,000	2	\$2,205,000	3	\$3,005,000
57	Ledio	Samarxhiu	2	\$1,760,000	2	\$1,210,000	4	\$2,970,000
58	Benjamin	Lissner	0.5	\$178,750	4	\$2,782,500	4.5	\$2,961,250
59	Anne	Rossley	1	\$500,000	3	\$2,423,500	4	\$2,923,500
60	Lisa	Blume	1	\$800,000	2	\$2,105,000	3	\$2,905,000
61	Bari	Levine	1.5	\$647,500	2.5	\$2,186,250	4	\$2,833,750
62	Rafay	Qamar	3	\$817,000	4	\$1,988,500	7	\$2,805,500
63	Scott	Curcio	4.5	\$2,436,800	2	\$367,900	6.5	\$2,804,700
64	Armando	Chacon	1	\$1,394,000	1	\$1,394,000	2	\$2,788,000
65	Cara	Buffa	1	\$901,500	1	\$1,872,500	2	\$2,774,000
66	Sharon	Glickman	0.5	\$897,500	1	\$1,795,000	1.5	\$2,692,500
67	Ryan	Wheeler	0	\$0	5	\$2,671,000	5	\$2,671,000
68	Sophia	Klopa	1	\$517,500	2	\$2,120,000	3	\$2,637,500
69	Howard	Andron	0	\$0	2	\$2,620,000	2	\$2,620,000
70	Nicholas	Apostal	2	\$1,587,000	1	\$1,000,000	3	\$2,587,000
71	Wayne	Beals	3.5	\$1,802,250	1	\$769,500	4.5	\$2,571,750
72	Miguel	Chacon	3	\$1,525,000	1	\$1,025,000	4	\$2,550,000
73	Arthur	Slaven	0	\$0	1	\$2,475,000	1	\$2,475,000
74	Bucky	Cross	2	\$738,000	1	\$1,730,000	3	\$2,468,000
75	Ryan	Preuett	2.5	\$1,755,000	2	\$707,500	4.5	\$2,462,500
76	James	Sheehan	1.5	\$1,009,500	1	\$1,425,000	2.5	\$2,434,500
77	Nancy	McAdam	2	\$2,425,000	0	\$0	2	\$2,425,000
78	Madelaine	Gerbaulet-Vanasse	3	\$2,425,000	0	\$0	3	\$2,425,000
79	Danny	Lewis	3	\$1,517,750	1	\$895,000	4	\$2,412,750
80	Brett	Boudart	0	\$0	3	\$2,403,500	3	\$2,403,500
81	Susan	Miner	0	\$0	1	\$2,400,000	1	\$2,400,000
82	Edward	Jelinek	1	\$817,500	1	\$1,570,125	2	\$2,387,625
83	Joel	Holland	2	\$1,126,500	3	\$1,244,000	5	\$2,370,500
84	Cynthia	Sodolski	1	\$1,675,000	0.5	\$685,000	1.5	\$2,360,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Jennifer	Evans Piet	1	\$1,150,000	1	\$1,150,000	2	\$2,300,000
86	Lauren	Mitrick Wood	1.5	\$1,255,000	2	\$1,045,000	3.5	\$2,300,000
87	Luis	Monje	1	\$2,299,000	0	\$0	1	\$2,299,000
88	Tiffany	Meyers	0	\$0	6	\$2,289,900	6	\$2,289,900
89	Robert	Picciariello	6	\$2,263,900	0	\$0	6	\$2,263,900
90	Deborah	Hess	0	\$0	6.5	\$2,258,200	6.5	\$2,258,200
91	Gregory	Desmond	1	\$2,250,000	0	\$0	1	\$2,250,000
92	William	Goldberg	1	\$850,000	2	\$1,400,000	3	\$2,250,000
93	Joanna	Olszynska	1.5	\$1,318,875	1	\$917,750	2.5	\$2,236,625
94	Camille	Obrochta	0	\$0	2	\$2,214,900	2	\$2,214,900
95	Mark	Zipperer	2.5	\$1,516,875	1	\$685,000	3.5	\$2,201,875
96	Edward	Grochowiak	2	\$670,000	3	\$1,508,900	5	\$2,178,900
97	Katharine	Hackett	0	\$0	1	\$2,150,000	1	\$2,150,000
98	Paul	Mancini	2	\$1,549,000	2	\$570,000	4	\$2,119,000
99	Ryan	McKane	6	\$2,110,000	0	\$0	6	\$2,110,000
100	Henry	Alegria	1	\$380,000	6	\$1,722,500	7	\$2,102,500

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- **Top 200 Women Originators**
Scotsman Guide 2014-2021

*Based on 3500 closed loans, according to Guaranteed Rate production reports (2015-2021).

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TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to January 31, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Charles	Gullett	1	\$607,500	2	\$1,495,000	3	\$2,102,500
102	Tina	Nady	1	\$2,100,000	0	\$0	1	\$2,100,000
103	Jason	Huang	0	\$0	1	\$2,100,000	1	\$2,100,000
104	Elizabeth	Caya	0	\$0	5	\$2,077,500	5	\$2,077,500
105	Ryan	Smith	9	\$2,071,000	0	\$0	9	\$2,071,000
106	Ryan	Cherney	7	\$2,061,000	0	\$0	7	\$2,061,000
107	Ian	Halpin	1	\$404,555	3	\$1,645,000	4	\$2,049,555
108	Irene	Haddad	1	\$1,500,000	1	\$510,000	2	\$2,010,000
109	Dana	Slager	1	\$806,000	1	\$1,200,000	2	\$2,006,000
110	Courtney	Kennedy	1	\$999,900	1	\$999,900	2	\$1,999,800
111	Jennifer	Johnson	0	\$0	2	\$1,990,000	2	\$1,990,000
112	Dennis	Huyck	1	\$815,000	1.5	\$1,164,750	2.5	\$1,979,750
113	Lisa	Petrik	0	\$0	2	\$1,964,000	2	\$1,964,000
114	Karen	Stierwalt	1	\$702,000	1	\$1,255,000	2	\$1,957,000
115	Patricia	Young	0	\$0	1	\$1,950,000	1	\$1,950,000
116	Joseph	Kotoch	0.5	\$888,750	2	\$1,055,000	2.5	\$1,943,750
117	Ronda	Fish	1	\$728,350	1	\$1,205,000	2	\$1,933,350
118	Keith	Estrada	0	\$0	1	\$1,900,000	1	\$1,900,000
119	Daniel	Close	2	\$1,175,000	1	\$725,000	3	\$1,900,000
120	Wayne	Gurowsky	0	\$0	1	\$1,900,000	1	\$1,900,000
121	Qiankun	Chen	3	\$1,430,000	2	\$469,000	5	\$1,899,000
122	David	Yocum	1	\$355,000	1	\$1,540,000	2	\$1,895,000
123	Michael	Parish	3	\$1,872,680	0	\$0	3	\$1,872,680
124	Brad	Zibung	2	\$1,857,500	0	\$0	2	\$1,857,500
125	Darrell	Scott	1	\$852,500	2	\$990,000	3	\$1,842,500
126	R. Matt	Leutheuser	1	\$525,000	1	\$1,312,500	2	\$1,837,500
127	Peter	Angelo	1	\$999,950	1	\$810,000	2	\$1,809,950
128	Tommy	Choi	0.5	\$155,000	3	\$1,640,000	3.5	\$1,795,000
129	Michael	Shenfeld	3.5	\$1,787,500	0	\$0	3.5	\$1,787,500
130	Teak	Barton	0	\$0	1	\$1,775,000	1	\$1,775,000
131	Ivona	Kutermankiewicz	3.5	\$1,773,500	0	\$0	3.5	\$1,773,500
132	Survi	Kobawala	2	\$1,772,000	0	\$0	2	\$1,772,000
133	Theresa	Hahn	1	\$1,300,000	1	\$450,000	2	\$1,750,000
134	Bree	McKenzie	0	\$0	1	\$1,750,000	1	\$1,750,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Tim	Lorimer	0.5	\$475,000	3	\$1,264,000	3.5	\$1,739,000
136	Melanie	Everett	0	\$0	3	\$1,727,500	3	\$1,727,500
137	Jeni	Nelson	3	\$1,721,000	0	\$0	3	\$1,721,000
138	Sara	McCarthy	0	\$0	3	\$1,720,000	3	\$1,720,000
139	Steven	Johnson	0.5	\$91,000	1	\$1,625,000	1.5	\$1,716,000
140	Radim	Mandel	2	\$1,044,250	1.5	\$671,125	3.5	\$1,715,375
141	Susan	Wooten	2	\$812,500	1	\$900,000	3	\$1,712,500
142	Barbara	O'Connor	1.5	\$753,438	3.5	\$959,000	5	\$1,712,438
143	Sarah	Ziehr	2	\$1,709,000	0	\$0	2	\$1,709,000
144	Joyce	Sears	0	\$0	7	\$1,703,400	7	\$1,703,400
145	Matthew	Kveton	0	\$0	1	\$1,700,000	1	\$1,700,000
146	Melissa	Morgan	1	\$1,700,000	0	\$0	1	\$1,700,000
147	Michael	Yeagle	1	\$1,700,000	0	\$0	1	\$1,700,000
148	Fadya	Kashkeesh	1	\$842,100	1	\$842,100	2	\$1,684,200
149	Daniel	Otto	0.5	\$187,500	2	\$1,489,500	2.5	\$1,677,000
150	Matthew	Liss	1.5	\$803,000	2	\$873,000	3.5	\$1,676,000

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TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to January 31, 2022.

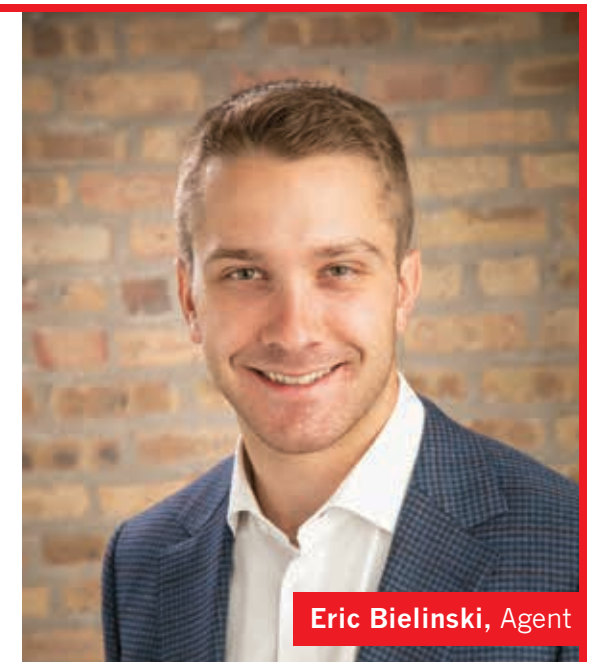
#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Janelle	Dennis	0	\$0	1	\$1,675,000	1	\$1,675,000
152	Elizabeth	Lassner	0	\$0	2	\$1,670,000	2	\$1,670,000
153	Nicole	Duran	3	\$867,000	1	\$800,000	4	\$1,667,000
154	Matt	Becker	0	\$0	3	\$1,652,400	3	\$1,652,400
155	Melinda	Lawrence	2	\$1,649,500	0	\$0	2	\$1,649,500
156	John	Lyons	3	\$1,044,500	2	\$601,000	5	\$1,645,500
157	Linlin	Bai	1	\$1,645,000	0	\$0	1	\$1,645,000
158	John	Gutman	0	\$0	1	\$1,645,000	1	\$1,645,000
159	Patrick	Teets	2	\$1,628,750	0	\$0	2	\$1,628,750
160	Steve	Dombar	0	\$0	5	\$1,626,850	5	\$1,626,850
161	Benjamin	Bass	0	\$0	1.5	\$1,625,000	1.5	\$1,625,000
162	Eric	Casper	2.5	\$1,614,000	0	\$0	2.5	\$1,614,000
163	Shirley	Walker	0	\$0	1	\$1,600,000	1	\$1,600,000
164	Brady	Miller	1	\$10,000	3	\$1,579,000	4	\$1,589,000
165	Theodora	Jordan	0.5	\$875,000	1	\$705,000	1.5	\$1,580,000
166	Heather	Hillebrand	0	\$0	1	\$1,575,000	1	\$1,575,000
167	Arlyn	Tratt	1	\$1,575,000	0	\$0	1	\$1,575,000
168	Craig	Rossomando	0	\$0	2	\$1,575,000	2	\$1,575,000
169	Patrick	Shino	0	\$0	3	\$1,570,000	3	\$1,570,000
170	Kaylin	Goldstein	2.5	\$1,556,250	0	\$0	2.5	\$1,556,250
171	Ali	Bakir	0	\$0	1	\$1,550,000	1	\$1,550,000
172	Lauren	Dayton	0.5	\$413,750	4	\$1,129,000	4.5	\$1,542,750
173	Mariah	Dell	2	\$690,000	1	\$845,000	3	\$1,535,000
174	Anthony	Torres	0	\$0	5	\$1,525,250	5	\$1,525,250
175	Elena	Theodoros	0	\$0	1.5	\$1,525,000	1.5	\$1,525,000
176	Margaret	Baczkowski	2	\$1,525,000	0	\$0	2	\$1,525,000
177	Andrew	Gersten	1	\$470,000	1	\$1,050,000	2	\$1,520,000
178	Elizabeth	Kirchner	0	\$0	1	\$1,515,000	1	\$1,515,000
179	Renata	Pieczka	2	\$1,120,999	1	\$385,000	3	\$1,505,999
180	Isaac	Torres	2	\$737,000	1	\$765,000	3	\$1,502,000
181	Molly	Marino	2	\$780,000	2	\$717,000	4	\$1,497,000
182	Grace	Jankowska	3	\$1,496,600	0	\$0	3	\$1,496,600
183	Jennifer	Mills	1	\$1,495,000	0	\$0	1	\$1,495,000
184	Rachel	Martell	2.5	\$1,490,500	0	\$0	2.5	\$1,490,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Nick	Nastos	0	\$0	2.5	\$1,485,000	2.5	\$1,485,000
186	Nicole	Hajdu	0	\$0	4	\$1,482,000	4	\$1,482,000
187	Michelle	Browne	2.5	\$1,478,250	0	\$0	2.5	\$1,478,250
188	Chris	McComas	2	\$917,000	1	\$559,000	3	\$1,476,000
189	Heidi	Picard	2	\$1,475,000	0	\$0	2	\$1,475,000
190	John	Grafft	0	\$0	2	\$1,474,525	2	\$1,474,525
191	Feras	Abbas	1	\$1,465,000	0	\$0	1	\$1,465,000
192	Maria	Castillo	2	\$644,000	3	\$814,900	5	\$1,458,900
193	Danielle	Dowell	2	\$785,000	1.5	\$667,500	3.5	\$1,452,500
194	George	Iacono	0	\$0	1	\$1,450,000	1	\$1,450,000
195	Michael	Battista	0.5	\$287,500	1	\$1,160,000	1.5	\$1,447,500
196	Sohail	Salahuddin	2.5	\$1,440,000	0	\$0	2.5	\$1,440,000
197	Giancarlo	Bargioni	1	\$544,000	1	\$895,000	2	\$1,439,000
198	Bohdan	Gorczyński	1	\$585,000	1	\$850,000	2	\$1,435,000
199	Charlie	Cohen	0	\$0	3	\$1,430,000	3	\$1,430,000
200	Christopher	McNulty	1	\$625,000	1	\$800,000	2	\$1,425,000

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Eric Bielinski, Agent

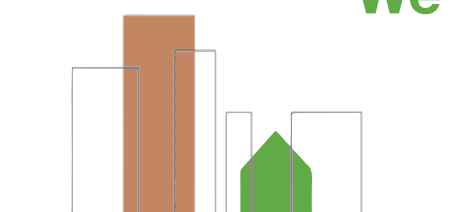
TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to January 31, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Mario	Barrios	1	\$359,000	2	\$1,057,500	3	\$1,416,500
202	Aaron	Share	2	\$1,415,000	0	\$0	2	\$1,415,000
203	Dominic	Irpino	2	\$934,000	2	\$474,500	4	\$1,408,500
204	Linda	Levin	2	\$1,089,000	1	\$299,000	3	\$1,388,000
205	Caroline	Druker	0	\$0	1	\$1,380,000	1	\$1,380,000
206	Vergis	Eiland	3	\$1,367,500	0	\$0	3	\$1,367,500
207	Jeffrey	Jungbauer	0	\$0	1	\$1,362,500	1	\$1,362,500
208	Jennifer	Romolo	0.5	\$685,000	1	\$670,000	1.5	\$1,355,000
209	Alia	Kolovic	0	\$0	1	\$1,350,000	1	\$1,350,000
210	Elizabeth	Kenna Burke	0	\$0	1	\$1,350,000	1	\$1,350,000
211	Scott	Stavish	1	\$1,350,000	0	\$0	1	\$1,350,000
212	Akos	Straub	3	\$1,337,000	0	\$0	3	\$1,337,000
213	Gregory	Viti	2	\$1,335,000	0	\$0	2	\$1,335,000
214	Anne	Ewasko	0.5	\$283,750	1	\$1,050,000	1.5	\$1,333,750
215	Kathryn	Schrage	3	\$1,330,000	0	\$0	3	\$1,330,000
216	Nadine	Ferrata	2	\$1,087,500	2	\$242,000	4	\$1,329,500
217	Jose	Gonzalez	1	\$325,000	3.5	\$1,003,750	4.5	\$1,328,750
218	Abby	Powell	2	\$788,000	1	\$540,000	3	\$1,328,000
219	Scott	Schoon	3	\$938,000	1	\$388,000	4	\$1,326,000
220	Jeanne	Keating	0	\$0	3	\$1,322,500	3	\$1,322,500
221	Caseyann	Reid	1.5	\$1,318,875	0	\$0	1.5	\$1,318,875
222	Evelyn	Fred	1	\$745,000	2	\$572,500	3	\$1,317,500
223	Ryan	Templeton	0	\$0	2	\$1,312,000	2	\$1,312,000
224	Sarita	Scherpereel	0	\$0	2	\$1,310,000	2	\$1,310,000
225	Mohammed	Khan	0	\$0	2	\$1,302,500	2	\$1,302,500
226	Antje	Kuiper	0	\$0	1	\$1,300,000	1	\$1,300,000
227	Marta	Landrosh	1	\$1,300,000	0	\$0	1	\$1,300,000
228	Theodore	Sdoukos	0	\$0	1	\$1,300,000	1	\$1,300,000
229	Lindsey	Richardson	1	\$560,000	2	\$740,000	3	\$1,300,000
230	Jadwiga	Posmys Ozlanski	1	\$650,000	1	\$650,000	2	\$1,300,000
231	Grace	Flatt	0	\$0	1	\$1,300,000	1	\$1,300,000
232	Daniel	Pyne	1	\$1,300,000	0	\$0	1	\$1,300,000
233	Stephen	Anderson	0	\$0	1	\$1,299,000	1	\$1,299,000
234	Jill	Hare	2	\$1,295,000	0	\$0	2	\$1,295,000


#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Brigette	Bell	0	\$0	1	\$1,290,000	1	\$1,290,000
236	Scott	Broene	1	\$1,290,000	0	\$0	1	\$1,290,000
237	Suzanne	Gignilliat	0	\$0	1	\$1,290,000	1	\$1,290,000
238	Joseph	Loescher	0	\$0	1	\$1,280,000	1	\$1,280,000
239	Marie	Mccall	1	\$1,280,000	0	\$0	1	\$1,280,000
240	David	Zwarycz	1	\$496,500	1	\$780,000	2	\$1,276,500
241	Lyn	Harvie	2	\$687,000	1	\$585,000	3	\$1,272,000
242	Val	Napadov	1	\$464,000	1	\$800,000	2	\$1,264,000
243	Brian	Ruff	2	\$1,262,500	0	\$0	2	\$1,262,500
244	Amie	Klujian	1.5	\$625,000	1	\$635,000	2.5	\$1,260,000
245	Dawn	McKenna	1.5	\$1,254,000	0	\$0	1.5	\$1,254,000
246	Michael	Greco	0.5	\$360,000	1.5	\$892,500	2	\$1,252,500
247	Trisha	San Juan	0.5	\$126,250	1	\$1,125,000	1.5	\$1,251,250
248	Jiakun	Xin	1	\$1,250,000	0	\$0	1	\$1,250,000
249	Michael	Michalak	2	\$764,000	1	\$480,000	3	\$1,244,000
250	Jennifer	Fay	4	\$1,235,000	0	\$0	4	\$1,235,000

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