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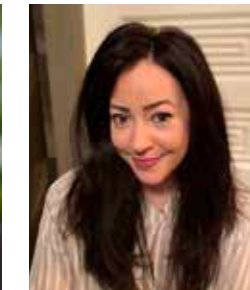
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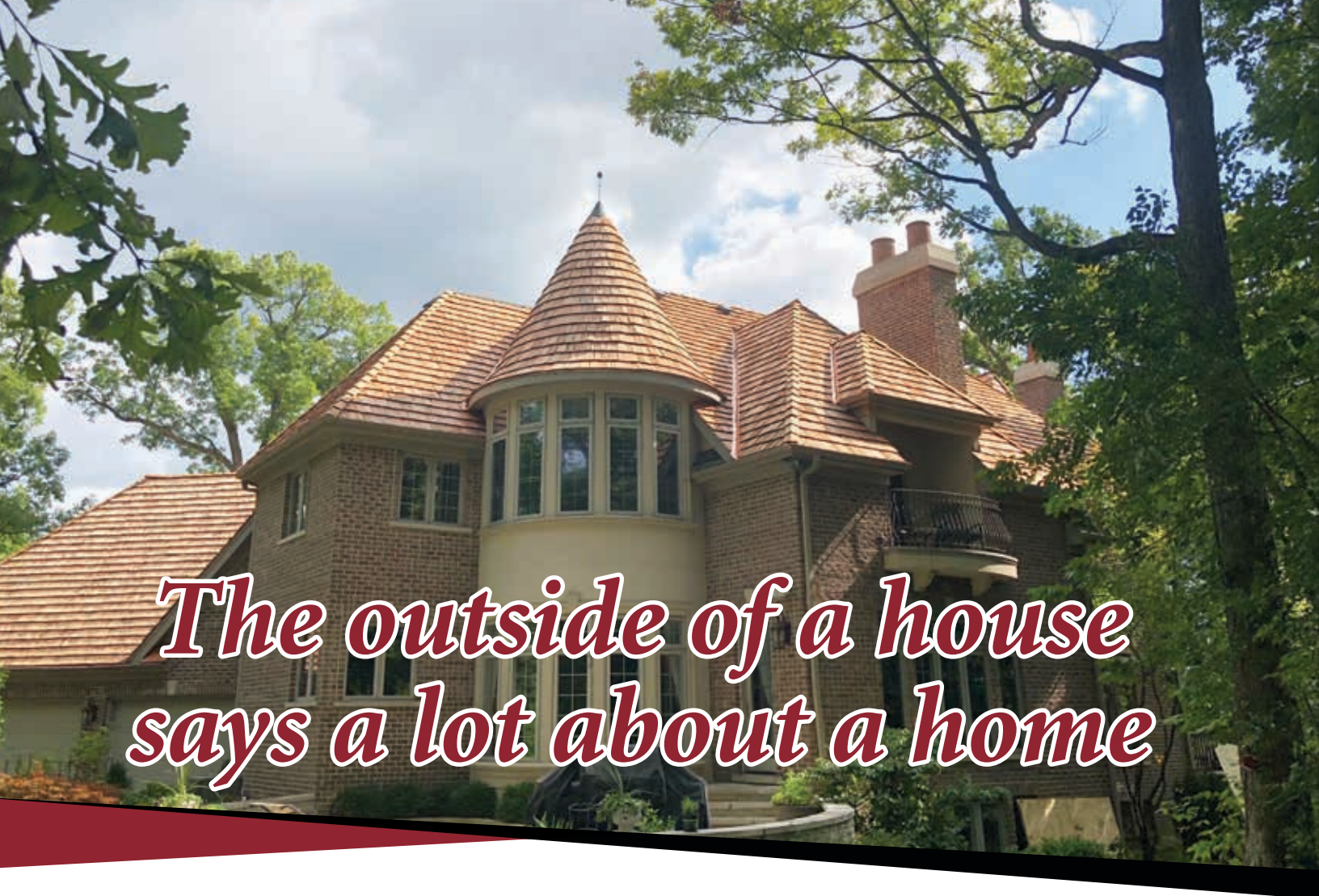
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Publisher's

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 to accomplish 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 made and the positive feedback 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 be on the lookout for event photos in an upcoming issue. A big shout out to Karen Patterson for sponsoring the event at Ten-Ninety Brewery. We are excited about what the rest of 2022 will bring. That being said, we had a blast at our winter event check out the photos on page 56.



**Andy Burton**  
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# THE HANA WON

on the rise



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## Investing in Real Estate: ONE AGENT MAY BE FINDING HER NICHE

By Laura Zickert

Hana Won, who has been a REALTOR® for just two years, is already excelling at helping others invest in real estate and reach goals they never knew were possible. She provides the wisdom and insight she’s gained as both an agent and property investor to her clients. Hana already knows that 2022 will be an exciting new chapter in her life and career too.

Born in South Korea, Hana moved to Las Vegas with her family when she was in sixth grade. After graduating from high school, she decided to move to Chicago by herself. She says, “Although I’m still not used to the cold weather, I fell in love with Chicago where I could enjoy both a suburban and city life.” She studied advertising at the University of Illinois at Urbana-Champaign where she became passionate about marketing strategies.

“After graduating from college, I began to manage the cell phone stores my husband owned. I took care of every aspect of business—from marketing to customer care,” says Hana. “I always wanted to invest in real estate, but the experience we had when purchasing our home triggered my ambition.” Hana and

her husband, Wonkyo Jung (Kyo), faced several hurdles due to their agent’s lack of support. So, Hana started teaching herself about real estate. “As I learned more, I became so eager that I immediately signed up for the broker course. I couldn’t wait to share my knowledge and experience with others so that they wouldn’t have to go through the same obstacles we had to go through,” she explains. In February of 2020, Hana received her license.

Many agents are able to start with a sphere of influence, but Hana had the challenge of having to start from scratch. She reflects, “I spent many hours following up with every lead I had gotten and presented to customers, not just my knowledge, but I also

showed them that I cared.” Hana is known for being a “yes person.” When a friend in California referred her to a relative in Bourbonnais, IL, which was more than an hour away, “I did not hesitate to take the deal,” says Hana. “I was not familiar with the town, but I did my research and I got them the home they wanted. My first year in business, I prioritized my work over anything else, and that’s why Kyo and I had to postpone our wedding until 2021. Now, I’m at a point where I try to balance my work and family.”

Hana and Kyo are excited to be focusing even more on family: their baby girl is due to arrive this month. Kyo has been a great support to



Hana at her brother's high school graduation.



Hana in her career. She says, "Because of him, I was able to develop an entrepreneurial mind. He has been running a business since he graduated college, and I've learned a lot from him. Without his support, I wouldn't have had the luxury of starting a new career in real estate." The couple has invested in real estate too, flipping and renting a property. "I've started to streamline my investment portfolio," shares Hana, "and I'm hoping that rental properties will become the main source

of the income." Her father, who does interior home renovation work, played a huge role in helping them complete their first home.

When Hana and Kyo are not working or focusing on their investment properties, they love to play a round of golf. In fact, they love the game so much that, Hana says, "We plan on teaching

our daughter how to play as soon as she can walk." Kyo and Hana also enjoy trying different ethnic foods. "Whenever I have house showings or meetings in a different town, I always visit a local restaurant in that town that I haven't tried before. It's exciting to know that I still have plenty of restaurants to explore," says Hana.



Hana playing a round of golf



Hana with her family

I always wanted to **INVEST** in real estate, but the **EXPERIENCE** we had when purchasing our home triggered my **AMBITION.**

Motherhood is an exciting new chapter for Hana, and she says she knows that her vision of the woman and mother she wants to be in life stems from the relationship she had with her own mother. "My mother passed away a couple of years ago. She was a strong woman with a warm heart who sacrificed herself so that my brother and I could have better education and a better life," shares Hana. "She always emphasized the importance of learning and applying knowledge in creative ways. My decisions and where I stand right now have been influenced by her lifelong lesson."

Hana clearly applies that lesson to her work as a REALTOR®: she is passionate about helping people navigate all that real estate has to offer, especially investment properties. She is currently working with a few investors looking for properties to flip. "I do love helping people find or sell their primary homes, but it's a different kind of love when it comes to investment properties. When I help clients close a deal on a profitable real estate property, I find those moments exhilarating and intriguing," says Hana. No doubt, professionally and personally, 2022 will hold many exhilarating moments and adventures for Hana.

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## *Teaching the Foundation of Selflessness*

“People who are the happiest are the most selfless people,” states Craig Falico of Team Falico at Dream Town Realty. Craig and his son, Nick Falico, are REALTORS® who find success in the number of transactions they do. Craig continues, “The more transactions equal the more people we have helped.” This father and son team thrives on serving people with excellence, and their perfectly balanced skill sets have not only allowed them to make a lasting impact on the lives of their clients but also in the lives of people in their community. “We help. We care. It’s that simple,” Craig explains. “Unselfishness is the route to happiness. If you care about people, your business will thrive. I am living proof of that.”

...

▶ cover story  
By Laura Zickert  
Photos by Joe Castello





Craig's passions led him to hold multiple careers. His love for Spanish and motivating others led him into teaching. In 1981, he started his thirty-six-year career as a high school Spanish teacher and thirty-one-year career as a wrestling and football coach. But as many know, jobs in education often don't pay very well. Craig decided to join his father, Al Fallico, a well-known REALTOR®, in the business to supplement his income. Craig remembers, "I would be at a parent-teacher conference and people would mention that there was REALTOR® with my same name. I would tell them, 'I am he!' People were flabbergasted that I could be a successful teacher, coach, and REALTOR® all at the same time." Craig found that real estate was much like teaching and coaching: "As a profession it was and is [about] education and motivation. We are constantly teaching our clients about market conditions, neighborhoods, financing, etc., and understanding their needs and their potential and [then] inspiring action."

Craig was Nick's wrestling coach growing up. Nick went on to become a Big Ten wrestler and graduated from Michigan State University with a degree in marketing. He worked for a time in corporate insurance for large pharmaceutical companies at a Fortune 500 company. But in 2015, finding himself frustrated by how the company handled a poor year, Nick, who had long been helping his dad on the side, realized "I didn't want my future dependent on someone else's decision. My wife was so supportive," he continues, "I remember her saying, 'I knew



this is what you wanted to do, and you'll do great. Go for it."

"My dad is not just a dad to me. He is my mentor, my coach, my business partner, and my best friend. He has been there for me always. I can always count on him for anything, anytime. He is the most selfless person I know and that is just how he treats everyone, not just me." It's this Fallico mindset of helping others that has brought them their success and personal happiness and fulfillment. Craig affirms, "There are a million ways to make money, but only one way to live, and that's soulfully."

Nick adds, "I remember when I first started I said to him, 'I want to do \$10M in sales my first year.' He said, 'No, you don't.' I was so confused. He went on to tell me that I should help as many people as I can and never focus on volume. He was so right. The more people you can help, the larger your business grows." Team Fallico's



*There are a million ways to make money, but only one way to live, and that's soulfully. That is my foundation.*  
—Craig Fallico

business has grown exponentially since 2015. When Nick decided to join Craig full-time, the father and son team made the move to Dream Town Realty. "With my son coming on board, I wanted to level up. The move has almost tripled our business," says Craig. Nick adds, "My wife, Lindsay, owns a design and staging company which complements our business tremendously and has helped us with our growth."

Their personalities, as well as their skill sets, complement each other: Nick is more stoic while Craig is more passionate. "We work phenomenally well together," says Craig. "We like to say that I am the franchise QB, and he is the manager or team owner. Nick knows me and I know him. I was his actual coach for twelve years or so and he was the winningest wrestler in school history where I coached. We have learned [how] to get the most out of each other. It has been most



rewarding for me to learn from him and to teach him too.”

When not at work, you’ll often find Craig and Nick fishing together or going on hikes with their families. Spending time with family is very important to both men, and both are deeply grateful for the support their wives have always given them. Along with Nick, Craig and his wife, Jennie, have five children and seven grandchildren. “We love being together, just sitting on the deck grilling and chilling.” Nick and Lindsay have two children, Noah and Rosie, and they “are everything a parent could ask for.” Craig and Jennie love to travel too. “One of my goals is to go to every Spanish-speaking country in the world. We have gone to eighteen so far.”

Together, Nick and Craig also volunteer and coach over 200 kids at the Maine Eagles Wrestling Club; Nick is the head coach. They are also passionate about helping the homeless. “A big event we enjoy participating in is the yearly food drive called One Ton of Food: Fill Pat’s Truck. (This Pat is Pat Burke, a member of our team). The goal is to fill a two-ton truck with food. This year we filled two of them,” Nick affirms. Nick also enjoys being on the board of the Park Ridge Chamber of Commerce.

Craig says, “I most enjoy helping and motivating people. Real estate is that for me. Yes, our clients want us to be professional and knowledgeable,” says Craig, “but above all, they [want to] know and feel that we care.” No doubt this father and son team will continue to care for and teach and coach and inspire and motivate their clients and those around them. Because to Craig and Nick, life is to be lived soulfully.



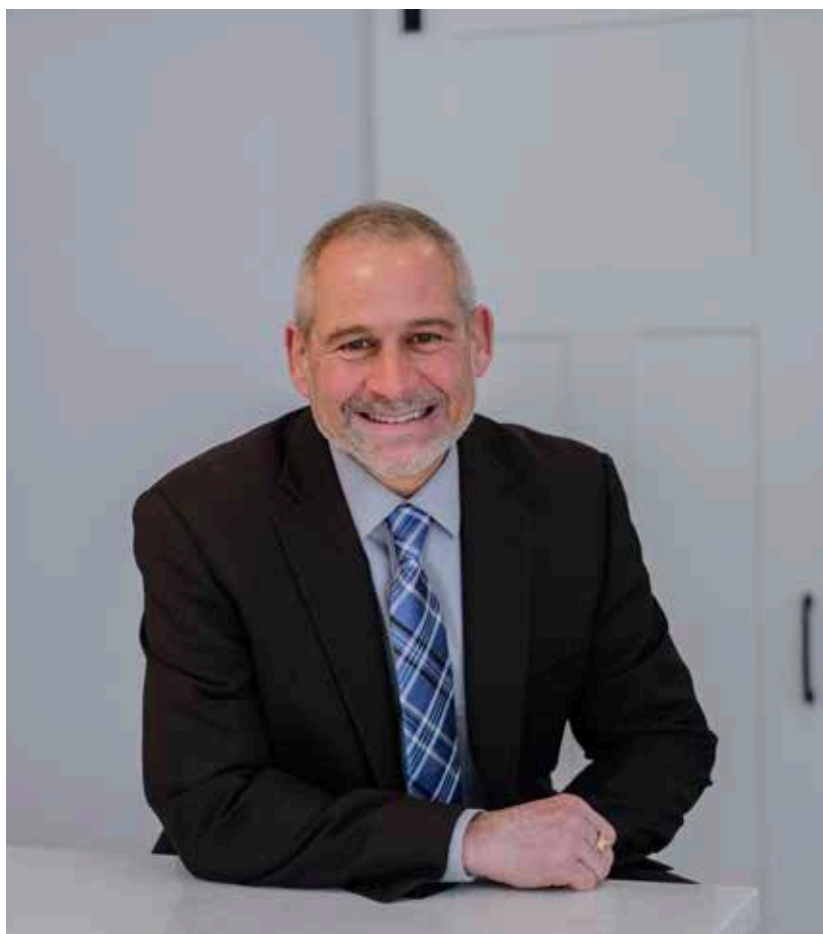
Craig on a hike.



Nick enjoying the views.



Nick Fallico



Craig Fallico

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# RJ Dolan

with Guaranteed Rate

partner spotlight ◀◀

By **Laura Zickert**  
Photos by **Travis Heberling**

*Top REALTORS® know the importance of having an inventory of reliable connections and resources. In Chicago's North Shore communities, Robert J. Dolan, known to friends as "RJ," a vice president of mortgage lending at Guaranteed Rate, is often found among the top names on many a REALTOR® list. Along with the professionalism, experience, knowledge, and guidance, he is known for, RJ is sought out for the tailored experience he provides his clients. RJ and his team are proud of the customer service they deliver, his 24/7 availability, and Guaranteed Rate's reliable underwriting team and streamlined processes.*



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I am fortunate to enjoy a wonderful life here on the North Shore, and my gratitude is reflected in my dedication to my clients. ***My experiences in finance and real estate allow me the insights to best guide clients with their home mortgage financing.***



Originally from the Niagara Falls, NY, area, RJ grew up in Pittsford, NY, a quaint port town along the Erie Canal. “Western New York is beautiful with its rolling hills and picturesque Finger Lakes! It was a great place to grow up!” RJ moved further east where he studied economics and business at the College of Holy Cross and The Harvard Business School. “New England is beautiful. I had an old Volvo and enjoyed every bit of Boston and the New England coastal towns as I could squeeze in!”

RJ is thankful his journey brought him to the Chicago area. “I’m very grateful for the opportunities Chicago has given me! I am especially thankful for meeting Patty here, the love of my life!” With a grin, he adds, “It was love at first sight for me, although she is still making up her mind!”

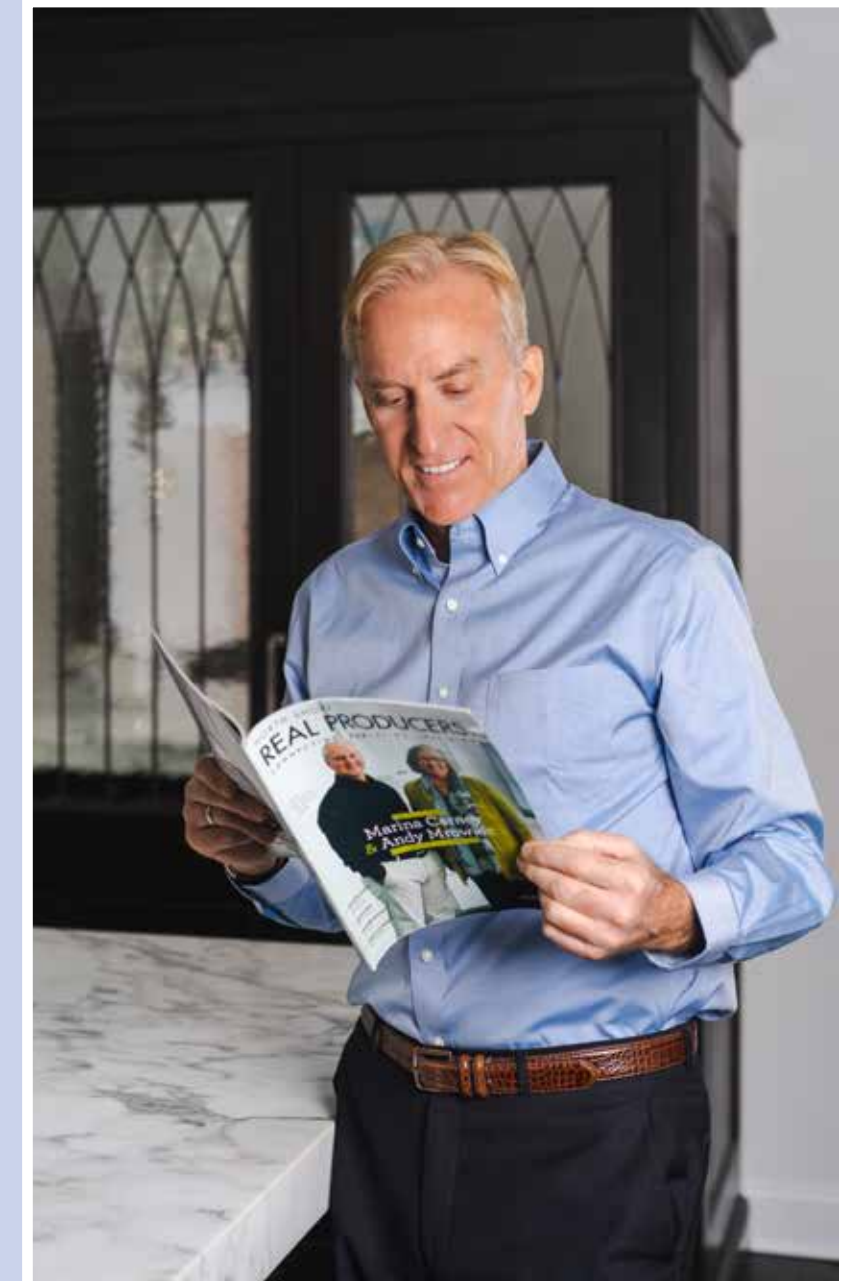
RJ and Patty first resided in Lincoln Park. Whenever they could, they would sail out of Montrose Harbor and enjoy all that Chicago had to offer. “We remodeled a top-floor condo on the corner of Armitage and Clark. It overlooked North Avenue Beach with an unobstructed view of the City. Our first home remodel!” RJ recalls.

After driving down Sheridan Road through the North Shore one night, RJ arrived home exclaiming, “I found our house and it’s time to move!” That was in 1997 and Patty and RJ have lived in North Shore ever since. “We purchased the second-smallest house in Winnetka,” affirms RJ.

“Our unplanned affinity for saving 1920s homes now has us in our fourth house between Wilmette and Winnetka.” RJ recalls one particular open house: “As we were walking out the front door, we commented to each other how ‘Rehabbing that house is going to be the end of some unsuspecting couple.’ Of course, we ended up buying, rehabbing, and loving that home. *This* has happened four times now, and each time we’re thinking, ‘This is our permanent home,’” he laughs. RJ shares that they still have not learned

their lesson: they recently picked up an old condo in Florida. “It’s a 1960s condo we stumbled upon in Palm Beach that just reached out to us, begging for our TLC,” he explains.

RJ is most thankful for and proud of his family. “I love spending time with Patty and our three amazing children: John, Frances, and Michael; and our two Cavachons: Audrey and Charley. We enjoy walks along Sheridan Road or the area beaches, golf, boating, and our vintage Vespa scooters. We appreciate art and are drawn to local galleries, and we love traveling



...

•••

as a family. We have enjoyed many trips together—from the Rockies to New England, to Canada, to the Mediterranean.” He adds, “And countless trips to Greece where we have a family villa in a small Aegean seaside village. Many of our best memories are made on family trips.”

Landscaping and gardening have RJ’s attention too. “I am a gardener/landscaper by default, as we seem to inherit many landscaping projects with these old homes,” he says. You’ll often find RJ in his front yard on Saturday mornings, chatting with the passing neighborhood walkers as he attends to his yard. “Who knew maintaining your yard could be so social?”

RJ and Patty are very thankful for the many incredible experiences living in North Shore has provided their family. “Patty and I are blessed with a full life, filled with countless wonderful experiences and interesting people!”

RJ’s gratitude makes him all the more dedicated to taking care of his clients. “My personal and professional knowledge and many years of experience provide clients with a simple, quick, yet tailored mortgage loan experience,” says RJ.

“I am thankful for all the many clients I have had the honor to work with. I love providing clients with the insights I’ve gleaned over the years and making myself available to them every day, especially evenings and weekends when they are in the throes of home purchase negotiations!” he says.

**RJ Dolan can be reached seven days a week, including evenings and weekends via a call or text to his cell 847.922.5884; via email at [rj.dolan@rate.com](mailto:rj.dolan@rate.com); or via Guaranteed Rate’s website at [rate.com/rjdolan](http://rate.com/rjdolan).**



RJ and his wife at the start of their renovation project on their current home.



RJ with his family.

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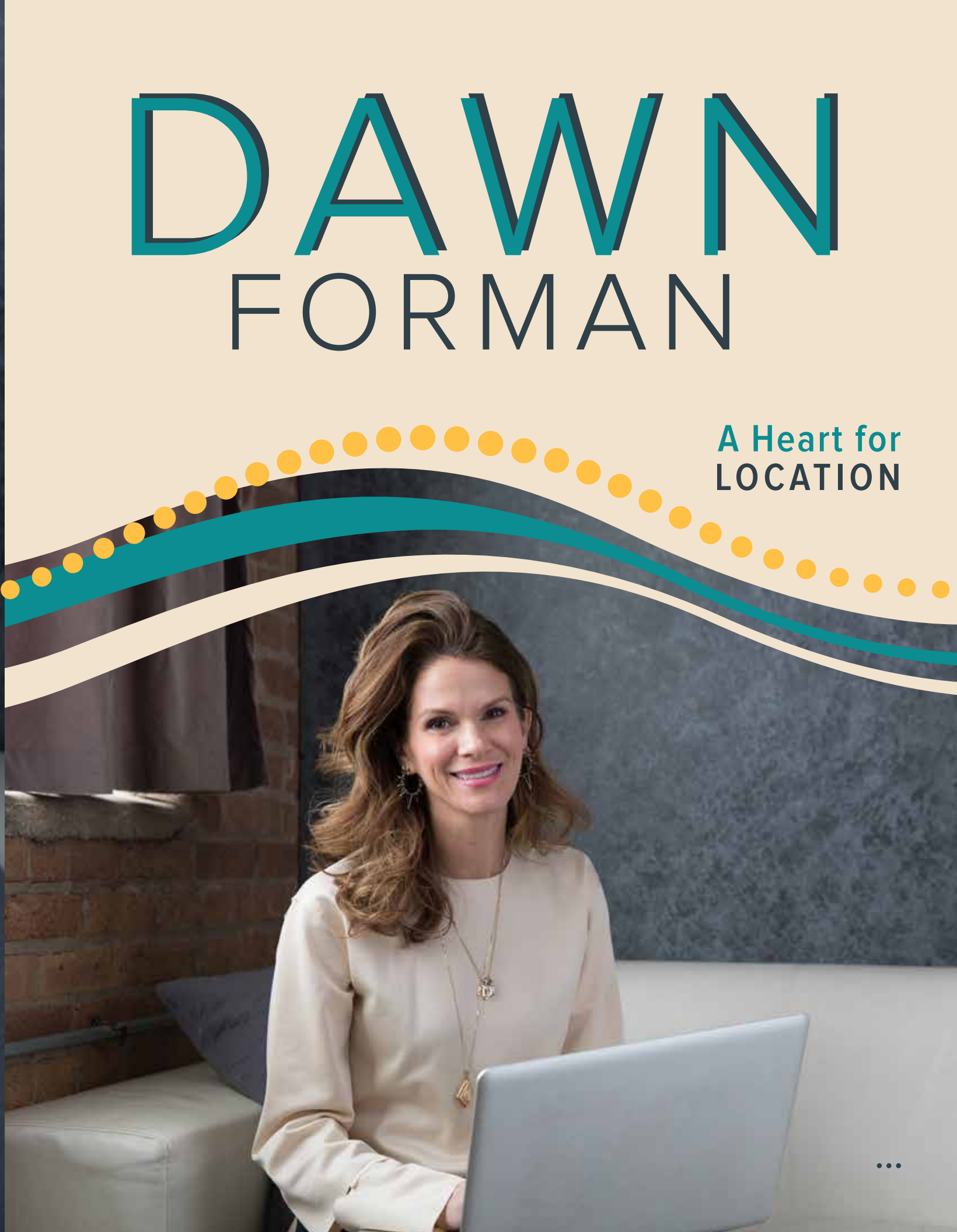


▶ agent feature

By Laura Zickert  
Photos by Annette Patko

# DAWN FORMAN

A Heart for  
LOCATION



...



I love getting to know what people **WANT** in a home and how they like to live. It's a huge **EMOTIONAL** and **FINANCIAL** decision.



Humble, honest, and hardworking are three words that describe the character of North Shore REALTOR®, Dawn Forman. Her efforts in her career and home reflect her ability to give 100 percent in all that she does. Her journey to real estate reveals that sometimes there is a hidden passion that can follow you most of your life. In Dawn's case, it's a heart for "location."

"I grew up in Buffalo Grove, and then my parents built a home in Hawthorn Woods when I was fifteen," explains Dawn. "My Dad and I would stop at the construction site every few days and sweep the dust up, look at what they built and how everything was put together. It was pretty awesome to see the bones of our home." This experience sparked an interest in Dawn to appreciate architecture and see that location matters.

Dawn attended Buffalo Grove High School and UIC for college, then eventually graduated from Northeastern Illinois University. Dawn's bachelor's degree was in geography and anthropology. "After graduating in December after 9/11, I wanted to make maps. I was so confident I'd get a job since all the schools and companies were ordering maps, but no one was hiring." Shortly after, she met an attorney while walking in the city looking for a job. She was hired to be the office manager at his law firm and worked there for four and a half years.

Dawn decided to transition and stay home to raise her kids. She says, "I often went to open houses to see the layout and design details during that time. I love house projects, painting furniture, decorating, and rearranging the way things are in a home." Dawn began bringing her husband to open houses, and when her last baby was about six months old, her husband suggested she look into real estate as a career. "I think I signed up for school within days," said Dawn. Over four years later, Dawn is thriving and bringing to light the importance of location and an incredible real estate experience.

"Real estate is about location. The business is all about the people," said Dawn. Understanding the emotions that come with real estate is a gift that Dawn carries. She says, "I wear my emotions on my sleeve, and

my clients trust that authenticity." With buying or selling, Dawn has found that "sometimes there is great excitement and other times there is great fear and sadness." Regardless, there is always a stir of emotions that occur. The best part is knowing that there is someone there for you every step of the way. Dawn believes that when you love what you do, you never work a day in your life.

When she is active in her career, it fuels her ability to be active in her community and home. Dawn and her husband, Andrew, have four kids—Nouvelle (thirteen), Gianna (twelve), Drake (nine), Noemi (five), and a two-year-old dog (Alf). Dawn says, "We are on the move all week with dance, Tae Kwon Do, soccer, baseball, and Lincolnshire Bolts (Poms), so we love chilling at home." Spending time together during the holidays is a special time for the Forman family. "We like to decorate for every season and holiday throughout the year, so that is fun since there is always something to celebrate!"



I wear my **EMOTIONS** on my **SLEEVE**, and my clients **TRUST** that **AUTHENTICITY**.



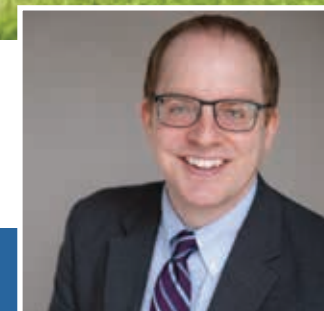
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Dawn is consistent and carries a work ethic that is unmatched. People often hear, but Dawn truly listens. Her belief that location matters has helped her find the perfect location for all of her clients. In return, her clients have found their homes.



Dawn with her family.

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▶ events

# WINTER EVENT

Sponsored by Karen M. Patterson, P.C. | Hosted by Ten-Ninety Brewing Co.

Photos by Annette Patko with Bordeaux Studio



Thank you for attending the first *North Shore Real Producers* event of 2022 and our kick-off event with new owners Andy and Emily Burton. It was a pleasure meeting so many great individuals at the event.

A special thanks to Annette Patko with Bordeaux Studio for capturing the photos for this event!



We hope that you too enjoyed the fantastic taproom of Ten-Ninety Brewing Co. while connecting with other like-minded REALTORS® and Preferred Partners. A huge shout out to Karen M. Patterson, P.C., for helping to make this all happen.

Another thank you to the staff at Ten-Ninety Brewing Co. for providing an incredible space to connect. We are grateful to everyone who joined us, provided raffle prizes, and helped make it an unforgettable afternoon. We look forward to seeing you again in spring for the next event. Enjoy the photos!



Tami Stough won a Nintendo Switch from Jeffrey S. Marks Real Estate Attorney.



Carolyn Cerf won wireless earbuds by Beats from Karen M. Patterson, P.C.

WE ARE EXTREMELY GRATEFUL TO OUR PREFERRED PARTNERS WHO NEVER DISAPPOINT WITH GREAT PRIZES AT ALL THE EVENTS! CHECK OUT THE WINNERS FROM THE WINTER EVENT AT TEN-NINETY BREWING CO.

# WINTER EVENT

# RAFFLE *Winners*



Jamie Hering won an Apple Watch from Alex Filin with Guaranteed Rate.



Kim Ferrer won Apple AirPods and AirTags from Brian Jessen with Guaranteed Rate.







# MARY MUNRO SEHLHORST & CAROL MUNRO

## A SHOWCASE PARTNERSHIP

The greatest duos and partners are those with complementing traits and those that challenge one another and work collaboratively for a common goal. Mary Munro Sehlhorst and Carol Munro are real estate agents in the North Shore who excel at working as a team to help their clients reach their goals. They are a showcase mother-and-daughter partnership that has become well-known and admired.

Over the past seventeen years, Carol has been practicing real estate and investing in the North Shore community. Entrepreneurship has always been a huge part of Carol's life: before becoming a REALTOR®, Carol worked in public relations before owning and operating a women's clothing boutique in Highland Park. "My business partner at my store retired and moved away, so I needed a new profession," explains Carol. "I felt real estate was a good combination of my skills and previous endeavors. I have always worked with people and love that part." Carol also realized the advantage of selling in an area she has lived in her whole life.

Mary, Carol's daughter, was working as a graphic designer/art director when she saw how social media could impact business growth and opportunities. She became a social media expert and was known for the great service she provided multiple North Shore REALTORS®. Her knowledge of real estate grew from these connections, and in

2016, she decided to become an assistant to a REALTOR®. By 2019, Mary was ready to start her own journey as an agent. But Mary's passion for real estate started when she was living in New York City right after college. She fell in love with the architecture she saw. "It sparked my love for housing!" claims Mary. Today, she combines her love for housing, her design background, and her desire to help people into her work.

Mary is an example of someone who gives her best in all she does. She does not give up and has displayed a passionate heart throughout her life. After her experience with undergoing extensive treatment for breast cancer in 2018, she says she knew "It was time to make the best of what life has to offer." For Mary, that meant pursuing her passion for real estate.

Carol adds, "The idea of working as a mother-daughter team came together a couple of years ago. [We thought] Why not make the most of this special opportunity to work together every day, share the ups and downs of this exciting industry, and bring even more value to our clients as a dual-generational team? We both agree it has been a terrific partnership!"

Carol has shown Mary that real estate is more than just a career or transaction; it's about the relationships you develop and the beautiful homes that reflect people's stories and new chapters in life. Says Mary of her mom, "She is such a smart and charismatic person, and I am honored to be able to call her my partner." And this team has been intentional about treating their clients like family. ...





Family is very important to both women. Mary lives in Glenview with her husband, David Selhorst, and their two sons: Brady (fifteen) and Sam (twelve). Their sons are very active and involved in local sports programs. Mary is an associate member of the Glenview Youth Baseball Board and an active member of the Glenview Community Church. The family cherishes their wonderful rescue dog, Ruby, and their two rescue cats, MJ, and Bubbles. Mary was a competitive swimmer as a child and enjoys athletics, including triathlons. To relax, Mary enjoys practicing yoga, walking through forest preserves with Ruby, hunting for antiques at local markets. In December, you will find Mary excited to watch all the holiday Hallmark movies.

Along with Mary, Carol has three other grown children and ten grandchildren. "I love spending time with them all," she says. Carol lives in Glencoe with her husband, Steve. She enjoys playing tennis, reading, traveling, walking her yellow lab, and gardening. She is very active in her community and is a reading tutor at the Erie Charter School in Chicago. Carol and Mary share many similar and beautiful life experiences and memories. For example, they both did study abroad programs in Europe that had a great influence on their lives. Mary studied in Athens, Greece, and Carol studied at a school in the Swiss Alps.

Mary and Carol have a combined twenty-seven years of experience, have a clear love for life and people, and are passionate about growing their business

and serving more of their community. "We love all the different clients we get to help. We love our partnership and the fact that we can offer our clients two different but valid perspectives, which is extremely beneficial to our clients. We also love helping people who are not familiar with the North Shore. Having both grown up here, we know the neighborhoods, schools, community, and all each town has to offer," says Mary. "We enjoy nothing more than helping our clients surpass their real estate goals," adds Carol.

This collaborative partnership is leaving a lasting impression on their clients and community. Never ones to let life experiences go to waste, Mary and Carol continue to use all they have learned to become better people and agents. Carol says, "I am passionate about the business that I am building with my daughter and all that the future holds for us."



“  
**WE LOVE OUR PARTNERSHIP AND THE FACT THAT WE CAN OFFER OUR CLIENTS TWO DIFFERENT BUT VALID PERSPECTIVES, WHICH IS EXTREMELY BENEFICIAL TO OUR CLIENTS.**  
 — MARY MUNRO SEHLHORST ”

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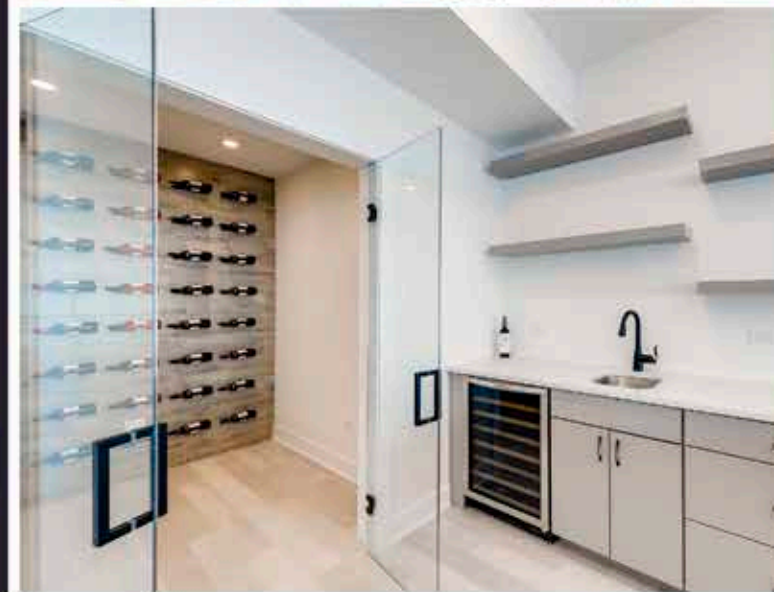
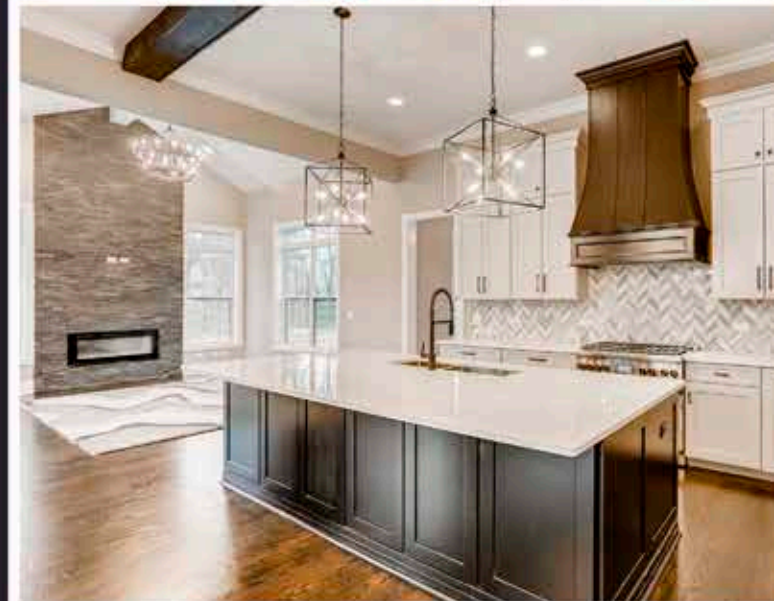
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