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Pursuing a Life
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AGENT FEATURE:
Mimi Noyes

ON THE RISE:
Vanessa A. Johnson-McCoy

PARTNER SPOTLIGHT:
**The Law Office of
Judy K. Maldonado**

WINTER EVENT:
Photos on page 32

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MEET THE NORTH SHORE REAL PRODUCERS TEAM



Andy Burton
Publisher



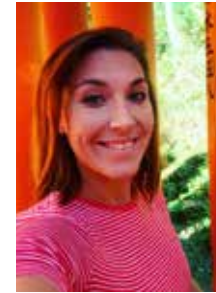
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PUBLISHER'S NOTE

I am amazed at how our platform has grown in just twelve months. Based on the feedback from the REALTORS® and Preferred Partners on our distribution list, the winter event we held last month at A. Perry Homes was arguably our best event yet! For those of you who could not attend, the panel topic pertaining to what to expect and how to navigate the market in 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 Diane Marchetti, Maria DelBoccio, John Morrison, Nick Blackshaw, Craig Fallico, and Kati Spaniak for carving out time in their schedules to deliver immense value to the *North Shore Real Producers* community! Please enjoy the photos from the

event on page 32 and be on the lookout for an announcement soon with details about our spring event.



Andy Burton
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MIMI NOYES



A Legacy of Trust, Respect, & Community

▶ agent feature

By **Chris Menezes**
Photos by **Joe Castello**

For Mimi Noyes, real estate is so much more than just going from one sale to the next. It's about building an entire community of relationships and friendships. As a lifelong resident of Barrington, Mimi takes pride in her community and the many neighborhoods and housing options it provides.

Mimi's active participation in her hometown is, in many ways, a continuation of her family's legacy in town. Her father was a well-respected and trusted member of the community, as the local veterinarian and president of the school board and Lions Club. His reputation often preceded him, not only in Barrington but across the county. With her mother successfully managing the books and accounts for several local animal hospitals and an active participant in the Garden Club of Barrington, together they created many lifelong friendships throughout the area.

Mimi took a keen interest in business as a young adult and obtained her undergraduate degree in finance from Purdue University, then her MBA from Northwestern University's Kellogg School of Management. She then worked for a large investment banking company at the Chicago Board of Trade before getting into real estate. After becoming involved in purchasing an investment property in Chicago in the 1980s, she decided to get her license to augment any future real estate purchases or sales.

Although Mimi was licensed in the 1980s, she didn't begin to sell homes in Barrington until 1990. "I expected real estate to be a part-time activity, but I loved working within my community and my business quickly grew beyond my expectations," she says. "My career in real estate has allowed me to work closer to home and be more involved in raising my family and share all Barrington has to offer to buyers and build a network throughout my community."

Mimi raised her three children—Billy, Tyler, and



Jessica—while working as a top-producing agent. She has received numerous sales awards, but she is most proud of the reputation she's developed among her fellow Barrington residents, clients, and REALTORS®, and the sustainable business that has blossomed from it.

"You must build a reputation, establish a proven record, and demonstrate integrity in order to earn a client's trust and business. As the saying goes, 'Integrity is doing the right thing when no one else is watching,'" she notes. "Every deal is different. Clients always have to know you are there to guide them through what is usually a stressful and overwhelming process with lots of twists and turns along the way. You have to be a problem-solver and be quick on your feet to find solutions and mediate conflicts that come up along the way."

Having spent over thirty years as an individual agent, Mimi is currently enjoying the support and flexibility of being on the Morrison Home Team with @properties® | Christie's International Real Estate.

"I have found the team collaboration, staff support,



“

You must build a reputation, establish a proven record, and demonstrate integrity in order to earn a client's trust and business.

”



Mimi enjoying a trip to Sonoma, CA with family.



and expanded network of working on a team like the Morrison Home Team to be extremely beneficial for my business growth. Having excellent support from your broker and team operations staff truly makes the difference in productivity and efficiency with your workday and ultimate service to your clients,” states Mimi.

When she isn't working, Mimi enjoys gardening, paddleboarding on Lake Geneva, golfing with friends, and skiing. She also enjoys traveling with her family, whether they're going to her lake house in Wisconsin or experiencing a new adventure, such as scuba diving, fly fishing, wine tasting, horseback riding, or hiking.

Having grown up in the years when Barrington was a smaller town, Mimi

especially loves to hike in the forest preserve with her chocolate Labrador, GinnyGin, and being with horses.

Horsemanship and caring for animals with her father when she was a child helped her build character, a sense of responsibility, confidence, and strength. “A horse is a animal with a mind of its own. They will often change their course on you within a split second. [Because that's true] An individual that takes care of or rides horses will develop physical and emotional strengths, a strong sense of responsibility, and extensive confidence,” she says. “Like many sports, horsemanship helps prepare you for life and even the real estate market: there are smooth paths, bumpy rides, challenging obstacles, and many hurdles to clear. A sustainable real estate

business requires the skills and finesse to work with a variety of people and situations for a positive outcome.”

Personal development is a large part of how Mimi defines success: “To me, success is not just about having purpose and professional growth, it's about personal growth too— whether through sports, friendships, raising a family, hobbies, nature, or other activities. It's also about making an impact along the way.” Mimi has been involved and supports local events and organizations regularly.

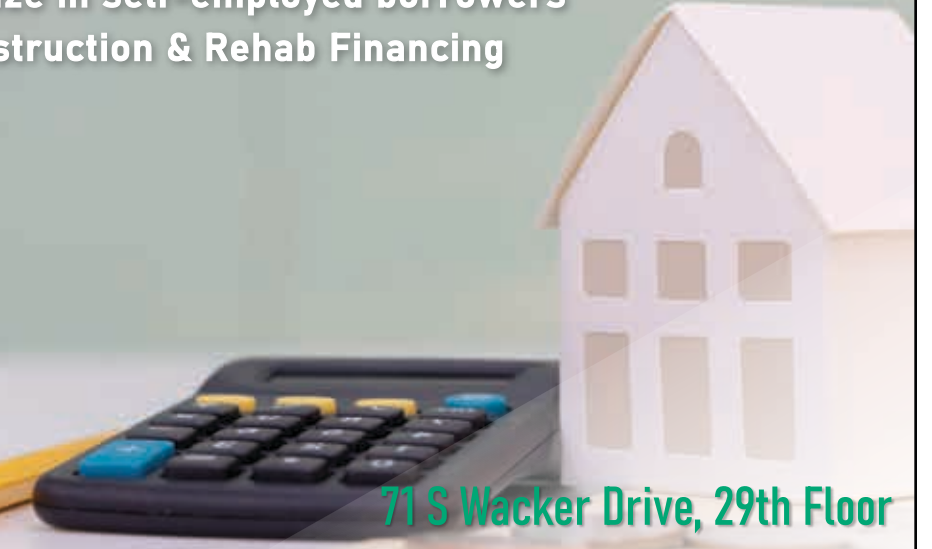
As a lifelong lover of Barrington with an extensive knowledge of and passion for the area, Mimi will continue to inspire confidence with all her real estate clients and colleagues, and continue her family legacy as a trusted, well-respected member of the community for years to come. Integrity speaks for itself.

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▶ partner spotlight

By Chris Menezes
Photos by Elliot Powell

The Law Office of Judy K. Maldonado



Judy with her team at JKM Law.

With Open Hands

Judy Maldonado has always had a passion for the law and for helping people. Since the age of six, she knew she wanted to become a lawyer.

“My parents would watch L.A. Law and I would sneak into the room to watch it with them,” she explains. “I was fascinated with the way the lawyers talked and the way they dressed. While most kids wanted to play house, I always asked to play courtroom!”

Judy started practicing law in 2003 at a small, general practice firm in Chicago, and it’s where she fell in love with real estate law. She loved that it was an area of law that usually had a happy ending at each transaction and decided that was where she wanted to focus her practice.

Within five years of working as an attorney in Chicago, Judy became partner at the firm she was at.

Although she worked in Chicago, she lived in Lake County, and by 2012, the commute was wearing on her. She was spending less time with her husband, Javier, and their two children, Anjali and Aliya. And after losing their third child, Mateo, when he was just a day old from an infection he caught in the hospital, Judy’s priorities shifted.

“Much of my decision to open my own firm closer to where I live was





Judy with her family.



by a referring agent, she aims to handle everything—from discussing the inspection with clients to preparing and circulating documents via DocuSign.

“I know how much legwork agents put into securing a contract for each of our clients, so once they send me a contract, I consider it my job to take it from there and get it to closing,” she says.

Getting to the closing table and seeing the smiles on her clients’ faces is Judy’s favorite part of her job. She loves celebrating with everyone afterward, especially now that more agents and lenders are coming in person to closings post-COVID.

Judy loves connecting with people and giving back. When she isn’t working, she serves on the board of directors for several organizations, including the Lake County Bar Association, Waukegan to College, G7 Networking, and her own homeowner’s association.

The organization that sits closest to Judy’s heart, however, is Safe Families for Children, which offers respite care to families in crises. She and Javier started volunteering at Safe Families after Mateo passed away, and it’s where they first met their daughter, Neveah, who, through a series of unexpected events, they had the honor of adopting two years ago.

Judy and Javier have had many children from Safe Families in their home throughout the years, including a two-month-old who is living with them now. Judy often brings the babies they care for to work with her and even to closings. “It is always hard giving them back, but we love getting the opportunity to love on them and be part of their story of reunification with their families,” Judy says.

Judy is also actively involved in her church, Immanuel Church in Gurnee, where Javier is an elder. “My faith drives everything that I do and is the essence of who I am,” states Judy. “It’s the reason that we volunteer with Safe Families and other organizations that we’re part of. We try to live our lives with open hands, knowing that any success we’ve achieved is not our own but a blessing that is meant to be shared in whatever way we are called.”

based on the perspective I gained on life after Mateo’s passing in 2010,” she explains.

In January 2012, Judy decided to hang her own shingle outside a 500 sq. ft. office in Gurnee. Offering services in real estate law and estate planning, she hoped to have a few closings a month. This past year, her office handled over 1,300 closings and just finished their expansion to a now over 3,000 sq. ft. office space.

“I love to tell my office staff that if our motive

for working ever becomes about just making money, we’ve got it all wrong,” Judy emphasizes. “I genuinely want to help people achieve their dream of homeownership, and I love getting to walk my clients through that journey. Buying a home should be a fun experience, and I work hard at making it as stress-free and enjoyable as possible—for my clients and the agents that I get to work with.” The fact that Judy speaks Spanish—she is Indian, and Javier is Puerto Rican—allows her to help and connect with many more clients, colleagues, and members of her community.

Much of Judy’s business comes from the relationships and partnerships she’s developed with local agents over the years. Whenever she is given a contract

I know how much legwork agents put into securing a contract for each of our clients, so once they send me a contract, I consider it my job to take it from there and get it to closing.



In addition to volunteering and giving back to her community, Judy loves to travel all over the world, and she and Javier are huge foodies. They love to try new restaurants and will even travel for the pleasure of tasting great food. Whenever she hears of a new restaurant opening in the area, she makes it a point to secure a reservation.

Whether spending time with her family, handling a closing, or providing a home for a child in need, Judy infuses everything she does with grace, skill, and most importantly, love.

To learn more about the Law Office of Judy K. Maldonado or to talk to Judy about handling your next closing, please visit www.jkmlaw.com or call 847-379-7300.



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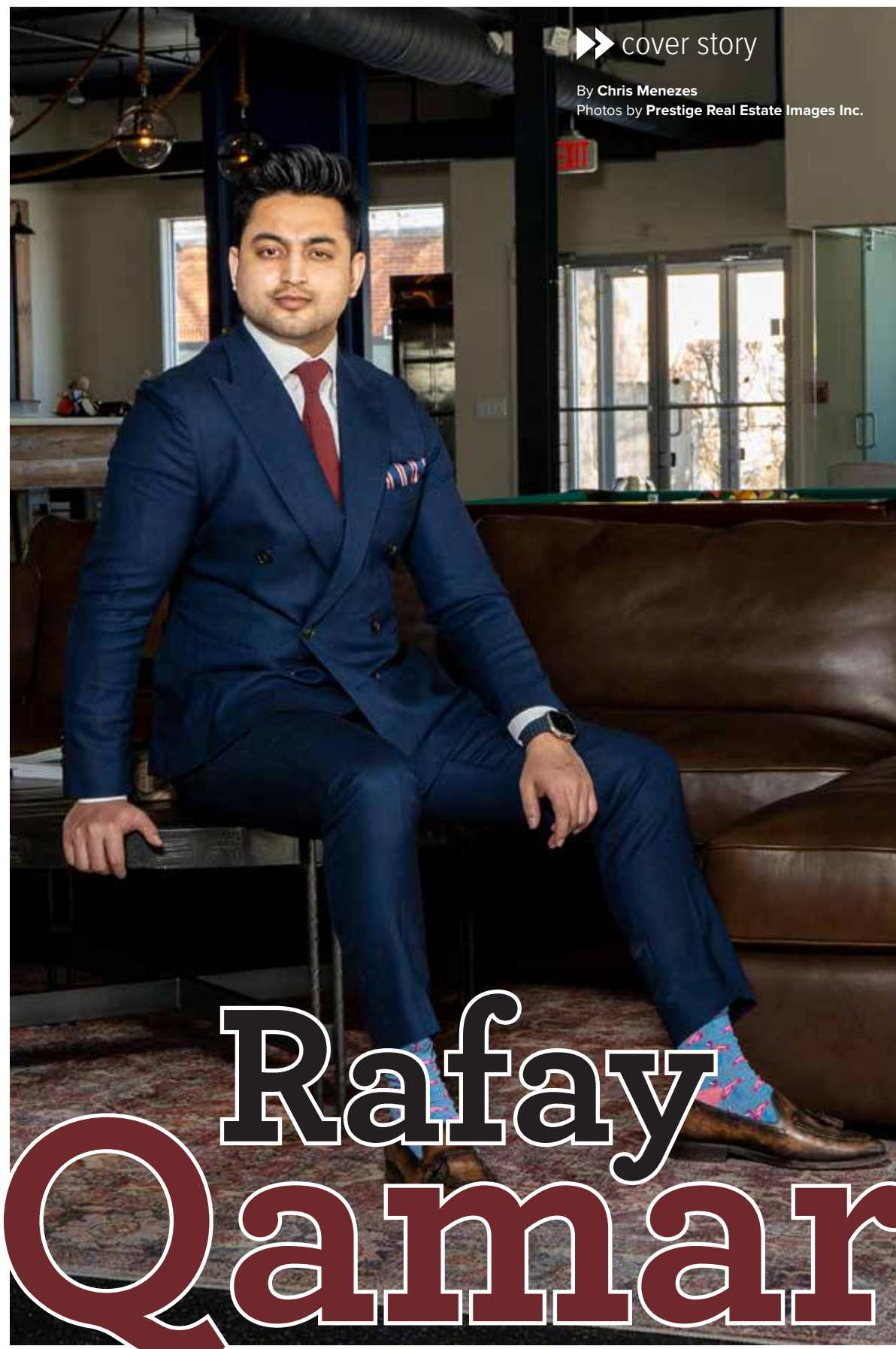


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▶▶ cover story

By Chris Menezes
Photos by Prestige Real Estate Images Inc.

Rafay Qamar

Pursuing a Life of Purpose

Rafay Qamar felt like he was not living up to his potential before entering real estate. He was working as a banker and feeling out of place. His values didn't quite align with those of the large conglomerate. The race to climb the corporate ladder was not fulfilling.

"A lot of people were coming to the bank and being turned away for loans due to strict bank policies. The entire system and the culture didn't feel gratifying," he explains. "I could not pay it forward in any capacity."

Rafay, who immigrated with his family to the United States when he was fifteen years old, believed in the American Dream. He knew there was more opportunity for growth than he was currently experiencing on both a professional and personal level.

Then one night, after coming home from work exhausted, he stumbled upon Bravo TV re-runs of *Million Dollar Listing Los Angeles*. In season one, an episode opened with an eighteen-year-old real estate agent who introduced himself as one of the top agents in L.A. Rafay's interest piqued. He had something to believe in. "Buying a piece of America is one of the biggest achievements in life and one that many people can only dream

of," opines Rafay. "I wanted to be a catalyst for that mission [make the dream of homeownership come true], especially being as I am an immigrant myself."

"I also realized real estate provided the lifestyle I wanted and had been missing. The real estate/sales entrepreneurial career was much more up my alley and would allow me to control my own destiny," he says. But his motivation went deeper than that. "I was provided the opportunities to taste the American Dream, and I felt it was only fair to do my best to pay it forward and help others achieve it too," affirms Rafay.

Rafay grew up in the city of Lahore, Pakistan, which sits near the border of India. A natural born salesperson, he was just ten years old when he executed his idea to handwrite pamphlets and sell them in the subdivision he lived in.

"I've always enjoyed sales and the art of negotiations," he says. "When I discovered real estate, I wanted to use my gift of understanding people, the art of negotiation, and my sales skills to make a difference in people's lives and be part of their journey to homeownership."

Rafay recalls the strength he needed to overcome the culture shock and necessity to get back up after getting knocked down as



Rafay with the team.
Photo credit: Qamar Media



Rafay with his fur babies (Nara and Taro) and his parents (Sohail and Nicki). Photo credit: Qamar Media

...
an immigrant. Being thrust in a new culture required him to stay on his toes: he learned to be an improviser, an over-comer of obstacles, and a street fighter of sorts. But he had his father's example to look up to. "I've inherited my work ethic and grit from my father. I've always been the underdog and always had to prove people wrong when they underestimated me. Actually, it fires me up even more."

Rafay went on to attend DePaul University and earned his degree in finance/business administration. While he had the drive and demeanor for a career in real estate, he still struggled to get started in 2014 after getting his license. He had zero financial backing, no clients, and no experience.

Rafay's persistence and willingness to go the extra mile for his clients and his business won him Rookie of the Year that same year, and have since allowed him to surpass many other milestones in his career. Today, as the principal and team lead, Rafay runs the Qamar Group with Compass, which consists of four partners and thirty-five team members.

"Real estate is a pretty competitive market and making your mark in such a large pool of talent is a lot of work. You have to be in the zone constantly. There is no such thing as

...



...

balance: there are times when you have to work very, very hard [without balance] to accomplish things that others may not be willing to, and there are times when you have to compromise—there is no balance in entrepreneurship. But if I wanted balance, I would still be working my nine-to-five job,” he says.

Since forming in 2019, the Qamar Group has doubled in sales every year. However, in 2022, they decided to pull back the reigns and restructure the entire team. As of today, the Qamar Group operates in three states—IL, WI, and MI—with the goal of using the blueprint of success they created in Illinois to gain traction in additional markets.

When Rafay isn’t working on his business, he enjoys masterminding and brainstorming ideas with other entrepreneurs. He also loves to travel and has a standing goal of visiting three countries every single year. He’s been to over thirty so far.

Always trying to learn new things, Rafay is a big Audible and podcast listener. His favorite authors are Jordan Belfort, Ray Dalio, and Chris Voss. He also loves spending time with his team members, brainstorming, talking strategy, or just shooting pool.

“

When I discovered real estate, I wanted to use my gift of understanding people, the art of negotiation, and my sales skills to make a difference in people’s lives and be part of their journey to homeownership.

”

With the drive and passion that Rafay has for the business of real estate, it will be exciting to see what he is able to build and the ground he will continue to break, as he continues to pursue his life’s purpose.



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VANESSA A. JOHNSON-MCCOY

VICTORIOUS & JOYOUSLY MARVELOUS



Vanessa A. Johnson-McCoy's initials, VAJM, not only stand for her name and the name of her real estate business, VAJM Consulting LLC, but they also represent her motto and personality: victorious and joyously marvelous. While she has had some ups and downs in life, she has never been afraid to make big, bold, and marvelous moves to try something new or go after the things that bring her joy. It's how she decided to get into real estate seven years ago and what has led to her success since then.

Vanessa's bold and joyous personality largely comes from her natural inclination toward leadership. Growing up, she was always the "emergent leader"—the one who was not afraid to speak up or ask clarifying questions. She was involved in student council from third grade through high school and was heavily involved in her church, often speaking in front of her peers and congregation, which helped develop her confidence. She also attributes the experience of being a student during the desegregation years of the late 1960s with strengthening her ability to feel confident and comfortable living, working, and playing with people who don't look like her.

"Most of my life I have had to overcome often being the only Black person in the room," she explains. "Thankfully, the support system I had growing up taught me that I am as good as anyone else. That gave me the confidence to be okay with it [that fact and situation], and [know] that since I worked hard, I earned the right to be at the table and in the room, and to not feel ashamed that I was different, or be afraid to speak up and ask questions."

Vanessa drew much of her inspiration from spiritual and political leaders and others involved in social justice who were not afraid to stand up for what was right and helped pave the way for others to have equal rights and opportunity. She also looks up to her parents who worked hard to provide a better life for their children.

"My mother came from 'picking cotton' in Mississippi to St. Louis, Missouri, to Evanston, Illinois, where I grew up. I'm grateful for all the sacrifices my mother made and how she continues to be so encouraging and supportive at the age of ninety-two. Also, seeing my dad's ability, because he was in management, to come home and drop me off at school when it was cold, allowed me to realize that the type of job I would prefer [as an adult] was one that offered flexibility so I could be there when my children needed me."

Vanessa's propensity for taking bold action took her all over the country in her previous career. After earning her degree in business administration from the University of Illinois, Urbana-Champaign, she embarked on a career in human resources. Working with companies like United Airlines, Discover Financial Services, Hyatt Hotels, and Kaiser Permanente Medical Group, Vanessa spent several years in California and Georgia.

Vanessa first became interested in real estate while living in California, after purchasing her first home. That interest grew stronger after she purchased her second home in Atlanta in 2003. "While watching the work those real estate agents did, seeing the flexibility they had, etc., I thought to myself, 'One day that will be me,'" she remembers. "When I informed my Atlanta REALTOR® buddy and mentor, Erica, that I wanted to pursue real estate, she agreed that I would be a good broker."





decrease the wealth gap among Blacks via real estate ownership and give her clients a “victorious and joyously marvelous experience.”

Vanessa is also passionate about giving back to the community through her church, Faith Temple, and by serving as the president for the Women’s Council of REALTORS® North Shore chapter as well as the North Shore REALTIST® Association, in addition to supporting FirstRepair, the NAACP, and Connections for the Homeless.

“

THANKFULLY, THE SUPPORT SYSTEM I HAD GROWING UP TAUGHT ME THAT I AM AS GOOD AS ANYONE ELSE...”

When she’s not working in real estate or serving her church and community, Vanessa enjoys spending time with friends and family, traveling to warm climates, playing board games, doing word search puzzles, listening to uplifting messages and music, and talking with people on Clubhouse about the things she’s learned in life and business, and how good God has been to her and her family despite the challenges.

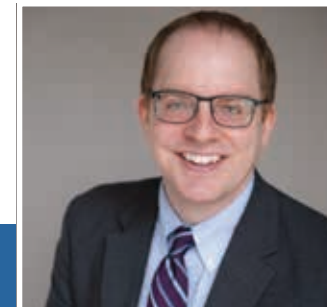
As Vanessa continues to grow her business, she hopes to expand to other states and perhaps open her own brokerage one day. No matter what she does, one thing is certain, she will continue to make people feel victorious and joyously marvelous whenever they are around her.

Vanessa obtained her real estate license after she moved back to Evanston—she was working for United Airlines when they underwent a large layoff and Vanessa found her name on the list. She decided to use the opportunity to pursue her entrepreneurial dreams in real estate, where she could determine her own success and have the flexibility she needed to continue to care for her two sons, Jonathan and Justin.

Over the past seven years, Vanessa has become extremely passionate about educating people, especially Black renters, about the benefits of homeownership, how to create good credit and spending habits, and how to go from a “renter mindset” to a “homeowner/investor mindset.” She is committed to doing whatever she can to help



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▶▶ events
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North Shore Real Producers WINTER EVENT

Panel and Winter Social sponsored by Anthony Perry with A. Perry Homes

We were thrilled to host the first *North Shore Real Producers* panel and winter social! The dialogue the all-star panel of real estate experts Maria DelBoccio, Diane Marchetti, Craig Fallico, Nick Blackshaw, and John Morrison shared was outstanding. Thank you Kati Spaniak for moderating the morning.

Following the panel, we hope you all had an opportunity to connect while enjoying the hospitality at A. Perry Homes. A huge shout out to Anthony Perry and his team 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 in the spring for the next event. Enjoy the photos!



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Raffle Winners

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



Maria DelBoccio won a Longchamp expandable travel bag from Anthony Perry and A. Perry Homes.



Anthony Mehrabian won Beats Studio3 wireless headphones with a case from Jamie Dunsing and Kristin Marsden with Dunsing Inspections.



Allyson Campbell won a Bearfoot Dreams throw blanket and Yeti tumblers from Nick DeGiulio with Junk Remedy.







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YOUR CHICAGOLAND CLIENT RETENTION SYSTEM

TOP 200 STANDINGS

Teams and Individuals from January 1, 2022 to January 31, 2023.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jena	Radnay	4	\$10,650,000	2	\$2,310,000	6	\$12,960,000
2	Catherine	Caravette	0	\$0	2	\$8,300,000	2	\$8,300,000
3	Connie	Dornan	2.5	\$1,507,000	3	\$5,276,000	5.5	\$6,783,000
4	Elizabeth	Wieneke	1.5	\$6,475,000	0	\$0	1.5	\$6,475,000
5	Jane	Lee	7.5	\$4,250,500	3	\$1,817,990	10.5	\$6,068,490
6	Karina	Kolb-Formento	0	\$0	1	\$5,750,000	1	\$5,750,000
7	Susan	Maman	2	\$5,099,000	0	\$0	2	\$5,099,000
8	Kim	Alden	1.5	\$606,000	13	\$4,333,300	14.5	\$4,939,300
9	Mary	Grant	0.5	\$1,500,000	1	\$3,200,000	1.5	\$4,700,000
10	Anita	Olsen	11	\$4,568,480	0	\$0	11	\$4,568,480
11	Maria	DelBoccio	1	\$1,603,918	4	\$2,814,918	5	\$4,418,836
12	Bonnie	Tripton	1	\$1,057,000	1	\$3,000,000	2	\$4,057,000
13	Jacqueline	Lotzof	0.5	\$580,000	2	\$3,455,000	2.5	\$4,035,000
14	Gina	Shad	1	\$1,334,000	1	\$2,700,000	2	\$4,034,000
15	Kathleen	Menighan	1	\$3,950,000	0	\$0	1	\$3,950,000
16	Nevin	Nelson	0	\$0	2	\$3,950,000	2	\$3,950,000
17	Linda	Levin	4	\$3,482,500	0	\$0	4	\$3,482,500
18	Michael	Thomas	4	\$849,000	4	\$2,604,000	8	\$3,453,000
19	Lori	Nieman	1	\$1,200,000	1	\$2,212,058	2	\$3,412,058
20	Ann	Challenger	0	\$0	1	\$3,350,000	1	\$3,350,000
21	Janet	Borden	2	\$2,611,500	1	\$663,000	3	\$3,274,500
22	Geoff	Brown	0	\$0	1	\$3,200,000	1	\$3,200,000
23	Sally	Mabadi	1	\$3,200,000	0	\$0	1	\$3,200,000
24	Katherine	Harris	1	\$3,150,000	0	\$0	1	\$3,150,000
25	April	Callahan	1	\$3,150,000	0	\$0	1	\$3,150,000
26	Sheryl	Graff	2	\$3,085,000	0	\$0	2	\$3,085,000
27	Shannon	Bernard	0	\$0	1	\$3,050,000	1	\$3,050,000
28	Jacquelynn	Gordon	1	\$3,050,000	0	\$0	1	\$3,050,000
29	Julie	Pawl	1	\$1,300,000	1	\$1,650,000	2	\$2,950,000
30	Andra	O'Neill	2	\$2,580,000	0	\$0	2	\$2,580,000
31	Justina	Draper	0	\$0	2	\$2,576,445	2	\$2,576,445
32	Margie	Brooks	1	\$1,822,000	1	\$735,000	2	\$2,557,000
33	Mark	Nesci	0	\$0	1	\$2,450,000	1	\$2,450,000
34	Sylwester	Gondek	0	\$0	1	\$2,411,000	1	\$2,411,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	John	Blue	1	\$2,411,000	0	\$0	1	\$2,411,000
36	Dean	Tubekis	3	\$2,285,000	0.5	\$102,500	3.5	\$2,387,500
37	Sarah	Leonard	5	\$1,937,895	1.5	\$442,500	6.5	\$2,380,395
38	Jim	Starwalt	3	\$592,100	7	\$1,769,250	10	\$2,361,350
39	Connie	Antoniou	1	\$2,200,000	0	\$0	1	\$2,200,000
40	Holly	Connors	3	\$1,414,000	2	\$770,000	5	\$2,184,000
41	Heather	Fowler	1.5	\$2,125,500	0	\$0	1.5	\$2,125,500
42	Nathan	Wynsma	1	\$1,052,611	1	\$1,052,611	2	\$2,105,222
43	Pam	Macpherson	1	\$2,100,000	0	\$0	1	\$2,100,000
44	Deborah	Fischer	2	\$2,085,000	0	\$0	2	\$2,085,000
45	Matan	Aharoni	1	\$2,050,000	0	\$0	1	\$2,050,000
46	Tara	Kelleher	2	\$1,187,500	2	\$843,800	4	\$2,031,300
47	Amy	Derango	3.5	\$1,505,000	1	\$510,000	4.5	\$2,015,000
48	Shaunna	Burhop	2	\$713,000	2	\$1,259,000	4	\$1,972,000
49	Cathy	Oberbroeckling	3	\$1,631,968	1	\$339,900	4	\$1,971,868
50	Abhijit	Leekha	1	\$175,000	4	\$1,794,990	5	\$1,969,990

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STAIN REMOVAL GUIDE

OOPS, I SPILLED!

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.

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.

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, 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.

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TOP 200 STANDINGS

Teams and Individuals from January 1, 2022 to January 31, 2023.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Cory	Green	0	\$0	3	\$1,929,700	3	\$1,929,700
52	Derick	Creasy	0	\$0	5	\$1,863,000	5	\$1,863,000
53	Meredith	Schreiber	0.5	\$599,950	1	\$1,260,000	1.5	\$1,859,950
54	Hady	Gendusa	1	\$955,000	1	\$875,000	2	\$1,830,000
55	Polly	Richardson	0.5	\$250,000	1	\$1,575,000	1.5	\$1,825,000
56	Dinny	Dwyer	0	\$0	1	\$1,822,000	1	\$1,822,000
57	Leslie	Maguire	1	\$1,805,000	0	\$0	1	\$1,805,000
58	Theodora	Jordan	0	\$0	1	\$1,805,000	1	\$1,805,000
59	Glenn	Rickel	2	\$762,500	2	\$966,000	4	\$1,728,500
60	Lisa	Wolf	2.5	\$1,368,000	1	\$330,000	3.5	\$1,698,000
61	Megan	Mawicke Bradley	1	\$1,676,029	0	\$0	1	\$1,676,029
62	John	Mawicke	1	\$1,676,029	0	\$0	1	\$1,676,029
63	Leslie	Dhamer	1	\$1,650,000	0	\$0	1	\$1,650,000
64	Leslie	McDonnell	1	\$439,900	1	\$1,200,000	2	\$1,639,900
65	Oleg	Komarnytskyy	0	\$0	3	\$1,635,000	3	\$1,635,000
66	Heidi	Seagren	2	\$1,625,000	0	\$0	2	\$1,625,000
67	Mario	Greco	0	\$0	1	\$1,625,000	1	\$1,625,000
68	Jeff	Ohm	1	\$805,995	1	\$805,995	2	\$1,611,990
69	Anne	Dubray	2	\$539,000	1	\$1,057,000	3	\$1,596,000
70	Elizabeth	Latour	0	\$0	2	\$1,562,500	2	\$1,562,500
71	Mandy	Montford	3	\$1,114,900	1	\$432,450	4	\$1,547,350
72	Bill	Flemming	3	\$1,542,997	0	\$0	3	\$1,542,997
73	Anne Marie	Murdoch	1	\$1,530,000	0	\$0	1	\$1,530,000
74	Jennifer	Carlino	0	\$0	1	\$1,530,000	1	\$1,530,000
75	Ralph	Milito	1	\$1,475,000	0	\$0	1	\$1,475,000
76	Todd	Klein	1	\$435,000	1	\$1,040,000	2	\$1,475,000
77	Anne	Camarano	0	\$0	1	\$1,475,000	1	\$1,475,000
78	Michael	Herrick	0	\$0	1	\$1,470,000	1	\$1,470,000
79	Mary	Hoffman	4	\$1,462,730	0	\$0	4	\$1,462,730
80	Brad	Andersen	0	\$0	1	\$1,450,000	1	\$1,450,000
81	Marlene	Werman	1	\$1,400,000	0	\$0	1	\$1,400,000
82	Anthony	Mehrabian	0	\$0	1	\$1,400,000	1	\$1,400,000
83	Dorota	Lason	0	\$0	1	\$1,400,000	1	\$1,400,000
84	Caroline	Druker	0	\$0	1	\$1,375,000	1	\$1,375,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Mark	Icuss	0	\$0	1	\$1,338,000	1	\$1,338,000
86	Dawn	Kasten	0	\$0	1	\$1,334,000	1	\$1,334,000
87	Lynn	Fairfield	2	\$580,000	2	\$752,500	4	\$1,332,500
88	Marla	Schneider	1	\$455,000	1	\$875,000	2	\$1,330,000
89	Randall	Brush	3.5	\$1,326,000	0	\$0	3.5	\$1,326,000
90	Michael	Horwitz	0	\$0	2	\$1,312,500	2	\$1,312,500
91	Oskar	Wiatr	2	\$980,000	1	\$321,000	3	\$1,301,000
92	Jason	Davis	0	\$0	1	\$1,300,000	1	\$1,300,000
93	Linda	Zielinski	1	\$1,300,000	0	\$0	1	\$1,300,000
94	Kira	Spivack	1	\$1,300,000	0	\$0	1	\$1,300,000
95	Darragh	Landry	0	\$0	2	\$1,296,000	2	\$1,296,000
96	Lindy	Goss	1	\$1,260,000	0	\$0	1	\$1,260,000
97	Tim	Ratty	1	\$1,255,000	0	\$0	1	\$1,255,000
98	Daniel	Fowler	0	\$0	1	\$1,250,000	1	\$1,250,000
99	Amy	Philpott	0	\$0	1	\$1,250,000	1	\$1,250,000
100	Jorel	Kilcullen	0	\$0	1	\$1,250,000	1	\$1,250,000

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TOP 200 STANDINGS

Teams and Individuals from January 1, 2022 to January 31, 2023.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Monica	Sofranko	1	\$1,250,000	0	\$0	1	\$1,250,000
102	Beth	Wexler	1.5	\$708,750	1	\$536,960	2.5	\$1,245,710
103	Scott	Gettleman	1	\$640,000	1	\$600,000	2	\$1,240,000
104	George	Seaverns	2	\$1,240,000	0	\$0	2	\$1,240,000
105	Sara	Brahm	0	\$0	1	\$1,235,000	1	\$1,235,000
106	Tami	Levy	1.5	\$1,232,500	0	\$0	1.5	\$1,232,500
107	Esther	Zamudio	1	\$359,900	3	\$869,000	4	\$1,228,900
108	Erik	George	0	\$0	1	\$1,200,000	1	\$1,200,000
109	Jetta	Grano	1	\$1,200,000	0	\$0	1	\$1,200,000
110	Megan	Livatino	0	\$0	1	\$1,199,900	1	\$1,199,900
111	Tetiana	Konenko	0.5	\$123,000	2	\$1,075,000	2.5	\$1,198,000
112	Amy	Foote	1	\$330,000	3	\$860,000	4	\$1,190,000
113	Ciler	Kose	0	\$0	1	\$1,180,000	1	\$1,180,000
114	Beth	Alberts	1	\$594,000	1	\$580,000	2	\$1,174,000
115	Greg	Goodman	0	\$0	1	\$1,160,000	1	\$1,160,000
116	Nannette	Porter	3	\$910,678	1	\$245,000	4	\$1,155,678
117	Kamil	Chojnowski	0	\$0	1	\$1,155,000	1	\$1,155,000
118	Valorie	Schmidt	1	\$500,000	1	\$650,000	2	\$1,150,000
119	James	Buczynski	0	\$0	1	\$1,149,000	1	\$1,149,000
120	Jill	Burgin	1	\$1,149,000	0	\$0	1	\$1,149,000
121	Kerry	Wolfe	1	\$439,000	1	\$709,000	2	\$1,148,000
122	Nathan	Freeborn	1	\$707,000	1	\$439,000	2	\$1,146,000
123	Brian	Moran	1	\$229,900	2	\$911,000	3	\$1,140,900
124	Robert	Pontello	0	\$0	1	\$1,140,000	1	\$1,140,000
125	Olga	Kaminska	1	\$275,000	2	\$853,151	3	\$1,128,151
126	Joseph	Woodbury	0	\$0	2	\$1,125,000	2	\$1,125,000
127	Teresa	Stultz	1	\$226,000	2	\$893,000	3	\$1,119,000
128	Daniel	Straus	0	\$0	1	\$1,092,000	1	\$1,092,000
129	Arlen	Peterson	1	\$1,092,000	0	\$0	1	\$1,092,000
130	Paul	Giambarberee	2	\$1,080,000	0	\$0	2	\$1,080,000
131	Libby	Bullock	1	\$630,000	1	\$443,000	2	\$1,073,000
132	Sarah	Anderson	1	\$525,000	1	\$535,000	2	\$1,060,000
133	Maureen	O'Grady-Tuohy	0	\$0	1	\$1,056,000	1	\$1,056,000
134	Cheryl	Waldstein	1	\$1,056,000	0	\$0	1	\$1,056,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Lisa	Cokefair	1	\$460,000	2	\$590,900	3	\$1,050,900
136	Kelly	Lundin	0	\$0	1	\$1,050,000	1	\$1,050,000
137	Ian	Schwartz	1	\$1,050,000	0	\$0	1	\$1,050,000
138	John	Ruckdaeschel	0	\$0	2	\$1,046,000	2	\$1,046,000
139	Kathleen	Yates	1	\$510,000	1	\$530,000	2	\$1,040,000
140	Kim	Sanders	1	\$1,040,000	0	\$0	1	\$1,040,000
141	Christopher	Davis	3	\$1,027,000	0	\$0	3	\$1,027,000
142	Nancy	Gibson	1	\$1,025,000	0	\$0	1	\$1,025,000
143	Amy	Kite	0.5	\$167,500	2	\$856,000	2.5	\$1,023,500
144	Mohammed	Iftikhar	2	\$710,000	1	\$311,786	3	\$1,021,786
145	Sue	Hall	1.5	\$1,011,000	0	\$0	1.5	\$1,011,000
146	Corey	Barker	3	\$1,006,500	0	\$0	3	\$1,006,500
147	Judy	Greenberg	0.5	\$337,500	1.5	\$667,500	2	\$1,005,000
148	John	Shaba	0	\$0	1	\$1,005,000	1	\$1,005,000
149	Brendan	Perlin	1	\$1,005,000	0	\$0	1	\$1,005,000
150	Craig	Stein	2	\$843,900	1	\$160,000	3	\$1,003,900

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TOP 200 STANDINGS

Teams and Individuals from January 1, 2022 to January 31, 2023.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Frank	Denovi	4	\$995,000	0	\$0	4	\$995,000
152	Scott	Henninger	0	\$0	2	\$990,000	2	\$990,000
153	Matthew	Wiegman	0	\$0	2	\$989,900	2	\$989,900
154	Jodi	Cinq-Mars	2.5	\$632,000	2	\$355,000	4.5	\$987,000
155	Cory	Jones	1.5	\$763,500	1	\$223,000	2.5	\$986,500
156	Sofia	Ilchuk	0	\$0	2	\$980,000	2	\$980,000
157	Linda	Little	1.5	\$979,970	0	\$0	1.5	\$979,970
158	Cheryl	Bonk	1.5	\$979,970	0	\$0	1.5	\$979,970
159	Tom	Leuver	0	\$0	1	\$974,000	1	\$974,000
160	Steven	Maher	1	\$974,000	0	\$0	1	\$974,000
161	Kelly	Dunlop	0.5	\$173,500	1	\$800,000	1.5	\$973,500
162	Stephanie	Andre	1	\$959,000	0	\$0	1	\$959,000
163	Pamela	Saul	0	\$0	1	\$959,000	1	\$959,000
164	Mark	Munro	1	\$345,000	1	\$613,000	2	\$958,000
165	James	D'Astice	0	\$0	1	\$955,000	1	\$955,000
166	Gary	Jensen	0	\$0	1	\$955,000	1	\$955,000
167	Violeta	Jako-Ostojic	1	\$480,000	1	\$472,000	2	\$952,000
168	Yong	Yap	0	\$0	1	\$950,000	1	\$950,000
169	Stefanie	Ridolfo	2	\$463,000	1	\$470,000	3	\$933,000
170	Robert	Wisdom	2	\$706,750	1	\$222,500	3	\$929,250
171	Gloria	Matlin	1	\$552,500	1	\$369,000	2	\$921,500
172	Karen	Goins	2	\$920,000	0	\$0	2	\$920,000
173	Nasko	Ivanov	2	\$914,900	0	\$0	2	\$914,900
174	Jean Marie	Downes	1	\$454,000	1	\$454,000	2	\$908,000
175	Rony	Khezeran	1	\$291,000	2	\$616,000	3	\$907,000
176	Julia	Alexander	2	\$586,000	1	\$316,000	3	\$902,000
177	Sara	Sogol	3	\$901,499	0	\$0	3	\$901,499
178	Vittoria	Logli	0	\$0	1	\$892,500	1	\$892,500
179	Christina	Carmody	1	\$892,500	0	\$0	1	\$892,500
180	Diana	Matichyn	1	\$360,000	1	\$531,250	2	\$891,250
181	Kenneth	Lemberger	1	\$375,000	2	\$514,500	3	\$889,500
182	Barbara	Kramer	1	\$190,000	1	\$690,000	2	\$880,000
183	John	Steele	1	\$440,000	1	\$440,000	2	\$880,000
184	Lital	Avnet	1	\$875,000	0	\$0	1	\$875,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Becky	Toulon	1	\$269,000	1	\$601,100	2	\$870,100
186	Kelly	Janowiak	2.5	\$868,000	0	\$0	2.5	\$868,000
187	Galina	Iklov	1	\$320,000	1	\$545,000	2	\$865,000
188	Brett	Larson	1	\$865,000	0	\$0	1	\$865,000
189	Shannon	Towson	0	\$0	2	\$857,500	2	\$857,500
190	Mathew	Tarailo	0	\$0	1	\$857,000	1	\$857,000
191	Courtney	Cook	0	\$0	1	\$850,000	1	\$850,000
192	Diana	Marcus	0	\$0	1	\$850,000	1	\$850,000
193	Andrew	Congenie	0	\$0	2	\$849,900	2	\$849,900
194	Vaseekaran	Janarthanam	0	\$0	2	\$848,825	2	\$848,825
195	Armando	Zires	1	\$417,500	1	\$427,000	2	\$844,500
196	Tamara	Kasey	0	\$0	1	\$840,000	1	\$840,000
197	Edelyn	Xie	1	\$832,000	0	\$0	1	\$832,000
198	Chris	Veech	0	\$0	1	\$832,000	1	\$832,000
199	Susan	Pickard	0	\$0	2	\$831,915	2	\$831,915
200	Liliya	Sokhan	0	\$0	1	\$825,000	1	\$825,000

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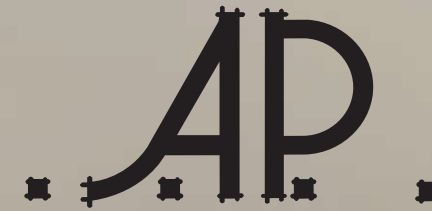
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