

CHICAGO

REAL PRODUCERS.®

CONNECTING. ELEVATING. INSPIRING.

**WILL GOLDBERG &
KONRAD DABROWSKI**
CONSTRUCTING A WINNING PARTNERSHIP

AGENT FEATURES:

David Hunt
Kim Ehler

ON THE RISE:

Kyle Naylor

PARTNER SPOTLIGHTS:

George Kamberos
CrossCountry Mortgage

Ruth Roberts
Windy City Blinds

MAKING A DIFFERENCE:

Safe Humane®

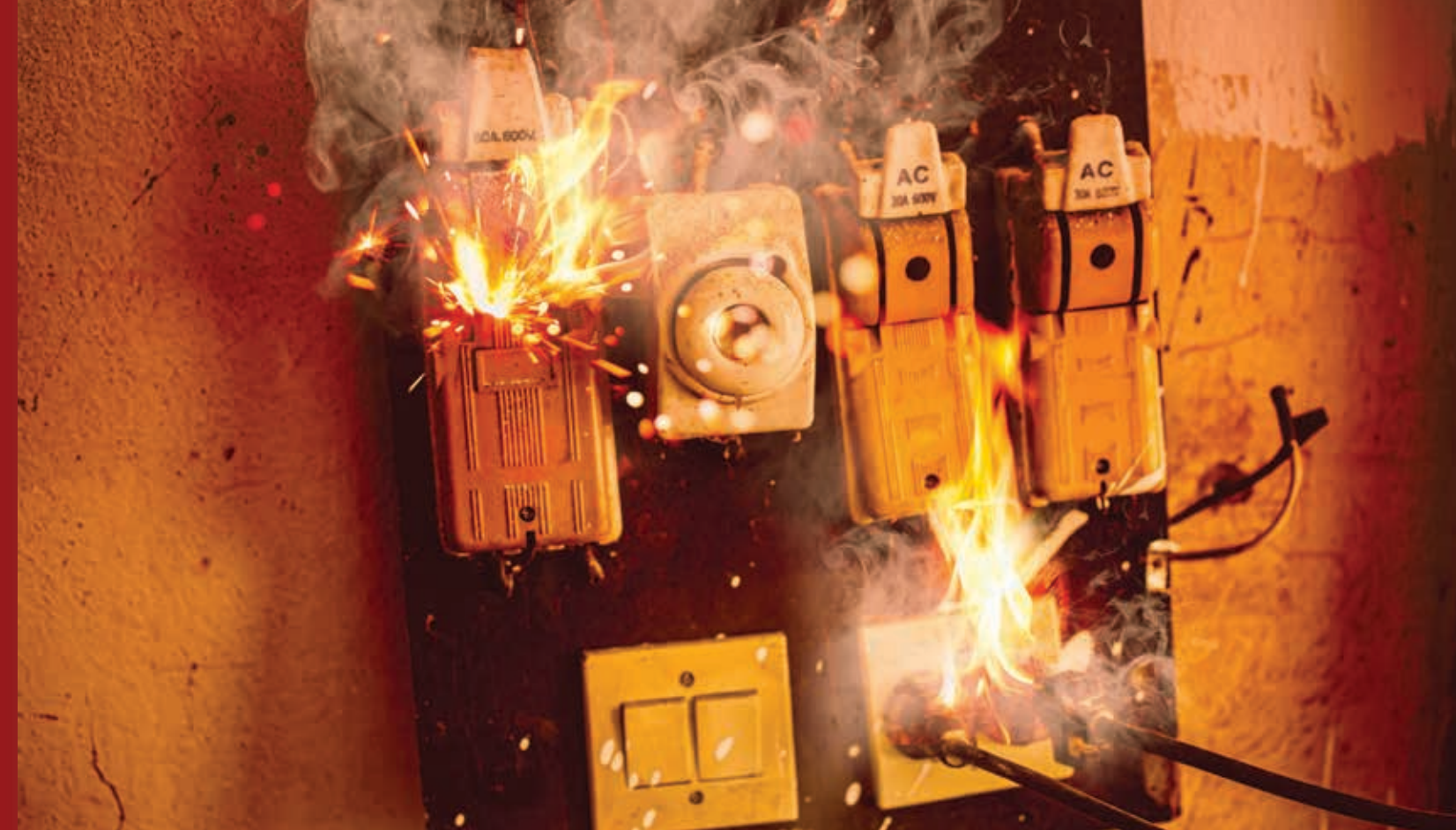
SEPTEMBER 2022



HAVEN is... Office Spaces



www.havenhomestager.com | 312.380.1276 | info@havenhomestager.com



Here at CBI, we have notified all of our clients about this latest recall to make sure they're informed and can take appropriate action. Whether or not we've worked together, you should do the same for yours. Safety is far more important than anything else. Feel free to call us if you have any questions... Happy Summer everyone!

Please visit cpsc.gov for Schneider Electric Panel Recall

Chicago Building Inspections, Inc.

inspectingchicago.com
info@inspectingchicago.com
312-INSPECT

Now offering radon testing via Chicago Radon Testing, Inc at <https://radoniseverywhere.com>



**CHICAGO
BUILDING
INSPECTIONS**

inspectingchicago.com | 312-INSPECT | info@inspectingchicago.com

CBI enacts strict CDC / Covid-19 safety protocols during inspections.



Also performing radon testing via
Chicago Radon Testing, Inc., a CBI Company.

TABLE OF CONTENTS



16
Business:
The \$100
Club



20
Agent
Feature:
David Hunt




26
Business:
REALTOR®
Safety
by Sarah
Ware



34
Agent
Feature:
Kim Ehler



42
Cover Story:
Will
Goldberg
& Konrad
Dabrowski



50
Making a
Difference:
Safe
Humane®



56
On the
Rise:
Kyle
Naylor



64
Partner
Spotlight:
Windy City
Blinds



70
Partner
Spotlight:
George
Kamberos
with Cross-
Country
Mortgage

MEET THE CHICAGO REAL PRODUCERS TEAM



Andy Burton
Publisher



Emily Burton
Director of Partner Success
and Editorial Content



Melissa Lopez
Operations and
Content Specialist



Christine Thom
Managing Editor



Katie Cremean
Ad Strategist



Justin Barr
Videographer



Caleb Pickman
Photographer



Sonya Martin
Photographer



Richard Camacho
Photographer



Chris Menezes
Writer



Jennifer Mitchell
Writer



Maris Callahan
Director of
Social Media



Blair Piell
Events Coordinator



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

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *Chicago Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.



Close with the peace of mind and communication your clients deserve.

Whether buying or selling a home, commercial real estate or negotiating a new business lease, we provide the quality and affordably priced representation needed to close your deal fast.

Contact Justin

(312) 638-0871 • Justin@frontdoorlegal.com • 2502 N. Clark St., Ste 236, Chicago, IL 60614



Justin Strane

The choice of a lawyer is an important decision that should not be based solely upon advertisements. The Supreme Court of Illinois does not recognize certifications of specialties in the practice of law. Certificates, awards and recognition are not requirements to practice law in Illinois. Justin C. Strane is responsible for this content. Front Door Legal's principal place of business is 2502 N. Clark St., Ste 236, Chicago, IL 60614.



WELCOME HOME

We're Ready To Showcase Your Listing This Fall



signaturechicago.com • info@signaturechicago.com • 312-854-9515  

PREFERRED PARTNERS



Use same text headline as the PREVIOUS issue that starts with: 'This section has been created to give you...' Also, please make sure the index listings are CENTERED (square/box-shaped) as much as possible. This will decrease the number of annotations. For example, use this format: Cutco Closing Gifts/ Cut Above Gifts Daron Wooding (312) 344-3477 CutAboveGifts.com not: Cutco Closing Gifts/ Cut Above Gifts Daron Wooding (312) 344-3477 CutAboveGifts.com

ACCOUNTING - CPA

FM Accounting PC
(773) 727-1767
FMAccountingChicago.com

The Hechtman Group Ltd
(847) 853-2599
TheHechtmanGroup.com

APPRAISAL SERVICES

Appraisal Solutions Group
(773) 236-8020

ATTORNEY

Alfred S. Dynia & Associates, LLC
(773) 427-1900
DyniaLaw.com

Camden Law Office LLC
(630) 789-5896
CamdenLawOffice.com

Cervantes Chatt & Prince P.C.
(312) 606-9529
CCPChicago.com

Forde and O'Meara LLP
Lisa J. Saul, Esq.
(847) 910-2317
fordellp.com

Front Door Legal
Justin Strane
(312) 638-0871
FrontDoorLegal.com

JMC Law Group
Jason M. Chmielewski
(312) 332-5020
jmclawgroup.com

Law Office of Vincent A. Leung, LLC
(312) 882-4640
AttorneyLeung.com

Law Offices of Katrina M. Barnett, PC
(312) 725-0085
KMBarnettLaw.com

LoftusLaw, LLC
(773) 632-8330
Loftus-Law.com

Mazek Law Group, LLC
(773) 800-0141
MazekLaw.com

Michael H. Wasserman, PC
(312) 726-1512 x102
MHWasserman.com

Shane E. Mowery, Attorney at Law
(773) 279-9900
MoweryLaw.com

The David Frank Law Group
(773) 255-6499

The Gunderson Law Firm
(312) 600-5000 x100
GundersonFirm.com

The Law Offices of Paul A. Youkhana
(312) 809-7023
YoukhanaLaw.com

Titcomb Law Group, PC
(773) 537-4945
TitcombLawGroup.com

Trivedi & Khan
(312) 612-7619
TrivediKhan.com

BRANDED MARKETING MATERIALS
iCandee
(773) 649-3790
iCandeeMarketing.com

CLEANING & RESTORATION
Blu Commercial Cleaning
(773) 628-7505
BluCleaning.com

CLIENT AND REFERRAL GIFTS
Cutco Closing Gifts/
Cut Above Gifts
(312) 899-6085
CutAboveGifts.com

CUSTOM GARMENTS & GROOMING
RJM Clothiers
Rich Moran
(815) 508-9985
RJMCCLLC.com

DESIGN
Blair Crown Design Inc
(847) 903-2128
BlairCrownDesign.com

EVENT PLANNING
Paper to Party
(847) 903-2148
PaperToParty.com

FASHION STYLING
tristinstyling, Inc
(312) 291-4480
tristinstyling.com

FINANCIAL ADVISOR
Morgan Lougee
Financial Planning
(312) 368-3717
WestPointFinancial Group.com/
Associates/Morgan-Lougee

Northwestern Mutual
Jon Dickinson
(847) 969-2585
Jonathan-Dickinson.com

GENERAL CONTRACTOR
Urban Built, LLC
(773) 895-1139
UrbanBuilt.co

HANDYMAN
Fix It People
(312) 898-9300
FixItPeople.com

HARD MONEY LENDER
Lima One Capital
(773) 858-8320

HEALTH AND WELLNESS
Sunny Biggy Fitness
(219) 851-0170
SunnyBiggyFitness.com

HEATING & COOLING
Deljo Heating & Cooling
(815) 481-1788
DeljoHeating.com

HOME INSPECTION
Chicago Building Inspections
312-INSPECT
InspectingChicago.com

Home Advantage Inspections
(312) 401-0299
HaiPro.com

Inspection Concepts, LLC
(773) 851-9667
InspectionConceptsLLC.com

Keeshin Inspection Services
(773) 871-2356
KeeshinInspection.com

The HomeBuyers Hour
(312) 544-9180
TheHomeInspectors.com

INSURANCE

Country Financial Inc
(913) 220-9863
CountryFinancial.com/
Kyle.Huppe

Goosehead Insurance
Kristine Pokrandt
(708) 858-1246
Goosehead.com

State Farm
Eric Bielinski
(773) 775-2000
EricBielinski.com

MASONRY & TUCKPOINTING

AAA-1 Masonry & Tuckpointing, Inc
(773) 622-7300
AAA1Masonry.com

MORTGAGE / LENDER

A&N Mortgage
(773) 255-2793
anmtg.com/ryanp

Butler Group
Neighborhood Loans
(773) 741-1094
ButlerGroupLoans.com

Caliber Home
Loans Chicago
(312) 625-5700
CaliberHomeLoans.com

Chase
(317) 340-6790
Chase.com

CrossCountry Mortgage
Sam Abazari
(617) 935-5790
CrossCountryMortgage.com/Chicago-IL-3045/
Sam-Abazari/

CrossCountry Mortgage
Alex Margulis
(312) 651-5352
AlexMargulis.com

CrossCountry Mortgage
George Kamberos
(708) 307-6812
TeamKamberos.com

CrossCountry Mortgage
Kirk Taylor
(312) 919-0373
LuckyTaylorLoans.com

Guaranteed Rate
Angie Wozniak
(630) 414-5426
AngieWozniak.com

Guaranteed Rate
Crystal Kurzynski
(773) 435-0667
rate.com/Crystal

Guaranteed Rate
Joel Schaub
(773) 654-2049
rate.com/JoelSchaub

Guaranteed Rate
Michelle Bobart
(312) 379-3516
rate.com/MichelleBobart

Motto Mortgage
Home Services
Davina Arceneaux
(844) 466-8864 x102
MottoMortgageHomeServices.com

Proper Rate
(773) 435-0637
ProperRate.com/JoeBurke

United Home Loans
(708) 531-8322
uhloans.com

PAINTER

McMaster Painting & Decorating, Inc.
(773) 268-2050
McMasterPainting.com

PERSONAL BRANDING/ STORYTELLING

Studio Celex
(708) 790-9908
StudioCelex.com

PEST SOLUTIONS

Rose Pest Solutions
1-800-GOT-PESTS?
RosePestControl.com

PHOTOGRAPHY

Realtor 360 Pro
(816) 769-2256
Realtor360Pro.com

Sonya Martin Photography
(847) 732-0507
SonyaMartin.com

PRINTING, DIRECT MAIL SERVICES

InfoCard Marketing
(630) 548-2650
InfoCardMarketing.com

PROFESSIONAL ORGANIZING

Neat Method
(319) 404-2314
NeatMethod.com

REAL ESTATE PHOTOGRAPHY/VIDEO/ MATTERPORT

Prestige Real Estate Images Inc.
(773) 209-3714
PrestigeListingPhotos.com

REMODELER

Arete Renovators
(872) 302-4170
AreteRenovators.com

Renovation Sells
(773) 301-9125
RenovationSells.com

RESTORATION SERVICES

Tri-State Restore
(331) 425-3706
Tri-StateRestore.com

SOCIAL MEDIA MARKETING/ MANAGEMENT

The Social Broker
(312) 771-9201
TheSocialBroker.com

SOUNDPROOFING

Sound Proof Chicago
(312) 438-0378
SoundProofChicago.com

STAGING

HAVEN Home Staging & Redesign, Inc.
(312) 380-1276
HavenHomeStager.com

Interior Drama

(312) 532-3218
IDHomeStaging.com

Signature Staging

(312) 854-9515
SignatureChicago.com

TITLE INSURANCE

Chicago Title
(312) 223-2270
ctic.com

VIDEO PRODUCTION

Full Bars Media
(312) 358-4518
FullBarsMedia.com

VIDEOGRAPHER

Chicago Video Dude Inc.
(419) 503-0417
ChicagoVideoDude.com

WINDOW TREATMENTS

Windy City Blinds
(773) 528-4244
WindyCityBlinds.com

Michael Mazek
Founder & Attorney
Michael@MazekLaw.com
mazeklaw.com
773-800-0141 (Call/Text)
3805 N. Lincoln Ave.
Chicago, IL 60613

EXPERIENCE THE DIFFERENCE

The financial decisions you make today can impact you in the future. Let's talk **today** about how I can offer a customized approach to your financial goals and needs.

Morgan Lougee
312-368-3717
mlougee@financialguide.com
Westpoint Financial Group
1 N Franklin St, Suite 2470,
Chicago, IL 60606
CA Insurance License # 0M87713

Be treated the way you treat your clients.
Find me on LinkedIn! in f

Local firms are sales offices of Massachusetts Mutual Life Insurance Company (MassMutual), and its not subsidiaries of MassMutual or its affiliated companies. Morgan Lougee is a registered representative of and offers securities & investment advisory services through MML Investors Services, LLC, Member SIPC. (www.SIPC.org), Supervisory office 300 S Wacker Dr, Suite 2000, Chicago, IL 60606. Phone: 312-347-1660. CRN202208-2699004

westpointfinancialgroup.com/associates/morgan-lougee/

THOUGHTFUL SOLUTIONS IN INTERIOR DESIGN

I'LL HELP YOU CLOSE YOUR DEAL FAST BY PROVIDING A VISION TO YOUR CLIENTS OF THEIR *future home.*

BLAIR CROWN DESIGN
224-707-0138
BLAIR@BLAIRCROWNDDESIGN.COM



Guaranteed on-time closing or get \$5,000

Finding the right home is exciting, and we're committed to making homebuying as easy as possible. The Chase Closing Guarantee¹ will give you the confidence you need to plan your move. We promise an on-time closing in as soon as three weeks or you'll get \$5,000.

Visit chase.com/cg for more details about closing fast.

Let's talk soon about all your options:



Cristina Popovici, Senior Home Lending Advisor
 T: (773) 510-5263
cristina.popovici@chase.com
homeloan.chase.com/cristina.popovici
 NMLS ID: 559678



Scan to visit my website



¹For restrictions and limitations about the Chase Closing Guarantee visit chase.com/cg. All home lending products are subject to credit and property approval. Rates, program terms and conditions are subject to change without notice. Not all products are available in all states or for all amounts. Other restrictions and limitations apply.

Home lending products offered by JPMorgan Chase Bank, N.A. ©2022 JPMorgan Chase & Co.

80322-434935 103543AK | 16093670

2022 Chicago Bears Football Schedule

Home Games in **ORANGE**

PRE-SEASON			
DATE	OPPONENT	TIME (CT)	TV
Sat Aug 13	vs Kansas City	12:00 PM	LOCAL
Sat Aug 18	@Seattle	7:00 PM	LOCAL
Sat Aug 27	@Cleveland	6:00 PM	LOCAL

REGULAR SEASON			
DATE	OPPONENT	TIME (CT)	TV
Sun Sep 11	vs San Francisco	12:00 PM	FOX
Sun Sep 18	@Green Bay	7:20 PM	NBC
Sun Sep 25	vs Houston	12:00 PM	CBS
Sun Oct 2	@New York	12:00 PM	FOX
Sun Oct 9	@Minnesota	12:00 PM	FOX
Thu Oct 13	vs Washington	7:15 PM	PRIME VIDEO
Mon Oct 24	@New England	7:15 PM	ESPN
Sun Oct 30	@Dallas	12:00 PM	FOX
Sun Nov 6	vs Miami	12:00 PM	CBS
Sun Nov 13	vs Detroit	12:00 PM	FOX
Sun Nov 20	@Atlanta	12:00 PM	FOX
Sun Nov 27	@New York	12:00 PM	FOX
Sun Dec 4	vs Green Bay	12:00 PM	FOX
Sun Dec 18	vs Philadelphia	12:00 PM	FOX
Sat Dec 24	vs Buffalo	12:00 PM	CBS
Sat Jan 1	@Detroit	12:00 PM	FOX
Sat Jan 8	vs Minnesota	TBD	

AFC - NFC PRO BOWL	
DATE	Feb 5th, 2023
MATCH-UP	TBD
TV	ESPN

SUPERBOWL LVI	
DATE	Feb 12th, 2023 - 5:30
MATCH-UP	TBD
TV	

Home Games in **ORANGE**. All Games are Central Time (CT) and *Games Time Subject to Flexible Scheduling. InfoCard™ | infocardmarketing.com | 630-548-2650

Stand Out. Stay Top of Mind. Sell More.

Compliments of:



Pattie Murray
 Real Estate Broker & Attorney
630-842-6063
pmurray@bhhschicago.com
pattiemurray.com

The Pattie Murray Team
 On The Move For You!



BERKSHIRE HATHAWAY
 HomeServices
 Chicago

A member of the franchise system of BHHS Affiliates, LLC. It is not intended to solicit currently listed properties.



630.548.2650
hello@infocardmarketing.com
www.infocardmarketing.com

InfoCard Marketing is a 'set and forget' monthly direct mail marketing program that features your headshot, contact info, and branding.

 20 years of residential law expertise

 Seamlessly taking the baton from contract to closing

 Fast, efficient, 7 days a week responsiveness

THE LAW FIRM THAT ALWAYS KEEPS YOU IN THE LOOP



The David Frank Law Group



David Frank
 1211 Landwehr Rd, Northbrook, IL 60062
 Phone: 773-255-6499 | Fax: 425-928-4061
thedavidfranklawgroup.com | david@frankesq.com

WE TREAT YOU LIKE Royalty

Call **JOEL** Today!

When your buyers work with Joel, they will receive a \$1500 closing credit*

Joel is different because he gives back to your clients. Your buyers could be next!

- 617 families helped in 2021 alone and over 1 Billion in closings
- Top 1% of all loan officers nationwide for annual volume
- Honest service and real advice from a dependable



guaranteed **Rate**®

Joel Schaub NMLS# 224512

GUARANTEED RATE INC NMLS# 2611



773-654-2049 | JOEL@RATE.COM

3940 NORTH RAVENSWOOD | CHICAGO, IL 60613

*Lenders Credit valid through Guaranteed Rate for applications submitted after 06/16/2022 and prior to 12/31/22. Coupon/Credit must be presented/mentioned at time of application. \$1500 credit will be applied at time of closing and is factored into the rate and APR. Applicant subject to credit approval. If loan does not close for any reason, costs will not be refunded. This offer and/or receipt of application does not represent an approval for financing or interest rate guaranteed. This coupon cannot be redeemed for cash/has no cash value. Restrictions may apply, contact Guaranteed Rate for current rates or more information.

PUBLISHER'S NOTE

After visiting my own family and my in-laws last month, I realized what a blessing it is that my wife and I get along with each other's families. I have taken this for granted for so long because I know this is not the dynamic for most married couples. It's something that I have known but never truly appreciated or contemplated.

Seeing my wife interact with her siblings is both a joy and quality entertainment all rolled into one. The way they joke, turn on the sarcasm, recount stories from their youth, and how attentive they are when one of them is going through a rough patch all portray how they can shift gears to strengthen their relationships with each other depending on the situation.

This is a snapshot of the vision I have with our REALTOR® community. We are family. This means we disagree occasionally, friction exists, and words are exchanged, but at the end of the day, we love each other and desire for one another to thrive and lead productive lives. In a way, it draws us closer because of the experiences we've grown up with, and those memories will remain with us until we take our final breath.



Andy Burton
Publisher
andy.burton@RealProducersMag.com

@ChicagoRealProducers

facebook.com/ChicagoRealProducers

realproducersmag.com



THE HOMEBUYER'S HOUR with Charlie Bellefontaine

We Want
Your Story!

We showcase real estate agents who've built their business by being client advocates. We want to hear your process, your story, and what makes you one of the best in the business



LET'S GET YOU ON-THE-AIR
Call Charlie: 603-327-2700

WCPT AM 820 at 6 am on Saturday Mornings
also on Podcast & Facebook Live

YOUR HOSTS & CO-HOSTS



Charlie Bellefontaine
Chicagoland Home Inspectors, Inc
312-544-9180



Joey Mathews
The Federal Savings Bank
NMLS# 1330694 • 630-235-2405



Vince Auricchio
Auricchio Law Offices, LLC
312-263-0010

Organizing Your Life For Success

**Attics • Bathrooms • Closets • Garages • Home Office/Den
Kitchens & Pantries • Laundry Rooms • Mudrooms • Kids Rooms**

319-404-2314 | www.neatmethod.com | katie.monge@neatmethod.com

Home Organizing | Moves & Relocations |

Katie Monge,
Owner/Professional Organizer

CrossCountry Mortgage – Dedicated to Getting it Done

Faster closings. A wider range of loans. Competitive rates. For your clients – and you.

CONTACT ME TODAY!

George Kamberos
SVP of Mortgage Lending
NMLS958111 | NMLS1806506
M 708.307.6812
George@myccmortgage.com
TeamKamberos.com



CrossCountry Mortgage, LLC | 2936 West Belmont Ave., Chicago, IL 60618
Equal Housing Opportunity. CrossCountry Mortgage, LLC NMLS3029 (www.nmlsconsumeraccess.org). All loans subject to underwriting approval. Certain restrictions apply. Call for details. Illinois Residential Mortgage Licensee.



Real Estate Valuation & Consulting
With Specific Emphasis on Renovation & New Construction Analysis



Appraisal Solutions Group
Chicago | Lake Forest | Waukegan
312-800-1025 Main Office
orders@appraisalsolutionsgrp.com

A LAW FIRM FOCUSED ON ALL THINGS REAL ESTATE.

Offices in downtown Chicago and Burr Ridge serving all of Northern Illinois and Southern Wisconsin

312-606-9529
ccpchicago.com
contact@ccpchicago.com

Transactional: Residential • Commercial • Closing • Zoning • Development
Litigation: Association & HOA • Litigation • Municipal Violations • Collection • Eviction

INSPECTION CONCEPTS

Thermal Imaging | Radon

Thorough, level headed home inspections

Schedule your home inspection online

inspectionconceptsllc.com
IL License # 450.001924
CONTACT JACK NOW FOR AN INSPECTION
P: (773) 851-9667
jack@inspectionconceptsllc.com



The \$100 Club raises over

\$20,000

for our Highland Park Brothers & Sisters

» business

On Wednesday, July 27th the \$100 club struck again. This time they had their sights set on a larger goal to help the Highland Park community that was devastated by the domestic terrorist attack taking place on July 4th.

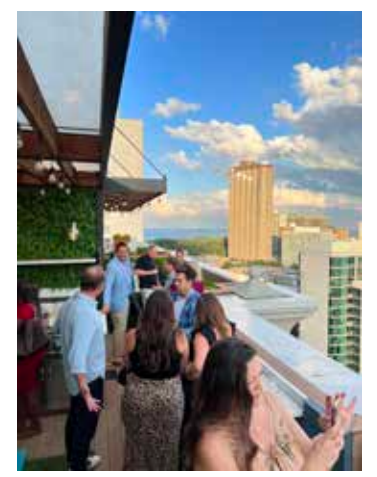
Christine and Joel Schaub, founding members of the \$100 club, hosted a chef's dinner benefit at their private Lakeview residence. "They transformed their penthouse & rooftop into a place where guests could mingle and enjoy the evening. There was thought and detail into everything," said Adam Gurney of The Gurney Law Group.

The benefit had a private chef, a cellist who played modern music, a bouquet making bar, and a tarot card reader. "I chose to use Ukrainian musicians and artists for our entertainment to continue our effort and commitment to Ukraine," said Christine Schaub. The Schaub's hosted another charity event with Nadiia Glavin of Compass, to raise \$20,000 for Ukraine.

"I just wanted to help after it happened. My heart was broken for these families and this community. I met with Joe Zimmerman the next day and we decided to make it happen. We pulled this benefit together in two weeks and I have my amazing marketing/events team, (Christine Schaub, Marie Daly, and Derek Nutter) to thank for executing a truly special evening that did so much good," explains Joel Schaub.

The benefit welcomed some of Chicago's top Real Producers. Schaub started the night by matching all the donations of those who couldn't attend resulting in \$5,000. The people in attendance gave over and above the \$100 asked of them which is how the \$100 club was able to raise over \$20,000. A huge thanks to: Adam Gurney of Gurney Law Group, Joe Zimmerman of KW ONEChicago, Danielle Dowell and The Dowell Group of Berkshire Hathaway, Jill Silverstein of Compass, Danny Glick of @properties, Josh Lipton of Compass, Christina McNamee of @properties, the Phair-Hinton Group of KW ONEChicago, Dennis Huyck of KW ONEChicago, D.J. Paris from Kale Realty and the *Keeping it Real* Podcast, Michael Battista of Jameson Sotheby's, Ashley Carter of KW ONEChicago, and Liz Jones of KW ONEChicago.

Joe Zimmerman, said it best, "That night, we were not competitors, we were a community that was built for collaboration. I can't wait for the next one." If you want to be a part of the \$100 club, please email Marie.Daly@rate.com.



**Law Offices of
Katrina M. Barnett, P.C.**




**Katrina M. Barnett, Esq.
Founder & Managing Attorney**

Guiding and assisting clients every step of the way, from the initial offer to the closing table.

If you or your clients are in need of a real estate attorney, we would be thrilled to assist you. We're available by phone, text, email, or online through our client portal.

**401 North Michigan Avenue | Suite 1200
Chicago, Illinois 60611
Katrina@kmbarnettlaw.com | Phone: 312.725.0085**



STAGING MATTERS!

Let us help create the vision to appeal to buyers for your home!

Get a **FREE** quote for all of your home staging needs.

idhomestaging.com | 312-532-3218



Buying a home is stressful.
Your insurance shouldn't be.



Kyle Huppe
Insurance Agent
9731 W 165th St Ste 36
Orland Park, IL 60467
www.countryfinancial.com/kyle.huppe
kyle.huppe@countryfinancial.com
(708) 918-3343

Policies issued by COUNTRY Mutual Insurance Company*, COUNTRY Casualty Insurance Company*, or COUNTRY Preferred Insurance Company*, Bloomington, IL. 1020-522HC_28000-8/27/2021



Closings With Clarity

When you work with us your clients close with confidence - consistently.



Davina Arceneaux
Broker/Owner
Davina.Arceneaux@MottoMortgage.com
844-466-8864 x102 | NMLS# 2016283
One Oakbrook Terrace, Suite 801 | Oakbrook Terrace, IL 60181



You **Work Hard**
For Your Clients...

So Should Your Closing Gifts!



American made since 1949

CONTACT US FOR OUR BACK-TO-SCHOOL SPECIALS!



CutAboveGifts@gmail.com
CutAboveGifts.com



YOUR CHICAGOLAND CLIENT RETENTION SYSTEM



David Hunt



The Right Fit

“Growing up in a full house helped me learn how to get along with a wide range of personalities,” says David Hunt of Berkshire Hathaway HomeServices.

David hails from a small town in Oklahoma called Ponca City. He is the youngest of nine children, and says that he looked up to his parents and all of his siblings. “They always helped boost my self-confidence,” he says. “But more importantly, they made me laugh and taught me how to make others laugh.”

...

...

After high school, David attended Oklahoma State University. While there, others saw and appreciated his people skills and great sense of humor. In fact, he was chosen to lead several social positions within his fraternity.

“I remember I was able to easily shine within this new group of people I had never met,” says David. “I quickly made friends, and they felt I would be good in a leadership role.”

David graduated with a degree in zoology and a minor in chemistry, but was unsure what career path he wanted to take. So he availed himself of



David with his family.



David playing golf.

some career counseling that helped him identify sales as the best career match for his personality. In 1994, he moved to Chicago and worked at a restaurant to get by while he expanded his network and looked for sales jobs. After landing what would prove to be an unfulfilling job selling phone book ads, a wonderful friend changed the trajectory of his career and his personal life.

“I would burn through the sales leads in an hour and stare at the floor for the rest of the day,” he remembers. “My good friend, Jeanne, was an agent at Rubloff Company — one of the largest real estate firms in the U.S. at the time. Her job seemed to change from one day to the next.”

“I was also envious of the flexibility she had,” he adds. “So when she asked me to fill in for her, I quit my job that day and made the move to real estate. I also ended up marrying her.”

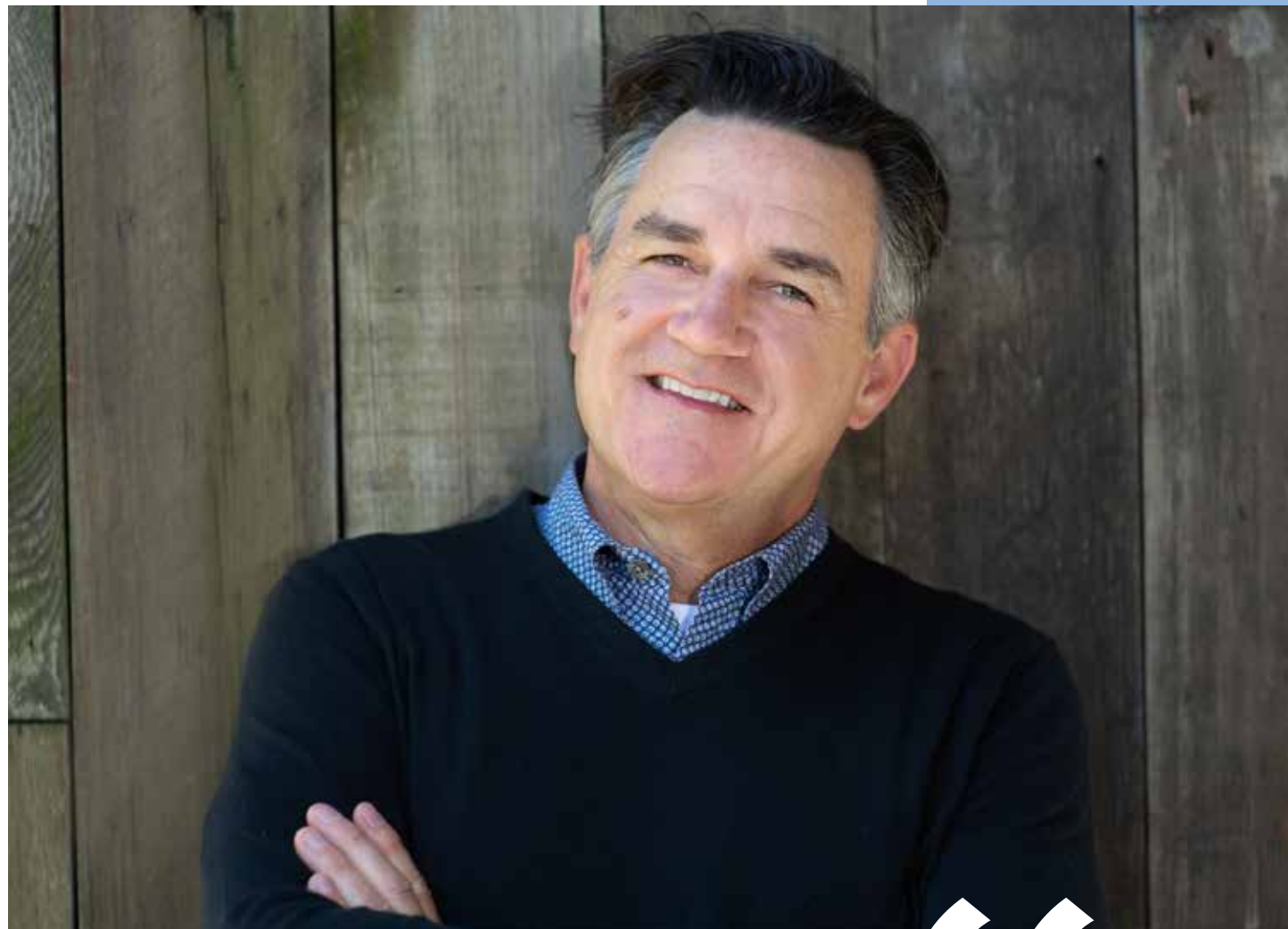
In addition to wanting a sales career — one with variety and outside of an office setting — he wanted to sell something that was interesting to a wide range of clients. Twenty-five years later, working with first-time buyer clients is more exciting than ever for David.

“The opportunity to both calm someone down and get them excited is awesome,” he says. “My clients tell me how much they appreciate my laid-back approach to selling, and my ability to make people laugh in awkward situations: it helps break the tension,” he explains. “Clients just want to know that you are calm and collected and have their back.” “I feel really successful when I get a call from a past buyer who is looking to sell the home I sold them.

...

“I wish I could have told my younger self to not second-guess the decision to become a REALTOR®... It’s the best decision I’ve ever made.”





The ‘past-buyer-now-seller’ client is an extremely thankful client.”

When David is not managing his real estate business you will find him staying active in his community. He has been volunteering at Chicago Park District’s Smith Park since his kids, Charlie (17) and Simon (16), were young. David is a member of a band that has been playing various charity events for over 25 years and hope to do many more. You can also catch him playing shuffleboard in Bucktown and paddle tennis at Midtown. “It’s another great way to meet new people,” he says. But David absolutely loves to golf; the whole family plays together. He also enjoys taking trips with his family, and they frequently head out to Oklahoma to reconnect with his big family.

Looking into the future, David can’t imagine not working, such is his love for his job.

“I have been able to buy and sell and hold several properties over the years,” says David. “This will allow me to work a little less in the future, but I love the idea of never fully retiring.” He adds, “I have done a handful of deals with agents [who were] in their 80s and I can see that they still love it.”

David’s only regret is one that is shared by many agents: not becoming a REALTOR® sooner.

“I wish I could have told my younger self to not second-guess the decision to become a REALTOR®,” he says. “It’s the best decision I’ve ever made.”

“Clients just want to know that you are calm and collected and have their back...”

ELEVATE YOUR LISTINGS
HDR Photography, Videography, 360 Tours, Drone, and more

info@realtor360pro.com
(816) 769-2256
www.realtor360pro.com

<p>LITE</p> <ul style="list-style-type: none"> ✔ 25-30 images ✔ HDR Floor ready downloads ✔ Next day turnaround ✔ Customizable property flyer ✔ Custom branded listing site <p>\$89 Budget Friendly</p>	<p>PROFESSIONAL</p> <ul style="list-style-type: none"> ✔ 25-30 images ✔ 360 degree virtual tour ✔ HDR Floor ready downloads ✔ Next day turnaround ✔ Customizable property flyer ✔ Custom branded listing site <p>\$149 Best Value</p>	<p>TOP PRODUCER</p> <ul style="list-style-type: none"> ✔ 25-30 images ✔ 360 degree virtual tour ✔ Video highlight ✔ HDR Floor ready downloads ✔ Next day turnaround ✔ Customizable property flyer ✔ Custom branded listing site <p>\$219 Most Popular</p>
--	---	--

INFO@REALTOR360PRO.COM | 816-769-2256 | REALTOR360PRO.COM

ELEVATE YOUR LISTINGS
HDR PHOTOGRAPHY, VIDEOGRAPHY, 360 TOURS, DRONES, AND MORE...
PACKAGES STARTING AT \$89

THERE IS NO TRANSACTION WHERE SPEED AND ACCESSIBILITY MATTER MORE.

I understand, and I deliver.

Attorney. Homeowner. Parent.
Bringing together the knowledge and expertise in the three roles I embrace the most, I impart finesse and proficiency to a fast-paced and challenging real estate market.

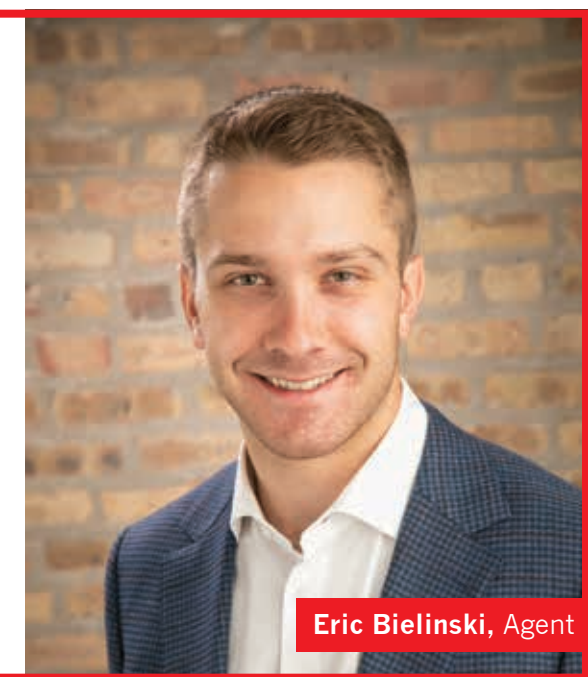
smowery@mowerylaw.com
(773) 279-9900
MoweryLaw.com

SHANE E. MOWERY
ATTORNEY AT LAW



State Farm™
AUTO | HOME | LIFE | BUSINESS | HEALTH

Eric Bielinski
773.775.2000
ericbielinski.com
6304 N. Milwaukee Ave.
Chicago, IL 60646



Eric Bielinski, Agent

REALTOR® Safety:



►► business
By Sarah Ware

TIPS TO KEEP YOURSELF AND YOUR CLIENTS SAFE

Risks to your safety are out there. According to the 2020 National Association of REALTORS® (NAR) Member Safety Report, in one year, nearly 60,000 REALTORS® were victims of violent crimes, including assault, sexual abuse, rape, robbery, and murder. In fact:

- 23% of REALTOR® members reported working in fear
- 30% of male agents have been attacked
- Women and real estate professionals in suburban or metro/urban areas were more likely to experience a situation that made them fear for their personal safety or the safety of their personal information
- 80% of concerns went unreported

To protect yourself and your clients, it's vital to know the top danger zones and where you can put measures in place to support your safety throughout every step of the transaction, whether you are in a car, in your office (especially after hours), or at a showing, open house, or model home.

To keep yourself safe in these danger zones, here are my top nine tips to stay safe:

1. Be aware of your surroundings whenever you've pulled over to work in your car—whether you're catching up on paperwork, making phone calls, or anything in between.
2. Make sure your car is in good working condition and all maintenance items are addressed. This will reduce the chances of being in a situation where you are vulnerable, such as having a flat tire on the side of the road or being unable to start your car.
3. Avoid lingering in parking lots or other areas likely to make you vulnerable to crime while checking your phone.
4. Ensure your phone is charged at all times.
5. Let someone know if you are working in your office alone after hours and make sure the doors are secured.
6. Create a safety plan for your office and colleagues, including code words or signals that can be used to ask for help in uncomfortable situations.
7. If you are meeting a client for the first time, make sure it is at a public location or, preferably, your office.
8. Arrive early and make sure to check all the rooms and outdoor areas at the beginning and the end of open houses.
9. Make sure you tell a colleague or family member when you're planning on meeting up with a client, especially a new one, and give all the details (i.e., time of appointment, place, length, and any other details that may be pertinent).

These are the common dangers that we typically think about when it comes to safety, but there is also a side to REALTOR® safety that typically happens in less diverse neighborhoods: a REALTOR® being identified as a threat based on their race or ethnicity. Some REALTORS® have had the police called on them.

One instance in which this can happen: while looking for and accessing lockboxes. A REALTOR® could be mistakenly identified as an intruder when accessing a lockbox placed on the side or back of a home. Lockboxes often force the REALTOR® to walk around the property, which can cause neighbors to believe they are "casing" the property. Situations like these can cause anxiety for both the REALTOR® and their clients.

If you're planning to go out with a client and are concerned about scenarios like this one, take precautions. Carry identification that lets the public know you are a REALTOR® member, such as a pocket card or business card. Make sure your attire reflects your status as a professional and that you are on a professional appointment. Limit your cell phone use while touring to ensure you're aware of your surroundings.

Now knowing this safety issue, be sure to keep your REALTOR® peers in mind when you place lockboxes on your properties. Ensure they are easily accessible and visible to the neighborhood.

It's important that we have these conversations around safety year-round, not just during REALTOR® Safety Month. Make sure to talk with your fellow REALTORS® about safety, encourage them to create safety plans, and make sure you practice what you preach. For more tips, videos and best practices for safety, visit the Chicago Association of REALTORS® safety resources at ChicagoREALTOR.com/safety.

ABOUT THE AUTHOR:

Sarah Ware is no stranger to real estate. Having worked in corporate America for almost 20 years at various real estate-related firms, she decided to concentrate on real estate full-time in 2007. Since then, she opened her own boutique brokerage in 2014. In addition to her brokerage, Sarah started her consulting firm, Ware Consulting Solutions, where she helps businesses grow by leading with diversity. Sarah currently serves on several real estate committees on the local, state, and national levels, and is currently the President-Elect for the Chicago Association of REALTORS®.

The perfect home deserves the perfect loan.

With home loans for all of your clients' home buying needs, there has never been a better time to check out CrossCountry Mortgage!

- Portfolio Loan Options
- Special Doctor Programs
- Down payment assistance programs
- 5+ Unit Multifamily Financing



ALEX MARGULIS
CROSSCOUNTRY MORTGAGE™

ALEX MARGULIS
VP of Mortgage Lending
312.651.5352
Alex@myccmortgage.com
www.alexmarginis.com
NMLS #: 192878

Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. NMLS3029 (www.nmlsconsumeraccess.org). Illinois Residential Mortgage Licensee. 2936 West Belmont Ave. | Chicago, IL 60618
NMLS1806506 NMLS192878.

A 5 STAR CHICAGO REAL ESTATE LAW FIRM



Patrick J. Loftus
Chicago • Illinois
☎ 773.632.8330
✉ patrick@loftus-law.com
www.loftus-law.com



LOFTUS LAW



27 YEARS OF EXCELLENCE IN SERVICE
KEESHIN
INSPECTION SERVICES, INC.

CHICAGOLAND'S TRUSTED
Historical & Luxury
Home Inspection
Experts.

KEESHININSPECTION.COM

CALL TODAY. (773) 871 - 2356

The Original

AAA-1 Masonry & Tuckpointing Since 1954



- Informative Website with Updated Blog
- Comprehensive Estimates
- Brick, Terra Cotta, Stone & Mortar Experts
- Licensed Mason Contractors
- Specialists in Masonry Restoration & Preservation
- In Continuous Operation for 65 Years
- Professional Inspection, Diagnosis & Workmanship
- Thousands of References & Fully Insured

CHICAGO: 773-622-7300 • SUBURBS: 847-491-9700
www.AAA1Masonry.com • Info@AAA1Masonry.com

N2 GIVES

\$3 MILLION

DONATED THIS YEAR TO HELP END MODERN-DAY SLAVERY.

Did you know there are more victims held against their will today than ever before?
That's why The N2 Company - the company behind this publication and 850+ others
like it - is financially committed to end human trafficking.

**FOR EVERY AD WE SELL, N2 DONATES ENOUGH
MONEY TO FREE 2 SLAVES FROM CAPTIVITY.**

Thanks to the businesses within these pages, our Area Directors, and readers like you, we're able to break the chains of this horrible reality.



Visit n2gives.com to learn more
about our giving program.

FM ACCOUNTING
CERTIFIED PUBLIC ACCOUNTANTS, P.C.

WE'LL HANDLE THE STRESS OF YOUR ACCOUNTING
SO YOU CAN FOCUS ON YOUR CLIENTS.

Are you saving as much as possible on your taxes as a realtor? Contact us to find out!

(773) 727-1767
Fady@FM-Accounting.com

WE PROVIDE

- Tax Preparation
- Financial Reporting
- Consulting
- Outsourced CFO
- Bookkeeping

Fady M. Mseih, CPA
Founder | FM Accounting, P.C.

DEDICATED TO GETTING IT DONE.

Sam Abazari, Loan Officer
NMLS #1979655
sam.abazari@myccmortgage.com

CROSSCOUNTRY MORTGAGE™

314 West Superior Street, Suite 503 • Chicago, IL 60654

O: 617.935.5790 **APPLY NOW**

CHICAGO
REAL PRODUCERS
CONNECTING. ELEVATING. INSPIRING.

GET EVERY ISSUE
ON YOUR
**PHONE OR
TABLET**

DOWNLOAD OUR
MOBILE APP!

DigaPub

Search DigaPub - Choose Illinois
- *Chicago Real Producers*

It is definitely a badge of honor to hold the printed version of *Chicago Real Producers* in your hands. However, if you want access to every issue, then download our mobile app while it is currently free. Search 'DigaPub' wherever you download apps, choose Illinois, then select *Chicago Real Producers*. You can share your featured story from the app straight to Facebook as well!

Available on the **App Store** GET IT ON **Google Play**

**Don't FALL
for a bad
inspector!**

HOME ADVANTAGE INSPECTIONS

We Back All Home Inspections with a FREE 90 Day Warranty!

312-401-0299 • HAIPRO.COM

Make A *Splash*

HELPING YOU FIND SOLUTIONS FOR YOUR
CLEANING AND REMEDIATION NEEDS.

**WATER DAMAGE/
RESTORATION**

COMMERCIAL CLEANING

773-628-7505

hi@blucleaning.com • 4628 West Lawrence Ave Chicago, IL 60617 **www.blucleaning.com**

PRINT ME MORE!

Were you, your broker, or the team featured in an issue of Real Producers?

You can order REPRINTS!

WHAT ARE REPRINTS?

A reprint is a four-page, magazine-quality grade paper copy that includes a custom cover, your two-story pages, and a custom back cover with your logo and contact information.

This is available in both physical copies as well as digital-only options.

HOW CAN I USE REPRINTS?

- Professional marketing tool that can help brand you, your team, and/or your business
- Use on listing appointments
- More polished digital version to share on social media and websites
- Send out to friends and family
- Send to clients with your holiday greetings
- Brokers, use as recruiting tools for capturing new talent
- Use when farming your favorite neighborhood

WHAT IF I CHANGED COMPANIES OR NEED SOMETHING CORRECTED ON MY ARTICLE?

No worries! We can make any changes needed. Our team will send you a proof to approve before they are sent to you via FedEx.

HOW DO I GET STARTED?

Email Chicagoland@realproducersmag.com for additional information and to get started on your proof.



Business | General Civil Matters | Real Estate

Suburban Office
4819 Main St., Ste D | Skokie, IL 60077
(847) 213-1008

Paul A. Youkhana
Attorney

LAW OFFICES OF PAUL A. YOUKHANA

LIMA ONE CAPITAL

MORE THAN JUST YOUR REAL ESTATE LENDER

Mark Buford | 773-858-8320 | MBuford@LimaOne.com

FIX N FLIP MULTIFAMILY NEW CONSTRUCTION RENTAL

Paper to Party

— EVENT PLANNING —

Be a guest at your own event.

- Personal Touch
- Coordination
 - Full
 - Partial
- Wording
- Calligraphy
- Theme Party Book
- Printing
 - Thermography
 - Flat
 - Letterpress
- Quick Turnaround

CALL LINDA TODAY TO GET STARTED!
847-903-2148 papertoparty@comcast.net
papertoparty.com

Kim Ehler



▶▶ agent feature

By **Chris Menezes**
Photos by **Sonya Martin**



Committed to the Driver's Seat

Understanding what it takes to be successful in business is essential for any entrepreneur. For Kim Ehler, success in real estate comes from her ability to connect with people and understand their needs. Even more than that, however, it's on account of the lifelong commitment she makes to the people she works with.

"You need to be more than a REALTOR® to succeed in this business. You need to be a life broker," she says.

For Kim, being a life broker means being there for her clients through all stages of their lives. From finding the perfect starter home to growing a family to considering new investment opportunities, Kim is always by her clients' side, helping them make sound real estate decisions that align with their unique goals and situations.

It's this dedication to her clients that has helped Kim build a successful career in real estate. To





Kim with her son, Maxwell.



Kim and Christina McNamee playing tennis.

date, she has closed over \$80 million in real estate deals and has helped hundreds of families find and purchase their dream homes. Her dedication to her clients and community has earned her recognition as one of the top real estate agents in Chicago.

“The most rewarding part of my business is making people happy and seeing their families grow and their lives change,” she says. “I love the relationships I have made in this profession.” Those relationships include the ones she has with her colleagues. “I truly cherish and enjoy the relationships I’ve made with other brokers and my long-term business partners (e.g., mortgage brokers, attorneys, etc.). I believe my relationships with my business partners is one of the key reasons why I am able to provide my clients with such smooth transactions.”

Being self-employed and owning her own business has always made sense to Kim. She comes from a family of entrepreneurs and has always been drawn to the real estate industry.

After earning a double major in communications and art with concentrations in PR and graphic design from Valparaiso University, Kim launched her career in

recruiting. She later became a sales director at a mid-size company. Working for other people never sat well with Kim, however, so in 2008, with a love for design and a determination to work for herself, she decided to take a leap of faith and become a real estate agent. She says it is the best decision she’s ever made.

Kim is passionate about growing her business and developing new skills. She works hard to provide the best possible service to her clients. Always looking toward the future, she has plans to expand her team and obtain her real estate license in Florida.

For Kim, success is about balance, comfortability, and respect. In her free time, she enjoys spending time with her son, Maxwell, and dog, Gus, trying new restaurants (Kim is a self-described foodie), exploring Chicago, and having “snuggle fests” with her son and dog on Friday nights with movies, popcorn, and Oreos. If she could compare herself to a fictional character, she says it would be Lucy Ricardo (played by Lucille Ball) because she loves to make people laugh and describes herself as a “total klutz.”

Kim also enjoys wine tasting, playing tennis, and taking long walks on the 606. She loves listening





“
Uncomfortable
equals growth...
”

...

to books on tape, podcasts, and the Dave Matthews Band, especially during the summer when a nice breeze is blowing and she's sitting next to a fire.

For Kim, staying motivated in business comes down to her love for helping people and making a difference in their lives. “I do this job to make people happy and make lives easier,” she says. “I made an agreement to be ‘the driver,’ and I need to see it through.”

If you're just getting started in business, Kim's advice is to “fake it till you make it.” “Don't be scared,” she says. “Uncomfortable equals growth. Treat people how you want to be treated and always stay professional; there is no reason to yell in real estate. But above all, be bold and believe in yourself. With hard work and a positive attitude, you can achieve anything.”

@realproducers

properRate
A Guaranteed Rate Company

**SIMPLE.
PERSONALIZED.
LOCAL.**

Joe Burke
SVP of Mortgage Lending
773.742.6707
Joe@properrate.com
ProperRate.com/joeburke

Applicant subject to credit and underwriting approval. Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee. Restrictions may apply, contact Proper Rate for current rates and for more information. NMLS ID # 251383 IL - 031.0027858, NMLS ID # 1901699 (Nationwide Mortgage Licensing System www.nmlsconsumeraccess.org), LO# IL - Illinois Residential Mortgage Licensee - IDFP, 1800 W Larchmont Ave, Suite 301, Chicago, IL 60613

Sonya martin
photography

Schedule your session today
(847) 732-0507
sonyamartin.com

SONYAMARTINPHOTOGRAPHY | SONYA MARTIN PHOTOGRAPHY | @SMARTINPHOTO

realproducersmag.com

STUDIO CELEX

Schedule Your Free Consultation at studiocelex.com

MARKETING & PERSONAL BRANDING FOR REALTORS

- We offer a suite of marketing services to help you attract new clients
- Strengthen your personal brand and tell your unique story
- Project proceeds donated to a non-profit of your choice

ABOUT US
Studio Celex is a full-service marketing and personal branding agency based in Chicago. Our mission is to help businesses and professionals reach their goals by communicating their "X-Factor" with high impact, authentic storytelling and utilizing corporate-tested, proven marketing techniques.

CORE SERVICES

- Digital Marketing
- Social Media Management
- Personal Branding
- Public Relations

WWW.STUDIOCELEX.COM
708.790.9908

McMaster

Painting & Decorating
"Where Vision Becomes Reality"

BEFORE **AFTER**

SERVING CHICAGO & SUBURBS

Kevin McVicker, Owner
 \$ GET A QUOTE ☎ 773-268-2050
 ✉ info@mcmasterpainting.com
 🌐 www.mcmasterpainting.com

EXPERTS IN REAL ESTATE TAXES & ACCOUNTING

With over 20 years specializing in real estate accounting and tax strategies, our team of experts can guide you in achieving maximum return and growth for your business. From commercial and residential developers, to agents and investors, we understand the complexities of your business.

Hechtman Group
Exceptional CPA services for small businesses with big plans

🌐 www.thehechtmangroup.com
 ✉ info@thehechtmangroup.com
 ☎ 847.256.3100

goosehead

INSURANCE

People are Talking about the Goosehead Difference...

"I trust Kristine to help my clients with the same level of care and dedication I would. I can stake my reputation on her service. Working with Kristine is more like having a business partner with a stake in your success than a service provider."
Adele Lang | Chicago Association of Realtors 2017 Rookie of the Year | Baird & Warner

goosehead
INSURANCE
"The Power of Choice"

Kristine Pokrandt | Agency Owner
Kristine.pokrandt@goosehead.com | 708-858-1246
Gooseheadinsurance.com/agents/kristine-pokrandt/

TAYLOR & TAYLOR

MORTGAGES ARE PERSONAL
LET US TREAT YOU LIKE A PART OF OUR FAMILY!

KIRK TAYLOR,
BRANCH MANAGER
NMLS 312131
CROSS COUNTRY MORTGAGE, LLC
NMLS 1770104
9130 GALLERIA COURT
#101 NAPLES, FL 34109

312.919.0373
TAYLOR@MYCCMORTGAGE.COM
WWW.LUCKYTAYLORLOANS.COM

CROSSCOUNTRY MORTGAGE™

Pre-Sale Renovations in Just 3 Weeks

Financing Available

RENOVATIONSELLS.COM/CHICAGO

\$18k

BEFORE **AFTER**

We handle everything so you don't have to.
ON-TREND DESIGN | MATERIALS | CONSTRUCTION

MICHAEL VALENTE
MICHAEL@RENOVATIONSELLS.COM
 (773) 217 0581
 @RENOVATIONSELLS

WILL GOLDBERG & KONRAD DABROWSKI

CONSTRUCTING A WINNING PARTNERSHIP

“AFTER OVER A DECADE IN CONSTRUCTION AND REAL ESTATE, I’M MORE CONVINCED THAN EVER THAT THERE IS NO ‘SECRET SAUCE’ TO SUCCESS,” SAYS KONRAD DABROWSKI, CO-FOUNDER OF DG ADVISORS GROUP, A FIRM THAT SPECIALIZES IN ACQUIRING, SELLING, AND CONSULTING ON NEW CONSTRUCTION IN CHICAGO. “IT’S ALL ABOUT HARD WORK AND PUTTING IN THE HOURS.”

In 2017, Konrad started a partnership with Will Goldberg, a fellow real estate professional, to form DG Advisors Group after both spent years in different areas of the industry. Konrad cut his teeth as a project manager for a large general contractor, while Will began his career as a broker, primarily working in leasing and sales. Their combined years of experience, passion for architecture, and industry knowledge allows the duo to provide their new-construction consultation clients with incredible service.

“I always knew I wanted to learn a primary market and didn’t want to sit behind a desk,” explains Will. “There are so many things that go into being effective in this industry — everything from generating business, to customer service, to accounting, marketing, and nurturing relationships. You have to do it all.”

Early in his career as a REALTOR®, Will was fired from a major project where he had played a vital role in helping to secure the land purchase. He says that overcoming that experience taught him more about what it takes to make it than any profitable deal.

...





Will Goldberg

...

“The developer felt I wasn’t the right person for the job and that I didn’t have enough experience selling new-construction inventory,” Will says. “From that experience, I learned you have to better your value proposition — helping with everything to site selection, marketing, design selections, floor plan recommendations, and demands of buyers in the market — and better value is something we wanted to emphasize when forming DG Advisors Group.”

“IT IS VERY REWARDING TO HAVE CLIENTS COME BACK AND ENTRUST YOU TO AGAIN HELP THEM NAVIGATE THE BUY OR SELL PROCESS, WHICH IS NEVER EASY.”

- Will

Meanwhile, Konrad was obtaining valuable experience running construction projects for some major companies. During his years managing over \$300 million in construction projects for big-name companies like United Airlines as well as prominent law firms, Konrad got the itch to make his name and work for himself. He started envisioning



Konrad Dabrowski

a career in real estate and got a good push from his wife, Cristina.

“One night I was looking at the real estate class website and she made me sign up right then and there,” says Konrad, smiling. “I’m so glad Cristina encouraged me to make the switch and ultimately start our business.”

Based on their individual strengths and past learnings, Will and Konrad started to look for ways they could add value for developers. They established services to help with building specifications, renderings, design services, and enhancing client communication. Both Konrad and Will insist that the hard work put into launching and running DG Advisors Group has been worth it: they both appreciate the flexible lifestyle their business provides, but more importantly, the rewarding relationships it has brought them.

“I KNOW IT’S CLICHÉ, BUT SUCCESS DOES NOT HAPPEN OVERNIGHT OR WITHOUT EFFORT...”

- Konrad

“I know it’s cliché, but success does not happen overnight or without effort,” says Konrad. “In this business you are faced with obstacles every single day,” adds Will. “From being told no, to clients firing you, to agents leaving your team, and a host of other issues. But working as a team helps us accomplish more for our clients, like giving around-the-clock access to the resources they need.”

Last year, DG Advisors Group surpassed \$79 million in sales. With new ventures on the books, repeat clients, and customer referrals coming in, the firm seems set for success for years to come.

Looking ahead, Will says, “I am excited about the opportunities that will present themselves with the market slowing down. It has been too crazy for a while, and I think it will be a good reset—[a time when] it will start to make sense for developers to add new product online.”

...



Konrad with his wife, Cristina.

When they are not working, the couple enjoy taking long walks with their dog, Jimmy, around Bucktown and seeing all the green spaces in their neighborhood; indulging in Ava’s Italian Ice; and spending time with friends.

Konrad and Cristina volunteer with their church’s various ministries. Together, they make and pass out 100 meals on a monthly basis to their local community on the West Side of Chicago. They also have a passion for travel. Their most recent trip was to Italy.

Will and Konrad appreciate the opportunities their business continues to give them, most especially, the ability to support their families and clients. “I love what I do and the freedom it gives me to help others live better lives,” says Will. “Every day is an opportunity to help others navigate one of the biggest decisions they are going to make [in their lives].”

“My ultimate motivation is to set up my family for the future,” says Konrad. “I especially want to share my success with my hardworking parents — give back for all the sacrifices they made for me and enjoy life together.”

“I am pleased to start working with repeat clients who originally bought with us and are going to sell those units,” Will continues. “It is very rewarding to have clients come back and entrust you to again help them navigate the buy or sell process, which is never easy.”

“To drive around the city and see all our new-construction projects, that’s really special,” adds Konrad. “It’s really rewarding to know we had a part in the development process — from planning to design to sales.”

Will’s wife, Amy, is now a broker on the team. They are expecting their first baby, a boy, later this month.



Will with his wife, Amy, and their dog, Jimmy.
Photo credit: Viviana Pernot Gold (@vpg_photography)

WHEN IT COMES TO REAL ESTATE, ALWAYS GO WITH *Experienced Lawyers*



Commercial Litigation | Real Estate Litigation | Real Estate Transactions, | Zoning & Land Use

F·O

FORDE & O’MEARA LLP



LISA J. SAUL, ESQ.

191 N. Wacker Drive, 31st Floor
Chicago, IL 60606

847-910-2317 | lsaul@fordellp.com
www.fordellp.com



HANDYMEN



PAINTING



ELECTRICAL



DRYWALL



CARPENTRY



PLUMBING



Read our reviews!

"A" RATING
on
Angie's list
Reviews you can trust.



312.898.9300 | info@fixitpeople.com

2837 N. Halsted, Chicago IL, 60657

**Show your clients you value them
 MAKE IT LOCAL. MAKE IT ICANDEE.**

iCandee

**Custom Apparel Branded Media Online Stores
 Closing Gifts and Sets**

www.icandeemarketing.com | 773-754-0493

It's time to make
social media
 work for you



@the.social.broker
maris@thesocialbroker.com
thesocialbroker.com



You know a strong
 social media
 presence is one of
 the best ways to
 build relationships
 with your clients...
 but who has the
 time?

We do!

And we're here to help.

ALBANY • ALBUQUERQUE • CHESAPEAKE • DENVER • HOUSTON • JACKSONVILLE • KANSAS CITY • LAS VEGAS • LINCOLN
 CHARLOTTE • CHICAGO • CINCINNATI • COLUMBUS • DALLAS • DAVENPORT • DAYTON • DENVER • FT. WAYNE • GRAND RAPIDS
 COLUMBUS • DALLAS • DAVENPORT • DAYTON • DENVER • FT. WAYNE • GRAND RAPIDS
 HOUSTON • INDIANAPOLIS • JACKSON • JACKSONVILLE • KANSAS CITY • LAS VEGAS • LINCOLN
 LITTLE ROCK • LUBBOCK • MILWAUKEE • MONTERREY BAY • NASHVILLE • NEW ORLEANS
 NEWPORT BEACH • NORTH DALLAS • OKLAHOMA CITY • OMAHA
 ORLANDO • PHILADELPHIA • PHOENIX • PITTSBURGH • PORTLAND • RICHMOND • SALEM • SAN DIEGO
 SEATTLE • SILICON VALLEY • SPOKANE • ST. LOUIS • TAMPA BAY • TEMECULA • TRI-CITIES • TRIAD
 TUCSON • TWIN CITIES • VIRGINIA BEACH • WASHINGTON D.C. • WAYNE COUNTY • WEST VALLEY
 WILMINGTON

RP

AMERICA'S BEST REAL ESTATE AGENTS
RECOGNIZED

BE PART OF THE NATIONAL REAL PRODUCERS MOVEMENT

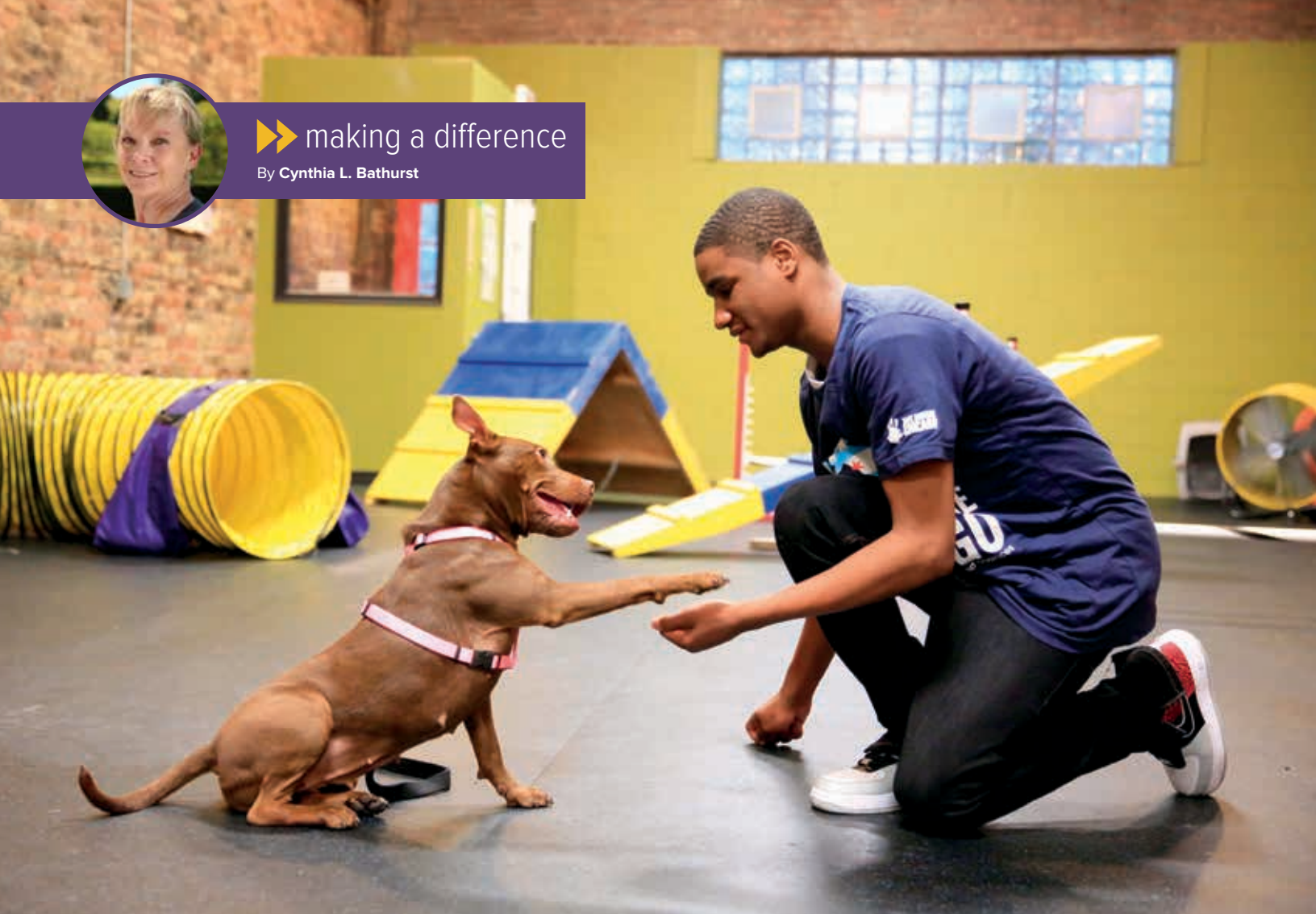
FOLLOW US ON INSTAGRAM TODAY @realproducers

BALTIMORE • BOULDER • CLEVELAND • COUR D'ALENE
 COLORADO SPRINGS • COLUMBUS • DALLAS • DAVENPORT • DAYTONA BEACH • DENVER • FT. WAYNE
 GRAND RAPIDS • HOUSTON • INDIANAPOLIS • JACKSON • JACKSONVILLE • KANSAS CITY • LAS VEGAS



▶ making a difference

By Cynthia L. Bathurst



Safe Humane®

There's no other organization quite like Safe Humane®. Its mission is to create safe and humane communities by building positive relationships between people and animals and changing lives for the better through the positive, transformative power of the human-animal bond.

Safe Humane® operates between the traditional systems of rescue, community welfare, and justice and collaborates with individuals and organizations who work in these systems. The organization also pioneers and runs impactful programs. Its next mission-drive phase is to transition their participant-based programs to organizations that have the desire and commitment to make one or more of the programs their own.

Safe Humane® began in 1998 as a small committee in a neighborhood association. It grew to become a

nonprofit organization in 2000, expanding its mission to the entire City of Chicago.

Their founders and partners include city, county, and state agencies; social service organizations; animal rescue groups; community organizations; and hundreds of individuals. Co-founder Cynthia Bathurst, who has been at every step of the organization's development, wanted to reduce violence in her home city and to bring humane and just remedies to animals and their people caught up in the court system. "It was not about being against violence or even against systems," she explains. "It's always been about addressing root causes; bringing together like-minded, like-spirited people; and building bonds and changing lives for the better using the positive, transformative power of the human-animal bond."

In the beginning, the focus was the responsible care of companion animals. The work included the creation of dog-friendly public spaces, enhancing public education, and cultivating a broad coalition



of stakeholders. Later, as the organization grew, they began to advocate on behalf of the people and dogs in underserved communities who had been impacted by trauma. Safe Humane® brings those dogs and people together through trauma-informed care and programs that allow the participants to help each other, to heal, and to help their communities.

The first such program, Court Advocacy, continues to this day. This program engages community volunteers to follow and report on criminal court cases involving animal abuse, advocate for the neglected and abused animals and their people, and advocate for safer, more humane communities. Court Advocacy educates those involved about the laws and reasons for them, what constitutes humane treatment, how to access the resources needed to keep animals and people safe, and how to connect to organizations that offer those resources. The volunteer Advocates serve as voices for the animal victims in the court system in which the dogs' abusers are prosecuted.

The Court Case Dogs™ program, launched in 2010, provides humane and just care for dogs confiscated in cruelty investigations. The program not only improves the quality of the dogs' lives while they are impounded, but most often saves their lives. At Chicago Animal Care and Control, for example, Safe Humane® established doggie playgroups, manners classes, and in-kennel enrichment activities that stimulate the dogs' minds. The program also provides free, lifetime behavioral consultation and support for the dogs and works to raise awareness and bring humane and just remedies to animal victims of trauma. Read their inspiring stories

on social media (facebook.com/SafeHumane, instagram.com/SafeHumaneChicago)!

Other programs focus on educating or engaging youth and adults who are working to reenter their communities after times of incarceration or substance abuse. The Youth Leaders and Youth Ambassadors programs train (and showcase) high school students



Fall Days are Fund Days

Your clients deserve a Crystal clear mortgage process. Reach out to me and let's work together to provide your clients with a smooth and efficient closing on one of the biggest days of their lives.

Call me today to get started.



Crystal Kurzynski
Vice President of Mortgage Lending
O: (773) 435-0667
Crystal@rate.com
Rate.com/Crystal
3940 North Ravenswood, Chicago, IL 60613

Applicant subject to credit and underwriting approval. Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee. Restrictions may apply, contact Guaranteed Rate for current rates and for more.

EQUAL HOUSING LENDER Crystal Kurzynski NMLS ID #1705365; IL - 031.0051454GR NMLS #2611; For licensing info: visit www.nmlsconsumeraccess.org.



...

to teach and mentor elementary school children about animal welfare. The Lifetime Bonds program, designed to engage a variety of partnering organizations and the people they serve—public or alternative schools, social welfare agencies, and community organizations such as Enlace and the YMCA—offers 10-12 week sessions during which participants learn how to care for, socialize, and train dogs using science-based, positive-relationship-based training techniques. The curriculum connects activities to relevant social-emotional and vocational skills. The V.A.L.O.R. program (Veterans Advancing Lives Of Rescues), currently in hiatus, connects military veterans with dogs from the Court Case Dogs and other dog programs. The newest program, PALs, helps dogs who have been impacted by trauma, whether they are associated with a criminal court case. These dogs are paired either with program participants with whom mutual healing can take place or with volunteers who can help them. Last, the Community Collaboration programs

bring community members into the city's animal shelter to help increase awareness and to improve the quality of life of the animals who live there and in our communities. The goal is safer, more humane communities for people and animals alike.



The programs listed above are all significant examples of Safe Humane® successes. They have served and supported

healing and second chances for over 1,500 dogs (including often-vilified breeds) within the PALs and Court Case Dogs programs as well as thousands of veterans, youth, school children, adults working to reenter the community, and community members who have been impacted by trauma. The diversity of volunteers, sponsors, and the people served reflects the diversity of Chicagoland. Safe Humane® strives to create a safe and welcoming space for volunteers and participants alike, fostering community, a sense of belonging, and respect for and among all. The organization knows that providing convenient and accessible, real-world skill-building and positive relationships between animals and people can change lives—for both people and animals.

To help Safe Humane continue to offer hope and improved quality of life to animals and people impacted by trauma in Chicago and beyond, email getconnected@safehumane.org or visit safehumanechicago.org to make a donation or get branded merchandise. If you have any questions, please email donate@safehumane.org for more information. You can also help by providing always-needed supplies! Check out the wish list at <https://safehumanechicago.org/donate>.

CALIBER HOME LOANS

MORE LOAN OPTIONS

BETTER SERVICE

CALL CALIBER HOME LOANS TODAY

343 W. ERIE ST., SUITE 325, CHICAGO, IL 60654
312-625-5700

© 2022 Caliber Home Loans, Inc. 1525 S. Belt Line Rd, Coppell, TX 75019
1-800-401-6587 NMLS #15622 (www.nmlsconsumeraccess.org)

A Sound Investment

Reduce exterior noise by up to 95% using our proven methods.

Increase in marketability of your property.
Ability to sleep soundly through the night.
Increase in overall cardiovascular and mental health.
Better relations with neighbors.
Increase in productivity at work.
Create a peaceful environment for your customers.
Isolate a room or home for added privacy.

Click or visit soundproofchicago.com
(708) 307-5857

Soundproof Chicago | [f](https://www.facebook.com/soundproofchicago) | [ig](https://www.instagram.com/soundproofchicago) | [in](https://www.linkedin.com/company/soundproofchicago) | [yelp*](https://www.yelp.com/biz/soundproof-chicago)

REAL PRODUCERS SPECIAL PROMOTION

WITH **CHRISTINE MATSUNAGA**
FASHION STYLIST OF

tristinstyling

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.

CONTACT
TRISTINSTYLING INC.
208 N GREEN ST.
CHICAGO, IL 60607
TRISTINSTYLING.COM

LET'S GET SOCIAL
[f](https://www.facebook.com/tristinstyling) [ig](https://www.instagram.com/tristinstyling) [in](https://www.linkedin.com/company/tristinstyling)

**Window fashions
that have every
style covered.**

**Windy City
Blinds**

Local & Family Owned

773-528-4244
windycityblinds.com

Helping the Elite Real Estate professionals with their Financial HOMES while they help people get into their dream homes.

Northwestern Mutual
CHICAGOLAND

Chicago | Downers Grove | Naperville | Schaumburg

Jonathan G Dickinson
Financial Advisor

847-969-2585
www.jonathan-dickinson.com
1475 E Woodfield Rd #900, Schaumburg, IL 60173

Northwestern Mutual is the marketing name for The Northwestern Mutual Life Insurance Company, Milwaukee, WI (NM) (life and disability insurance, annuities, and life insurance with long-term care benefits) and its subsidiaries. Jonathan Galen Dickinson is an Insurance Agent of NM and Northwestern Long Term Care Insurance Company, Milwaukee, WI (long-term care insurance) a subsidiary of NM, and a Registered Representative of Northwestern Mutual Investment Services, LLC (NMIS) (securities), a subsidiary of NM, broker-dealer, registered investment adviser and member FINRA and SIPC. Representative of Northwestern Mutual Wealth Management Company*, Milwaukee, WI (fiduciary and fee-based financial planning services), a subsidiary of NM and federal savings bank.

CURBSIDE CLOSINGS

DRIVE UP · STAY IN · SIGN · DRIVE OFF

CHICAGO TITLE ANNOUNCES THE ADDITION OF CURBSIDE CLOSINGS TO HELP FACILITATE YOUR UPCOMING REAL ESTATE TRANSACTIONS.

Feel free to request this service at the time of scheduling.

CHICAGO TITLE

Looking for an **Experienced Real Estate Attorney** to close your next transaction?

Christopher Titcomb

TITCOMB LAW GROUP, P.C.
ATTORNEYS AT LAW

773-537-4945 | TitcombLawGroup.com | info@titcomblawgroup.com
134 North LaSalle St., Suite 1720 | Chicago, IL 60602 | @TitcombLawGroup @TitcombLaw
BUYERS | SELLERS | INVESTORS | DEVELOPERS

**One Call.
One Solution.**

ROSE
PEST SOLUTIONS

Your preferred partner in public health since 1860!

800-GOT-PESTS? rosepestcontrol.com



KYLE NAYLOR

A Life of Zigs and Zags Leads to Real Estate

“MY GRANDMOTHER IS THE PERSON WHO HAS IMPACTED MY LIFE THE MOST,” SAYS KYLE NAYLOR OF FULTON GRACE REALTY. “AT AGE 89, SHE SHINES A LIGHT SO BRIGHT THAT YOU WOULD NEVER KNOW HOW MANY HARDSHIPS SHE’S ENDURED.”

An only child, Kyle was raised by a single mother who worked two jobs. His grandmother, who overcame a dysfunctional household to become one of the first female pharmacists to graduate from the University of Rhode Island, acted as a second parent. Through their examples, Kyle adopted a positive attitude regarding life’s uncertainties.

“She [his grandmother] is the person I try to become in those moments when we need grace,” he says. “I am so grateful that she and I have had so many years together.”

Kyle grew up in the western suburbs of Chicago and graduated early from Naperville North High School. He decided to move to

Denver and took a few years off before enrolling in the University of Colorado Denver, where he would earn his business degree.

“I thought I was going to be a nurse or a physician’s assistant before I realized my social skills would be wasted in the hard sciences,” jokes Kyle. “The best education in my life came from [my experiences of] failure and recovery.”

Though unsure of his next steps, Kyle was initially attracted to the intricacies of sales.



...

“What interests me most is the art and science of the sale,” he explains. “Getting clients to tell you their true emotional ‘why’ versus the usual platitudes and pleasantries. That moment when you and your client sync, that’s magic.”

In Chicago, before working in large hotels on Michigan Avenue, Kyle tended bar at one of the top comedy clubs in the nation. There he got to see famous acts like Joan Rivers, Bob Saget, Wanda Sykes, and Dave Chappelle.

By 2017, Kyle was feeling stuck in his professional life, but wasn’t sure in what direction he wanted to pivot, until he hit a stroke of luck at a baseball game.

“I took my cousin, Troy, to a Cubs game,” says Kyle. “Instead of paying me for his ticket, we bought the maximum tickets for the 50/50 raffle and agreed to split the winnings.”

On the car ride home, the pair discovered they had won the jackpot. After a brief moment of tears and laughter, Kyle made a commitment to Troy that he would take his share and intentionally invest in his own future. Inspired by a friend who had been working as a residential broker since leaving high school, Kyle felt the pull of real estate.

“A few weeks later, I was in class getting my REALTOR® license,” he says. “Beyond the flexible, attractive lifestyle, I wanted to add value to people’s experiences.”

In the years since, Kyle has learned to go with the flow when it comes to the ups and downs of real estate, calling on the amazing examples his mom and grandmother set for him.

“[In real estate] You can be having the best day of your career at 8 a.m., and then feel destitute by 5 p.m.,” he explains. “But for me, it’s worth it. This career gives opportunities to have a positive impact on people — their finances, families, and estates — for decades to come.”

Throughout all his career adventures, the idea of ‘servant leadership’ has been a consistent aspect



Kyle with the Kyle Naylor Group at Fulton Grace (from left to right: Sean Harmon, Kyle Naylor, and Hannah Strauss).

of his work style. It has certainly brought him success as a REALTOR®: his total volume surpassed \$20 million this year — his sixth in real estate.

“Understanding how to lead through service is, in my opinion, something that will take you farther and faster than anything else,” he advises. “I have found tremendous joy and professional gratification in helping clients navigate a foreign, and sometimes daunting, path to achieve their goals, and doing it in a language and style that best fits them, not me.”

Kyle maintains an active lifestyle outside of his business. Whenever possible, he travels, or heads out to new waters on his paddle board. Most nights, you will find him enjoying dinner and playing euchre or hearts with neighbors in Lakeview, or at a comedy club in Chicago.

Looking forward, Kyle is eager to grow his influence with his new teammates, as his one-man show has evolved into a three-agent crew.

“I could not be more excited than to have Hannah and Sean help form the Kyle Naylor Group,” he

...



“

I HAVE TAKEN THE SCENIC ROUTE, BUT I BELIEVE ALL ROADS LEAD TO SUCCESS WITH ENOUGH TIME AND EFFORT...

”



...

says. “We pride ourselves on our cooperative and collaborative team approach to working with clients and problem-solving.” Through mentoring and passing along his knowledge and skills, Kyle has also uncovered a new-found enthusiasm for the industry.

“It has been fascinating to teach some of the pro moves to them,” he adds. “You forget how many things you pick up over the years. This is just the beginning for these two and our team. We’re making a huge entrance into our market together.”

It was a long and winding road to real estate for Kyle, but he’s glad he found his ultimate career calling. He lives the strength his mother and grandmother modeled for him.

“I took the scenic route, but I believe all roads lead to success with enough time and effort,” he says. “The most important lesson I have learned is that you are in control of how you approach a situation, even in the tough moments. That means that a positive mindset and a belief that you can handle anything that comes your way makes you unstoppable.”



**LAW OFFICE OF
VINCENT A. LEUNG, LLC**

312.882.4640
AttorneyLeung.com
AttorneyLeung@gmail.com



Vincent A. Leung, Esq.

Real Estate Law | **RESPONSIVE, DEDICATED, & EFFECTIVE REPRESENTATION**

 Justin Barr is sitting on a stool in a studio setting. He is wearing a blue blazer, a white shirt, and brown pants. He has his arms raised in a gesture. Behind him are computer monitors, a camera on a tripod, and other studio equipment. The background is a dark brick wall.

THIS BARR MEANS BUSINESS

JUSTIN BARR
VIDEO BARRTENDER
PRODUCER / EDITOR / CONTENT CREATOR

SERVING ALL REAL ESTATE AGENTS AND BUSINESS PROFESSIONALS
PLEASE CHECK OUT THE MENU OF SERVICES AT THEVIDEOBARR.COM

TURN OVER

A NEW LEAF.

When it comes to the comfort inside of your home, you'll want to do everything in your power to keep you and your family content. Thanks to our team at Deljo Heating and Cooling, doing so has never been easier. You won't be *leaf* what we can do for you through Chicago's ever changing seasons. Our intensive training and years of experience are your assurance that we will always be here to provide superior HVAC service whenever you need us, that's the Deljo Difference. Our team is only a phone call away!



& CALL DELJO.

HEATING & COOLING INSTALLATION AND MAINTENANCE
INDOOR AIR QUALITY TESTING AND IMPROVEMENT
DUCTLESS SYSTEMS INSTALLATION AND MAINTENANCE
EMERGENCY HVAC SERVICE 24/7
FINANCING AVAILABLE



773-248-1144 | deljoheating.com

4300 W. Bryn Mawr | Chicago, IL 60646

Ruth Roberts

with Windy City Blinds



Finding the Perfect Fit

▶▶ partner spotlight

By **Lauren Young**
Photos by **Caleb Pickman**

Ruth Roberts, owner of the successful custom-window treatment company, Windy City Blinds, started out on a very different career path.

She graduated from the University of Texas at Austin with a degree in accounting, became a CPA, then moved to Chicago to work at a large accounting firm in the Loop. She worked there for several years, and then, when her family began to grow, she took a leave of absence.

During that leave, she found herself questioning her happiness at work. "I kept extending that leave again and again," she says. "Until I realized that, while I was good at accounting, I didn't want to go back."

Ruth valued the client connections and had learned a lot from the experience, but this one-time contestant on the game show *Wheel of Fortune* decided she wanted to try a different path when it came time to reenter the workforce. She decided she was going to spin the wheel.

She won big.



•••

She found Windy City Blinds and realized it was the perfect match for her passions, skills, and strengths. The previous owner, who had had the business for 10 years, helped her learn the ropes. Since purchasing the business, she has seen to its continuous growth.

“[I saw] I could use my accounting skills to handle the business side, and my client skills to engage with clients,” Ruth explains. “Also, I’ve always been an artist, and I have always loved design. I love that this career has allowed me to utilize and continue to develop those skills.”

“I love meeting different people every day, too,” she adds. “But the best part is hearing from happy clients and seeing the beautiful results.”

Ruth and her team of design consultants and installers have a combined 20+ years of experience. They provide comprehensive and efficient assessments at in-home consultations, to design and advise on the best window treatment solutions. They handle all the measuring and installing, too, so clients don’t have to lift a finger. All they need to do is relax and enjoy the beautiful outcome.

“Our customers’ satisfaction is our top priority,” Ruth emphasizes. “I believe we are educators. We determine clients’ needs and then educate them on their different options, so they feel confident and pleased with their window treatment decisions.”

Like every other home-improvement industry, Ruth has seen her industry grow, change, and develop. “Over the last few years, there have come to market more options than ever, including more childproof and pet-safe options,” states Ruth.

“Half our clients have motorized products that have no cords and can be operated from an app or a smart home system,” she adds.

Ruth relates to how REALTORS® care for their clients: just as a great REALTOR® will do all they can to simplify the often stressful buying or selling process, Windy City Blinds aims to do the same for clients regarding window treatment selection and installation.

“We will take care of your clients the same way you do,” says Ruth. “We streamline the process so it is seamless. Buying a new house can be stressful, so we want to make it as easy and stress-free as possible for clients to beautify their home.”

When not managing her business, Ruth spends as much time with her family as she can. “We try to spend time outside when the weather is nice since Chicago winters can be so long!” she says. This music lover also enjoys taking hip-hop dance classes and squeezing in Pure Barre workouts a few times per week. She also enjoys walking by the lake for the “free therapy” the scenic views provide.

Ruth is clearly so happy she chose to spin the wheel, and takes great pride in the quality products and customer service her company provides. “Success is doing something every day that you are happy to do—that doesn’t feel like a burden,” says Ruth. “If you can find a way to support yourself while doing something you enjoy, that’s a win!”

To reach Ruth and to learn more about the services Windy City Blinds’ winning team provides its clients, visit their website windycityblinds.com or call 773-528-4244 to schedule a consultation.



Ruth enjoying a Chicago White Sox game with her son.



“
We will
take care
of your
clients
the same
way you
do...
”



WE HELP YOU FEEL
& LOOK YOUR BEST

Bespoke Suiting For Men & Women • Full-Service Grooming
Outside Alterations • Off-Site Visits

FREE Grooming Service if you mention this ad!

1 N LaSalle, Suite 2425, Chicago, IL, 60602
Rich@rjmccllc.com | www.rjmccllc.com



Turning your dream home into reality

Providing over 20 years of superior customer service and high quality construction from small repairs to complete renovations for the greater Chicagoland area.

URBAN BUILT * LLC 773-895-1139

www.urbanbuilt.co
Give us a call today for a free estimate!

Instagram, Facebook, Twitter, YouTube icons

A and N mortgage

Borrow money, not time.
Close when you want with Ryan Pierce.

Ryan Pierce
SVP of Mortgage Lending

ryan@anmtg.com
ANmtg.com/ryanp
773 . 255 . 2793

THIS IS AN ADVERTISEMENT. This is not a commitment to lend. A and N Mortgage Services, Inc. is an Illinois Residential Mortgage Licensee and Equal Housing Lender. 1345 N. Elston Ave., Chicago, IL 60642 p: 773.305.1040 (5626) ANmtg.com. NMLS No. 18291 IL MB 0006348. Serving IL, IN, IA, FL, MI, MN, WI, TN, TX. Texas Recovery Fund Notice: For loaning information, visit rmtsc.com/consumersaccess.org and anmtg.com/company-info/branching. Ryan Pierce NMLS No. 1041688.

SB
SUNNYBIGGY

Facebook, Twitter, Instagram icons

TAKE YOUR
LIFE
TO A HEALTHY
NEW LEVEL.

Personal Training Programs are perfectly tailored to your precise needs.
We will create a program for you if you have a specific health and wellness goal to make sure that you achieve it.
Our personal training programs lead to faster progress and higher satisfaction.

OFFERING WELLNESS AND FITNESS TRAINING TO RESIDENTS AND EMPLOYEES IN THE DOWNTOWN CHICAGO AREA TOWERS

219.851.0170
SunnyBiggyFitness@gmail.com
1634 S Wabash Avenue #2
Chicago, IL 60616
www.sunnybiggyfitness.com

BETTER THAN EVER

It's been a couple years since we caught up with George Kamberos. But with the massive growth he's seen in business and with the formation of Team Kamberos with CrossCountry Mortgage, we figured now would be a good time to do so. And it turns out, he's better than ever.

While there have been quite a few changes in George's life since 2020, like how he's traded his love of volleyball for golf — as his lifelong commitment to the game has caused some physical wear-and-tear that golf is better suited to handle — there are many things that remain the same, including his stellar customer service.

But even his service has improved: George can now lend in all 50 states. So, when a client sells their home in Illinois and moves somewhere else, they don't become a lost client. Also, since those clients remain in his team's network, he gets referrals for people moving here because many of those who have worked with George in the past are always willing to refer him.

GEORGE KAMBEROS

WITH CROSSCOUNTRY MORTGAGE



partner spotlight

By Chris Menezes
Photos by Sonya Martin

“I can’t speak for my competitors of course, but the majority of the feedback I get from everyone is how fast I respond to people, and how my high level of communication sets me apart from the rest,” he says. “I’ve built my business on spending the extra time it takes to educate my clients, coming up with solutions to their real estate needs that will be the best for them financially. Plus, the real estate agents I work with, whether on the buying or listing side, know a pre-approval from me means there will be no surprises during the loan process and the deal will get done.”

In addition to George’s commitment to educating his clients, people are just drawn to his big personality. His favorite actor is The Rock, and though George may not be muscle-bound like him, he does know how to do Rock’s signature eyebrow lift and aims to “kill” people with kindness.

In fact, George has been spreading his kindness and helping people understand complex concepts since he was kid. “I was the bored kid in math class who would help explain something to my classmates when our teacher wasn’t getting through



to them,” he recalls. “Making things simpler to understand for people has always been something I’ve been passionate about because there is nothing more frustrating than not being able to get through to someone.”

Finance and business have always come easy to George. His family owned their own businesses when he was growing up, and he was aware of the flexibility and above-average lifestyle it provided for the family. After he graduated from Loyola University Chicago with a double major in finance and economics, he started working with his grandfather’s insurance company as a sales agent.

It was in one of these sales meetings that George first became interested in the lending industry. He was selling a life insurance policy to a top-producing lender, and after working together and learning about what he did for a living, George transitioned and started working for him. Ten years later, they are still partners in the business.

And once that ball is in motion, George is always ready to ensure things are moving forward. He keeps his phone nearby, whether he is on the golf course; or with his wife, Lindsey, and their two kids, Troy and Hunter, at a Chicago museum, bowling, watching a Jurassic World or Marvel movie, enjoying the full variety of food in the city, or on a road trip.



George with his wife, Lindsey, and their two kids, Troy and Hunter.

Still today, there is nothing George loves more than getting on that initial, introductory call with a client, walking them through the lending process and the different mortgage products, and then narrowing them down based on a qualified monthly payment, so that the client can walk away from that call ready to aggressively search for a home while remaining financially comfortable.

“I would say showing up every day, whether you are slow or busy, and doing something for a client or real estate agent or referral source or friend or family member is real success that will all pay off in the long run. It just feels great knowing I can take the stress out of a situation for people,” he says.

To get George and Team Kamberos to help you take the stress out of a transaction, give them a call at 708-307-6182 or visit them at www.TeamKamberos.com.

“MAKING THINGS SIMPLER TO UNDERSTAND FOR PEOPLE HAS ALWAYS BEEN SOMETHING I’VE BEEN PASSIONATE ABOUT...”



George hanging out with Batman!

HIGHLY TRAINED AND EXPERIENCED ATTORNEYS
COMPLETELY DEDICATED TO THEIR CLIENTS

At Trivedi & Khan our attorneys and paralegals have years of experience helping individuals, families, investors, developers and business owners in every aspect of residential and commercial real estate.

Our attorneys will ensure that the client's interests are protected, will deftly move the negotiation process along, and get to closing.



Mr. Kashyap V. Trivedi, Partner
www.TrivediKhan.com

300 North Martingale Rd.
Suite 725
Schaumburg, IL 60173
(224) 353-6346

550 W. Washington Blvd.
Suite 201
Chicago, IL 60661
(312) 612-7619



Flexible solutions
to give your clients the
confidence to close

dulla group
AT UNITED HOME LOANS
HOME STARTS HERE



1000 N Milwaukee Ave
Chicago, IL 60642
312-520-0069
uhloans.com

United Home Loans is an Illinois Residential Mortgage Licensee | NMLS #207546



DESIGN BUILD
RESIDENTIAL
COMMERCIAL



3821 W MONTROSE AVENUE
CHICAGO, IL 60618
ARETERENOVATORS.COM

ARETÉ RENOVATORS

TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jeffrey	Lowe	82	\$129,953,169	48.5	\$65,554,388	130.5	\$195,507,557
2	Matt	Laricy	178.5	\$101,614,845	177.5	\$86,184,544	356	\$187,799,389
3	Leila	Zammatta	33.5	\$118,193,242	7	\$34,851,382	40.5	\$153,044,624
4	Emily	Sachs Wong	52.5	\$83,278,500	26	\$44,191,500	78.5	\$127,470,000
5	Leigh	Marcus	115	\$81,069,450	53	\$39,048,500	168	\$120,117,950
6	Chezi	Rafaelli	23	\$47,641,500	25	\$54,660,389	48	\$102,301,889
7	Benyamin	Lalez	24	\$12,981,375	125.5	\$62,861,288	149.5	\$75,842,664
8	Carrie	McCormick	53.5	\$49,107,888	21	\$26,082,400	74.5	\$75,190,288
9	Nancy	Tassone	22.5	\$67,759,716	2	\$5,367,500	24.5	\$73,127,216
10	Grigory	Pekarsky	19	\$10,041,711	125.5	\$54,363,800	144.5	\$64,405,511
11	Alexandre	Stoykov	22	\$16,053,750	94	\$47,945,250	116	\$63,999,000
12	Brad	Lippitz	31	\$30,653,125	32.5	\$28,127,900	63.5	\$58,781,025
13	Mario	Greco	59.5	\$38,229,596	29.5	\$17,713,125	89	\$55,942,721
14	Melanie	Giglio	35	\$26,239,350	41	\$27,370,800	76	\$53,610,150
15	Melissa	Siegal	43.5	\$27,365,000	39	\$19,919,381	82.5	\$47,284,381
16	Julie	Busby	27	\$17,934,184	37.5	\$28,196,860	64.5	\$46,131,043
17	Timothy	Salm	13	\$32,067,250	5	\$13,620,000	18	\$45,687,250
18	Tommy	Choi	25	\$15,369,925	42.5	\$26,285,250	67.5	\$41,655,175
19	Katharine	Waddell	35	\$21,662,500	30	\$19,182,350	65	\$40,844,850
20	Karen	Biazar	43	\$25,722,228	28	\$14,461,200	71	\$40,183,428
21	Rafay	Qamar	26	\$10,905,775	60.5	\$27,247,695	86.5	\$38,153,470
22	Jill	Silverstein	18	\$14,005,188	21.5	\$22,058,750	39.5	\$36,063,938
23	Philip	Skowron	11.5	\$16,043,500	10	\$19,896,500	21.5	\$35,940,000
24	Sophia	Klopa	19.5	\$12,442,250	32	\$22,230,886	51.5	\$34,673,136
25	Colin	Hebson	17.5	\$17,455,122	24.5	\$16,150,270	42	\$33,605,392
26	Melanie	Everett	13.5	\$6,089,500	50.5	\$27,100,100	64	\$33,189,600
27	Timothy	Sheahan	27	\$18,103,492	19	\$14,201,500	46	\$32,304,992
28	Amanda	McMillan	29	\$15,372,000	22	\$16,829,500	51	\$32,201,500
29	Lauren	Mitrick Wood	16.5	\$12,209,670	33	\$19,568,750	49.5	\$31,778,420
30	Joanne	Nemerovski	16	\$17,209,000	12	\$14,519,000	28	\$31,728,000
31	Lance	Kirshner	25	\$11,680,981	31	\$19,831,500	56	\$31,512,481
32	Keith	Brand	24	\$10,832,800	29	\$19,890,500	53	\$30,723,300
33	Daniel	Glick	17	\$16,168,000	23.5	\$14,161,400	40.5	\$30,329,400
34	Jeanne	Martini	14.5	\$30,193,800	0	\$0	14.5	\$30,193,800

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Hayley	Westhoff	15.5	\$9,172,066	26.5	\$20,127,700	42	\$29,299,766
36	Jason	O'Beirne	33	\$28,291,000	6	\$897,500	39	\$29,188,500
37	William	Goldberg	15.5	\$13,096,650	23.5	\$15,904,414	39	\$29,001,064
38	Jennifer	Ames	16	\$17,458,750	9	\$11,507,900	25	\$28,966,650
39	Darrell	Scott	11	\$7,315,200	38.5	\$21,351,700	49.5	\$28,666,900
40	Suzanne	Gignilliat	9	\$11,148,000	5.5	\$17,087,500	14.5	\$28,235,500
41	Margaret	Baczkowski	15.5	\$15,769,750	9.5	\$12,179,500	25	\$27,949,250
42	James	D'Astice	14.5	\$7,129,300	38	\$20,752,683	52.5	\$27,881,984
43	Kathleen	Malone	17.5	\$17,851,950	14.5	\$9,955,000	32	\$27,806,950
44	Rachel	Krueger	8	\$14,667,750	9	\$12,560,500	17	\$27,228,250
45	Ivona	Kutermankiewicz	22.5	\$20,845,600	9.5	\$6,291,800	32	\$27,137,400
46	Daniel	Close	22	\$11,833,000	24	\$15,254,400	46	\$27,087,400
47	Layching	Quek	11	\$6,239,500	27	\$20,832,650	38	\$27,072,150
48	Michael	Rosenblum	19	\$18,405,494	7	\$8,461,700	26	\$26,867,194
49	Sam	Shaffer	12	\$6,773,950	35.5	\$19,716,500	47.5	\$26,490,450
50	Millie	Rosenbloom	15	\$10,382,000	20	\$15,649,550	35	\$26,031,550

Disclaimer: Information is pulled directly from the MLS. New construction or numbers not reported to the MLS within the date range listed are not included. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. *Chicago Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by the MLS. Data is based on Chicago proper only and may not match the agent's exact year-to-date volume.

It's not too late to get into a NEW home before school starts.

Give us a call today to help close the deal!





Kevin Camden
 (630) 789-5896
 kevin@camdenlawoffice.com
 www.camdenlawoffice.com



CAMDEN LAW OFFICE, LLC

TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Edward	Jelinek	29.5	\$16,521,539	17	\$9,459,125	46.5	\$25,980,664
52	Vincent	Anzalone	14	\$17,271,122	12	\$8,683,500	26	\$25,954,622
53	Nick	Nastos	12	\$5,182,850	39.5	\$19,848,450	51.5	\$25,031,300
54	Ryan	Preuett	7	\$8,405,000	11	\$16,604,999	18	\$25,009,999
55	Joel	Holland	20	\$8,769,300	21.5	\$15,849,200	41.5	\$24,618,500
56	Paul	Mancini	25	\$15,126,000	12	\$9,062,500	37	\$24,188,500
57	Nadine	Ferrata	23.5	\$17,975,278	9.5	\$6,051,778	33	\$24,027,056
58	Mark	Zipperer	32.5	\$13,266,400	19	\$10,478,510	51.5	\$23,744,910
59	Natasha	Motev	10.5	\$23,726,000	0	\$0	10.5	\$23,726,000
60	Shay	Hata	12.5	\$7,124,000	22	\$15,918,900	34.5	\$23,042,900
61	Alishja	Ballard	14	\$7,118,000	22	\$15,889,900	36	\$23,007,900
62	Staci	Slattery	37	\$22,848,578	0	\$0	37	\$22,848,578
63	Susan	O'Connor	7	\$7,769,500	9	\$14,986,080	16	\$22,755,580
64	Jennifer	Mills	18	\$17,341,150	7	\$5,293,100	25	\$22,634,250
65	Leslie	Glazier	15	\$13,041,250	13	\$9,339,950	28	\$22,381,200
66	Nicholas	Colagiovanni	16.5	\$11,240,000	11	\$11,101,000	27.5	\$22,341,000
67	Bari	Levine	16.5	\$10,663,950	12.5	\$11,645,250	29	\$22,309,200
68	Santiago	Valdez	16.5	\$6,247,625	37	\$15,999,500	53.5	\$22,247,125
69	Dawn	McKenna	14.5	\$18,898,000	5.5	\$3,288,500	20	\$22,186,500
70	Elias	Masud	8.5	\$4,389,250	33.5	\$17,672,700	42	\$22,061,950
71	Patrick	Shino	5	\$1,635,950	41	\$20,374,100	46	\$22,010,050
72	Sara	McCarthy	14	\$6,138,400	23	\$15,699,800	37	\$21,838,200
73	Molly	Sundby	20	\$21,607,166	0	\$0	20	\$21,607,166
74	Nicholaos	Voutsinas	15	\$7,790,700	26	\$13,680,600	41	\$21,471,300
75	Steve	Genyk	15.5	\$15,172,500	5	\$6,125,000	20.5	\$21,297,500
76	Danielle	Dowell	21	\$12,878,950	16.5	\$8,210,300	37.5	\$21,089,250
77	Eugene	Fu	4.5	\$2,599,325	33.5	\$18,316,795	38	\$20,916,120
78	Juliana	Yeager	11	\$6,458,950	17	\$14,214,500	28	\$20,673,450
79	Debra	Dobbs	17.5	\$13,148,000	19	\$7,508,400	36.5	\$20,656,400
80	Christine	Lutz	21	\$19,806,292	0.5	\$700,000	21.5	\$20,506,292
81	Elizabeth	Ballis	9	\$5,888,000	13.5	\$14,347,188	22.5	\$20,235,188
82	Connie	Engel	22.5	\$13,808,350	7	\$6,417,750	29.5	\$20,226,100
83	Gail	Spreen	35	\$15,816,400	6	\$4,224,500	41	\$20,040,900
84	Ryan	McKane	45	\$19,399,450	1	\$495,000	46	\$19,894,450

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Scott	Curcio	28.5	\$12,315,200	22	\$7,438,400	50.5	\$19,753,600
86	Cynthia	Sodolski	15.5	\$11,604,000	13.5	\$7,916,000	29	\$19,520,000
87	Cadey	O'Leary	9.5	\$17,347,500	1	\$1,716,492	10.5	\$19,063,992
88	Stephanie	LoVerde	18	\$9,461,200	16	\$9,582,500	34	\$19,043,700
89	Cory	Tanzer	29	\$11,026,000	21.5	\$7,946,500	50.5	\$18,972,500
90	Lisa	Blume	12	\$6,886,300	26.5	\$12,026,000	38.5	\$18,912,300
91	Kimber	Galvin	5	\$3,523,250	21.5	\$15,370,862	26.5	\$18,894,112
92	Joseph	Kotoch	7	\$5,343,500	17.5	\$13,371,500	24.5	\$18,715,000
93	Kelly	Parker	8	\$3,968,875	22	\$14,725,150	30	\$18,694,025
94	Michael	Hall	24.5	\$17,810,000	1	\$789,000	25.5	\$18,599,000
95	Brian	Loomis	8	\$9,708,000	5	\$8,815,000	13	\$18,523,000
96	Karen	Schwartz	14.5	\$7,133,350	18	\$11,311,242	32.5	\$18,444,592
97	Eudice	Fogel	7.5	\$5,583,000	10	\$12,837,500	17.5	\$18,420,500
98	Brian	Moon	8	\$5,202,950	19.5	\$13,215,750	27.5	\$18,418,700
99	Robert	Picciariello	49	\$18,247,650	0	\$0	49	\$18,247,650
100	Megan	Tirpak	13	\$10,300,500	4	\$7,868,000	17	\$18,168,500

Disclaimer: Information is pulled directly from the MLS. New construction or numbers not reported to the MLS within the date range listed are not included. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. *Chicago Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by the MLS. Data is based on Chicago proper only and may not match the agent's exact year-to-date volume.

guaranteedRate®

NMLS ID #2611





POSITIVELY TRUSTED. GUARANTEED A BETTER EXPERIENCE.

3940 North Ravenswood, Chicago, IL 60613 | NMLS ID: 1378090

ANGIE WOZNIAK VP of Mortgage Lending	angie.wozniak@rate.com www.angiewozniak.com	O: (773) 290-0577 C: (630) 414-5426
--	--	--

NMLS ID: 1378090, LO#: IL - 031.0041458 Guaranteed Rate Inc., NMLS #2611; For licensing information visit nmlsconsumeraccess.org. Equal Housing Lender. Conditions may apply IL - Residential Mortgage Licensee - IDFP, 122 South Michigan Avenue, Suite 1900, Chicago, Illinois, 60603, 312-793-3000, 3940 N. Ravenswood Ave., Chicago, IL 60613 #MB.0005932 IL -

Experienced Real Estate Attorneys
you and your clients can trust when it's time to
buy or sell your home!

Service is the Key to my success!

JASON CHMIELEWSKI
 Managing Attorney



office 312.332.5020 | fax 312.332.5021 | jason@jmclawgroup.com | jmclawgroup.com
 111 West Washington Street, Suite 1500 - Chicago, IL 60602 | 9661 W. 143rd Street, Suite 201 - Orland Park, IL 60462



MICHELLE BOBART & TEAM

A step ahead of the rest.

As one of the nation's top 1% of mortgage originators,* Michelle Bobart stands apart.

Over 3,500 clients agree* – Michelle and her team have a reputation for honest, responsible advice and outside-the-box solutions in every scenario. Michelle's team is committed to providing The Platinum Experience for each client.

- 489 Families Served in 2021 alone*
- Top 1% Mortgage Originators in America Mortgage Executive Magazine 2012-2021**

- Five Star Professional Chicago Magazine 2011-2021***
- Top 200 Women Originators Scotsman Guide 2014-2021****

Contact Michelle today for a lender you can trust. Now licensed in all 50 states!



Michelle Bobart
 SVP of Mortgage Lending



O: (312) 379-3516 C: (312) 953-7365

michelle@rate.com

Rate.com/michellebobart

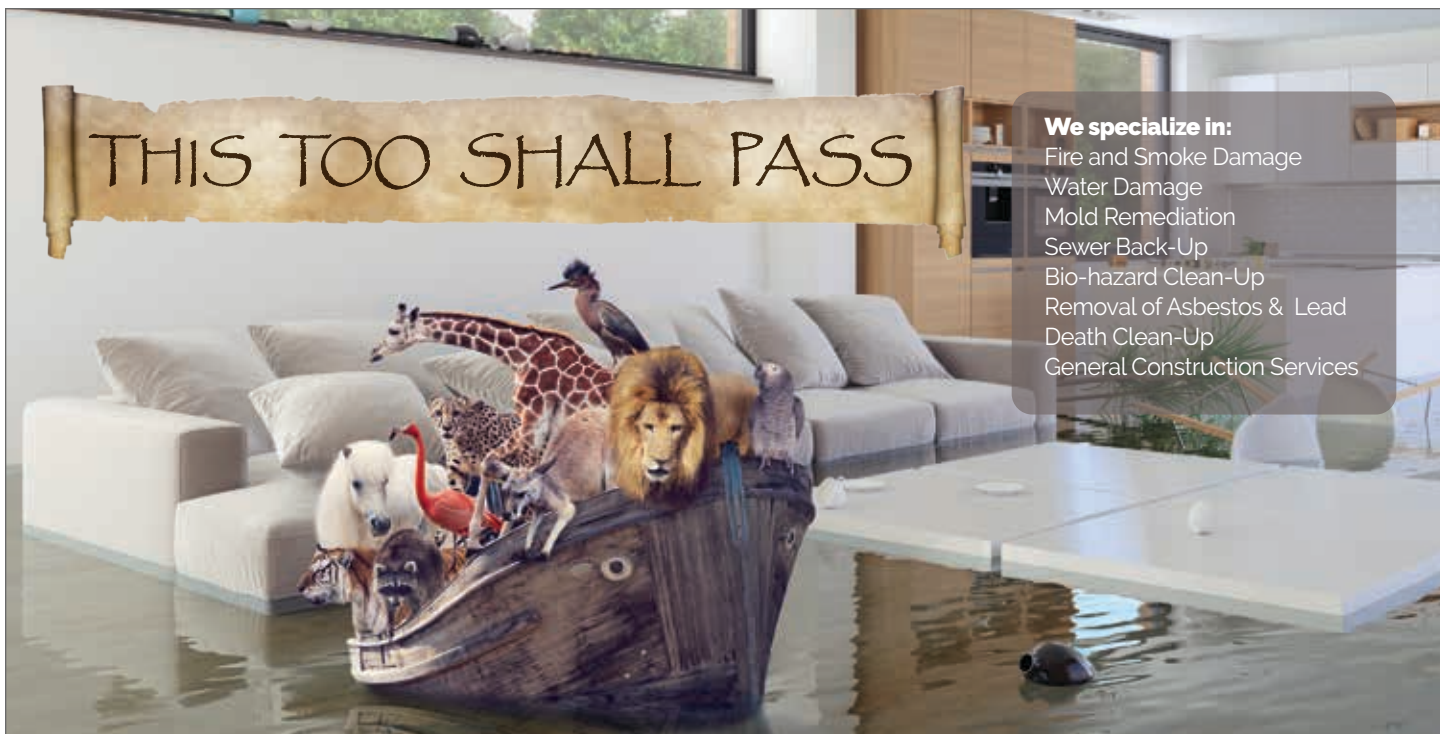
320 W. Ohio St Suites 1E, Chicago, IL 60654

* Guaranteed Rate Internal Production 2021
 ** Mortgage Executive Magazine Top 1% Mortgage Originators in America
 *** Chicago Magazine
 **** Scotsman Guide

EQUAL HOUSING LENDER Michelle Bobart NMLS ID #137164; State License Numbers: AL - 72981, AR - Licensed, AZ - 1007852, CA - CA-DB0137164, CO - 100035767, CT - LO-137164, DC - MLO137164, DE - MLO-137164, FL - LO17860, GA - 67205, HI - TAO, IA - 34440, ID - MLO-2080137164, IL - 031.0002302, IN - 14945, KS - LO.0039572, KY - MC701827, LA - Licensed, MA - MLO137164, MD - 26-23210, ME - Licensed, MI - 137164, MN - MN-MLO-137164, MO - MO-137164, MS - 137164, MT - 137164, NC - I-189254, ND - ND-MLO137164, NE - Licensed, NH - Licensed, NJ - Licensed, NM - Licensed, NV - 65699, NY - Licensed, OH - MLO-OH.137164, OR - Licensed, PA - 76869, RI - Licensed, SC - MLO - 137164, SD - MLO.08664, TN - 204296, TX - Licensed, VA - MLO-13110VA, VT - VT137164, WA - TAO, WI - 137164, WV - LO-137164, WY - 8521

THIS TOO SHALL PASS

We specialize in:
 Fire and Smoke Damage
 Water Damage
 Mold Remediation
 Sewer Back-Up
 Bio-hazard Clean-Up
 Removal of Asbestos & Lead
 Death Clean-Up
 General Construction Services



The Insurer Restorer Fulfills The Need for 24/7 Instant Response!

We provide efficient 24-hour response to water damage, fire, and specialty cleaning situations for industrial, commercial, and residential structures.

There When You Need Us.

Call us toll-free at 1-888-839-6917 or visit us on the web at www.InsurerRestorer.com for help whenever you need it.

TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Stacey	Dombar	32	\$14,994,387	5	\$3,129,650	37	\$18,124,037
102	Ryan	Huyler	12	\$8,962,400	8	\$9,154,500	20	\$18,116,900
103	Robert	Sullivan	12	\$12,297,580	8	\$5,677,000	20	\$17,974,580
104	Joelle	Cachey Hayes	8	\$8,124,500	4.5	\$9,322,500	12.5	\$17,447,000
105	Laura	England	10.5	\$5,761,000	5	\$11,592,058	15.5	\$17,353,058
106	Steven	Kehoe	13	\$9,444,276	12	\$7,827,900	25	\$17,272,176
107	Michael	Saladino	25.5	\$10,735,000	16	\$6,274,200	41.5	\$17,009,200
108	Alex	Wolking	19	\$8,123,300	15	\$8,822,402	34	\$16,945,702
109	Erin	Mandel	10.5	\$7,050,636	9	\$9,854,711	19.5	\$16,905,346
110	Stephanie	Cutter	18.5	\$9,903,200	10	\$6,943,000	28.5	\$16,846,200
111	Kevin	Hinton	14.5	\$6,147,600	30	\$10,618,800	44.5	\$16,766,400
112	Katherine	Malkin	7	\$13,377,501	3	\$3,350,000	10	\$16,727,501
113	R. Matt	Leutheuser	6.5	\$11,333,500	5	\$5,372,500	11.5	\$16,706,000
114	Lisa	Sanders	31	\$13,961,250	5.5	\$2,652,000	36.5	\$16,613,250
115	Naja	Morris	21	\$9,186,950	15	\$7,327,600	36	\$16,514,550
116	Melissa	Govedarica	7.5	\$9,108,300	2	\$7,055,000	9.5	\$16,163,300
117	Zachary	Redden	7	\$5,010,000	23.5	\$10,934,050	30.5	\$15,944,050
118	Michael	Shenfeld	15.5	\$7,498,200	13.5	\$8,377,900	29	\$15,876,100
119	Meg	Daday	11	\$7,115,000	13	\$8,729,400	24	\$15,844,400
120	Amie	Klujian	16.5	\$6,923,300	24.5	\$8,897,850	41	\$15,821,150
121	Christopher	Engelmann	13	\$5,267,000	24	\$10,506,300	37	\$15,773,300
122	Natalie	Renna	11	\$5,072,400	22	\$10,669,900	33	\$15,742,300
123	Sam	Jenkins	7.5	\$6,201,170	8	\$9,519,000	15.5	\$15,720,170
124	Michael	Scanlon	4	\$1,529,200	23.5	\$14,120,850	27.5	\$15,650,050
125	Brad	Zibung	15.5	\$8,494,500	12	\$7,061,500	27.5	\$15,556,000
126	Nicholas	Apostal	18.5	\$9,686,248	8.5	\$5,864,950	27	\$15,551,198
127	Sari	Levy	5.5	\$3,201,500	10	\$12,304,300	15.5	\$15,505,800
128	Melanie	Carlson	8	\$5,158,000	20	\$10,330,500	28	\$15,488,500
129	D	Waveland Kendt	14.5	\$9,401,400	6	\$6,027,500	20.5	\$15,428,900
130	Danny	Lewis	9.5	\$4,708,000	15	\$10,667,000	24.5	\$15,375,000
131	Camille	Canales	10.5	\$5,535,000	26.5	\$9,804,075	37	\$15,339,075
132	Sarah	Ziehr	25	\$13,473,500	3	\$1,852,000	28	\$15,325,500
133	Stefanie	Lavelle	16.5	\$10,049,600	7	\$5,164,000	23.5	\$15,213,600
134	Jingen	Xu	5	\$2,190,500	12	\$12,968,763	17	\$15,159,263

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Scott	Berg	31	\$13,404,800	4	\$1,700,500	35	\$15,105,300
136	Laura	Meier	7.5	\$3,466,000	16	\$11,596,421	23.5	\$15,062,421
137	Thomas	Campone	22	\$9,311,500	13	\$5,657,000	35	\$14,968,500
138	Matthew	Liss	12.5	\$5,392,000	14	\$9,485,500	26.5	\$14,877,500
139	Dennis	Huyck	19	\$10,734,500	5	\$4,043,000	24	\$14,777,500
140	Hadley	Rue	15	\$9,162,175	10	\$5,552,500	25	\$14,714,675
141	Samuel	Kahn	7	\$6,222,500	10	\$8,480,000	17	\$14,702,500
142	Qiankun	Chen	19	\$7,687,888	17	\$6,964,900	36	\$14,652,788
143	Michael	Maier	26	\$13,287,965	4	\$1,248,500	30	\$14,536,465
144	Sherri	Hoke	8	\$10,844,000	5	\$3,684,000	13	\$14,528,000
145	Anne	Rossley	8	\$4,840,145	12	\$9,677,500	20	\$14,517,645
146	Patrick	Teets	14.5	\$10,176,750	5	\$4,266,500	19.5	\$14,443,250
147	Owen	Duffy	20.5	\$10,699,750	9.5	\$3,671,500	30	\$14,371,250
148	James	Buczynski	12.5	\$7,427,500	12	\$6,907,400	24.5	\$14,334,900
149	Mary	Mac Diarmid	6	\$5,645,000	12	\$8,654,161	18	\$14,299,161
150	Susan	Morrow	6	\$3,505,000	7	\$10,747,000	13	\$14,252,000

Disclaimer: Information is pulled directly from the MLS. New construction or numbers not reported to the MLS within the date range listed are not included. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. *Chicago Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by the MLS. Data is based on Chicago proper only and may not match the agent's exact year-to-date volume.

**WHERE YOU'LL FEEL
THE DIFFERENCE**


We'll help you close the deal while keeping your business on track with our tax and consulting services.

REAL ESTATE
BUSINESS SERVICES
ESTATE PLANNING
ELDER LAW
INCOME TAX
PREPARATION

DYNIA LAW

dynialaw.com • 773-427-1900
al@dynialaw.com

710 W. Higgins Rd., Ste. 103
Park Ridge, IL 60068



TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Emily	Smart Lemire	7	\$4,620,700	6	\$9,582,506	13	\$14,203,206
152	Steve	Dombar	3	\$1,512,950	24.5	\$12,676,350	27.5	\$14,189,300
153	Prashanth	Mahakali	10	\$10,506,500	7	\$3,675,000	17	\$14,181,500
154	Barbara	O'Connor	17	\$9,025,362	15.5	\$5,138,400	32.5	\$14,163,762
155	Patricia	Young	10.5	\$7,566,250	6.5	\$6,382,000	17	\$13,948,250
156	Mariah	Dell	13	\$7,022,500	8	\$6,873,500	21	\$13,896,000
157	Richard	Kasper	15	\$9,580,825	11	\$4,307,900	26	\$13,888,725
158	Janelle	Dennis	15	\$7,629,300	8	\$6,257,000	23	\$13,886,300
159	Benjamin	Lissner	4	\$1,494,250	29	\$12,384,400	33	\$13,878,650
160	Amy	Duong	7	\$5,085,750	15	\$8,755,500	22	\$13,841,250
161	Joy	Larkin	6.5	\$10,031,400	2.5	\$3,809,000	9	\$13,840,400
162	Dominic	Irpino	20	\$7,881,300	11	\$5,932,000	31	\$13,813,300
163	Melissa	Vasic	9	\$5,918,000	13	\$7,885,400	22	\$13,803,400
164	Nicole	Flores	17	\$10,053,300	6	\$3,737,000	23	\$13,790,300
165	Brady	Miller	17	\$4,508,200	22	\$9,186,500	39	\$13,694,700
166	Lawrence	Dunning	12	\$7,907,500	9	\$5,657,000	21	\$13,564,500
167	Robin	Phelps	10.5	\$5,413,180	11	\$8,149,800	21.5	\$13,562,980
168	Nathan	Binkley	9	\$5,690,000	7	\$7,871,400	16	\$13,561,400
169	Ryan	Gossett	10.5	\$5,898,750	10	\$7,648,925	20.5	\$13,547,675
170	Lucas	Blahnik	6.5	\$5,008,500	12.5	\$8,537,055	19	\$13,545,555
171	Ken	Jungwirth	14	\$7,971,500	12	\$5,495,000	26	\$13,466,500
172	Elizabeth	Lothamer	11	\$6,499,156	13	\$6,916,817	24	\$13,415,972
173	Stephanie	Maloney	8	\$7,464,000	5	\$5,880,000	13	\$13,344,000
174	Kaylin	Goldstein	9.5	\$5,179,800	11	\$8,161,900	20.5	\$13,341,700
175	Niles	Patel	6.5	\$10,812,500	1	\$2,520,000	7.5	\$13,332,500
176	Kate	Gaffey	3	\$848,000	27	\$12,407,400	30	\$13,255,400
177	Mark	Icuss	7	\$4,501,500	11	\$8,637,500	18	\$13,139,000
178	Christopher	Pertile	10	\$10,432,900	3	\$2,671,000	13	\$13,103,900
179	Marzena	Frausto	2	\$865,000	30	\$12,217,299	32	\$13,082,299
180	Frank	Montro	43	\$9,574,476	15.5	\$3,452,990	58.5	\$13,027,466
181	Jennifer	Romolo	2.5	\$1,482,500	24	\$11,530,899	26.5	\$13,013,399
182	Kathryn	Schrage	26	\$11,848,700	1	\$1,115,000	27	\$12,963,700
183	Armando	Chacon	14.5	\$10,505,299	3	\$2,444,000	17.5	\$12,949,299
184	Tiffany	Meyers	5	\$2,407,500	23	\$10,537,050	28	\$12,944,550

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Nick	Libert	9	\$6,480,350	9	\$6,431,000	18	\$12,911,350
186	Sarah	Maxwell	7	\$4,982,000	8	\$7,914,100	15	\$12,896,100
187	Cara	Buffa	13	\$8,717,000	6	\$4,112,500	19	\$12,829,500
188	Bruce	Glazer	10.5	\$4,085,000	13	\$8,741,400	23.5	\$12,826,400
189	Greg	Whelan	4	\$2,060,000	19	\$10,757,250	23	\$12,817,250
190	Gabrielle	Cavalier	4.5	\$12,812,500	0	\$0	4.5	\$12,812,500
191	Kevin	Wood	2	\$5,937,417	2	\$6,850,000	4	\$12,787,417
192	Joshua	Weinberg	17	\$12,781,950	0	\$0	17	\$12,781,950
193	Jeffrey	Herbert	8	\$3,789,000	11	\$8,947,233	19	\$12,736,233
194	Beata	Gaska	9.5	\$6,950,300	9	\$5,720,000	18.5	\$12,670,300
195	Helaine	Cohen	2.5	\$2,944,950	13.5	\$9,713,500	16	\$12,658,450
196	Barbara	Proctor	7.5	\$12,004,000	1	\$635,000	8.5	\$12,639,000
197	Matthew	Engle	11	\$4,220,300	16	\$8,292,200	27	\$12,512,500
198	Tyler	Stallings	10	\$4,778,500	11	\$7,717,900	21	\$12,496,400
199	Carol	Collins	7.5	\$4,051,500	8	\$8,384,800	15.5	\$12,436,300
200	Stephen	Hnatow	7.5	\$5,352,500	10	\$7,082,500	17.5	\$12,435,000

Disclaimer: Information is pulled directly from the MLS. New construction or numbers not reported to the MLS within the date range listed are not included. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. *Chicago Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by the MLS. Data is based on Chicago proper only and may not match the agent's exact year-to-date volume.

PRESTIGE
REAL ESTATE IMAGES

CALL OR TEXT: 773-540-9556

LISTING VIDEO | LISTING PHOTOGRAPHY | MATTERPORT 3D | FLOOR PLANS

TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Deborah	Hess	7	\$4,945,350	18	\$7,476,500	25	\$12,421,850
202	Janice	Smith	2	\$6,485,000	2	\$5,875,000	4	\$12,360,000
203	Brant	Booker	7	\$4,159,000	5	\$8,170,000	12	\$12,329,000
204	Nicole	Hajdu	11	\$4,417,400	18	\$7,880,900	29	\$12,298,300
205	Ronda	Fish	7	\$5,874,850	7	\$6,365,500	14	\$12,240,350
206	Scott	Newman	14.5	\$5,920,250	12	\$6,310,900	26.5	\$12,231,150
207	Steven	Powers	13	\$9,902,500	4	\$2,200,000	17	\$12,102,500
208	Mark	Kowalik	10	\$4,448,400	10	\$7,609,500	20	\$12,057,900
209	Susan	Kanter	10	\$5,379,000	12	\$6,588,200	22	\$11,967,200
210	Elizabeth	August	8	\$4,489,000	5	\$7,471,500	13	\$11,960,500
211	Pasquale	Recchia	12	\$5,111,500	10	\$6,711,000	22	\$11,822,500
212	Steve	Otwell	23	\$8,335,500	5	\$3,477,900	28	\$11,813,400
213	Juana	Honeycutt	5.5	\$3,395,750	11	\$8,412,700	16.5	\$11,808,450
214	Robert	Yoshimura	9	\$4,848,000	14	\$6,872,000	23	\$11,720,000
215	Jacob	Reiner	0	\$0	18	\$11,713,937	18	\$11,713,937
216	Laura	Topp	7.5	\$4,536,144	8.5	\$7,117,000	16	\$11,653,144
217	Nancy	Hotchkiss	11.5	\$7,060,500	5	\$4,553,000	16.5	\$11,613,500
218	Lyn	Harvie	9	\$3,576,000	12	\$8,020,400	21	\$11,596,400
219	Daniel	Csuk	15.5	\$6,100,999	9	\$5,482,000	24.5	\$11,582,999
220	Kelly	Angelopoulos	13	\$7,537,500	5.5	\$4,040,000	18.5	\$11,577,500
221	James	Streff	13	\$5,847,500	14.5	\$5,715,500	27.5	\$11,563,000
222	Ted	Kuhlmann	17.5	\$7,685,300	8	\$3,869,000	25.5	\$11,554,300
223	Luminita	Ispas	7	\$2,838,400	18	\$8,685,800	25	\$11,524,200
224	Brian	Pistorius	8.5	\$6,369,150	6	\$5,150,965	14.5	\$11,520,115
225	Scott	Stavish	11.5	\$6,750,858	9	\$4,761,818	20.5	\$11,512,676
226	Greg	Nagel	10.5	\$7,633,000	7	\$3,877,000	17.5	\$11,510,000
227	John	O'Neill	6	\$6,250,000	1	\$5,250,000	7	\$11,500,000
228	John	Lyons	13.5	\$4,816,500	14.5	\$6,678,500	28	\$11,495,000
229	Diana	Bzdyk	11	\$5,435,208	6	\$5,972,000	17	\$11,407,208
230	Joe	Zimmerman	15.5	\$7,416,450	5.5	\$3,944,750	21	\$11,361,200
231	Susan	Nice	11	\$7,391,900	3	\$3,960,000	14	\$11,351,900
232	Chris	Gomes	3.5	\$2,301,500	12	\$9,024,138	15.5	\$11,325,638
233	Ian	Schwartz	14	\$8,879,350	4	\$2,417,000	18	\$11,296,350
234	John	Vossoughi	5	\$3,753,500	7	\$7,535,000	12	\$11,288,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Julie	Chesne	13	\$4,904,000	15	\$6,307,900	28	\$11,211,900
236	Crystal	Riley	11	\$8,118,500	3	\$3,055,000	14	\$11,173,500
237	Janet	Owen	2.5	\$10,470,000	1	\$630,000	3.5	\$11,100,000
238	Cindy	Weinreb	7	\$2,614,900	16	\$8,478,000	23	\$11,092,900
239	Kevin	Bigoness	10	\$6,697,000	6	\$4,359,000	16	\$11,056,000
240	Matt	Mercer	5	\$1,710,000	10	\$9,334,000	15	\$11,044,000
241	Christie	Ascione	5	\$4,153,500	5	\$6,883,250	10	\$11,036,750
242	Olivia	Carlson	10.5	\$7,040,430	5.5	\$3,956,000	16	\$10,996,430
243	Kristin	Gonnella	5.5	\$2,776,000	15	\$8,205,900	20.5	\$10,981,900
244	Brett	Boudart	0	\$0	20	\$10,947,050	20	\$10,947,050
245	Nathan	Freeborn	2	\$1,140,000	4	\$9,753,000	6	\$10,893,000
246	Heather	Hillebrand	5.5	\$2,914,500	7	\$7,977,500	12.5	\$10,892,000
247	Jennifer	Gordon	8	\$6,660,011	5	\$4,218,000	13	\$10,878,011
248	Elizabeth	Lassner	7	\$3,800,000	10	\$7,060,000	17	\$10,860,000
249	Steven	Jurgens	5	\$5,181,000	3	\$5,604,722	8	\$10,785,722
250	Giancarlo	Bargioni	10	\$6,395,000	7	\$4,389,500	17	\$10,784,500

Disclaimer: Information is pulled directly from the MLS. New construction or numbers not reported to the MLS within the date range listed are not included. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. *Chicago Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by the MLS. Data is based on Chicago proper only and may not match the agent's exact year-to-date volume.

“Clearly these gentlemen take pride in what they do.”

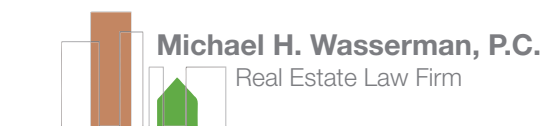
~ Rachel, first-time buyer



Michael Wasserman
michael@mhwasserman.com



mhwasserman.com/reviews



John Aylesworth
john@mhwasserman.com

BUILDING RELATIONSHIPS & CLOSING DEALS WITH *Emma Butler*

Exceptional Communication, No Surprises



Emma Butler of The Butler Group is a Sr VP of Mortgage Lending at Neighborhood Loans. Since joining the industry in 2005, Emma has become a respected member of the Residential Mortgage Lending community. Her commitment to ensure the best interests of her clients and those who seek her unbiased consultation is her top priority.

Emma prides herself on her creative ability to service various clients from Self-Employed, First Time Buyers, those looking for Jumbo, Multi-Unit financing structures and Investors looking to grow their Real Estate Portfolio.

Partner with The Butler Group and let's Grow Our Business Together!

Emma Butler

M: 312.208.3987

V.P. of Mortgage Lending | NMLS# 223759

Emma.Butler@Neighborhoodloans.com



Neighborhood Loans, 1333 Butterfield Rd, Suite 500, General Green, IL 60515 | 800.207.8839 Neighborhood Loans is an Equal Housing Lender. Licensed by the Department of Financial Protection and Insurance under the California Residential Mortgage Lending Act. Neighborhood Loans is an approved FHA lender. Not an agency of the federal government. All loans are subject to credit approval. Programs, rates, terms, and conditions are subject to change without notice. Other restrictions apply. Licensed by the Illinois Department of Financial & Professional Regulation, Company #013422662, IL-MS-G-000002, California 002 Lic#Reg #112860-118975

OUR PASSION
"Positively Impacting Lives"

OUR NICHE
"Building partnerships through transparency"

OUR CORE VALUES

- Growth Mindset
- Transparent
- Above and Beyond
- Process Driven
- Compassionate
- Humble
- Integrity
- Loyal
- Dedicated

neighborhood loans
Your Neighborhood Lender

ABC TOKENS

#CRE INVESTING FOR THE DIGITAL WORLD
A marketplace for property owners and investors



www.abctokens.com



Full Bars Media offers uncompromising image *quality* for brands that seek *measurable* ROI from their real estate media.

"Quality Is The Best Business Plan"

- John Lasseter, Pixar



Rafael Murillo

Real Estate Agent | Compass

"The Full Bars team have not only elevated my personal brand, but are winning me more listings. They're hands down the best cinematic video production company out there."



Stephanie Spenner

Real Estate Agent | Compass

"With over 150 renter clients generated through our video content, I can safely say it's been a success. They really help your vision come to life with a simple explanation of your idea."



OFFERING:

- Cinematography • Aerial Drone
- 3D tours • 3D Renders • Websites
- Marketing Videos • Photography



SCAN ME

RAISE THE BAR WITH US

Schedule a **FREE** 15 minute consultation with a creative producer