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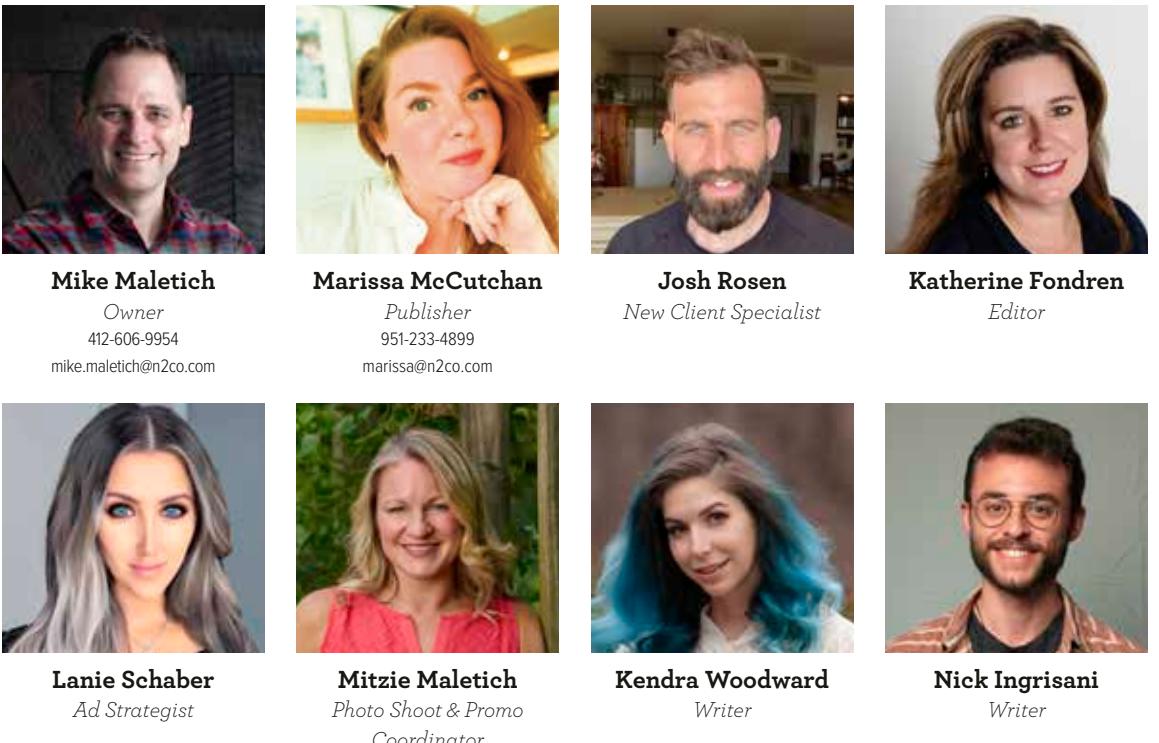
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MEET THE SALT LAKE CITY REAL PRODUCERS TEAM



► announcement

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Do you work with someone who you would recommend to other top agents? We would love to meet them. You can nominate them for a spot in *SLC Real Producers*.

Send their info to
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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at Mike.Maletich@n2co.com

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► announcement

What Is Salt Lake City Real Producers?

Real Producers started in Indianapolis in 2015 and is now in over 100 markets across the nation and spreading rapidly. We are EXCITED to launch *Salt Lake City Real Producers!*

Name a large city and we are there or will be soon! In every market, we take the top 500 agents, based on the MLS production, and we build an exclusive magazine around those agents.

We share their stories, successes, market trends, upcoming events — really, anything that will connect, inform and inspire, we put in the monthly publication. We strive to inform and inspire the top producing real estate agents in the local market and connect them socially.

The secondary focus is to provide an avenue for our affiliate partners to create relationships with these top performers on a level that they might not be able to achieve on their own.

Q: WHO RECEIVES SALT LAKE CITY REAL PRODUCERS MAGAZINE?

The top 500 agents in Salt Lake City from the previous year. We pull the MLS numbers (by volume) from the previous year. Approximately 14,000 agents are licensed in this territory. We cut the list off at #500, and the distribution was born. The Top 500 cutoff is \$12 million. The list will reset at the end of every year and will continue to update annually.

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

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

A nomination currently looks like this: You email our publisher Marissa McCutchan at [marissa @n2co.com](mailto:marissa@n2co.com) with the subject line, "Nomination: (Name of Nominee)."

Please explain why you are nominating them to be featured. It could be they have an amazing story that needs to be told — perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way, etc. The next step is an interview with us to ensure it's a good fit. If it all works out, then we put the wheels in motion for our writer to conduct an interview to write the article and for our photographers to schedule a photo shoot.

Q: WHAT DOES IT COST A REALTOR®/TEAM TO BE FEATURED?
Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away!

We are not a pay-to-play model. We share real stories of Real Producers.

Q: WHO ARE THE PREFERRED PARTNERS?

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

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: If you know and want to recommend a local business that works with top REALTORS®, please email our owner to let us know at mike.maletich@n2co.com

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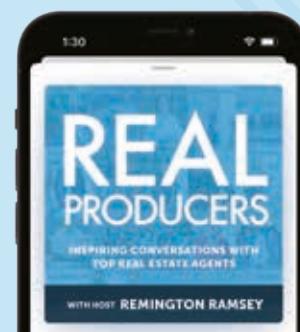
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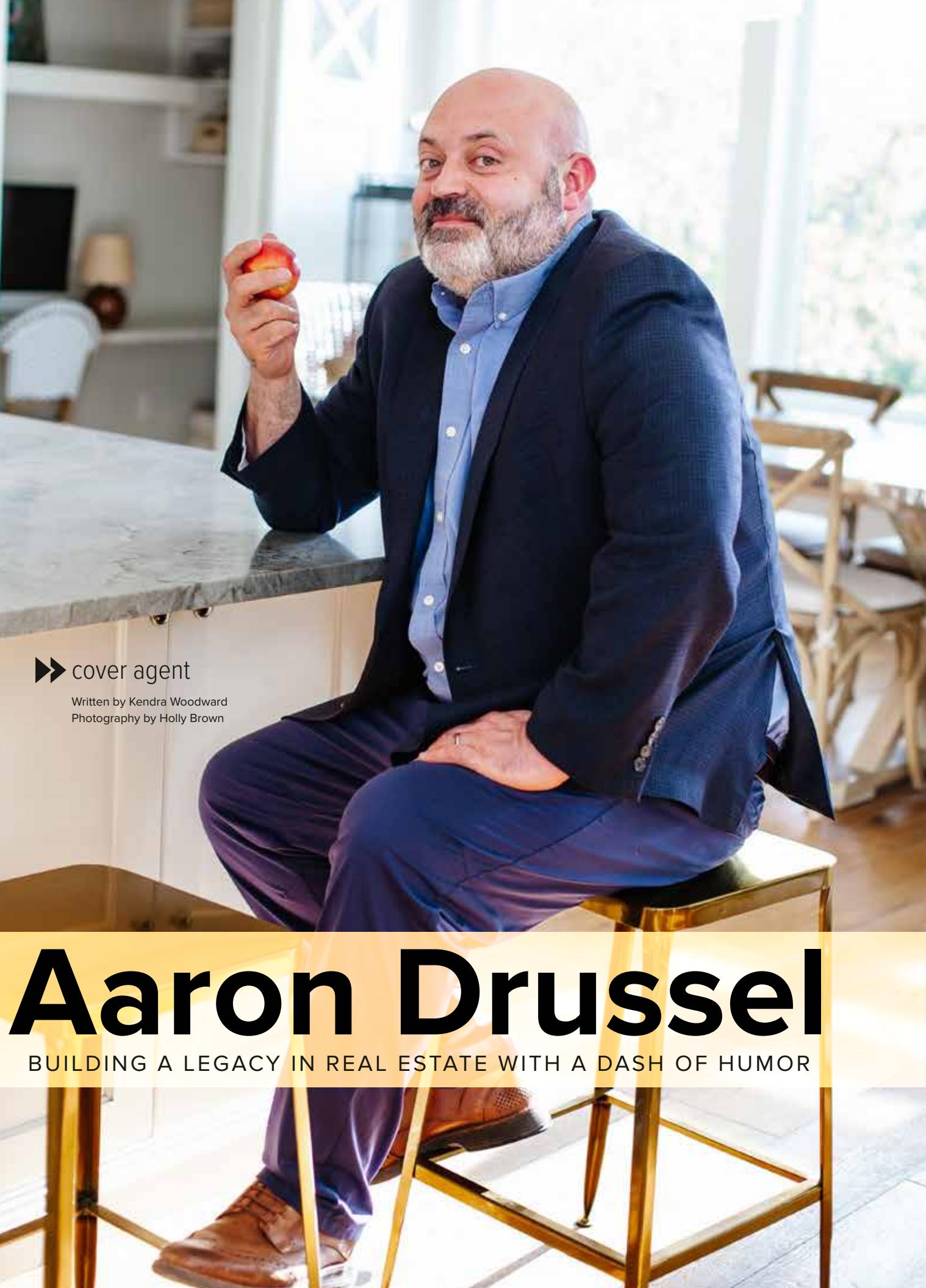
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► cover agent

Written by Kendra Woodward
Photography by Holly Brown

Aaron Drussel

BUILDING A LEGACY IN REAL ESTATE WITH A DASH OF HUMOR



When it comes to the world of real estate, Aaron Drussel is a force to be reckoned with. With a license dating back to 2003, Aaron has built a successful career that is driven by his passion for helping others and a unique sense of humor that sets him apart from the crowd. From his early days in Chicago to his time in Spain and his current base in Utah, Aaron's journey has been shaped by diverse experiences and influential figures that have molded him into the accomplished real estate professional he is today.

“

I liked that I could be rewarded for my efforts... knowing if I worked hard, I would be rewarded.



Born in Utah, his parents moved to the Windy City before he was 6 months old. It was Aaron's early formative years in Chicago that nurtured his deep love for sports. His time there instilled in him a fervent sports fandom that still resonates today. But it was a move to New Jersey before the 6th grade that truly shaped his ability to speak his mind and have candid conversations with others while maintaining a sense of balance and clarity.

Aaron fondly recalls the straightforward nature of Jersey residents, which contrasted with the more cautious approach often found in Utah, where he currently resides. “They’re very straightforward there [in NJ]. What’s interesting, living in Utah, one of the greatest crimes is offending someone. People here want to tell you what they think you want to hear,” Aaron explains.

Aaron’s educational journey led him to Utah, where he attended Brigham Young University (BYU). Initially drawn to a career in dentistry, he took some entrepreneurship classes alongside his dental school prerequisites. It was during this time that he realized his passion for business and the rewards that came from his efforts. Performing well in a part-time consulting gig turned his attention to real estate eventually, prompting him to obtain his license

and embark on a new and exciting path. “I got my real estate license on the side, just so I could see houses, and it took off. I liked that I could be rewarded for my efforts... knowing if I worked hard, I would be rewarded,” Aaron explains. “Negotiating is super fun for me. I liked the aspect where I could read people - being service-minded and being able to help people.”

That wasn’t the only thing that kept him here, however. “Like many people outside of Utah, I swore I would never live in Utah, but then I met my wife, this is where she’s from, and that’s all it took,” he jokes. And while Aaron’s first year in real estate was slow, he persevered and dedicated himself to building a solid clientele base. His hard work paid off after 18 months when he experienced a surge in closings, solidifying his belief in the power of consistent effort and long-term results.

Throughout his journey, Aaron found inspiration and guidance from mentors such as Joe Stumpf, someone Aaron considers a good friend and close advocate. “He laid the groundwork for the philosophy and teachings of how I run my business and my mindset,” Aaron explains. More recent influences like Kevin Nations and Jon Cheplak helped him reframe his mindset and strive for personal and professional growth.

“

Negotiating is super fun for me. I liked the aspect where I could read people - being service-minded and being able to help people.



When reflecting on his career and the advice he would give his younger self, Aaron emphasizes the importance of consistency and perseverance. He likens success to sowing a garden, where patience and a steadfast approach yield fruitful results. In a world dominated by instant gratification, Aaron reminds us that true rewards often come from sustained effort and a willingness to embrace discomfort.

As Aaron continues to expand his horizons, he recognizes the value of being an outlier and going against the grain. The COVID-19 pandemic taught him the importance of being the first to reach out and to always do the opposite of what the masses are doing. This mentality has opened up new opportunities and allowed him to stay ahead of the curve in a rapidly evolving market. "That's where you find opportunity," he says.

Rather than succumbing to the virtual shift, Aaron and his team are doubling down and have just finished building a new office space to foster connections and collaboration with influencers in the industry. "This year we're

looking at really growing and having more of a significant impact," he states. "Growing our social channels and providing new content in that space, and building a new office building with a new concept providing a showroom space to allow different influencers to have clients and host events in that space."

Beyond his professional achievements, Aaron's personal life is just as fulfilling. His wife, Sara, provides stability and support, allowing him the freedom to pursue his passions. Together, they have four children, and their family dynamic is enriched by their two adopted children. "Our two eldest we adopted as newborns. That was an interesting world to be a part of. We have an open adoption with both and that's been a great venture for our family," he beams.

Outside of real estate, Aaron finds joy in stand-up comedy, weightlifting, public speaking, and coaching youth sports. He also cherishes time spent with his family, whether it's enjoying the beach or engaging in activities that promote connection and growth.

Aaron's commitment to making a positive impact extends beyond his career and family life. He actively supports organizations like Saprea, which aids survivors of childhood sexual abuse, and has gotten his children involved with an organization

called Sleep in Heavenly Peace, which provides kits for families that are in need of beds for their children. Additionally, he has been involved in building houses in foreign countries through New Story (sometimes being performed with a 3D printer).



Photo by Hillary Taylor Photography

2022

BY THE NUMBERS

HERE'S WHAT
SALT LAKE CITY'S
TOP 500 AGENTS
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12,637
TOTAL TRANSACTIONS

\$ \$10,274,086,806
SALES VOLUME

\$21
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AVERAGE
SALES VOLUME
PER AGENT

26
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Jordan McQueen

Balancing
Work and Play



J

ordan McQueen is a real estate agent with Keller Williams who's spent his entire life growing up in the Big Cottonwood Canyon area, right down the street from where he works now. Before starting his career in real estate, he worked for a garage flooring company while finishing up school.

However, real estate was his true calling, and he joined the industry immediately after finishing his education.

When asked about the area of the world that had the biggest impact on who he is today, Jordan replied, "I probably have to say the south shore of

Kauai, Hawaii. It's just a place I always love to vacation. I look forward to going there, planning trips there, being there, and getting away there. It's a dream destination that's actually attainable... it's not one of those dream destinations that you never get to."

While attending the University of Utah, where he studied communications, Jordan learned one of most invaluable lessons of his life. Admitting that while he believes you can learn just about everything on YouTube, the social aspects you learn in school and the connections you make there are unmatched. It's the close

personal networking and connections you make while there that prepare you for life outside of the classroom.

Alongside those skills he learned inside the classroom, there were many lessons his father taught him, too. Jordan's father was a big role model for him and he tries to mirror the way he treats people. He is a really good guy, with a good business, and he is good to the people around him. He has been a shining example to Jordan of what it meant to make friends, true friends, and how easy it can be. Jordan boasts how accepting and easy he is to be around.



The key to success is making more calls to people and providing exceptional service.



Another key factor in the transition Jordan has made recently was the birth of his daughter, citing it as one of the most influential moments in his life. "Having a daughter changed a lot of how I see things and view the world. That was one of those moments that made me stop and think."

All these intricate nuances led to the development of how Jordan McQueen handles himself as a real estate agent. He enjoys talking with people and helping them with their housing and retirement planning needs. And particularly enjoys watching his clients come back years later with extra equity and cash from their investment properties. Jordan loves showing people properties in person and analyzing rentals to explain how to further rental portfolios and bump rent.

When Jordan isn't dedicating his time to his clients, he is very well apt at the work-life balance that so many people struggle with. He and his wife, Kristy, have two kids, Benton and Scottie, and a golden retriever named Moose. Jordan loves ice hockey, mountain biking, and traveling. Jordan believes in the importance of work-life balance and scheduling vacations accordingly. He encourages everyone to enjoy their time away from work, as it is most important to their work.

Living in the Salt Lake Valley has given Jordan quick access to winter sports, which have played a major role in his life and his ability to maintain balance. He and Kristy have a dream of owning a villa in Italy eventually and traveling there for 2-3 months at

a time. Their secret to making time for vacations with family is to always have a trip planned. He hopes to eventually be in a routine of taking four weeks of vacation annually.

Jordan believes that the key to success is making more calls to people and providing exceptional service. He hopes to continue helping people find their dream homes and expand their rental portfolios.

Jordan is a true example of how pursuing your passions and finding balance in life can lead to a fulfilling and rewarding career. His passion for helping people find their dream homes and investment properties is infectious, and his love for life and traveling is inspiring.





► realtor® on the rise

Written by Kendra Woodward
Photography by Tiffany Burke



In the world of real estate, where the bottom line often dominates conversations, Megan Kessimakis, a REALTOR® with Summit Sotheby's, stands out as a professional driven by a different kind of passion - helping people accomplish their goals and find their place in the world of homeownership.

Born in Salt Lake City, Utah, Megan embarked on a unique path that led her to the world of real estate. Her academic journey, which included studying sociology at Salt Lake Community College and the University of Hawaii, took an unexpected turn when she realized her calling lay elsewhere. Megan wanted to help people but did not wish to pursue a career in social work or therapy. It was an escrow officer friend who suggested the world of real estate, an option she had never considered before. The irony was not lost on her, as her mother's experience as a real estate agent had seemingly soured her perception of the field.

A defining moment occurred for Megan when she watched a handful of clients turn their lives around in the pursuit of home ownership. It was at that time that she realized the hard work and drive it would take to be a better version of herself, and it was then that she fell in love with her career.

So, after working various jobs throughout college, Megan jumped directly into real estate and pursued her dream of becoming a REALTOR®. It was during her early days as a licensed REALTORS® that she joined a mentor program at her brokerage, and it was here that she found not just guidance, but a lifelong mentor in Alicia Holdway, who would later become her broker. That guidance would be the starting point for Megan's drive in real estate and the type of agent she strived to become, as she puts it, "There are two types of REALTORS®, REALTORS® who do sales and REALTORS® that build relationships and are trusted advisors for life."

Megan's passion for real estate extends beyond transactions and property values and instead focuses on her clients and the betterment of her community. She finds immense fulfillment in helping individuals who never thought homeownership was possible to set goals and build habits that lead them to home ownership.

Witnessing the transformation of her clients' life paths by taking a chance and purchasing a house is what Megan cherishes most about her profession. She describes these moments as "little magic moments" that underscore why she loves what she does. Through real estate, she has the privilege of watching people create their legacies and build wealth portfolios. As Megan emphasizes, "Being someone's trusted advisor is probably the most rewarding and fulfilling part of my career." She is deeply committed to helping people grow their wealth portfolios and elevate their financial standing through homeownership.

Choosing Summit Sotheby's International Realty has been a major game-changer for Megan. Despite her age, which she modestly labels as "below average" for a REALTOR®, joining the brokerage opened doors to an unparalleled level of expertise and camaraderie.



Megan speaks highly of DeAnna Robbins, the previous broker who was at the helm when she joined. Robbins' approach to business and camaraderie left a profound impression on Megan. She describes the brokerage as being surrounded by "the absolute best in the business and unmatched marketing ability." She is continuously impressed with the high level of value that Summit Sotheby's International Realty offers its agents.

Learning from her mentor, Megan has implemented systems and processes into her business to ensure top-notch service. By always refining her task list, she leaves herself time to dedicate to finding ways to go above and beyond for her clients. To Megan, helping someone purchase or sell real estate is a major life event that deserves the utmost care and attention. Her goal is to articulate value and elevate the standard in real estate service.

A community advocate at heart, Megan actively supports the Salt Lake Board of REALTORS® and serves on committees dedicated to giving back to her community. Last year, she chaired the Young Professionals Network (YPN), where her mission was to educate younger REALTORS®. She also serves

on the Government Affairs Committee, where she pays attention to local politics and its impact on the REALTOR® community. Her efforts aim to raise the minimum standard for professionals in the industry, helping to ensure a higher quality of service for all. Megan also volunteers regularly and is on the resource committee for Circles of Salt Lake City, a non-profit that helps people get out of poverty.

Outside of real estate, Megan is a free spirit who enjoys rock climbing, spending time outdoors, and traveling, and she has a six-year-old Weimaraner who keeps her company during her adventures. Megan's natural gift for connecting people shines through her passion for bringing individuals together...even at home. She loves to cook for people and believes in embracing the inner child, keeping life playful, and not taking it too seriously. For her, fulfillment is the key to success, and she chooses to live life with joy and authenticity.

In Megan Kessimakis, one finds not just a REALTOR®, but a dedicated advocate for her clients and community. Her journey, driven by a deep sense of purpose, is a testament to the transformative power of real estate and the profound impact it can have on people's lives.



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