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FALL EVENT

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Thursday, October 20th
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Details on page 46

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TABLE OF CONTENTS

	06 Preferred Partners		13 Publisher's Note		14 Commercial Agent: Kevin Rocio
	20 Agent Feature: Steve Hasselbeck		26 Partner Spotlight: Bill Pendley with Caliber Home Loans		32 Agent Feature: Michelle Vykruta
	36 Cover Story: The Josie Morrison Team		44 Top 100 Standings		46 Fall Event: McGrath Lexus of Westmont Thursday, October 20th

MEET THE DUPAGE REAL PRODUCERS TEAM



Andy Burton
Publisher



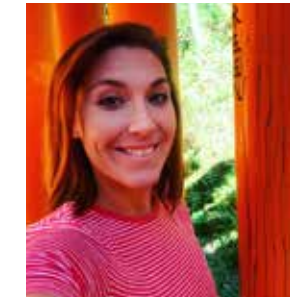
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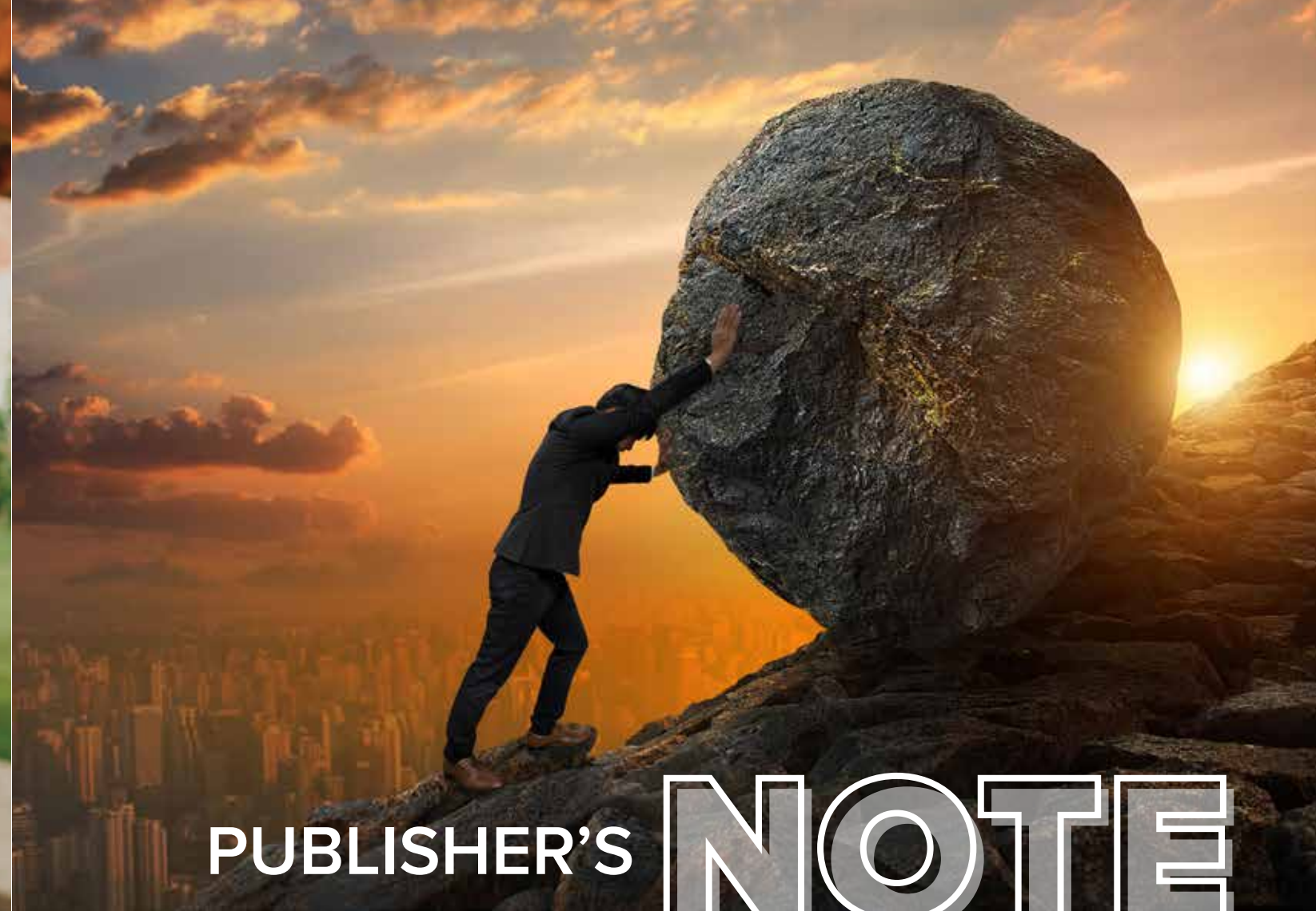
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PUBLISHER'S NOTE

We just celebrated half of a decade in print for our Chicago publication (five years sounds much longer when you say it like that). If I could go back and talk to myself in 2017, knowing what I know now, I would have taken less time to bring the Real Producers platform to Illinois.

Some of you may not know my journey, but I came from the vendor/service provider world and catered to REALTORS® (see page 51 for our brand, just a little plug if you're ever in need of closing gifts). I was always intrigued at the lengths that businesses would go to reach successful REALTORS®. Then I realized that one single real estate transaction is like a micro-economy. There are so many industries that benefit from connecting with REALTORS®. Well, actually, scratch that—there are so many industries that benefit from building relationships with the RIGHT types of REALTORS®.

It takes an average Real Producers publisher four and a half months to start a publication and go to print. Meaning if someone ends their training

in January, they will generally launch their publication in the middle of May. So any guesses on how long it took me to launch CRP from the time I ended training? Anyone? Bueller? Thirteen months. I completed training in September 2016, and our first issue was in October of 2017.

I'm sharing this simply because it's my story and that there is value in perseverance. Yes, there are things I would have changed and done differently (like hiring Melissa Lopez from day one). However, I think it's cool sometimes to take a moment and be proud of our accomplishments. Not in an arrogant or self-serving way, but to look back and admire the traction we have made.

Looking forward to seeing you at our fall event on Thursday, October 20th, at McGrath Lexus of Westmont (details on page 46)!



Andy Burton
Publisher

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ROCCIO

COMMERCIAL BROKER SET SIGHTS ON ROCKIN' PARTNERSHIPS IN SUBURBS

Since the last time we checked in with Kevin "K-Roc" Rocio, he's made some big changes in his business. The founder and team leader of ROC Advisory Group—a commercial team specializing in all forms of multifamily, office, retail, and other categories of commercial real estate—decided in 2020 to move his office out of the city and expand his efforts in the suburban market.

After thirty years as a Chicago resident, lender, and REALTOR®, Kevin felt it was time to extend to a wider network in Cook, DuPage, Will and surrounding counties.

"I expanded into the suburbs to help better serve residential real estate brokers in the area," he says. "I want to be an extension of their residential business by being the go-to commercial broker for those that do not have one. My goal is to help all those I partner with be successful."

Uniquely, Kevin's commercial firm gives 100 percent of his residential referrals to his REALTOR® partners. After working for seventeen years as a residential mortgage broker, Kevin understands the challenges his agent counterparts face. Because of his experience, he sees himself as a conduit and support for their clients who seek to invest in the commercial market.

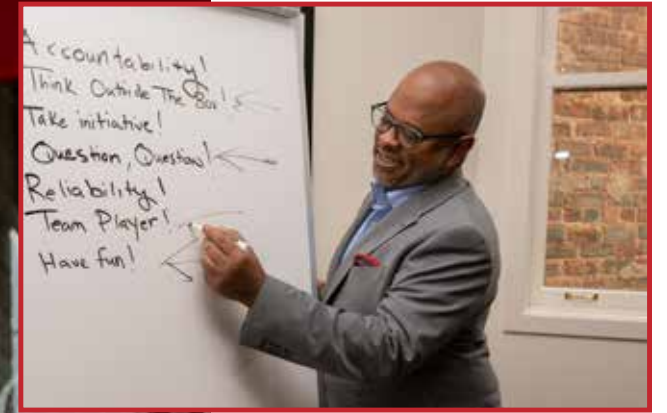
"The success we've seen over the years gives me the confidence to lead others and help others achieve their goals," says Kevin. "I'm blessed to be surrounded by some very successful and disciplined residential brokers to whom I hope I can add value."

Making such a dramatic change during the peak of the pandemic was a bold move for Kevin and his

team. But, ever the determined strategist, Kevin's mindset of "Start with a vision, set up a plan, and spend every day working that plan" has paid off. Last year, according to MRED, his team sales volume jumped more than 383 percent over the previous year. This long-view approach started when Kevin was just a student, and it has served him well.



Kevin with his partner, Nate Grill, and referring partner, Rafael Murillo.



"At the age of twenty and still in college, I was already earning six figures," Kevin says. "I made a conscious decision to earn my bachelor's degree over the course of many years so as to balance my successful profession and school."

"I would become the first in my family (on both my mom and dad's sides) to earn a college degree," he adds. "That means so much to me, and I know it will to generations to come, too."

Persevering through the choppy real estate waters of the past few years, Kevin personally closed over \$30 million in sales last year, alone. He's also received multiple awards, such as the Good Neighbor, Road to Rolex, Platinum Commercial Top Producers, Achievement Commercial, and National Commercial awards.

Even after a decade of achievements, Kevin still finds fulfillment in helping first-time investors accomplish their dreams. Maintaining a sought-out, thriving business is the source of everyday pride for Kevin, and he still finds new ways to stay motivated to improve his service to his clients and partners, and positively impact the lives of others.

"This year, in addition to helping residential brokers and their clients, I've trained more than 200 agents on how to correctly price two- to four-unit properties, either for themselves or their buyers or sellers," he explains. "When I reflect on all the thank you texts, emails, and gifts I've received ... Talk about rewarding!"

...

When Kevin is not busy managing his commercial business, you can find him reviewing/approving the growth plans of LFTD Partners Inc., a publicly traded cannabis company on whose board he sits. It is also the parent corporation of Lifted Made, which manufactures and sells psychedelic products under its Silly Shroom brand, and hemp-derived cannabinoid products under its Urb Finest Flowers brand.

“This year, in addition to helping residential brokers and their clients, I’ve trained more than 200 agents on how to correctly price two- to four-unit properties, either for themselves or their buyers or sellers.”

When he does find time to relax, he spends most of it with his mother, sister, his six-year-old Cavalier King Charles Spaniel, kiddROC; his new puppy, Kobe; or any one of his numerous godchildren or mentees. This self-described foodie also enjoys checking out local suburban restaurants in search of the perfect Manhattan; his favorite drink.

In addition to referring residential business and being a source of knowledge and help in the commercial real estate space, Kevin strives to encourage and support his partners and fellow REALTOR® professionals with messages of self-confidence and self-empowerment.


“In today’s world,” Kevin observes, “I think it’s important to recognize the important things that will help you be more successful: Be kinder to yourself. Always know your worth. The world is bigger than you think it is, and your worries aren’t as important as you think they are. Just be you.”



Kevin with his two godsons (Nicholas and Luke).



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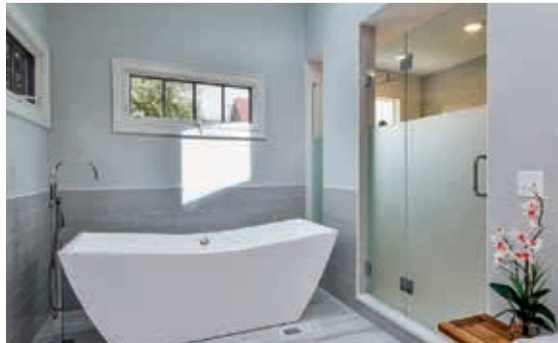
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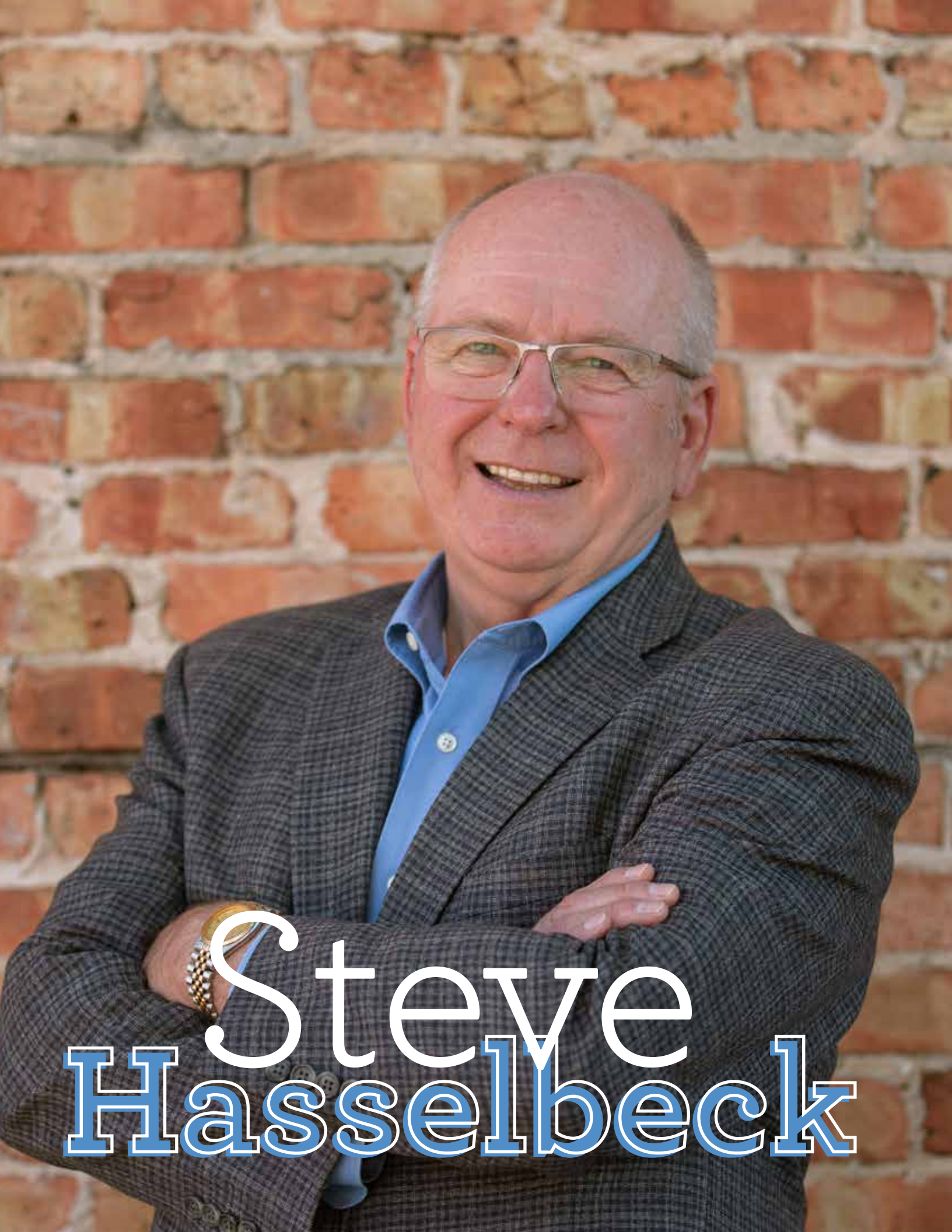


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Steve Hasselbeck

▶ agent feature
By Lauren Young
Photos by AbiV Photography

Making His Own Luck

“My dad always said, ‘The harder you work, the luckier you get,’” says Steve Hasselbeck, REALTOR® with Coldwell Banker in Downers Grove. Growing up as the oldest of six children, Steve, who hails from Cincinnati, was always the one responsible for everyone else. “It helped me learn to be a ‘manager’ and how to deal with a lot of different personality types.”

A standout athlete, Steve was recruited by the University of Pennsylvania to play football, which he did all four years of college. At the Ivy League school, he made lifelong friends and also served as the president of the AEPi fraternity for two years. “It was a tremendous experience, and that’s where I think my leadership skills started to emerge,” he says.

After graduation, Steve entered the consumer packaged goods industry, and over the years, worked his way up to director and vice president of sales positions. Over his successful career, Steve was relocated to Dayton, Ohio; Yorba Linda, California; Kansas City, Kansas; and in between, to Chicago three times. But after going through a significant corporate downsizing, and then working for two smaller firms, Steve decided it was time to become his own boss.

“I think the toughest thing to overcome was being let go by the company I’d been with for twenty-seven years,” says Steve. “They had asked me to relocate from California to Chicago and take a new position because ‘I was the only one who could fill the role.’ Five weeks after we’d moved into our new home, the position was eliminated.”

Three weeks later, his mother died. Nine days after that, his father-in-law died. Amidst the turmoil, Steve felt he needed to stay in Chicago to create some stability for his family and to look after his mother-in-law, who eventually moved in with them.

“It took me twenty-five months to find a job,” says Steve. “I worked part-time at Starbucks to provide medical benefits for my family after COBRA ran out. I opened the store at 4:30 am, worked until mid-morning, and then continued my job search at home.”

During their many brainstorming sessions, Steve’s wife, Anne, recommended he look into real estate. She

pointed out his love of houses, DIY projects, and decorating; his experience of seven corporate relocations; and, as one of Steve’s brothers is a managing broker in Cincinnati, he would have someone who could help him.

Now, seven years after starting his new career journey as a REALTOR®, Steve has found that his business continues to grow. He is currently on track to exceed his 2021 numbers by more than 50 percent by the end of this year.

“It really became more than just a job for me,” says Steve. “I get enjoyment out of helping first-time homebuyers navigate the process, as well as helping people who are downsizing or moving out of state as they retire.”

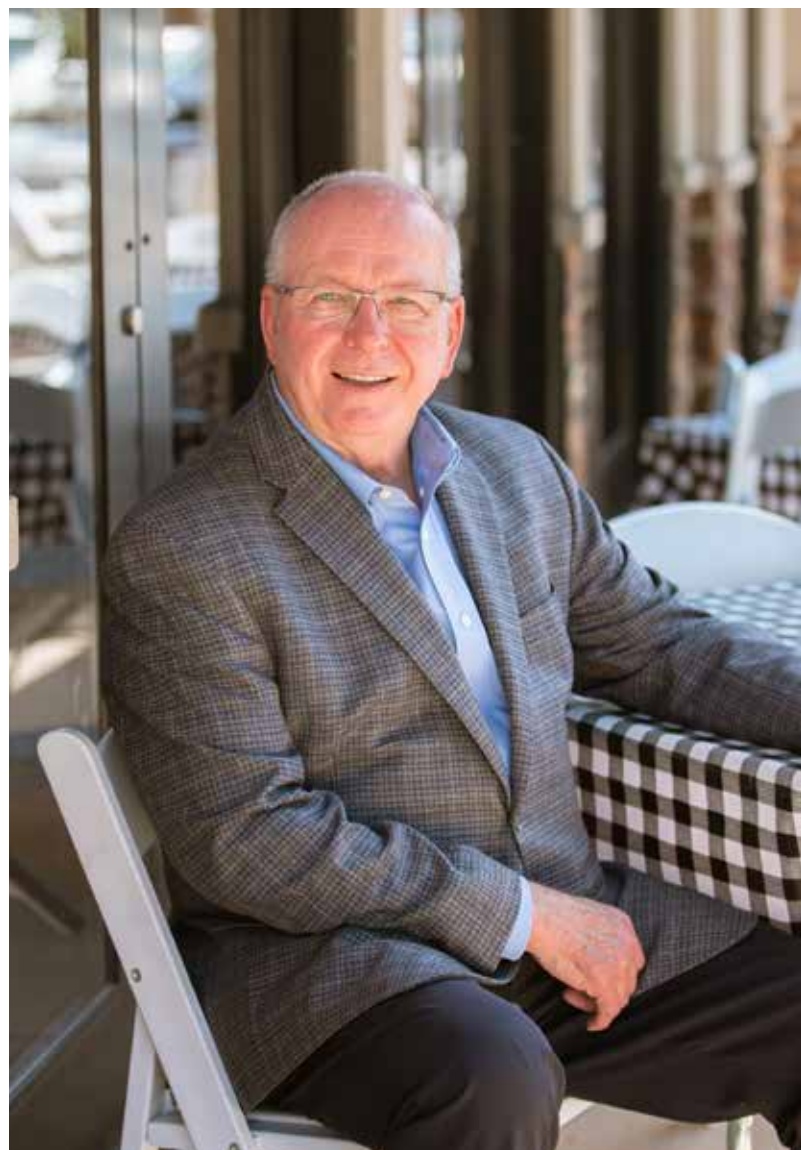
“I pride myself on the fact that I am a full-time, full-service REALTOR®. Just like my father stressed to me, I try to work as hard as I can for my clients,” he says. “It’s one of the biggest reasons why I keep in touch with everyone unless they tell me to leave them alone. I’ve had people who hadn’t responded for years eventually reach out and ask me to help them with their real estate needs.” ●●●



...

When Steve is not staying in contact with his clients, he prioritizes giving back to the local community. For the past five years, he has volunteered at the West Suburban Community Pantry in Woodridge, regularly picking up food donations from Gordon Food Service and from a company that supplies fresh foods to Target and Walgreens.

“It really became more than just a job for me. I get enjoyment out of helping first-time homebuyers navigate the process, as well as helping people who are downsizing or moving out of state as they retire.”



Steve with his wife, Anne.

“Having spent twenty-seven years working with a food manufacturer, I’ve seen how food that would otherwise go to waste can feed those who need it most,” he explains.

In his downtime, Steve works on DIY and yard-work projects at his home. When he puts his feet up, it’s usually with a good history book and a glass of red wine. His ability to enjoy downtime is thanks to his sense of comfort with real estate.

“Enjoying what I do, and providing for my family and our retirement, has all been made possible because of real estate,” says Steve. “I’m looking forward to what the future holds.”

“Everyone deserves the opportunity of homeownership,” he adds. “Helping people with their real estate needs, regardless of geography or price range, is why I do what I do every day.”

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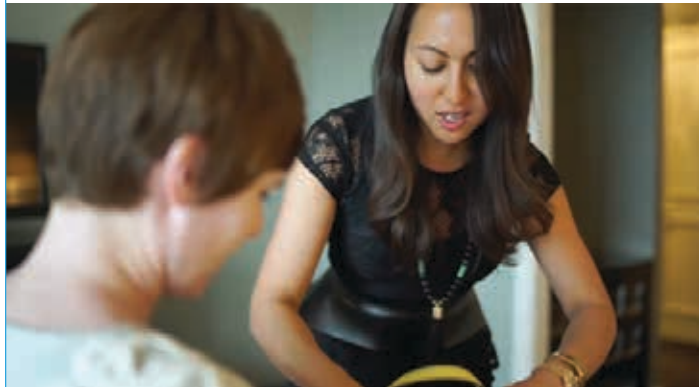
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Q: How does tristinstyling obtain the latest exclusive luxury items first every time?

A: We have access to the hottest items before they become available to the general public through the relationships I've cultivated within the world's leading luxury retailers throughout my 20+ years in the styling industry. We are able to generate and maintain these connections partly through the combined spending power of all our clientele.

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?

A: While styling services in retail stores are nice to have access to, customers are limited to shopping only in that one store. Clients who want to create a cohesive wardrobe that is unique to their personal style choose to hire us for personal shopping audits because they benefit from learning how to expand their own wardrobe by shopping all the current trends available from all retailers.

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LOAN OFFICER VOWS TO KEEP CUSTOMERS OFF THE ASSEMBLY LINE

▶ partner spotlight
By Lauren Young
Photos by KDE Photography

Believe it or not, Bill Pendley's love and gift for finance can be traced back to the early 1900s. Bill's uncle was one of Henry Ford's first accountants. He established the financing framework for the company's automobile purchases. Bill's grandfather, who was an attorney in Michigan, also had a knack for money management. He helped the famous artist Grant Wood, best known for American Gothic, finalize a divorce settlement. Wood was so pleased with Bill's grandfather that he gifted him a painting that later sold at Sotheby's for \$650,000.

Real estate also runs in Bill's family: "My father owned investment properties, my sister-in-law is in real estate in Indiana, my nephew flips houses, and my brother was in the mortgage industry for thirty-five years," he explains.

Bill leads the Downers Grove office of Caliber Home Loans, a top national mortgage lender that's licensed in all fifty states. Bill is personally licensed in nine states (IL, IN, IA, WI, MI, TN, SC, NC, FL), and over the past twenty-five years, he has built a business that helps finance, on average, \$50 million per year. His superior service has been recognized by *National Mortgage News* magazine and the *Scotsman Guide*, and he and his team were selected for Caliber's Circle of Excellence in 2020.

"Our small but mighty team is ranked in the top one percent nationwide," touts Bill. "I have kept our team small for a reason. I don't want our clients and partners to get lost in the shuffle. We strive to provide a customized approach to each client, helping them feel as though they are our only client. What we're doing and what we believe ... it's truly about mastering the art of the experience for clients in financing."

Over the years, a key factor in helping Bill better serve his clients has been the adoption of game-changing technology. Thanks to digital tech, the application verification process, for example, has been able to cut 70 percent of the documentation required by lenders. But the one thing these tools cannot replicate is the personal touch, attention, and support that can be given by a dedicated team of experts. ...





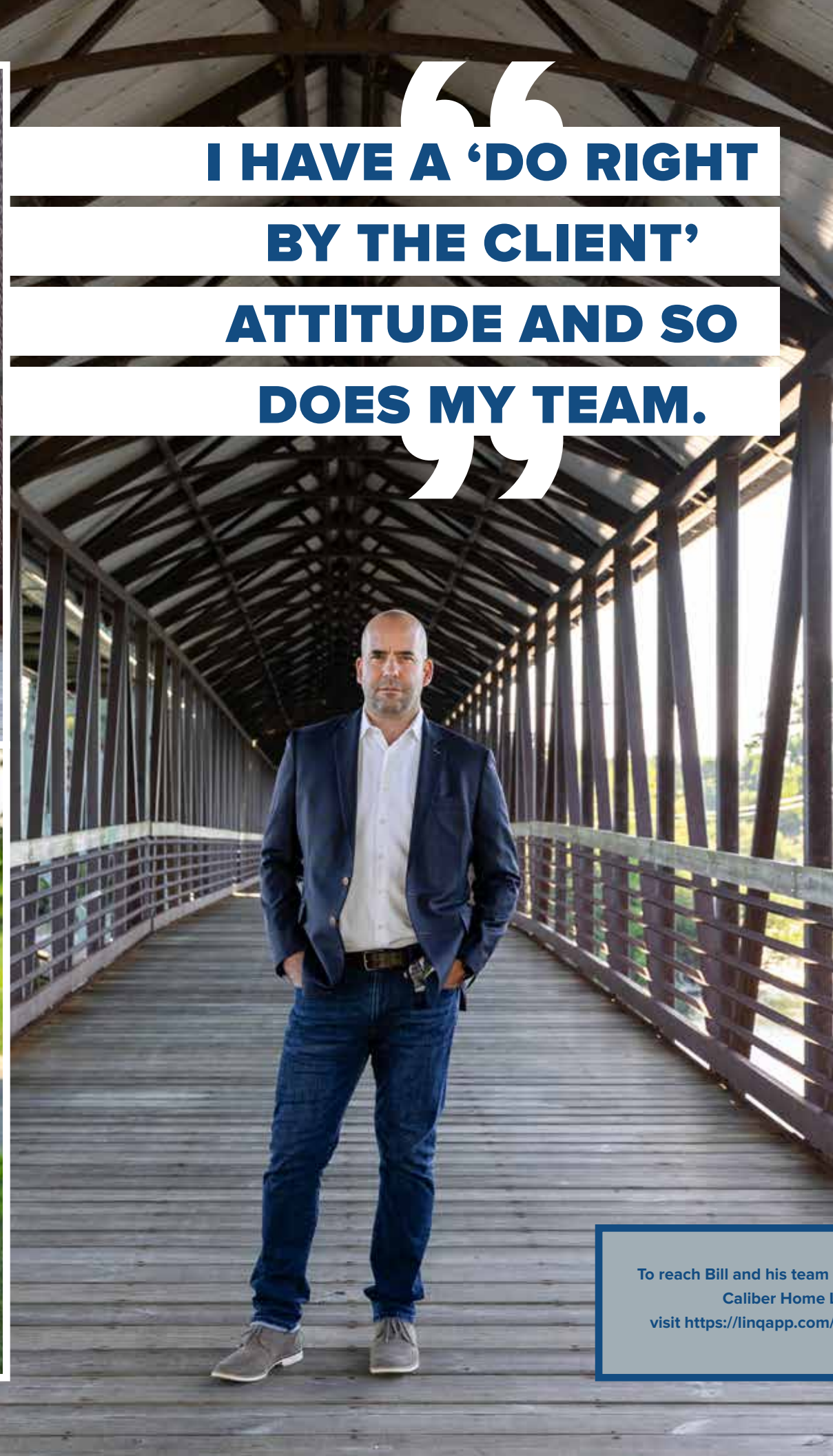
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“In this market, response is critical,” he says. “If you are not available, someone else will be, so I am always taking phone calls or texting when agents or clients need me. I have worked almost every weekend this year because I know there will be a filtering out of the nonresponsive in this industry.”

“While technology is extremely beneficial in terms of our ability to be efficient, I truly believe the industry has gotten too big and clients are becoming just a number,” states Bill. “That’s not how I want to run my business. I have a ‘do right by the client’ attitude and so does my team.”

Bill’s team works hard to not become too reliant on tools and technology. Like many things in life, balance is the name of the game so as to ensure clients and partners are kept off the everyday “assembly line” of doing business.

“A good balance of technology and personal attention can be found in the way we can communicate more effectively with our clients and partners,” Bill adds. “In fact, I have created a customized email update system for client and business partners called Next Steps. It’s composed of four emails that keep the process simple and up-to-date. But all my agents still know that they can text or call and within minutes, receive a call back from us.”



“
**I HAVE A ‘DO RIGHT
BY THE CLIENT’
ATTITUDE AND SO
DOES MY TEAM.**
”

So what drives Bill to be competitively focused on providing his clients with unmatched service? The answer is probably not surprising. It’s his family.

“People do ask me why I do what I do,” says Bill. “I tell them that every morning I wake up and the first two people I see are my daughter, Jojo, and my wife, Laura. They are trusting me to provide for them, and that ignites a passion in me to do the best I can for them and, ultimately, for our clients.”

When he was single, Bill’s endurance and determination were poured into Ironman races. Now that he has a family, Bill’s downtime is spent enjoying dance parties in the living room, running around their local neighborhood, and visiting Michigan in the summer with friends. The family is also active in their local church.

“For me, success is the true balance of business, family, friends, and faith,” says Bill. “I tend to be an all-or-nothing type of person, so I am always working on this balance.”

Looking forward, Bill hopes to focus on adding more value to his partnerships with REALTORS® and other agents. It’s an area where not many loan financial firms spend considerable time or effort.

“Over these twenty-six years, I have seen many loan officers ask for business, but never provide anything of value,” he says. “We have intentionally used our brand’s media and connections to provide value for many of the agents and network with clients. That’s one example, but we’ve always worked to adapt to the changing market and find ways to stand out to best serve our partners.”

To reach Bill and his team and to learn more about the services Caliber Home Loans provides its clients, visit https://linqapp.com/bill_pendley or call 630-330-5626.

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» agent feature
By Lauren Young
Photos by KDE Photography

Michelle Vykruta

GIVING BACK, THANKS TO SECOND CHANCES

“My sister, Angela, was the head recruiter for Century 21,” says Michelle Vykruta of Keller Williams Premiere Properties. “She came to me and said, ‘I think you would be a great REALTOR®. You should get your license.’ So I did. It’s pretty much that simple.”



Michelle’s family has lived in Glen Ellyn since 1971, and her love for the western suburbs has only grown. As they grew up, she and her older sister and best friend, Angela, did everything together.

“I have always looked up to her,” says Michelle. “She’s my hero, my rock, and the reason I got into real estate. I wouldn’t be who I am today without her.”

After graduating from Glenbard West High School, Michelle jumped directly into real estate. In 1994, she attended Floyd Wickman’s famous Sweathogs course, finishing in the top three out of over 350 agents. Michelle began her career in Angela’s office, where she also met her first husband.

“During our three years at Century 21 and then later at RE/MAX, my then husband and I met many agents that we wanted to work with and who wanted to work with us, so we decided to open our own office,” she says.

In 2000, they officially launched their business together and expanded their team. Unfortunately, five years later, their four-year-old daughter, Jacquelyn, was diagnosed with leukemia.

“The market was starting to tank [the pressure of work was on], and we basically lived at the hospital,” remembers Michelle. “Jacquelyn was fighting for her life, and we still had to somehow keep working. Somehow, we made it through. Her treatment finally finished at the end of 2007.”

By 2010, Michelle and her first husband had divorced. She handed over their real estate office to him in the process. After years of building her client base and network, she was forced to start over.

“I’m so proud that I made it through that tough time,” she says. “I now know you can make it through any situation if you’re determined.”

Those difficult circumstances caused Michelle to recalibrate her outlook on many things, including her approach to her career and personal life. She put those new ideas and ideals to work as she built her second real estate business.

“You know, success looks different to me now,” she says. “It is not about money or awards. It’s about seeing how you have touched lives, made a difference, and it’s about seeing a smile on your client’s face.”



...
 She also got a second chance at love. In the 1990s, Michelle helped organize a leukemia fundraiser for a high school friend and booked a band whose drummer was Ron Vykruta. Fast forward to 2013, that same friend invited Michelle to a concert featuring Ron's band. There they reconnected, and eventually, married.

In their free time, the pair love to travel and listen to music together. They even named their dog Layla, after the Eric Clapton song.

Looking forward, Michelle aims to get her real estate license in Florida and buy a second home near Tampa. She also wants to give more of her time to help others in any way possible by staying active at her local pantry and giving back through cancer support charities like St. Jude's Hospital.



“YOU KNOW, SUCCESS LOOKS DIFFERENT TO ME NOW. IT IS NOT ABOUT MONEY OR AWARDS. IT'S ABOUT SEEING HOW YOU HAVE TOUCHED LIVES, MADE A DIFFERENCE, AND IT'S ABOUT SEEING A SMILE ON YOUR CLIENT'S FACE.”

But even after nearly thirty years as a REALTOR® with over \$300 million sold, she still has energy for real estate.

“I feel I can do this career no matter where I am or how old I am,” she says. “That's how much I love making a difference for my clients. I'll probably still be selling homes at eighty years old.”

“If I could go back in time twenty-five years, I would definitely tell myself not to be afraid to try new things,” Michelle adds. “That's what I say to young REALTORS®. Live more in the moment. Time goes by too fast.”

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Fall Festivals

Beer & Wine Festivals

- Sept 10 - 11 Festival of the Vine Geneva - Downtown
- Sept 10 TW Craft Beer Fest Westmont - Ty Warner Park
- Sept 15 Coaley Zoo Uncorked Wheaton - Coaley Zoo
- Sept 17 - 18 Brew Fest Oakland Park - Oakland Park Public Works
- Sept 17 Craft Beer Fest Elmhurst - History Museum Grounds
- Sept 17 Brew at the Bridge Oswego - Hudson Crossing Park
- Sept 24 Tunes & Brews Joliet - 102 N. Chicago St.
- Oct 1 Brew Fest Villa Park - Cortesi Park

Oktoberfests

- Sept 9 - 11 German-American Oktoberfest Chicago - Lincoln Square
- Sept 9 - 11 Platzkonzert Germanfest Hoffman Estates - Village Green
- Sept 15 - 25 Oktoberfest Glendale Hts. - Camera Park
- Sept 16 - 17 Oktoberfest Elk Grove Village - Lions Dr. next to Lions Park
- Sept 16 - 18 Oktoberfest Palatine - Downtown
- Sept 23 - 25 St. Alphonsus Oktoberfest Chicago - St. Alphonsus Church
- Sept 30 - Oct 1 Oktoberfest Naperville - Naper Settlement

Family Festivals

- Sept 1 - 4 Hometown Days Festival Yorkville - Beecher Community Park
- Sept 3 - 5 Septemberfest Schaumburg - Robert O. Atcher Municipal Center Grounds
- Sept 4 Bike the Drive Chicago - Butler Field Grant Park
- Sept 9 - 10 Rock the Block Party Elmhurst - Downtown Orchard St.
- Sept 9 - 11 Good Old Days Festival Winfield - Oakwood Park
- Sept 10 Backyard BBQ Glen Ellyn - Downtown
- Sept 10 Rock the Block Lake Zurich - Downtown Main St.

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▶ cover story

By Lauren Young

Photos by KDE Photography

THE Josie Morrison TEAM

Maneuvering Life's Changes to Find Growth



When we last checked in with RE/MAX Action REALTOR® Josie Morrison it was 2020, and she was embracing the philosophy “you get by giving.” In the midst of the pandemic, this mindset allowed her to continually ask herself how she could help others be their best.

After thirty years as a seasoned real estate agent, she thought she had seen it all. Thankfully, she had many past learnings and experiences to fall back on during the recent changes to the housing market, as well as the instincts to stay prepared.

“I had to learn to adapt and evolve fast,” says Josie. “We didn’t know it at the time, but there was a major shift happening. Instead of letting myself stay in a state of uncertainty, I leaned on the sales training of Brian Buffini,” she adds. “He teaches that like a racecar driver, you should always be ready to act: When business comes to you, you can’t be at a hard stop. You have to be idling, ready to jump in quickly.”

...



Armed with extra insights and an “always-on” attitude, she saw her business grow despite the challenges. Once restrictions were lifted, market activity exploded to a degree she never imagined possible. Working nonstop, she was writing over three offers per buyer just to make one stick.

“The environment was highly competitive and moving at lightning speed,” Josie recalls. “Real estate experts predicted low interest rates, massive urban migration, and a shortage of inventory. But we were ready because I had been preparing to move quickly.”

“The past two years have turned out to be my best, and the busiest ever for my business,” she says. Josie has received recognition for her success—from awards for sales, to top area rankings, to high customer ratings. For the past two years, she has been ranked in the Top 1% for sales volume by the Mainstreet Organization of REALTORS®.

Contributing to her readiness was the “run-rest cycle” she learned years ago from her training through the Floyd Wickman program, which instructs that finding a balance between periods of all-out work and purposeful downtime—allowing you to maintain passion and energy for high-volume periods as needed—is key to lasting long-term in the real estate industry.

“When you are ‘running,’ you are fully invested and intentional,” explains Josie. “But you can’t constantly be in a run cycle because you’ll burn out. With this system, you’re forced to take rest cycles to ensure you’ll have stamina for the future.” Josie is fully invested and intentional about giving back to her community too. She currently serves on the board of Outreach Warrenville, which was previously known as Warrenville Youth and Family Services.

One thing that is definitely helping her to stay fresh is the addition of her

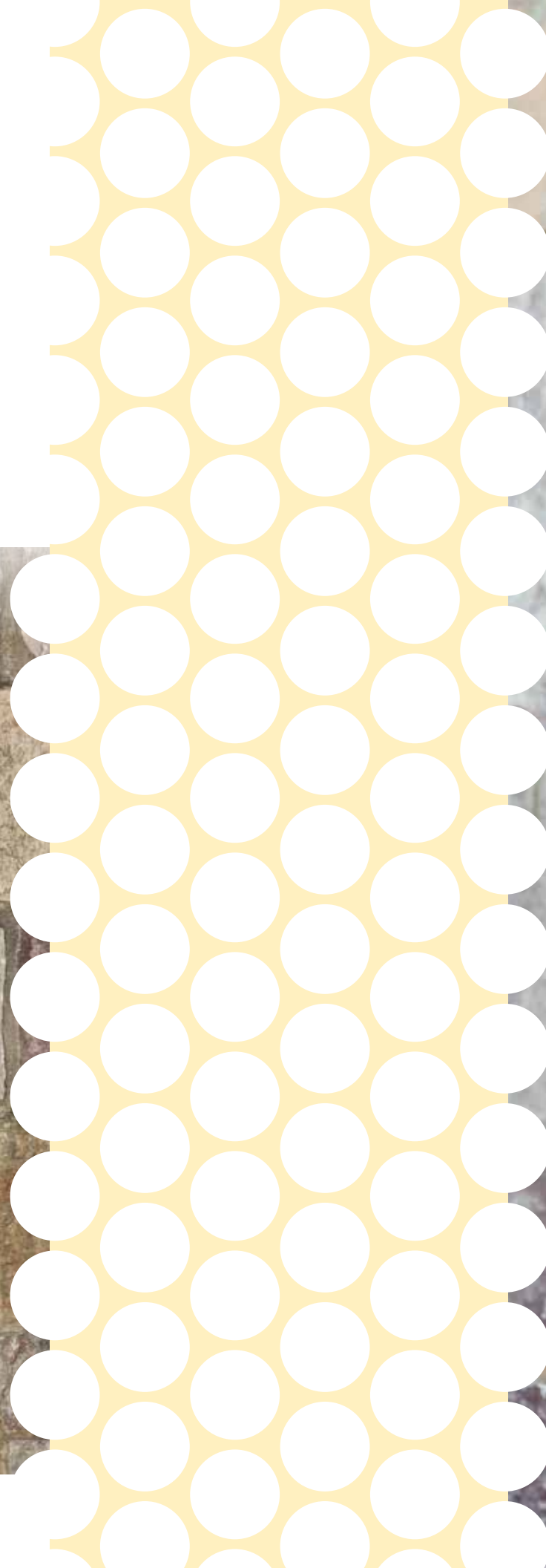
son, Justin, to her team. Justin brings a dynamic business mindset, which gives the group a different way of approaching the changing market.

“Justin is from a younger generation,” Josie notes. “They move at a faster pace than older generations. He also has a business degree from UIC and a good mind for operations.” Josie says that some of the strongest assets he brings to the team are his precise communication and marketing skills. “He always brings a positive attitude to everything he does, too,” shares Josie.

An entrepreneur like his mother, in addition to being an integral part of Josie’s team, Justin still runs the landscaping business that he started back when he was in college. Last year, the family celebrated his marriage to Bethany, the love of his life.



Josie's son, Justin, who has joined her team.





Josie with her family celebrating Gramma Morrison's 93rd birthday.

“I’d love to build something bigger than just myself, and my son is a big part of that future.”

...

Josie values the fact that, working together, she and her son are able to spend more time together. Her ultimate goal is for Justin to lead the office in the next five years or so. That way, she can leave behind a family legacy in real estate that began with her mother.

“My mother was a successful, long-time real estate agent, but I didn’t get to work alongside her,” she says. “I’d love to build something bigger than just myself, and my son is a big part of that future.”

Both Josie and Justin practice their run-rest cycles. While Josie takes time off to recharge—often by hiking and biking through national parks or the Wisconsin wilderness—Justin is able to handle the day-to-day operations of their thriving business.



Josie and her husband, Bill, hiking in Custer State Park.

“Once I’ve been rejuvenated, I’m ready to come back and run again,” says Josie. “This is one of the biggest lessons I’m hoping to teach my son: if you have the dream to go the distance in this business and reach success, you have to find the work-life balance to make it last.”

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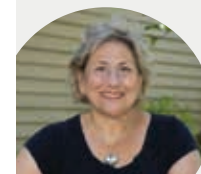


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Teams and Individuals January 1, 2022 to August 31, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Dawn	McKenna	59	\$107,105,499	38	\$65,513,599	97	\$172,619,098
2	Bryan	Bomba	38	\$50,088,000	34	\$42,392,782	72	\$92,480,782
3	Tim	Schiller	60	\$45,306,250	70	\$43,804,200	130	\$89,110,450
4	Kris	Berger	26	\$36,653,220	17	\$26,787,720	43	\$63,440,940
5	Julie	Sutton	21	\$24,047,168	21	\$30,835,000	42	\$54,882,168
6	Linda	Feinstein	39	\$36,915,691	13	\$14,149,000	52	\$51,064,691
7	Lance	Kammes	75	\$31,921,575	38	\$16,103,593	113	\$48,025,168
8	Pat	Murray	59	\$31,311,564	24	\$15,802,900	83	\$47,114,464
9	Kim	Dalasky	34	\$26,635,700	26	\$16,995,100	60	\$43,630,800
10	Maureen	Rooney	29	\$21,698,000	26	\$18,851,905	55	\$40,549,905
11	Patricia	Wardlow	41	\$18,307,775	39	\$21,686,750	80	\$39,994,525
12	Nicholas	Solano	70	\$37,767,895	0	\$0	70	\$37,767,895
13	Larysa	Domino	25	\$22,223,500	16	\$13,197,327	41	\$35,420,827
14	Megan	McCleary	17	\$24,865,000	6	\$10,233,000	23	\$35,098,000
15	Alice	Chin	33	\$22,846,171	16	\$11,569,250	49	\$34,415,421
16	Lina	Shah	22	\$20,979,000	10	\$13,190,000	32	\$34,169,000
17	Nathan	Stillwell	31	\$15,668,663	22	\$14,605,549	53	\$30,274,212
18	Lori	Johannesson	30	\$15,569,000	19	\$12,698,900	49	\$28,267,900
19	Tracy	Anderson	16	\$17,261,845	11	\$10,625,271	27	\$27,887,116
20	Penny	O'Brien	26	\$16,720,626	17	\$10,610,500	43	\$27,331,126
21	William	White	29	\$19,256,751	10	\$7,174,900	39	\$26,431,651
22	Julie	Schwager	22	\$16,473,200	15	\$9,179,100	37	\$25,652,300
23	Renee	Hughes	20	\$13,203,950	18	\$10,861,500	38	\$24,065,450
24	Jeffrey	Proctor	8	\$9,947,000	13	\$13,131,550	21	\$23,078,550
25	Chris	Pequet	11	\$14,655,770	8	\$8,368,000	19	\$23,023,770
26	Michael	Berg	39	\$17,300,050	9	\$4,617,000	48	\$21,917,050
27	Natalie	Weber	18	\$14,942,531	9	\$6,497,500	27	\$21,440,031
28	Kelly	Stetler	14	\$10,658,800	16	\$9,866,550	30	\$20,525,350
29	Elaine	Pagels	21	\$12,016,750	11	\$8,274,000	32	\$20,290,750
30	Donald	Romanelli	13	\$13,613,450	7	\$6,581,500	20	\$20,194,950
31	Courtney	Stach	18	\$15,843,500	4	\$4,050,000	22	\$19,893,500
32	Sarah	Leonard	20	\$7,731,802	30	\$12,070,500	50	\$19,802,302
33	Justin	Greenberg	15	\$8,763,500	26	\$10,943,900	41	\$19,707,400
34	Yvonne	Despinich	18	\$14,683,800	8	\$4,949,800	26	\$19,633,600

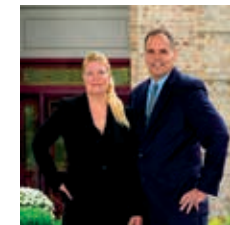
#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Natasha	Miller	22	\$12,735,500	7	\$6,591,837	29	\$19,327,337
36	Katie	Minott	13	\$16,069,533	3	\$3,228,314	16	\$19,297,847
37	Denis	Horgan	26	\$12,089,800	14	\$7,170,000	40	\$19,259,800
38	Christine	Wilczek	26	\$15,545,599	8	\$3,412,500	34	\$18,958,099
39	Ginny	Stewart	9	\$12,746,760	6	\$6,135,000	15	\$18,881,760
40	Jan	Morel	14	\$9,662,200	12	\$9,086,021	26	\$18,748,221
41	Carrie	Foley	16	\$10,234,004	12	\$8,140,400	28	\$18,374,404
42	Chris	Lukins	17	\$11,878,000	10	\$6,336,878	27	\$18,214,878
43	Caroline	Senetar	21	\$13,586,800	7	\$4,276,800	28	\$17,863,600
44	Linda	Little	44	\$17,176,770	1	\$600,000	45	\$17,776,770
45	Susan	Hoerster	13	\$10,638,000	12	\$7,022,500	25	\$17,660,500
46	Simran	Dua	14	\$10,145,900	15	\$7,402,523	29	\$17,548,423
47	Michael	Thornton	18	\$8,436,700	19	\$8,697,000	37	\$17,133,700
48	Bridget	Salela	13	\$12,110,030	6	\$4,837,000	19	\$16,947,030
49	Juliet	Mills-Holubowicz	13	\$9,117,800	8	\$7,576,500	21	\$16,694,300
50	Walter	Burrell	12	\$12,139,000	6	\$3,720,114	18	\$15,859,114

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for event details



TOP 100 STANDINGS

Teams and Individuals January 1, 2022 to August 31, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Cindy	Banks	25	\$10,595,400	13	\$5,262,000	38	\$15,857,400
52	Katherine	Karvelas	7	\$13,522,000	3	\$2,042,000	10	\$15,564,000
53	Kim	Lotka	11	\$9,576,250	6	\$5,705,000	17	\$15,281,250
54	Lisa	Byrne	13	\$7,511,800	12	\$7,682,194	25	\$15,193,994
55	Keith	McMahon	13	\$8,250,900	11	\$6,750,310	24	\$15,001,210
56	Michael	LaFido	11	\$12,621,000	2	\$1,895,000	13	\$14,516,000
57	Vipin	Gulati	8	\$2,821,000	25	\$11,613,000	33	\$14,434,000
58	Mike	Wolson	13	\$6,045,900	14	\$8,375,900	27	\$14,421,800
59	Beth	Burt	11	\$10,250,800	6	\$3,972,900	17	\$14,223,700
60	Paul	Baker	25	\$9,756,575	11	\$4,351,400	36	\$14,107,975
61	Diana	Ivas	12	\$9,808,000	6	\$4,222,000	18	\$14,030,000
62	Kevin	Layton	7	\$6,851,801	12	\$7,133,900	19	\$13,985,701
63	Tom	Fosnot	30	\$9,852,737	15	\$4,095,675	45	\$13,948,412
64	Courtney	Monaco	14	\$5,886,577	15	\$7,959,499	29	\$13,846,076
65	Julie	Kaczor	23	\$11,615,500	6	\$2,224,500	29	\$13,840,000
66	Anna	Fiascone	5	\$8,824,000	2	\$5,010,000	7	\$13,834,000
67	Paul	Mancini	7	\$7,414,500	8	\$6,344,000	15	\$13,758,500
68	Elizabeth	Behling	27	\$10,944,900	4	\$2,555,000	31	\$13,499,900
69	Jennifer	Iaccino	11	\$7,192,500	8	\$5,826,000	19	\$13,018,500
70	Stacey	Harvey	7	\$4,735,000	11	\$8,119,500	18	\$12,854,500
71	Kathryn	Pinto	12	\$6,486,000	12	\$6,365,000	24	\$12,851,000
72	Tracy	Driscoll	13	\$10,327,750	5	\$2,291,000	18	\$12,618,750
73	Eric	Logan	18	\$8,696,300	9	\$3,859,900	27	\$12,556,200
74	Cathy	Balice	5	\$7,160,000	3	\$5,395,000	8	\$12,555,000
75	Margaret	Giffin	7	\$6,714,000	10	\$5,794,000	17	\$12,508,000
76	Diane	Coyle	14	\$6,942,900	11	\$5,527,100	25	\$12,470,000
77	Dimpi	Mittal	10	\$7,138,000	15	\$5,295,800	25	\$12,433,800
78	Lisa	Zeller-O'Malley	8	\$6,175,000	8	\$6,220,000	16	\$12,395,000
79	John	Barry	7	\$7,219,010	6	\$5,153,520	13	\$12,372,530
80	Holley	Kedzior	9	\$4,746,500	13	\$7,592,944	22	\$12,339,444
81	Puneet	Kapoor	8	\$4,024,000	14	\$8,215,745	22	\$12,239,745
82	Ann	Sproat	3	\$3,834,350	10	\$8,274,350	13	\$12,108,700
83	Moin	Haque	10	\$3,405,000	13	\$8,526,401	23	\$11,931,401
84	Christine	Thompson	13	\$7,385,576	8	\$4,528,500	21	\$11,914,076

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Shane	Halleman	21	\$8,141,166	9	\$3,616,900	30	\$11,758,066
86	Wendy	Pawlak	15	\$7,342,000	8	\$4,396,900	23	\$11,738,900
87	Robert	Picciariello	26	\$11,695,400	0	\$0	26	\$11,695,400
88	Cindy	Purdum	13	\$7,835,777	8	\$3,665,000	21	\$11,500,777
89	Michael	Muisenga	13	\$10,085,900	3	\$1,391,000	16	\$11,476,900
90	Ryan	Cherney	27	\$10,878,875	1	\$545,000	28	\$11,423,875
91	Sairavi	Suribhotla	6	\$2,307,900	16	\$8,979,672	22	\$11,287,572
92	Matthew	Kombrink	17	\$6,827,900	9	\$4,410,900	26	\$11,238,800
93	Michael	Odeh	21	\$9,601,000	4	\$1,480,000	25	\$11,081,000
94	Sophia	Su	14	\$7,444,000	7	\$3,627,254	21	\$11,071,254
95	Kimberly	Heller	20	\$7,337,000	8	\$3,679,000	28	\$11,016,000
96	Sheila	O'Malley	4	\$4,615,000	3	\$6,387,500	7	\$11,002,500
97	Kim Schultz	Moustis	9	\$3,307,400	19	\$7,687,900	28	\$10,995,300
98	Trevor	Pauling	9	\$8,573,772	4	\$2,257,000	13	\$10,830,772
99	Michael	Mandile	11	\$5,904,115	9	\$4,923,538	20	\$10,827,653
100	Kelly	Kirchheimer	8	\$7,730,000	5	\$2,972,500	13	\$10,702,500

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