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## Jon Cohen

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James Butz

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# MEET THE SOUTH JERSEY REAL PRODUCERS TEAM



**Keenan Andersen**  
*Owner / Publisher*



**Theo Robinson**  
*T3 Studios*



**Chris Kellyman**  
*Kellyman Real Estate Photography*



**Allison Parker**  
*Writer*



**Chris Pirone**  
*Steady Focus Productions*



**Heather Pluard**  
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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [Keenan.Andersen@realproducersmag.com](mailto:Keenan.Andersen@realproducersmag.com).

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# FAQ

## ABOUT THIS MAGAZINE

*Real Producers* magazine started in Indianapolis in 2015 and is now in over 100 markets across the nation and spreading rapidly. *South Jersey Real Producers* launched in April 2021. Name a large city and we are there or will be soon!

In every market, we take the Top 500 agents, based off of the MLS production, and we build an exclusive magazine around those agents. We share their stories, successes, market trends, upcoming events — really, anything that will connect, inform and inspire, we put in the monthly publication.

We strive to inform and inspire the top producing real estate agents in the local market and connect them socially. The secondary focus is to provide an avenue for our affiliate partners to create relationships with these top performers on a level that they might not be able to achieve on their own.

### Q: WHO RECEIVES South Jersey REAL PRODUCERS MAGAZINE?

**A:** The top 500 agents in South Jersey. We pull the MLS numbers (by volume) from in the South Jersey area: Camden, Gloucester, Burlington and Salem Counties. Approximately 15,000 agents are licensed in this territory. We cut the list off at #500, and the distribution was born. The 2020 Top 500 cutoff is \$4.5 million. The list will reset at the end of every year and will continue to update annually.

### Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

**A:** It's really simple — every feature you see has first been nominated. You can nominate other REALTORS®, affiliates, brokers, owners, or even yourself! Office leaders can also nominate REALTORS®. We will consider anyone brought to our attention who is in the Top 500 because we don't know everyone's story, so we need your help to learn about them.

A nomination currently looks like this: You email us at Keenan.andersen@realproducersmag.com with the subject line, "Nomination: (Name of Nominee)." Please explain why you are nominating them to be featured. It could be they have an amazing story that needs to be told — perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way, etc. The next step is an interview with us to ensure it's a good fit. If it all works out, then we put the wheels in motion for our writer to conduct an interview to write the article and for our photographers to schedule a photoshoot.

### Q: WHAT DOES IT COST A REALTOR® /TEAM TO BE FEATURED?

**A:** Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! We are not a pay-to-play model. We share real stories of real producers.

### Q: WHO ARE THE PREFERRED PARTNERS?

**A:** Anyone listed as a "preferred partner" in the front of the magazine is a part of this community. They will have an ad in every issue of the magazine, attend our quarterly events, and be a part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One of many of the top agents has recommended every single preferred partner you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our goal is to create a powerhouse network, not only for the best REALTORS® in the area but the best affiliates, as well, so we can grow stronger together.

### Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

**A:** If you know and want to recommend a local business that works with top REALTORS®, please email us to let us know at Keenan.andersen@realproducersmag.com.

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*Working Side by Side with REALTORS®,*

# JAMES BUTZ

*of Envoy Mortgages Delivers the American Dream of Homeownership*

**AT ENVOY MORTGAGE**



preferred partner   
spotlight

Written by Allison Parker  
Photography by T3 Studios

**T**eam player. Dream fulfiller. Mortgage expert.

James Butz is not just your average, run-of-the-mill mortgage professional. As a licensed loan officer and branch manager for Envoy Mortgage in Voorhees, NJ, James is a vibrant and interactive player in the real estate industry. Joining forces with real estate agents, James takes clients from renters to homeowners — making dreams a reality.

Initially from Laurel Springs, NJ, James entered the mortgage industry in 2002. Prior to mortgage lending, James worked face to face with customers in retail for home-related items such as furniture. He knew he had a calling for sales, but he knew and desired to sell a bigger ticket item. He wanted to represent

something to his clients that would come with more mental satisfaction when the transaction was complete.

James found his calling and entered the mortgage industry.

At Envoy Mortgage, James leads a team that executes successful real estate flip transactions and has experience with purchase transactions, renovation and managing residential real estate rental properties. James can fulfill lending needs for whatever project is in a client's pipeline.

See a property. Love a property. Need financing? Call James. Partnering with REALTORS® is one of the ways that he can leverage his talents to help the clients and the REALTORS® fulfill their purchase visions.

Financing is the critical component that can “make or break” real estate plans, whether it be a first-time home purchase, move up or move down, or a “flip” project or home renovation.

REALTORS® can trust James and his team at Envoy to evaluate and service the clients promptly and with the best possible products to meet their financing needs. There are not many situations that James has not already encountered, and he loves to share his experience to help others attain the American dream of homeownership. Although he specializes in first-time homebuyers, he can assist in basically any real estate transaction possible. He knows the licensing process can be difficult at times, but he and his team work hard to keep current on the latest licensing procedures and updates so all I's are dotted and T's crossed.







**“SUCCESS IS FREEDOM. FREEDOM TO DO WHAT YOU WANT, PROVIDE FOR WHAT YOUR FAMILY NEEDS AND THE FREEDOM TO CHASE YOUR DREAMS.”**

...

Envoy Mortgage focuses on three credos:

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**EXCELLENCE IN EVERYTHING**  
We go above and beyond, never settling for anything but the best. We give our all because we know what's at stake – homeownership. James is also a father of three and is a lifelong resident of South Jersey. He was born and raised in Laurel Spring, but moved to Franklin Township in 2004.

James has a passion for working with his clients and REALTORS® clients with a fervor in even extreme cases. There's nothing that dissuades James, as he noted, "I enjoy the hard ones."

Too many people in my industry focus on the low-hanging fruit. I want to get the person in a home that never thought it could happen. I love seeing the keys get handed over to someone who thought the 'American dream of owning a home' would never come true for them."

In that regard, he earns his business through hard work and values referrals from his REALTOR® partners and clients.

"I take the word 'partner' seriously. If at the end of the year, a REALTOR® doesn't look at their 1099 and know they earned more because of our partnership, I failed as a business partner."

James added, "I understand they put their name on the line when they refer someone to us."

Community is key to James keeping pulse with his friends and neighbors. He is active in an event called Second Saturday. As a group, they volunteer once a month. For James, it's team building for a great cause and the perfect opportunity to give back.

When not working with REALTORS® and clients, James loves spending time with his family. He has a combined family; he has three children, and his wife has three children. His oldest daughter has an 18-month-old while James and his wife are expecting their first child together. Family fun is all about hanging out and fooling around, swimming in the pool and going to Top Golf. James also loves burning off energy playing Dek Hockey.

When asked about success, James shared, "Success is freedom. Freedom to do what you want, provide for what your family needs and the freedom to chase your dreams. Working with my mortgage clients and REALTOR® partners allows me to fulfill my dreams as well as help others. As someone in recovery, I want to be known as someone who reached out to the hopeless to restore some hope in their life. One of the greatest gifts you can give someone is hope when they truly don't have any."

**To reach James Butz, contact him at 856-571-1857. Or visit <https://www.envoymortgage.com/loan-officer/jim-butz-voorhees-nj>**



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# The Gateway PROFILE

## BRADLEY ZERBE

### HOMETOWN:

Mount Holly, New Jersey

### EXPERIENCE IN THE MORTGAGE INDUSTRY:

26 years

### BEST ADVICE I'VE RECEIVED:

Success is measured not so much by the position that one has reached in life, but by the obstacles that one has overcome while trying to succeed.

### MOST SATISFYING PART OF WORKING WITH CLIENTS:

I enjoy assisting clients, who never thought that they could purchase a home, attain that goal of home ownership. It's so rewarding.

### HOW I'M DIFFERENT FROM OTHER LOAN OFFICERS:

I'm old school. I meet with as many clients face to face as possible to create bonds and clients for life.

### LAST BOOK I READ:

*The Purpose Driven Life* by Rick Warren

### CONTACT INFORMATION:

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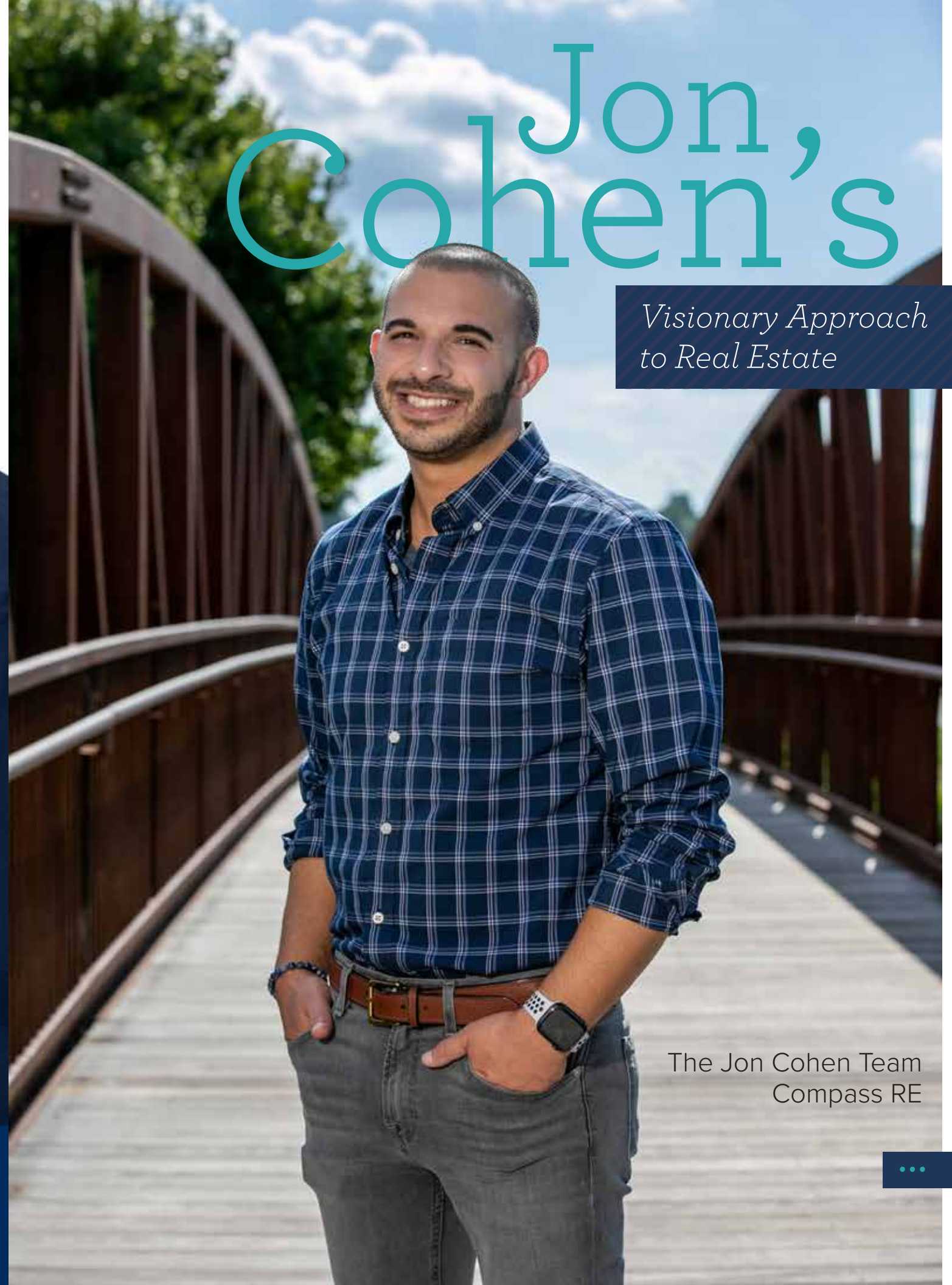
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# Jon, Cohen's

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The Jon Cohen Team  
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## ▶▶ top producer cover story

Written by Allison Parker  
Photos by Kellyman Real Estate Photography

# “Imagine the Possibilities...”

Industry thought leader. Community oriented. Collaborative.

Jon Cohen is all these things and more. He is a team leader, an entrepreneur, a husband, a father, and a coach.

People spend most of their lives within their homes — it’s one of the most important and most expensive purchases in their lives. Making a house into a home and maximizing its value is a vision that Jon Cohen has cultivated through his career with his customers.

With over 10 years of experience in the home improvement field, Jon was an expert at helping clients with flooring, windows, window treatments, front doors, garage doors, roofing, siding, and kitchens — all the hot spots that seem to need love from homeowners. He garnered a lot of trust from clients and moved up in his career through sales, training, and management.

All of Jon’s experiences allowed a seamless transition into real estate; Jon knew from the start where he wanted to end up in his career. Initially, he started as an agent with Noah Ostroff’s team in Philadelphia. Jon credits Noah with shaping the path for his career and beginning the path to his success in helping clients in Pennsylvania and New Jersey.

Jon’s transition into real estate was a positive one. Within nine years, Jon has made quite the name for himself. A career

volume of \$195 million with a 2021 volume of 40 million is nothing to shake a stick at. His earnest efforts and customer focus have earned him many accolades. He has been recognized with the Five Star Professional Award 2018-2022, being a part of the South Jersey TOP Real Estate Professionals, earning the NJ REALTORS® Circle of Excellence Award® 2014-2021 as well as noted as Philadelphia Magazine TOP Real Estate Producers 2020-2022 and achieving the Nexus REALTOR® of the Year 2020.

“I’m very passionate about helping people with the biggest and most important financial decisions in their lives. I love seeing my clients raise their families in the homes I helped them buy.”

When asked what his biggest challenge was in transitioning into real estate, Jon reflected, “Wanting to do everything myself. As soon as I started building a team and hired Amy Moore, our Director of Operations, we were able to help so many more families find their dream homes.”

“  
I’m very passionate about helping people with the biggest and most important financial decisions in their lives. I love seeing my clients raise their families in the homes I helped them buy.”

Jon’s leadership has resulted in a bustling team of real estate experts at Compass RE. The team works well together in their common mission to help their clients. Everyone brings their “A” game to the table. The team includes Amanda Brickner, Michael Caruso, Nicole Cohen (joining the team for legal consultation in addition to



her full-time law career), Michele Donio, Connie Jiang, Jamie Klein, Ben Landsburg, Amy Moore (Director of Operations), Jordan Myers, Nikki Parson, Victoria Ray, Bree Tomar, and Julie Anne Twomey. It's a fabulously talented and customer-focused group!

Jon's heart is in the community with his customers. A native of Cherry Hill, NJ, Jon currently resides there with his wife, Nicole, and their four daughters, Julie Cohen, 13, Devin Cohen, 10, Dana Cohen, 7, and Drew Cohen, 4. The couple met in their freshman year of high school with Jon graduated from Cherry Hill West and Nicole from Cherry Hill East. Jon loves coaching his daughter, Devin's softball team.

Jon shared, "Community involvement is the most important way to build and support your business. I want to be remembered for improving the lives and education of hundreds of thousands of Cherry Hill students and teachers."

Jon is the newly elected President of the Cherry Hill Education Foundation. The foundation supports over 11,000 Cherry Hill Students and has raised over \$1.3 million. The majority of the funds raised are used to fund innovative grant requests from teachers throughout the 19 Cherry Hill Schools. Teachers submit grant applications for items they would love to have in their classrooms that the school budget isn't able to cover.

A fundraiser near and dear to his heart is the "Dancing with the Cherry Hill Stars." He has a hidden talent in dance and has danced in this show since 2016. He's also a three-time returning champion! He credits his success to his past involvement with the theater and music programs at his high school along with the talents of his dance partner, Lisa Silver.

Whether vacationing with the family at the Jersey Shore, helping the community with educational efforts, or being a visionary assisting clients to see the possibilities in the real estate market, Jon Cohen is truly a neighbor and professional that gives his heart to all his endeavors.

To reach Jon Cohen, please contact him at  
The Jon Cohen Team at COMPASS RE  
cell: 856-669-1424  
email: jon@joncohenteam.com



“Community involvement is the most important way to build and support your business. I want to be remembered for improving the lives and education of hundreds of thousands of Cherry Hill students and teachers.”







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healthy living   
By Sue Kidd and Shauna Osborne

## LIVING & LOVING THE MEDITERRANEAN DIET

Goodbye, unhealthy habits, and hello to making redeeming nutritional choices. According to U.S. News and World Report's team of expert panelists, the Mediterranean diet is the top diet for Americans in terms of health benefits, ease, and weight-loss potential. Let's delve more into the details of this nourishing diet.

The Mediterranean diet pyramid is an excellent place to start. The pyramid features fruits, vegetables, whole grains, beans, nuts, legumes and seeds, herbs and spices, and olive oil as the foundational elements upon which every meal should be built. Beyond those key ingredients, fish and seafood should be consumed at least twice weekly and poultry, eggs, cheese, and yogurt in moderation. Save sweets, white rice and pasta, butter, and red meat for special occasions. Feel free to enjoy a glass or two of quality red wine daily, as long as your doctor is on board;

moderate wine drinking can increase longevity and reduce the risk of cardiovascular disease.

Most importantly, the Mediterranean diet is about more than just food; it's a lifestyle, a mindset shift. Beyond healthy eating, it encourages people to be more active every day and to enjoy food to its fullest in the company of friends and family. Taking time to savor meals allows you to appreciate your food and its flavors and origins deeply and tune in to the body's fullness cues.

With noteworthy health benefits like increased lifespan, improved brain function, decreased risk of obesity, heart disease, and diabetes, lower blood pressure and LDL cholesterol, and better fertility — not to mention, more flavorful and satisfying meals — adopting Mediterranean diet principles can offer quite a payoff!



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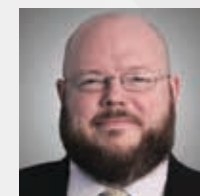
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