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AGENT FEATURE:

KATHRYN PINTO

PARTNER SPOTLIGHT:

THE DAVID FRANK LAW GROUP

ON THE RISE:

AMY WU

WINTER EVENT:

PHOTOS ON PAGE 38

SPRING EVENT:

Thassos Greek Restaurant
Thursday, June 8th
12PM - 3PM
Details on page 48

MARCH 2023



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TABLE OF CONTENTS




12
Agent Feature:
Kathryn Pinto




18
Partner Spotlight:
The David Frank Law Group



25
Business: 2023 Economic Outlook Breakfast
By John Gormley



26
Cover Story:
Penny O'Brien



32
On the Rise:
Amy Wu



38
Winter Event hosted by Santo Cielo

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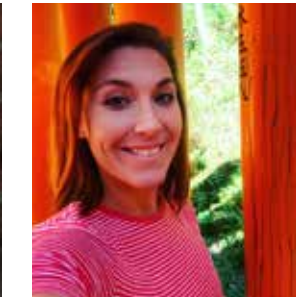
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PUBLISHER'S NOTE

We had a great time at our winter event at Santo Cielo and based on the feedback from the REALTORS® and Preferred Partners on our distribution list, it was arguably better than last year! For those of you who could not attend, the panel topic pertaining to how to galvanize your business as we head into 2023 was extremely applicable. Everyone seemed to glean insights from our panelists and was better equipped in their business after the event. I'm grateful to be surrounded by such successful entrepreneurs and minds that never stop innovating. A big thanks to Alice Chin, Sheena Baker, Kim Dalaskey, Lauren Walz, Mike McCurry, and J Maggio for carving out time in their schedules to deliver immense value to the *DuPage Real Producers* community! Please enjoy the photos from the event on page 38 and be sure to save the date for our spring event on Thursday, June

8th from 12:00 PM to 3:00 PM at Thassos

Greek Restaurant in Clarendon Hills
(more details on page 48)!



Andy Burton
Publisher

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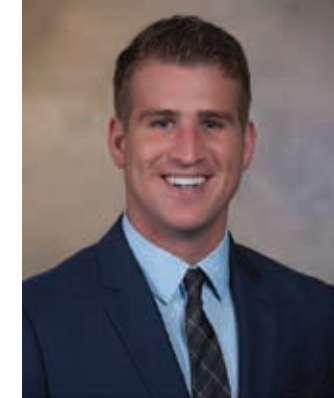
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▶ agent feature
By Lauren Young
Photos by KDE Photography

Connecting Others to Her Community

REALTOR® Kathryn Pinto grew up in the small boating community of Johnsburg, Illinois located near the Chain O'Lakes. Everyone in the community knew each other and there was a strong sense of local pride. The relationships and relationship skills Kathryn developed while growing up set her up for success in establishing her future connections as an agent. But her earliest lessons in real estate came from her REALTOR® mother.

"My mother has [positively] impacted me so much throughout my life and was the biggest influence on my becoming a REALTOR®," Kathryn says. "Ultimately, it was the idea of being an entrepreneur while helping people through one of life's most stressful transitions that sold me."

Kathryn's business degree from Penn State University gave her the skills to work in almost any industry.



Before real estate, she was a consultant for IT giant Capgemini, and also worked with the strategic sourcing group at USG (United States Gypsum) Corporation in Chicago.

"I managed various enterprise software implementations, and oversaw several large projects with tight deadlines simultaneously," says Kathryn. "These are the skills I often draw on when helping people through the complicated process of buying and selling homes."

In her early twenties, Kathryn was training for the New York City Marathon when she was diagnosed with non-Hodgkin lymphoma. In need of immediate treatment and a stem cell transplant, she had to postpone her wedding to her then fiancé and now husband, Peter, for an entire year. Through her battle with cancer, she learned to push through difficult times in life and business—the perseverance she would later need in her first years as a REALTOR®.

"After staying at home with my kids for about eight years, I was ready to start working again," she says. "I knew that becoming a REALTOR® would allow me to use my strengths to serve my clients, and would allow me the flexibility I wanted to be available for my family, so I powered through the rough start." ●●●

...

When, during those first years, Kathryn burned through many weekends of non-stop showings and open houses to win closings, she learned that people are at many different stages of the selling and buying cycle and that rejection is part of the game. And that, regardless, you can't allow yourself to get frustrated or change the way you treat your clients.

"The way you treat your clients and other agents in this business matters tremendously," affirms Kathryn. "I have found that treating your clients with patience and empathy is most important."

Upon moving to the Wheaton area in 2004, Kathryn found a close-knit community that resembled the one she knew in Johnsbury. She finds joy in bringing in new residents to that community through her role as a top producer at Compass in Glen Ellyn. And when not managing her business, she prioritizes giving back to local causes—schools, sports organizations, and her church, among others.



Kathryn exploring Yosemite.



"I'm also on the board of Compass Cares, which gives a percentage of our profits to local charities that are voted upon by our board," she adds. "We have supported organizations that address homelessness and mental health, as well as animal shelters and transitional housing programs in DuPage County."

Kathryn spends her downtime with her husband, Peter, and their children, Ellie and Mitch. They try to get outside as much as possible. They love going on bike rides together and exploring national parks.

Looking ahead, Kathryn hopes she can find creative ways to help her clients, especially when they are faced with difficult circumstances and unsure market environments.

"It's a complicated market right now with so much nervous energy around rising interest rates," observes Kathryn. "I'm passionate about educating my clients about what is really going on with the market."

"The most rewarding part about being an agent? It's when I get to see the clients I've helped move to the area walking around town or at one of our schools," she says. "Especially when they tell me how happy they are in their new home."



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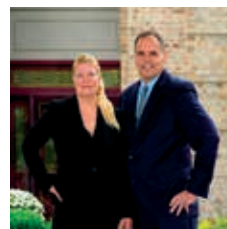
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partner spotlight

By Chris Menezes
Photos by AbiV Photography



The David Frank Law Group

Outworking the Competition

The David Frank Law Group is one of the hardest-working real estate law firms in the area. It takes a solid team of real estate experts to maintain their high level of service. With four attorneys, two paralegals, and a full-time assistant/marketing director, the members of The David Frank Law Group pride themselves on their responsiveness and being available for their clients and referral partners at all times.

“We turn items [around] quickly,” explains David Frank. “We don’t want attorney or inspection reviews languishing. Time kills deals. We keep the deal moving. With every transaction, we go the extra yard and will bring expertise to the transaction. We want to provide service you won’t find elsewhere by looking in every nook and under every rock to save our clients’ money and provide extra due diligence. We want to bring something to our clients’ attention that they had no idea about but for our involvement.”

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David knows what it takes to get a deal done. He has been working in real estate law for nearly twenty-five years now. It's been his focus ever since he graduated from law school. While he has always done both commercial and residential real estate, for twenty years he worked for a company that focused primarily on commercial lending. When he decided it was time to carve his own path and founded The David Frank Law Group in 2016, he aimed to meet the needs of the booming residential market.

From day one, David was determined to outwork the competition. He knows this business is a 24/7 machine that doesn't stop and he's built his firm to operate the same way. "Hard work ain't easy," he quips. "These deals require seven-days-a-week attention. We provide that. Our strength is instant communication as well as understanding the details of a transaction. We are accessible and available, and I believe our work ethic is unmatched."

David has hustled his entire life. From working in a hot dog stand to double-bag caddying to vending at Wrigley and Sox Parks, to running his own college moving company, he has always strived to be the hardest worker in the room. In fact, out of all the movie characters out there, he identifies most closely with Rocky Balboa. "Perseverance is what sets him apart. He won't give up. I am the same," he explains.

Having a devoted team of like-minded people has been the real difference-maker for The David Frank Law Group. Because when it comes down to it, they don't work hard for the sake of working hard, they do it for their clients.

"These are stressful times for our clients and referral partners," notes David. "It is stressful and mentally challenging to buy and sell homes. Expertly navigating our clients through this process is so satisfying. At the end of the transaction, we want them just pouring with excitement over their new purchase or sale, and looking forward to the next chapter of their lives."

The David Frank Law Group expanded their offerings in 2021 to include estate planning. "Our clients were making the biggest purchases of their lives, but then not



David with his wife, Stacey, and two of their children, Logan (15) and Charlie (12).

“OUR STRENGTH IS INSTANT COMMUNICATION AS WELL AS UNDERSTANDING THE DETAILS OF A TRANSACTION. WE ARE ACCESSIBLE AND AVAILABLE, AND I BELIEVE OUR WORK ETHIC IS UNMATCHED.”



protecting it. It seemed like the logical next step to ensure our clients were protected as homeowners," David explains. The firm hired an experienced estate planning attorney and paralegal to meet this need.

While David makes sure he is always available to his clients and referral partners, in between work he enjoys watching and playing sports with his family. He loves to watch his daughters play tennis for Glenbrook North High School, and he's always up for a competitive match himself.

Golf is his sport of choice when it comes to playing, but he is also a football, basketball, and baseball fantasy sports junky. If he could, David would talk about University of Illinois football and basketball all day. And when it comes to music, it doesn't get any better than Pearl Jam for David.

To harness the competitive spirit and strong work ethic of The David Frank Law Group, visit <https://www.thedavidfranklawgroup.com> or call 773-255-6499.

STAIN REMOVAL GUIDE

COFFEE Blot stain with the wet paper towels/cloth to remove excess. Treat stain with dishwashing liquid. Rinse away the soapy residue with white vinegar. Repeat as needed. If stain persists, use commercial stain remover in bar soap form and rub into stain or try liquid form and soak. Rinse with cold water.

DIRT/MUD Wait for dirt/mud to dry. Scrape off any excess. Put a few drops of liquid dish detergent onto stain. Add a drop or two of cold water and rub with toothbrush. If stain remains, apply a stain remover or laundry pre-treatment and let it sit for 3-5 minutes.

FOUNDATION MAKE-UP Cover the stain with foam shaving cream. Let shaving cream sit for 2-3 minutes then rub into stain. If stain remains, add in a little rubbing alcohol with shaving cream. Rinse with cold water. Blot area with clean, dry towel.

FRUIT JUICE Blot stain with a cloth to remove excess juice. Then, blot stain with solution of 1 TSP detergent, 1 TSP white vinegar and 1 quart cold water. Or, lay stained garment over a bowl with stain centered over bowl. Pour the boiling water over stain. If stain remains, treat with vinegar and water solution.

GRASS Blot away excess grass from stain. Pre-treat stain by dabbing a 50/50 mixture of warm water and white vinegar. Let sit for 5 minutes. Apply and massage laundry detergent to stain. Rinse with cold water. Or, wet stain with isopropyl alcohol. Air dry and rinse with cool water.

GREASE Cover the grease spot with grease-cutting liquid dish detergent. Work foam from detergent into the stain. Rinse the area with water then follow with a rinse solution of 1 part vinegar with 2 parts water. Repeat steps for persistent stains. Or, spray commercial spot remover over stain and scrub with toothbrush.

BABY FORMULA SPIT-UPS Remove any residue. Blot stain with dish detergent. Let rest for 15 minutes. Rinse with cold water. Or, add baking soda to stain and rinse with cold water.

BLOOD Fresh stain: rinse with cold water. Pour hydrogen peroxide on the stain and repeat as needed. Rinse stained item with cold water and normally used detergent. **Tough stain:** pour a solution of 1 TBS of ammonia with 1/2 cup of cold water. When the stain is gone, rinse with more cold water.

CANDLE WAX/CRAYON Freeze wax until it hardens. Scrape off excess. Place stain between two pieces of white paper and press with a warm iron. On colorfast whites, try pouring boiling water through the stain. Let dry. If any stain remains, sponge it with 1 part rubbing alcohol in 2 parts water.

CHOCOLATE Dab white vinegar onto stain and let it sit for 5 minutes. Rinse the stain with cold water to remove the vinegar. Saturate reverse side of stain area with solution of 1 TBS of grease-cutting dish detergent and 3 cups of warm water. Launder as usual.

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

Q: How can hiring tristinstyling save people money?

A: Clients love us for our ability to create new outfits by using pieces from their current wardrobe, combined with high end investment pieces, or fabulous inexpensive pieces to make a great outfit. While some stylists might find it challenging to work within a budget, I find it to be a lot of fun. I love to show clients how to find amazing pieces at unbelievable price points!

Q: Why do people need tristinstyling when so many retailers offer styling services for free?

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

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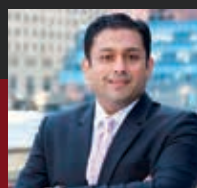
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EXPERTS SHARE THOUGHTS WITH ILLINOIS REALTORS® AT 2023 ECONOMIC OUTLOOK BREAKFAST



▶ business
article
By John Gormley

Illinois REALTORS® heard the latest on real estate market trends and why companies should consider investing in the state at the annual Economic Outlook Breakfast given by Mainstreet Organization of REALTORS® on January 13, 2023, in the Village of Addison.



Leading the conversation were Dan Seals, the CEO of Intersect Illinois, and Dr. Anthony Chan, chief economist and chairman of Chan Economics LLC.

Seals kicked off the event by sharing that his non-profit organization, Intersect Illinois, markets our state to businesses and makes the case for why they should invest here. Among his reasons why businesses should consider Illinois is the state's robust innovation system: He shared that while the state is home to thirty-six Fortune 500 Companies, a recent article in *Inc.* ranked Illinois the fourth best state in which to start a business.^[1] He said that Illinois also has skilled talent, noting 43 percent of Illinois residents have an associate's degree or higher, and that there are 254 higher education institutions statewide.

Beyond our businesses and people, Seals emphasized that Illinois has world-class infrastructure. He explained that Chicago is within a four-hour flight of all major North American destinations, and O'Hare Airport has more overseas nonstop flights than any other US airport; digital fiber runs along our rail lines, and Illinois is the only state where all Class 1 railroads meet; our state is home to the third-largest interstate highway system; and it boasts excellent waterways.

"Rails, runways, roads, rivers... there's not a better place to get your product up and out," Seals concluded.

Seals ended by stating that not only is Illinois a great place for business, but it also provides great quality of life for its residents as it offers many options for education, healthcare, sports and recreation, world-class dining, hotels, nightlife and entertainment, arts and culture, and more.

Dr. Chan then spoke on the economic outlook for 2023, indicating that while we didn't experience a recession in 2022, he and other analysts predict that there could be a mild recession during the latter half of 2023 (Q3 and Q4).

"We know we get a recession every 5.3 years and they last 10.3 months. Yes, this is a bump in the road, but it's not a permanent bump," Dr. Chan said.

He went on to say that he does not predict the Federal Reserve will continue to raise rates as steeply as they are indicating or implying that they will.

"The reality is they [the Federal Reserve] may not do that much, and that's going to be very beneficial," he said.

Dr. Chan said he believes the Federal Reserve is saying that they will raise the rates in an effort to try to slow inflation, but he predicts that interest rates will be at no more than 4.4 percent by the end of the year.

[1] Minda Zetlin, "Here Are the 5 Best States to Start a Business. 3 of Them Will Surprise You," *Hot Spots (blog), Inc.*, August 25, 2022, <https://www.inc.com/minda-zetlin/start-business-best-states-california-texas-new-jersey-illinois-georgia.html>.

About the Author

John Gormley is CEO of the Mainstreet Organization of REALTORS®, headquartered in Downers Grove. With 20,000 members, Mainstreet is the largest local real estate association in Illinois and one of the largest in the U.S. Gormley has thirty-six years' experience in association management.

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Penny O'Brien

▶ cover story
By Lauren Young
Photos by KDE Photography

SMALL-TOWN GIRL MAKES IT BIG

Penny O'Brien's upbringing gave her the freedom to explore future possibilities and cultivate her high-energy, enthusiastic personality. She grew up on a farm in the small community of Cordova, Illinois (population 600), and was involved in every kind of activity. In her senior year, for example, she was the lead in the school play, a starter on the volleyball team, and a cheerleader.



Penny with Leslie Lathrop (transaction coordinator) and Mia Dehnoo (broker).



"It was an idyllic country childhood," says Penny. "My family had a 450-acre farm where we grew corn and soybeans, and raised beef cattle. I was a rough-and-tumble tomboy who was not afraid to compete with the boys."

Her parents were confident entrepreneurs. Penny's mom, Linda, owned her own beauty shop for decades. Her dad, Arlan, had an intense work ethic, a stubborn streak, and possessed the motivation and mindset to overcome challenges. Penny inherited all of these traits.

"I learned from my dad to never let anyone tell you no," she affirms. "When I was ten, Dad needed to be driven out to a field. He put me behind the wheel of our burnt-orange Ford pickup truck and gave me a quick driving lesson before I drove him to the field and back again. Mom freaked out when she got home!"

Her high spirits and adventurous experiences made Penny a natural for sales. Before real estate, she was one of the youngest district managers for the well-known clothing company, The Limited. She covered Texas, Oklahoma, and Arkansas; she traveled to open new stores and oversaw thirty store managers and 100 employees. She then worked as a sales rep for Procter & Gamble for ten years, calling on Walmart, Target, Walgreens, and the like. When in 2013 Procter & Gamble outsourced her department to a third-party company, Penny decided to start taking real estate classes at night. ...



Lindsey Bennett, Ghazala Ansari, and transaction coordinator, Leslie Lathrop. They've been recognized in *Chicago Agent Magazine's* "Who's Who," and Penny was named a member of B&W Founder's Club—the highest award and recognition the company gives.

“There is strength in numbers, and my goal for each team member is to help them expand their business.”



Penny at Piazza Navona in Rome, Italy.

“We made a huge accomplishment this year,” adds Penny. “We qualified four agents for the B&W listing contest and won a trip to Cancun in October. We, the Penny O'Brien Group, are in growth mode and we would like to add more agents to help us continue to grow.”

“There is strength in numbers, and my goal for each team member is to help them expand their business,” Penny affirms. “We have diverse skill sets that contribute to the success of the team.”

The Penny O'Brien Group gives back by sponsoring the Naperville Park District's outdoor concert series and School District 204. Penny also donates her time and resources to the Northern Illinois Food Bank, Hesed House, and the American Foundation for Suicide Prevention.

While Penny found great success as an independent agent, she says her new role as team leader is proving more rewarding than she ever could have imagined.

“I love coaching new agents, and I enjoy the camaraderie of the group and everyone bouncing ideas off each other—I see our growth potential as infinite,” she says.

“There is ample training for new agents and lots of opportunities,” she adds. “In the coming year, Baird & Warner Naperville will open a new office and looks to add 200 more agents to its pool. B&W offers coaching to all of its agents. I love that I can share my knowledge and offer additional training and event opportunities to help the agents on my team grow their businesses.”

“Competence creates confidence,” affirms this small-town girl who has made it big.



Penny with her daughter in Amalfi Coast (located in Positano, Italy). This was the number one location on her bucket list!

“When I began my real estate career, I was a slow starter,” she says. “But by year two, I was a top producer. By year three, I was in the top twenty in Naperville.”

“I never in my wildest dreams thought I would become a \$20 million-a-year producer,” Penny adds. “But I hit that goal in my fifth year.”

Penny, who is just shy of her tenth year as a REALTOR®, officially formed her own team at her Baird & Warner office in 2022. The team has surpassed \$50 million in sales per year and has added agents, including Mia Dehnoo,

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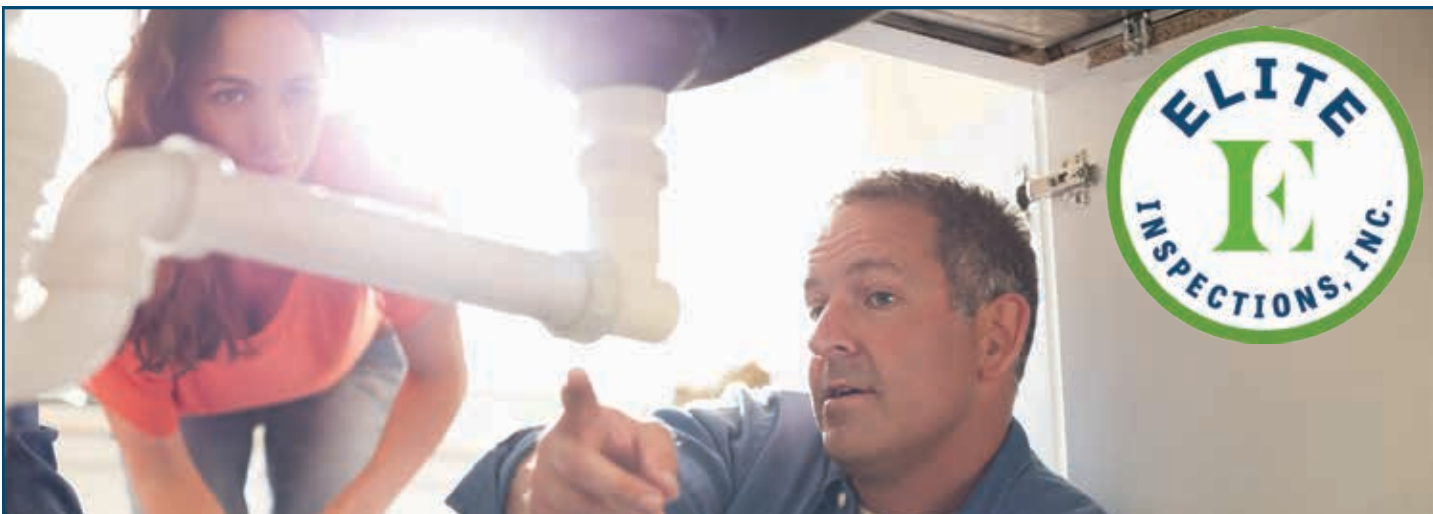
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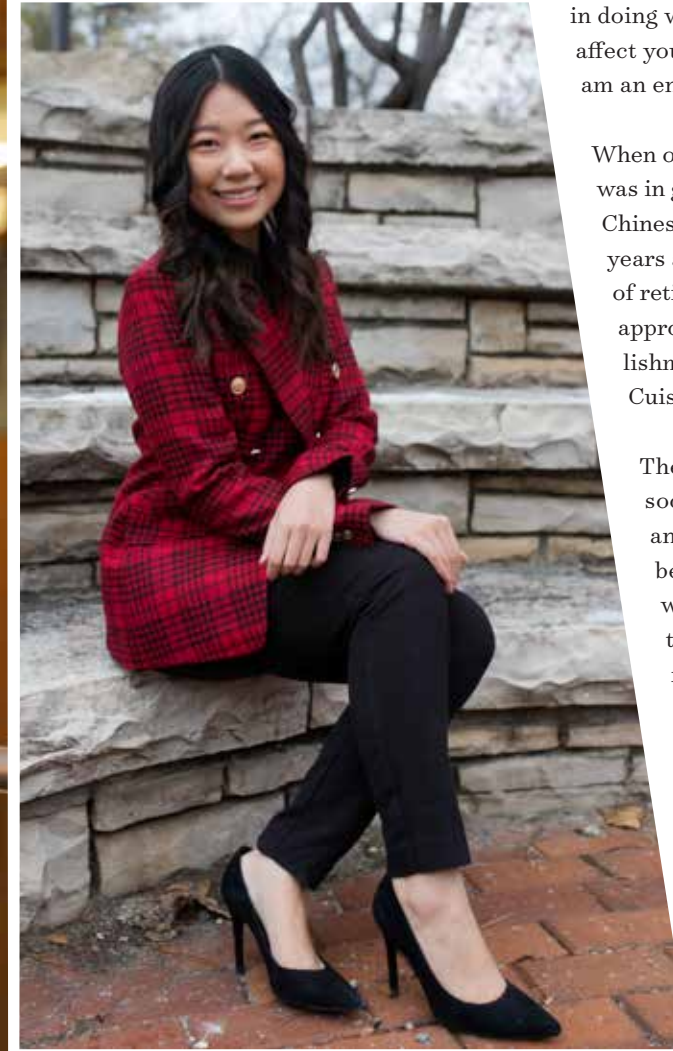
A TASTE WAS ALL IT TOOK

“I do not feel that I had a defining path or that my career trajectory was linear,” says REALTOR® Amy Wu of Keller Williams Success Realty. “My journey has been filled with ups and downs, surprises and challenges, growth and discoveries, and so much more. All of that makes life more exciting and worthwhile.”

Initially, Amy thought she would pursue a career in medicine. She became a certified nursing assistant at age seventeen, worked in an internist’s office in high school, and volunteered at numerous hospitals. And after she received her bachelor’s in communications and media from DePaul University, she got a job as an ER scribe. But while there, she was confronted with some unforeseen realities about her chosen career path. “While I was not deterred by blood or gore, I gagged horribly after one whiff of a cyst being drained,” she recounts. That and the lack of sleep due to medicine’s notoriously long work shifts made Amy decide to “bid farewell to my medical school plans.”

She went on to obtain a master’s in social entrepreneurship from the University of Southern California. After moving back, she faced difficulty finding work, so she took a job in healthcare technology. But when this job, too, proved not to be what she was looking for, she resigned.

“After my experience at the healthcare technology company, I vowed that I would never work for someone else again,” she says. “Today, I am a firm believer



in doing work in which your actions will directly affect your return. This is the biggest reason why I am an entrepreneur.”

When one door closes, another opens. When Amy was in grad school, her parents decided to sell the Chinese takeout restaurant they’d owned for twenty years and retire. But they had since grown bored of retirement. Right when Amy needed work, they approached her to help them open a larger establishment. Together, they opened Wu’s Chinese Cuisine in Schaumburg.

The long, draining hours of being a restaurateur soon wore on Amy, however. Because she was an owner and operator, she was required to be on-site most of the time and had to fill in wherever and whenever needed. High staff turnover rates and the long list of mundane, repetitive tasks, all typical to the industry, exhausted her quickly. So not long after they opened the restaurant, Amy began to search for her true passion.

“In the past, my mother had often suggested that I become a REALTOR®,” Amy says. “Back then, I had little exposure to real estate. I once interviewed with a brokerage just for the heck of it, but I decided to decline as it didn’t pique my interest.”

She decided to look at it again. “After much research, I made the decision to earn my real estate license,” she says. “I wanted to be able to work on my terms and my hours, and do something in which my work would directly affect the return. In other words, I wanted more control over my life.”

In the early days of her new career, Amy’s biggest obstacle was believing in her ability to find clients and serve them well. Now, four years later, Amy gives credit to many mentors, leaders, and other agents—names that include Antje Gehrken, Matt Silver, Tommy Choi, and Joel Holland—for giving her the confidence to succeed even when she didn’t always know exactly what to do. ●●●

...

“At the beginning, the operating principal at my brokerage, Tyler Lewke, told me to ‘learn by doing,’ which stuck with me,” says Amy. “Even though I did not have all of the answers, I started doing the work and working with clients.”

Amy gobbled up as many resources available to her as she could. She worked with a productivity coach, took many MRED courses, watched videos, shadowed seasoned REALTORS®, went to networking events, and asked a ton of questions. Soon, all the lessons sunk in, and she began to see the results of her hard work.

“ I HOPE THAT TODAY’S LEADERS WILL LOOK OUT FOR NEWER PROFESSIONALS IN THE BUSINESS AND SHARE OPPORTUNITIES WITH THEM.”

She has since expanded her involvement in the industry. She is passionately active in the Chicago Association of REALTORS® Young Professionals Network. She joined their advisory board soon after earning her license and currently serves as the 2023 YPN Chair. She is also heavily involved with AREAA (Asian Real Estate Association of America) Greater Chicago and will be the national chair of its young professionals committee, theEDGE, in 2024. And Amy was among the select few chosen by CAR® for its inaugural, 2023 Leadership Accelerator Class.

Looking to the future, she hopes to continue to leverage these groups and other resources to improve her client service and grow her business all while helping other new agents find their footing.

“If it weren’t for some phenomenal leaders and mentors who took a chance on me and instilled in me the belief that I could be successful, I wouldn’t be where I am today,” Amy says. “I hope that today’s leaders will look out for newer professionals in the business and share opportunities with them.”

“Sometimes all it takes is a nudge, a conversation, or help with opening a door to change someone’s life for the better,” she affirms. Clearly, Amy has her eye set on growth and paying it forward.



Amy doing aerial yoga.



Amy hiking amongst the redwoods in California.



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DuPage Real Producers WINTER EVENT

Panel and Winter Social sponsored by
 Bill Pendley with Caliber Home Loans
 Hosted by Santo Cielo

We were thrilled to host this year's *DuPage Real Producers* panel and winter social! The dialogue the all-star panel of real estate experts Alice Chin, Sheena Baker, Kim Dalaskey, Lauren Walz, and Mike McCurry shared was outstanding. Thank you J Maggio for moderating the morning.

Following the panel, we hope you all had an opportunity to connect while enjoying the hospitality at Santo Cielo. A huge shout out to Bill Pendley and Caliber Home Loans for helping to make this all happen.

We are grateful to everyone who joined us, provided raffle prizes, and helped make it an unforgettable event. We look forward to seeing you again on Thursday, June 8th at Thassos Greek Restaurant in Clarendon Hills for the next event! Enjoy the photos!



Raffle Winners

We are extremely grateful to our Preferred Partners who never disappoint with great prizes at all the events! Check out the winners!



Kelly Kirchheimer won Beats Studio3 wireless headphones with a case from Bill Pendley with Caliber Home Loans.



Maureen Flavin won a Bearfoot Dreams throw blanket and Stanley tumblers from Kelly Bennett with Boerman Moving & Storage.



Sue Fox won a Longchamp expandable travel bag from Patrick Kelly and The Kelly Law Firm, P.C.







TOP 100 STANDINGS

Teams and Individuals January 1, 2023 to January 31, 2023.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	David	Gust	2	\$3,015,000	2	\$2,667,500	4	\$5,682,500
2	Tim	Schiller	6	\$3,383,500	2	\$1,870,000	8	\$5,253,500
3	Christine	Wilczek	6	\$4,015,500	1	\$445,000	7	\$4,460,500
4	Megan	McCleary	2	\$3,965,000	0	\$0	2	\$3,965,000
5	Ginny	Stewart	1	\$1,250,000	1	\$2,700,000	2	\$3,950,000
6	Patricia	Wardlow	5	\$2,554,000	3	\$1,395,000	8	\$3,949,000
7	Jennifer	Iaccino	1	\$1,840,000	3	\$1,844,900	4	\$3,684,900
8	Kim	Dalasky	3	\$1,715,500	2	\$1,920,000	5	\$3,635,500
9	Nathan	Stillwell	1	\$1,100,000	4	\$2,489,900	5	\$3,589,900
10	Julie	Sutton	1	\$1,425,000	1	\$1,900,000	2	\$3,325,000
11	Margaret	Smego	1	\$1,075,000	1	\$2,125,000	2	\$3,200,000
12	Dawn	McKenna	2	\$1,145,000	2	\$1,805,000	4	\$2,950,000
13	Maureen	Rooney	2	\$1,015,000	3	\$1,645,000	5	\$2,660,000
14	Bryan	Bomba	1	\$1,900,000	1	\$730,000	2	\$2,630,000
15	Beth	Gorz	2	\$1,380,000	2	\$1,040,000	4	\$2,420,000
16	Eric	Andersen	2	\$1,601,000	1	\$800,000	3	\$2,401,000
17	Giana	Mattioda	1	\$2,200,000	0	\$0	1	\$2,200,000
18	William	White	2	\$1,410,000	1	\$790,000	3	\$2,200,000
19	Debbie	Obradovich	1	\$475,000	3	\$1,710,000	4	\$2,185,000
20	Jeff	Stainer	2	\$1,348,715	1	\$830,000	3	\$2,178,715
21	Sarah	Swanson	1	\$2,125,000	0	\$0	1	\$2,125,000
22	Christopher	Crawford	1	\$1,285,000	1	\$830,000	2	\$2,115,000
23	Beth	Burt	2	\$2,105,000	0	\$0	2	\$2,105,000
24	Simmi	Malhotra	1	\$995,000	2	\$1,103,000	3	\$2,098,000
25	Kristine	Strouse	3	\$2,039,000	0	\$0	3	\$2,039,000
26	Tracy	Anderson	1	\$977,363	1	\$977,363	2	\$1,954,726
27	Joseph	Champagne	2	\$1,175,000	1	\$680,000	3	\$1,855,000
28	Jennifer	Anteliz	3	\$1,310,000	1	\$535,000	4	\$1,845,000
29	Maureen	Burk	0	\$0	1	\$1,840,000	1	\$1,840,000
30	Terrie	Whittaker	2	\$1,410,000	1	\$414,900	3	\$1,824,900
31	Neveen	Michael	1	\$670,000	2	\$1,149,000	3	\$1,819,000
32	Kevin	Layton	1	\$415,000	3	\$1,356,000	4	\$1,771,000
33	Bernard	Cobb	1	\$885,000	1	\$885,000	2	\$1,770,000
34	Lisa	Wolf	3	\$1,394,675	1	\$327,000	4	\$1,721,675

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Cindy	Purdom	1	\$515,000	2	\$1,198,400	3	\$1,713,400
36	Rick	O'Halloran	1	\$481,000	2	\$1,231,000	3	\$1,712,000
37	Laura	McGreal	2	\$1,028,000	1	\$665,000	3	\$1,693,000
38	Michael	Thornton	2	\$1,045,000	1	\$637,500	3	\$1,682,500
39	Nutan	Bansal	1	\$1,678,725	0	\$0	1	\$1,678,725
40	Linda	Little	4	\$1,656,100	0	\$0	4	\$1,656,100
41	ElizaBeth	Schoonenberg	1	\$450,000	2	\$1,150,000	3	\$1,600,000
42	Lori	Johanneson	1	\$750,000	1	\$840,000	2	\$1,590,000
43	Kelly	Stetler	1	\$585,000	2	\$1,005,000	3	\$1,590,000
44	Margaret	Costello	1	\$652,000	1	\$930,000	2	\$1,582,000
45	Natasha	Miller	1	\$805,000	1	\$770,000	2	\$1,575,000
46	Mala	Gandhi	1	\$975,000	1	\$599,900	2	\$1,574,900
47	Katie	Minott	1	\$1,550,000	0	\$0	1	\$1,550,000
48	Victoria	Tan	1	\$630,000	2	\$890,800	3	\$1,520,800
49	Adam	McRae	1	\$295,000	2	\$1,222,000	3	\$1,517,000
50	Christopher	Lobrillo	4	\$1,490,000	0	\$0	4	\$1,490,000

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TOP 100 STANDINGS

Teams and Individuals January 1, 2023 to January 31, 2023.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Jeff	Salhani	0	\$0	2	\$1,472,000	2	\$1,472,000
52	Hillary	Wertz	1	\$918,500	1	\$515,000	2	\$1,433,500
53	Betsy	Stavropoulos	0	\$0	1	\$1,415,000	1	\$1,415,000
54	Courtney	Stach	1	\$1,415,000	0	\$0	1	\$1,415,000
55	Misael	Chacon	3	\$1,405,000	0	\$0	3	\$1,405,000
56	Lesley	Galligan	2	\$1,389,900	0	\$0	2	\$1,389,900
57	Julia	Sargis	1	\$830,000	2	\$555,000	3	\$1,385,000
58	Cristine	Grayson	2	\$1,369,900	0	\$0	2	\$1,369,900
59	Derek	Morgan	1	\$680,000	1	\$680,000	2	\$1,360,000
60	John	Wilt	1	\$678,000	1	\$678,000	2	\$1,356,000
61	Karen	Lynch	0	\$0	1	\$1,347,310	1	\$1,347,310
62	John	Barry	1	\$1,347,310	0	\$0	1	\$1,347,310
63	Kristine	Henderson	6	\$1,331,000	0	\$0	6	\$1,331,000
64	Rocco	Zaccaro	0	\$0	1	\$1,325,000	1	\$1,325,000
65	Stephanie	Juckem	0	\$0	1	\$1,325,000	1	\$1,325,000
66	Margaret	Bussey	1	\$1,325,000	0	\$0	1	\$1,325,000
67	Tina	Novakovich	1	\$512,500	1	\$810,000	2	\$1,322,500
68	Christine	Thompson	0	\$0	2	\$1,318,000	2	\$1,318,000
69	Ginny	Leamy	1	\$205,000	2	\$1,105,000	3	\$1,310,000
70	Vaseekaran	Janarthanam	1	\$439,900	2	\$858,500	3	\$1,298,400
71	Larysa	Domino	0	\$0	1	\$1,285,000	1	\$1,285,000
72	Justin	Lucas	0	\$0	1	\$1,275,000	1	\$1,275,000
73	Sanjay	Marathe	0	\$0	3	\$1,272,000	3	\$1,272,000
74	Molly	Boyd	0	\$0	1	\$1,265,000	1	\$1,265,000
75	Suzanne	McGuire	1	\$465,000	2	\$786,000	3	\$1,251,000
76	Thomas	Oakes	0	\$0	1	\$1,250,000	1	\$1,250,000
77	Brett	McIntyre	0	\$0	3	\$1,245,000	3	\$1,245,000
78	Tom	Fosnot	1	\$230,000	4	\$1,012,000	5	\$1,242,000
79	Yee	Ng	1	\$600,000	1	\$600,000	2	\$1,200,000
80	Christopher	Paradis	0	\$0	5	\$1,194,500	5	\$1,194,500
81	Pat	Murray	1	\$700,000	1	\$480,000	2	\$1,180,000
82	Gloria	Palisoc	1	\$347,500	1	\$827,000	2	\$1,174,500
83	Mike	Long	0	\$0	2	\$1,170,000	2	\$1,170,000
84	Paul	Martis	1	\$585,000	1	\$585,000	2	\$1,170,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Jessica	DeVries	1	\$580,000	1	\$580,000	2	\$1,160,000
86	Haobo	Song	0	\$0	1	\$1,155,000	1	\$1,155,000
87	Allyson	Fernandes	0	\$0	1	\$1,150,000	1	\$1,150,000
88	Laura	Oremus	1	\$1,150,000	0	\$0	1	\$1,150,000
89	Mark	Placek	0	\$0	1	\$1,150,000	1	\$1,150,000
90	Viola	Waszkiewicz	0	\$0	1	\$1,145,000	1	\$1,145,000
91	Gregory	Wroblewski	1	\$1,145,000	0	\$0	1	\$1,145,000
92	Tina	Jagshi	1	\$395,000	1	\$740,000	2	\$1,135,000
93	Jackie	Angiello	1	\$480,000	1	\$652,000	2	\$1,132,000
94	Wendy	Pawlak	1	\$320,000	1	\$810,000	2	\$1,130,000
95	Grace	Burke	0	\$0	1	\$1,125,000	1	\$1,125,000
96	Lou	Zucaro	1	\$1,125,000	0	\$0	1	\$1,125,000
97	Peillin	Li	1	\$433,500	1	\$690,000	2	\$1,123,500
98	Christopher	Campbell	0	\$0	2	\$1,114,775	2	\$1,114,775
99	Linda	Feinstein	2	\$835,000	1	\$245,000	3	\$1,080,000
100	Martha	Bello	1	\$540,000	1	\$539,000	2	\$1,079,000

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