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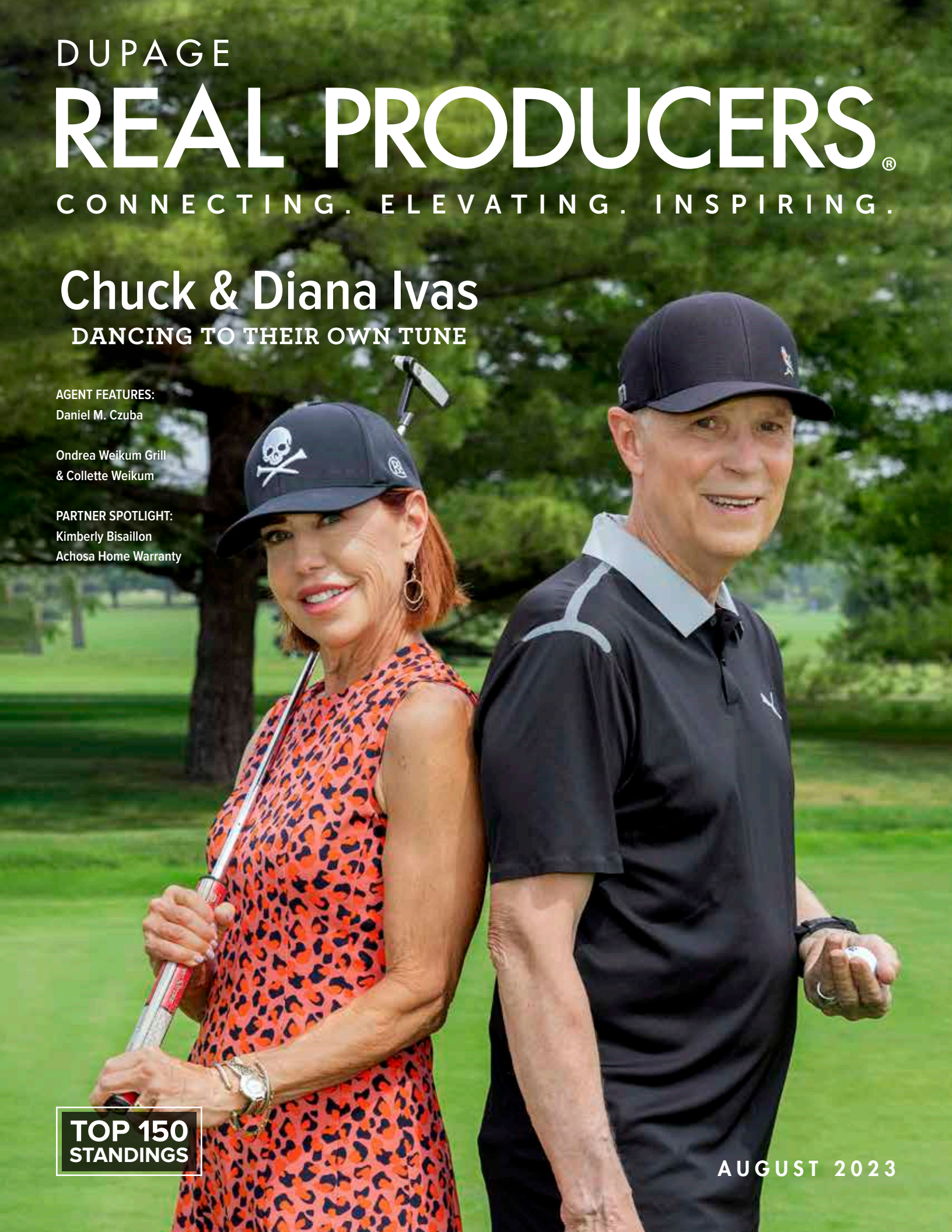
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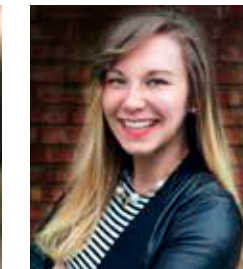
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This summer has already flown by. I realize that we only have a few weeks left, but there are so many things in my mind that I wanted to complete which haven't been accomplished yet. The emails I need to catch up on, spending quality one-on-one time with each of my kids, being intentional about dating my wife, hiring and training a new staff member, all swirl in my head simultaneously. I have the propensity to dwell on the things that didn't get checked off the list in my brain.

The truth is that there is no amount of time that will satisfy the infinite quantity and unwanted flow of ideas that "need" to be implemented. I have had to retrain my brain to be proud and give honor to the things we have done and to also remember the quote I once read, "rest is

productive." It takes intentionality to believe and live out that statement. I hope these words are an encouragement to slow down and take time to rest even among the endless to-do list. I'm looking forward to reconnecting with everyone at our fall event in a couple of months!



**Andy Burton**

Publisher

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# 5



business article

By Amy Robey

## STEPS TO GROW YOUR REAL ESTATE BUSINESS



While the last few years have produced a frenzied real estate market, things seem to be starting to balance out again and many REALTORS® are starting to think about how they can intentionally grow their business. While word-of-mouth and client referrals are second to none, they do not always consistently produce new business. If you are looking to grow your business, there are some steps you can take today to get started.

### 1. Set a vision for your real estate business:

Start by setting a vision for your real estate business. In his book *The Dan Sullivan Question: Ask It and Transform Anyone's Future*, Sullivan poses a strategic question that's worth every REALTOR® answering:

If we were having this discussion three years from today, and you were to look back over those three years, what has to have happened in your life, both personally and professionally, for you to feel happy with your progress? (2009, 11)

Taking some time to think through the answer to this question will help you determine your personal and professional desires over the next several years. For example, are you hoping to spend more time with your family? Do you have your sights set on tripling your real estate business's revenue? Are you hoping to hire support staff?

Your vision for the next three years can then shape how you move forward with your business growth strategy. For example, if you are looking for more work-life balance, you may actually make decisions to scale some areas of your business back. If you are looking to produce more revenue, you may need to invest more in

your brand and marketing materials, and maybe even in building out your team.

### 2. Define your niche:

Once you have a vision for your business, it can be helpful to define your niche or expertise within the real estate market. Defining your niche can help you grow your business because it will allow you to build your brand and marketing materials in ways that attract more "right-fit" clients. Do you specialize in high-end, luxury home sales, for example? Then maybe focus your marketing and PR efforts toward the luxury magazine publication in the area where you do most of your work.

### 3. Conduct a landscape assessment:

Many REALTORS® start out by taking almost any business that comes their way, which is important for gaining experience, but once you define your

niche as an agent, you can begin to assess the landscape and understand your competition. Understanding your competition ultimately helps you to differentiate and dominate.

Identify three to five top competitors in your niche and review their websites, social media accounts, reviews, and any other publicly available information. Then, determine the ways your business is similar to or different from theirs. Use this information to develop a positioning statement that differentiates your real estate business from the others in your competitive set.

Here's a way to do that. Just fill in the blanks.

[YOUR REAL ESTATE BUSINESS'S NAME ] is the [YOUR REALTOR/BROKERAGE] in [YOUR CITY/AREA] best positioned to \_\_\_\_\_.

That's because only [YOUR REAL ESTATE BUSINESS'S NAME] provides [or serves, knows, executes, etc.,] \_\_\_\_\_.

Once you know your positioning, you can use it to formulate the basis of your sales pitch, website content, and other marketing materials that will be used to support the growth of your business.

### 4. Set revenue goals and build a prospecting list and pipeline:

Hoping more business will come is not a strategy. It's important to intentionally set annual revenue goals and create a profit and loss statement to help track your progress toward those goals. It is a good practice to check in on your profit and loss statement at least monthly. Depending on how your year is going, you can use this information to ramp up your marketing, prospecting, and

other business-generating activities in pursuit of your goals. Additionally, maintaining an active prospecting list—or using a contact management system to do so—is important, as it will help you reach out and engage with potential clients on a regular basis.

### 5. Invest in systems to support your business's growth:

There is so much technology and so many systems available now to support the growth of real estate businesses. For those looking to grow, it's worth researching and investing in some of them. For example, you may consider adding an accounting system to better manage your business's bookkeeping, a contact management system to track your prospects and pipeline, as well as email and social media automation tools to help you engage past, current, and potential clients and maintain a brand presence even when you are not in the office.

These are five simple steps you can take to start thinking about and intentionally grow your brokerage. Good luck!

### About the Author:

Amy Robey is Vice President of Marketing & Communications for Mainstreet Organization of REALTORS®. Mainstreet Organization of REALTORS® is a professional membership association located in Downers Grove, IL that serves more than 20,000 REALTORS® in DuPage, Lake, and Western and Southern Suburban Cook County. Mainstreet is the largest local REALTOR® member organization in Illinois and the seventh largest in the nation.

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# ONDREA WEIKUM GRILL & COLLETTE WEIKUM

## Positive Perspective

### ► agent feature

By **Lauren Young**  
Photos by **KDE Photography**

“Everyone in business has two sides: the professional and the personal,” says Ondrea Weikum Grill of RE/MAX Professionals Select in Naperville. “I love being a strong, accomplished businesswoman, but I also love the other side of me which is a wife, mother, daughter, and friend.”

Ondrea is also a business partner with her mother, Collette Weikum, who has been a successful REALTOR® since 1994. After graduating from District 204, Ondrea attended Purdue University where she studied law and society and sales management. During her college years, she would work with Collette over the summer months.

“I used to put together mailers for her, run her errands for listings, pick up

and drop off papers at the office, make copies—just helping out Mom,” says Ondrea. “Clearly, those summers turned into a lifelong passion.”

As her mom’s helper, Ondrea witnessed Collette’s deft ability at balancing working hard on her business while also being present for her family. Ondrea’s father was also a small business owner. He operated his own landscaping company. Over the years, Ondrea grew to respect each parent’s entrepreneurial mindset and family-first focus.

“I loved that she was a hardworking mother who was always present for family, sporting, and school events,” says Ondrea. “If we were ever sick she was always there for us. Her career allowed her to be flexible with her family schedule and that is one thing that really attracted me to this [career] path.”

After fifteen years as a REALTOR®, Ondrea has faced her share of challenges, including the regular ups and downs of changing markets and buyer preferences. Her network of past customers and repeat business saw her through the tough times.

“Any broker who lived through the 2006–2009 years and survived to tell the tale would say ‘enough said,’” she adds of validating having the grit and talent needed to overcome serious career obstacles. “It’s a roller coaster no matter how successful or seasoned you are. Referrals, referrals, referrals is the name of the game, and it is an area where you have to stay active and out in front.”



Ondrea  
Weikum  
Grill



Collette  
Weikum



Thankfully, she has always been able to depend on Collette’s expertise too. In their many years of partnering together, the two have found the sweet spot where their abilities and passions combine. Collette contributes her “seen it all” calmness and winsome personality. Ondrea brings her love of sales and people.

“We know each other so well that we play to each other’s strengths,” affirms Ondrea. “Collette is very smart and knows the business well. Plus, it’s wonderful working with a family member because you can trust them completely, and you know you are always on the same page.”

“Ondrea is a great negotiator, and I appreciate always having someone I can count on,” adds Collette. “I looked up to my parents who taught me to work hard, and I wanted to provide the same good example for my children.”

Aside from real estate, Ondrea and Collette share a passion for giving back to the community. Together, they hold an annual toy drive for Comer Children's Hospital in Chicago. This year will be their nineteenth year. Much is in honor of Collette's son and Ondrea's brother, Eric, who spent six years visiting the hospital, many times over the holidays. He passed away at the age of twenty-four when Ondrea was also in her early twenties.

"We collect toys for six weeks and bring them to the hospital so they [the staff] can give the toys to the patients and their siblings," says Ondrea. "It is near and dear to my heart because of my brother. During his visits over the holidays, we would see all the kids that were so worried about Santa not being able to deliver presents to them because they were not at home. Since the year Eric died, we have been collecting toys to make sure that the kids always have gifts."

**"IT'S WONDERFUL WORKING WITH A FAMILY MEMBER BECAUSE YOU CAN TRUST THEM COMPLETELY, AND YOU KNOW YOU ARE ALWAYS ON THE SAME PAGE."**

— ONDREA

Their experiences with Eric help them keep the everyday challenges of the business in perspective. It also influences their positive approach to serving clients and working with other partners.

"'Things are not that bad. It can always be worse,' is an imperative to keep in mind in life and business," says Ondrea. "Your clients might become referrals and you will run into the same agents over and over, so treat everyone how you would want to be treated."

Looking to the future, Ondrea and Collette aim to grow their business by expanding their network in the western suburbs and take on more referrals. States Ondrea: "We are never too busy for referrals and the best reward for work well done is the opportunity to do more!"

Ondrea and her husband, Bill, also dream of acquiring land and properties to develop both for rental investments and to flip. Through it all, Ondrea gives credit to her mother for launching her career journey.

"My mother was the catalyst that brought me to where I am today," says Ondrea. "Watching my parents' hard work over the span of my whole life puts into perspective how hard you have to work in order to achieve what you want."



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# KIMBERLY BISAILLON

## WITH ACHOSA HOME WARRANTY

### Providing Peace of Mind

“Never did I ever think I would end up anywhere other than in a classroom teaching young kids,” says Kimberly Bisailon, senior account executive at Achosa Home Warranty. “Throughout my twelve-year home warranty career, I feel that every one of my REALTOR® partners has been a part of my story and growing family, and I love sharing my story with my real estate community.”

Originally from Prospect Heights, Kimberly was an active kid, constantly playing sports in her neighborhood. At age two, she was diagnosed with juvenile rheumatoid arthritis (JRA) and spent much of her childhood in and out of Children’s Memorial Hospital in Chicago. She often had to use crutches and a wheelchair whenever JRA caused flare-ups in her joints. But it didn’t stop her from excelling as a three-sport athlete at Wheeling High School or playing two sports while at college.

“Growing up with JRA taught me a lot of lessons at a very young age,” says Kimberly. “But the biggest one was to never give up!”

At Loras College in Iowa, Kimberly played softball and volleyball while studying to be a kindergarten teacher. During her first year of teaching, she discovered, to her very real surprise, that it wasn’t for her. A friend recommended and encouraged Kimberly to consider an inside sales position at her company, even though Kimberly knew nothing about home warranties.

“I had absolutely no clue what that even meant at the time, but I was in need of a career change and she really talked up the position and the company,” says Kimberly. “I went in for the interview, hit it off with the owner, and was offered the position on the spot.”

As an inside sales rep, she made it her goal to make 80 to 100 cold calls a day. After a few years, she became a supervisor, then moved to an outside sales position. A role she found she loved; she spent four years building relationships with REALTORS® working in northwest Illinois and Chicago’s North Shore. In 2021, she was pulled to Achosa Home Warranty with the promise of giving a better experience to the REALTORS® she’d been working with for years.

“The Achosa founders launched the company with one thing in mind: to make a positive customer claims process,” says Kimberly. “Our goal is to get homeowners’ systems and appliances back up and running in ‘no time.’”



Kim with her family.

“I could not be happier that I made the move to Achos. I am able to provide not only my trusted homeowners with a better customer claims experience, but also the clients of the REALTORS® that I have worked with for years.”

“Achos allows homeowners to use their own licensed service providers, and we pay those providers their full retail rates immediately after the repairs are completed and the homeowner tells us they are satisfied,” Kimberly explains. Parts are

“**OUR GOAL IS TO GET HOMEOWNERS’ SYSTEMS AND APPLIANCES BACK UP AND RUNNING IN ‘NO TIME.’**”



Kimberly with her husband, Kenny.



Kimberly at a Luke Combs Concert with her husband.



Kimberly with her family at her daughter's Pre-K graduation.



Kimberly with her two children.

intentionally sourced locally, so as to keep claim dollars in the local economy and reduce homeowner wait times. All this leads to faster responses, improved communication, trustworthy contractors, and higher quality experiences for homeowners.

“We provide peace of mind and protection against the unexpected failure of the home’s major systems and appliances—we serve as a piggy bank for homeowners,” explains Kimberly. “And I wholeheartedly believe that we are making a positive difference in homeowners’ lives, daily.”

Over her twelve years in her industry, Kimberly has seen all the ups and downs and major changes. But the biggest change she’s experienced is the source of her joy and motivation every single day: five years ago, Kimberly and her husband, Kenny, welcomed their daughter Mckenna into the world, and about sixteen months later, their son, Wesley, was born. The siblings have become an inseparable pair.

“Wesley has recently been diagnosed with Autism,” shares Kimberly. “Mckenna is his biggest fan and cheerleader, and she always makes sure that he is included in play activities, no matter where we are. It melts our hearts that Wesley has such an amazing big sister who is always looking out for him.”

Kimberly has passed along her kinetic energy, which has served her incredibly well in her role in sales, to the kids. With such young and active children, the family keeps a busy lifestyle. “Mckenna always asks, ‘Whose house are we going to for dinner?’ or ‘Who is coming over for dinner?’” says Kimberly. “Our family loves to be on the go!”

Aside from maintaining a full schedule, Kimberly is looking forward to making continual improvements to her already outstanding service. Like in many other areas of real estate, new technology has made a big impact. But Kimberly makes it clear that her clients come first.

“I love talking with clients and educating them on the benefits of a home warranty,” she says. “I also take pride in customizing a plan for them based on budget, the age of the appliances, and coverage. I love what I do.”

To reach Kimberly and to learn more about the services Achos Home Warranty provides its clients, visit their website [www.achosahw.com](http://www.achosahw.com), or call 847-975-6706.

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# Chuck & Diana Ivas

## DANCING TO THEIR OWN TUNE

“As the saying goes, ‘Don’t change a winning game,’” says Diana Ivas, describing her thirty-year business partnership with her husband, Chuck. “We want to keep doing what we are doing now for as long as we can.”

With a total career sales volume topping \$776 million, Diana and Chuck have certainly found a winning formula. In both their cases, real estate supplanted careers in other fields. Diana originally became a REALTOR® in 1988 to supplement her income as a high school teacher, but “the business consumed me,” recalls Diana. “As I progressed as a REALTOR®, I decided to leave teaching to do real estate full-time.”

Before she ended her teaching career, however, Diana took a sabbatical to pursue a master’s of fine arts at the University of Illinois–Champaign. On the weekends, she worked as a dancer at Chicago’s once-famous Sabre Room—a large dinner and dance club known for its entertainment and wedding venues. It featured such greats as Frank Sinatra, Dean Martin, and Liberace. One night after her performances, she asked one of the bartenders, Chuck, to dance.

“I knew Chuck somewhat from chatting at the bar after shows,” Diana says. “Of course, he said yes to dancing and the rest is history. We’ll soon celebrate our forty-seventh anniversary.”





By the early 1990s, as Diana's real estate business was growing fast, Chuck was beginning to consider a fresh professional path. He had spent years as an air traffic controller and as an interior design contractor, but he wanted and needed a change. While he was evaluating different business options to invest in, Diana suggested he join her instead.

"I needed someone I could trust to run the business side," says Diana. "I was making money, but I was also spending a lot of it, foolishly, on lavish advertising."

"My decorating business was taking a downward turn because of not being able to find competent people for the continuation of the business," says Chuck. "Rather than invest in a different business, Diana convinced me to join her in real estate. It has worked out well."

It certainly has.

The pair were initially mentored by another successful husband-and-wife team, Joe and Sharon Falco at RE/MAX in Roselle. During their time at RE/MAX, Diana and Chuck learned the importance of finding and leveraging each other's unique strengths.

"In the beginning stages of our working as a team, it took some effort to understand what duties each person was best suited for," says Diana. "It was a bit of a trial-and-error period at first, to work out the business model that we have adhered to now for years."

They soon found that Diana was skilled at making personal connections, staying in contact with clients, working the front lines, and seeing the big picture. Chuck's background in interior design and contracting made him well-suited for inspection and closing details, and his organizational skills would see to the smooth day-to-day running of the business. Today, the couple is an integral team at Berkshire Hathaway HomeServices Hinsdale, and still, to this day, Diana and Chuck's favorite thing is when they get to show homes to a buyer together.

"Chuck gets to see how I relate to our clients with a meaningful, thoughtful approach, and I get to see how he discusses the mechanics of the house and its finishes with them—both the good and sometimes not-so-good. But





honesty is always the best policy," she affirms. "No surprises at closing. That is what we strive for."

Their honesty, thorough, and thoughtful approach has certainly won them their clients' love and loyalty.

"One of the most rewarding parts of our business is being referred to others by past clients and friends," says Diana. "These people who are closest to us value what we do enough to feel comfortable in referring us to their acquaintances, which makes it meaningful."

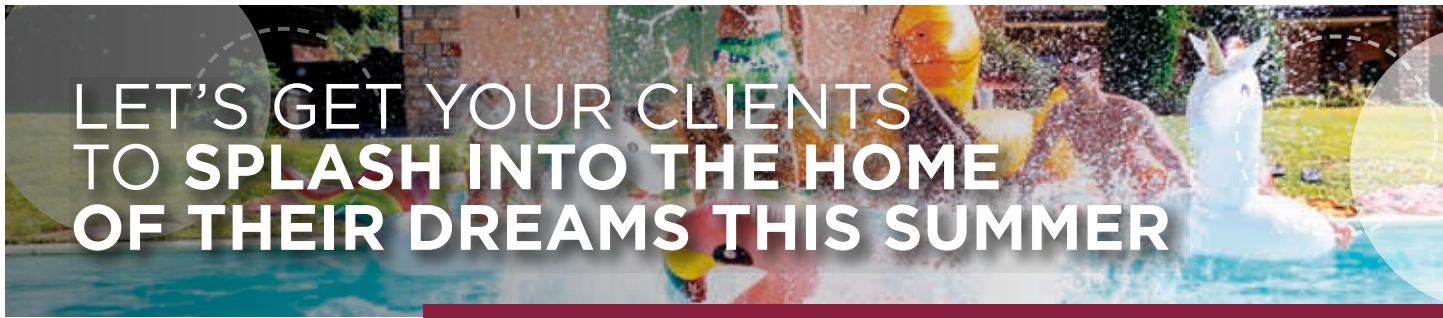
To the Ivases, each client is equally valuable, whether they are selling a luxury home or buying their starter home or condo. Through it all, the

goal, they say, is to help build and maintain a strong and happy community, which for them includes supporting the Wounded Warrior Project and Tunnel to Towers Foundation, as well as cancer research organizations.

Unsurprisingly, after three decades as a team, Diana and Chuck have mastered the balance between their work and personal lives, too. Together they enjoy working out at Life Time Fitness, golfing, and antiques, specifically those of the French Empire period.

Their only wistful wish for their chosen career, it seems, is not having made real estate their first career choice, and not beginning their partnership sooner.

**“ No surprises at closing. That is what we strive for. - Diana ”**



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THE BIRD MAN CAN



**“I was once known as ‘Bird Man Dan’ because I could train wild parrots to become good pets,” recalls Daniel Czuba, designated managing broker of Daniel and Associates Real Estate. “My background is quite varied, and I have failed many times, but I’m grateful that I was given the willpower to hang in and prevail through life’s challenges,” he says.**

He started his eclectic résumé early. Growing up, Daniel, the sixth of thirteen siblings, was required to work in the family gas station and repair shop along with the rest of his brothers. While transitioning out of his family home, he attended college for two semesters but it didn’t stick, so he worked in a steel mill for several years. Around that time, he

took on a second job as a sales representative for a company that sold tropical fish and birds.

“Because of my love of pets, I was in heaven!” says Daniel. “I was very successful, too. I was even able to turn around a failing business relationship between my company and an important vendor.”

Both the steel mill and pet sales jobs were full-time. The demanding hours took a toll on his personal life and ended his first marriage. Needing a new career, Daniel chose to pursue a “hair-brained” scheme that didn’t quite work out as planned.

“A buddy of mine conceived an idea for us to open a salon together,” says Daniel. “I

completed the 1,500-hour course to become a licensed stylist, but my buddy ended up getting married and cutting hair with his wife instead.”

Although that door closed, Daniel’s new-found entrepreneurial spirit led him to open his own pet store in West Chicago. He supplemented his struggling store by cutting hair and also plowing snow during the harsh Chicago winters. It was while servicing a client of his pet store that he discovered his next potential career move.

“One of my best customers was a commercial REALTOR® in the area,” says Daniel. “He told me his story while I set up a saltwater aquarium in his office. I shared my interest in also becoming a licensed salesperson, and with his direction, I earned my license in May of 1982.”



Dan with his wife.

The money Daniel made in real estate kept the pet shop's doors open during the slow economic period of the early 1980s. Eventually, though, Daniel decided to close the shop and focus on his developing real estate career. Although the industry has changed in many ways since his early days as a REALTOR®, the one thing that remains true and crucial to Daniel is the human touch that he knows only experienced, empathetic pros can provide.

“We’ve had info sheets, then MLS books, key boxes with actual keys, heat-treated paper printers that provided MLS info, and we would stand in line for our turn to use those tools,” Daniel remembers. “We would present our offers in person, often waiting in line with offers [in our hands that] we knew had no chance of prevailing. But that was our duty.”

“The new technology is wonderful. However, it cannot replace the personal insight we individuals can provide,” he notes. “We shouldn’t forget to sprinkle a bit of humanity back into the equation.”

Over the years, as Daniel has seen techniques and technology come and go, he’s also overcome many personal challenges, including navigating three divorces and alcohol addiction. He’s been sober for over twenty-seven years now, is an active member of Alcoholics Anonymous, and has hosted his own radio talk show, and looks to reactivate his podcast on addiction recovery.

“I used to host *The NEXT Step* on 94.3 FM Radio, which concluded at 95.9 FM. A few years after that, my co-host and I began the podcast *The Road to Recovery* on Blog Talk Radio. It aired for eight consecutive years,” he says. “We are planning to restart *The Road to Recovery* on either YouTube or another similar social media platform within the next two years.”

“I continue to attend meetings while working the Twelve Steps in everything I do,” he adds.

“If wisdom is acquired through overcoming mistakes, then I feel I am quite wise because I have made many mistakes in my life,” Daniel says, smiling. “I enjoy sharing my acquired life knowledge with others,



Daniel with his wife, Martha, son, Dan, and eldest daughter, Jessica.



Daniel with his family.



I enjoy sharing my acquired life knowledge with others.

including how the Twelve Steps taught me how to live in the fullest way. My recovery is something I could talk about for hours.”

Daniel often credits the individuals who “connected with the real me,” and have supported and inspired

him and helped guide his personal growth. The person at the top of this list is his wife, Martha. “She’s my true life partner,” says Daniel. When not busy working on his business, the pair often enjoy adventures together, especially their shared passion: resale shopping. A

keen collector of “stuff,” Daniel displays a collection of over 1,500 coffee mugs at his office in two large glass cabinets. And Daniel and Martha love spending time with their, combined, six grandchildren—a seventh is on the way!

Looking to the future, Daniel says he isn’t quite sure what it will hold. But based on his eclectic

life journey, who can blame him for abstaining from predictions?

“I have plans for the future, but I am still enjoying what I have been doing these many years,” he says. “I am just not ready to quit just yet.”

“I believe all of these many, and various, aspects of my life make me one of the most relatable and happy people you might ever meet in your lifetime,” he adds. “If there’s one thing I’ve learned from all those experiences, it’s that happiness is a choice.”



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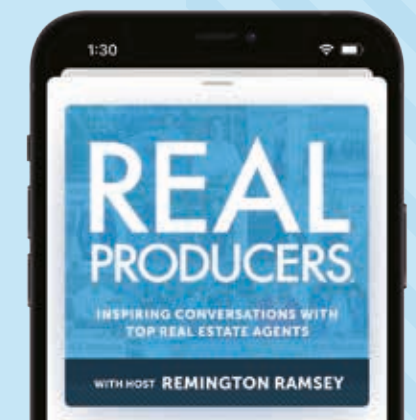
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# TOP 150 STANDINGS

Teams and Individuals January 1, 2023 to June 30, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Dawn	McKenna	18	\$40,841,500	11	\$16,772,900	29	\$57,614,400
2	Tim	Schiller	42	\$32,678,650	35	\$23,835,900	77	\$56,514,550
3	Larysa	Domino	18	\$18,831,329	23	\$23,997,500	41	\$42,828,829
4	Kim	Dalasky	19	\$13,888,000	22	\$14,206,000	41	\$28,094,000
5	Kelly	Stetler	16	\$15,583,800	14	\$12,286,622	30	\$27,870,422
6	Bryan	Bomba	19	\$17,660,025	13	\$9,526,000	32	\$27,186,025
7	Lance	Kammes	33	\$13,315,300	35	\$13,621,950	68	\$26,937,250
8	Julie	Sutton	12	\$17,512,045	6	\$7,043,500	18	\$24,555,545
9	Pat	Murray	32	\$16,413,000	14	\$7,936,000	46	\$24,349,000
10	Maureen	Rooney	25	\$14,573,100	13	\$9,281,000	38	\$23,854,100
11	Tracy	Anderson	12	\$11,964,534	12	\$11,703,380	24	\$23,667,914
12	Patricia	Wardlow	27	\$13,138,117	21	\$10,193,500	48	\$23,331,617
13	Kris	Berger	9	\$12,247,500	5	\$10,785,000	14	\$23,032,500
14	Nicholas	Solano	36	\$22,262,315	0	\$0	36	\$22,262,315
15	Christine	Wilczek	26	\$17,012,468	9	\$3,616,139	35	\$20,628,607
16	Lina	Shah	9	\$10,847,500	10	\$9,112,500	19	\$19,960,000
17	Linda	Feinstein	16	\$13,388,500	9	\$6,443,000	25	\$19,831,500
18	Nathan	Stillwell	18	\$11,655,977	13	\$7,706,400	31	\$19,362,377
19	Julie	Schwager	19	\$11,497,500	15	\$7,682,500	34	\$19,180,000
20	William	White	16	\$11,285,000	11	\$7,682,000	27	\$18,967,000
21	Katie	Minott	9	\$11,352,389	6	\$5,305,389	15	\$16,657,778
22	Megan	McCleary	5	\$9,854,900	3	\$5,045,000	8	\$14,899,900
23	Alexandra	Shaban	3	\$4,870,000	6	\$9,350,000	9	\$14,220,000
24	Sarah	Leonard	15	\$5,531,500	22	\$8,638,200	37	\$14,169,700
25	Ginny	Stewart	4	\$6,608,000	4	\$6,905,000	8	\$13,513,000
26	Linda	Little	31	\$13,090,890	0	\$0	31	\$13,090,890
27	Paul	Mancini	4	\$3,462,500	5	\$9,451,000	9	\$12,913,500
28	Michael	Berg	21	\$10,302,184	4	\$2,538,130	25	\$12,840,314
29	Alice	Chin	9	\$6,320,000	11	\$6,338,525	20	\$12,658,525
30	Margaret	Smego	7	\$6,591,000	5	\$5,703,000	12	\$12,294,000
31	Paul	Baker	21	\$7,860,400	11	\$3,884,600	32	\$11,745,000
32	Michael	Muisenga	6	\$5,247,853	7	\$6,270,900	13	\$11,518,753
33	Beth	Gorz	8	\$4,746,600	8	\$6,705,500	16	\$11,452,100
34	Tom	Fosnot	21	\$7,752,186	13	\$3,294,900	34	\$11,047,086

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Courtney	Stach	9	\$8,428,500	3	\$2,469,000	12	\$10,897,500
36	Kevin	Layton	6	\$5,230,900	7	\$5,661,000	13	\$10,891,900
37	Justin	Greenberg	6	\$3,326,500	21	\$7,564,600	27	\$10,891,100
38	John	Barry	9	\$9,184,310	3	\$1,665,900	12	\$10,850,210
39	Natasha	Miller	12	\$7,981,000	3	\$2,556,000	15	\$10,537,000
40	Elaine	Pagels	12	\$7,575,000	4	\$2,805,000	16	\$10,380,000
41	Vipin	Gulati	6	\$1,578,500	20	\$8,390,190	26	\$9,968,690
42	Julie	Kaczor	11	\$7,154,300	4	\$2,678,870	15	\$9,833,170
43	Jan	Morel	7	\$5,224,249	4	\$4,492,249	11	\$9,716,498
44	Stacey	Harvey	4	\$3,025,100	8	\$6,627,000	12	\$9,652,100
45	Christopher	Lobrillo	32	\$9,477,075	0	\$0	32	\$9,477,075
46	David	Gust	10	\$5,999,250	3	\$3,267,500	13	\$9,266,750
47	Michael	Odeh	13	\$4,662,944	9	\$4,595,500	22	\$9,258,444
48	Diane	Coyle	10	\$4,127,700	11	\$5,124,700	21	\$9,252,400
49	Penny	O'Brien	8	\$6,327,100	4	\$2,845,000	12	\$9,172,100
50	Michael	Thornton	7	\$3,622,500	11	\$5,525,100	18	\$9,147,600

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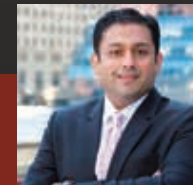


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# TOP 150 STANDINGS

Teams and Individuals January 1, 2023 to June 30, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Trevor	Pauling	4	\$5,505,135	4	\$3,575,000	8	\$9,080,135
52	Natalie	Weber	7	\$5,375,900	5	\$3,422,000	12	\$8,797,900
53	Michael	LaFido	4	\$3,842,500	1	\$4,750,000	5	\$8,592,500
54	Jennifer	Iaccino	6	\$4,720,000	7	\$3,520,900	13	\$8,240,900
55	Lori	Johanneson	9	\$5,003,602	7	\$3,114,100	16	\$8,117,702
56	Sarah	Swanson	2	\$3,465,000	3	\$4,630,000	5	\$8,095,000
57	Cindy	Purdum	5	\$3,065,000	10	\$4,983,400	15	\$8,048,400
58	Eric	Andersen	6	\$4,237,000	7	\$3,801,250	13	\$8,038,250
59	Debbie	Obradovich	5	\$5,370,000	4	\$2,660,000	9	\$8,030,000
60	Diane	Salach	5	\$3,857,000	7	\$4,161,500	12	\$8,018,500
61	William	Anderson	4	\$2,240,000	7	\$5,764,500	11	\$8,004,500
62	Jeff	Stainer	6	\$3,682,715	7	\$4,199,400	13	\$7,882,115
63	Lisa	Byrne	10	\$5,409,500	5	\$2,432,900	15	\$7,842,400
64	Sophia	Su	9	\$5,035,000	6	\$2,695,330	15	\$7,730,330
65	Kelly	Bitto	5	\$3,965,000	3	\$3,655,135	8	\$7,620,135
66	Margaret	Giffin	5	\$3,734,500	8	\$3,780,050	13	\$7,514,550
67	Ginny	Leamy	8	\$3,025,500	9	\$4,476,500	17	\$7,502,000
68	Cindy	Banks	17	\$5,746,300	6	\$1,735,117	23	\$7,481,417
69	David	Swanson	3	\$1,680,000	8	\$5,769,000	11	\$7,449,000
70	Mike	Long	8	\$4,108,400	5	\$3,235,000	13	\$7,343,400
71	Shelly	Perkowski	2	\$2,245,500	2	\$5,043,045	4	\$7,288,545
72	Tom	Makinney	8	\$3,537,301	7	\$3,743,400	15	\$7,280,701
73	Jill	Clark	5	\$4,399,000	2	\$2,875,000	7	\$7,274,000
74	Laura	McGreal	5	\$2,390,500	7	\$4,724,000	12	\$7,114,500
75	Julie	Roback	9	\$4,099,150	7	\$2,931,500	16	\$7,030,650
76	Marty	Dunne	5	\$2,513,000	3	\$4,454,000	8	\$6,967,000
77	Eric	Logan	7	\$2,693,000	9	\$4,211,500	16	\$6,904,500
78	Linda	Conforti	5	\$2,914,750	4	\$3,972,000	9	\$6,886,750
79	Patti	Michels	8	\$5,277,900	3	\$1,604,900	11	\$6,882,800
80	Kelly	Kirchheimer	3	\$2,125,000	6	\$4,719,500	9	\$6,844,500
81	Beverly	Lannon	10	\$5,135,067	3	\$1,681,888	13	\$6,816,955
82	Ann	deVane	2	\$1,470,000	5	\$5,327,000	7	\$6,797,000
83	Naveenasree	Ganesan	2	\$996,000	11	\$5,695,602	13	\$6,691,602
84	Mary Beth	Ryan	4	\$1,799,101	6	\$4,827,000	10	\$6,626,101

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Colleen	Verbiscer	5	\$4,335,000	3	\$2,277,500	8	\$6,612,500
86	John	Wilt	10	\$4,506,906	5	\$2,021,000	15	\$6,527,906
87	Bridget	Salela	4	\$4,534,839	2	\$1,941,839	6	\$6,476,678
88	Mike	McCurry	8	\$4,880,733	4	\$1,561,500	12	\$6,442,233
89	Denis	Horgan	9	\$4,224,000	5	\$2,174,000	14	\$6,398,000
90	Isabel	Wolf	2	\$1,085,500	5	\$5,291,480	7	\$6,376,980
91	Kathy	McKinney	4	\$2,760,000	5	\$3,544,500	9	\$6,304,500
92	Carrie	Foley	4	\$2,397,500	5	\$3,890,000	9	\$6,287,500
93	Shannon	Hormanski	5	\$2,310,100	7	\$3,949,000	12	\$6,259,100
94	Bridget	Carroll	6	\$3,211,950	5	\$3,030,000	11	\$6,241,950
95	Betsy	Stavropoulos	6	\$2,326,400	6	\$3,899,500	12	\$6,225,900
96	Suzanne	Rizek	10	\$4,571,000	3	\$1,649,000	13	\$6,220,000
97	Thomas	Pilafas	11	\$6,174,000	0	\$0	11	\$6,174,000
98	Cynthia	Windeler	10	\$4,744,100	3	\$1,305,000	13	\$6,049,100
99	Jeff	Salhani	4	\$2,875,000	5	\$3,170,000	9	\$6,045,000
100	Litsa	Lekatsos	6	\$3,113,000	6	\$2,930,000	12	\$6,043,000

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Saturdays	Wilmette	8am - 1pm	Apr 15 - Oct 28
Sundays	Cary	9am - 1pm	Jun - Sep
Sundays	Chicago (Roscoe Village)	8am - 12pm	Jun 11 - Oct 8
Sundays	Chicago (Wicker Park)	8am - 2pm	May 15 - Oct 30
Sundays	Chicago (Maxwell Street)	9am - 3pm	Apr - Dec
Sundays	Geneva	9am - 2pm	Apr - Nov
Sundays	Glen Ellyn	9am - 1pm	May 7 - Oct 22
Sundays	Highland Park	10am - 3pm	Jul 2 - Sep 24
Sundays	Mount Prospect	8am - 1pm	Jun 4 - Oct 29
Sundays	Oswego	9am - 1pm	Jun 4 - Sep 24
Sundays	Plainfield	12pm - 4pm	Jun 2 - Sep 15
Sundays	Western Springs	4pm - 7pm	May 5 - Sep 29

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# TOP 150 STANDINGS

Teams and Individuals January 1, 2023 to June 30, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Deb	Ritter	7	\$5,204,500	1	\$775,000	8	\$5,979,500
102	Patrick	Roach	4	\$1,143,000	14	\$4,813,400	18	\$5,956,400
103	Sabrina	Glover	8	\$2,868,000	7	\$3,075,500	15	\$5,943,500
104	Caroline	Senetar	8	\$4,647,266	2	\$1,235,900	10	\$5,883,166
105	Tracy	Driscoll	8	\$4,489,500	2	\$1,325,000	10	\$5,814,500
106	Catherine	Bier	3	\$2,028,316	9	\$3,751,571	12	\$5,779,887
107	Diana	Ivas	6	\$5,747,500	0	\$0	6	\$5,747,500
108	Kris	Maranda	8	\$4,034,500	5	\$1,705,000	13	\$5,739,500
109	Bernard	Cobb	5	\$2,240,000	6	\$3,483,600	11	\$5,723,600
110	Virginia	Jackson	4	\$2,415,100	5	\$3,302,000	9	\$5,717,100
111	Josie	Morrison	11	\$3,796,600	5	\$1,897,000	16	\$5,693,600
112	Karen	Reicher	3	\$2,399,900	6	\$3,289,900	9	\$5,689,800
113	David	Aranki	3	\$3,920,000	3	\$1,710,000	6	\$5,630,000
114	Indu	Sethi	9	\$3,954,500	4	\$1,656,000	13	\$5,610,500
115	Yvonne	Despinich	8	\$5,590,000	0	\$0	8	\$5,590,000
116	Geri	McCafferty	2	\$2,585,000	1	\$3,000,000	3	\$5,585,000
117	Terri	Christian	7	\$5,583,000	0	\$0	7	\$5,583,000
118	David	Fidanza	6	\$2,832,500	3	\$2,737,000	9	\$5,569,500
119	Jennifer	Drohan	9	\$3,664,800	3	\$1,835,000	12	\$5,499,800
120	Juliet	Mills-Holubowicz	4	\$3,261,722	3	\$2,222,500	7	\$5,484,222
121	Lisa	Zeller-O'Malley	2	\$2,835,000	3	\$2,625,000	5	\$5,460,000
122	Jackie	Angiello	4	\$2,354,800	6	\$3,098,500	10	\$5,453,300
123	Lori	Jones	7	\$3,276,000	5	\$2,175,000	12	\$5,451,000
124	Jill	Giorno	1	\$1,576,000	3	\$3,825,000	4	\$5,401,000
125	Gail	Niermeyer	4	\$3,247,000	3	\$2,148,000	7	\$5,395,000
126	Kenneth	Carn	4	\$2,315,000	1	\$3,075,000	5	\$5,390,000
127	Edward	Hall	7	\$3,765,074	4	\$1,620,500	11	\$5,385,574
128	Jennifer	Vande Lune	3	\$3,020,999	3	\$2,362,900	6	\$5,383,899
129	Simran	Dua	7	\$2,874,501	5	\$2,467,001	12	\$5,341,502
130	Moin	Haque	1	\$800,000	5	\$4,519,900	6	\$5,319,900
131	Brett	McIntyre	3	\$1,247,500	9	\$4,060,400	12	\$5,307,900
132	Beth	Burt	5	\$4,725,000	1	\$565,000	6	\$5,290,000
133	Ryan	Smith	12	\$4,859,686	1	\$385,000	13	\$5,244,686
134	Joseph	Champagne	5	\$2,449,400	5	\$2,749,500	10	\$5,198,900

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Dimpi	Mittal	5	\$3,122,000	4	\$2,060,000	9	\$5,182,000
136	Scott	Wiley	3	\$1,113,000	7	\$4,061,000	10	\$5,174,000
137	Jason	Nash	2	\$4,140,000	1	\$1,030,000	3	\$5,170,000
138	Wendy	Pawlak	7	\$3,095,000	4	\$2,071,400	11	\$5,166,400
139	Simmi	Malhotra	3	\$1,898,000	7	\$3,227,000	10	\$5,125,000
140	Kelly	Crowe	4	\$2,747,000	4	\$2,356,000	8	\$5,103,000
141	Fabio	Brancati	3	\$1,126,000	4	\$3,951,000	7	\$5,077,000
142	Melanie	Young	7	\$3,368,000	5	\$1,694,000	12	\$5,062,000
143	Casselyn	Tertell	7	\$3,032,875	5	\$1,985,500	12	\$5,018,375
144	Caitlin	McLain	3	\$1,073,600	8	\$3,941,525	11	\$5,015,125
145	Becky	Chase VanderVeen	7	\$3,820,634	4	\$1,179,500	11	\$5,000,134
146	Christine	Thompson	5	\$2,584,600	4	\$2,393,000	9	\$4,977,600
147	Kimberly	Brown-Lewis	2	\$704,900	10	\$4,269,000	12	\$4,973,900
148	Amy	Hill	2	\$1,382,200	6	\$3,583,500	8	\$4,965,700
149	Karen	Sanders	3	\$1,424,786	6	\$3,531,800	9	\$4,956,586
150	Agnieszka	Janowski	3	\$4,449,900	1	\$470,000	4	\$4,919,900

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