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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at andy.burton@realproducersmag.com

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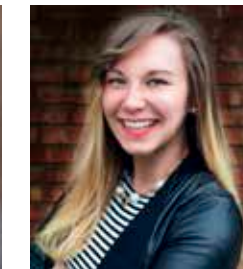
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PUBLISHER'S *note*

As I reflected this month, I keep thinking back to the family vacation we had a couple of weeks ago in the California redwoods with my wife's side of the family, her siblings, and the fifteen cousins.

Spending so much time in the towering redwoods, reminded me of the strength of family bonds—unyielding and timeless, much like those trees. Laughter and joy echoed through the woods as we took hikes together, swam in crystal-clear rivers, and created memories that will forever hold a special place in our hearts.

While we had big plans for our vacation, life had its own twists in store. Several of the kids got sick, changing our plans. Although it was unexpected, we still found so much gratitude. The love and support that surrounded us during those moments reaffirmed the depth of our family bond as each family member went out of their way to be flexible and willing to sacrifice.

This time among the redwoods resonates with the essence of the real estate world—a home is not just a structure but a haven where memories are cherished and where families find solace.

Recognizing the parallel between our family vacation and the quest for home was insightful. Sometimes, plans may not unfold as expected, but it is in these moments that we find the true value of gratitude for what truly matters—the love and connection we share with our family.

May we be reminded of the importance of family, the strength of togetherness, and the magic of finding a place to call home.



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John

Never Too Late to
Do Something New

BOURJAILY

agent feature

By Lauren Young
Photos by ABiV Photography

“I took a big risk leaving my family business at age forty-eight and starting something new in real estate,” says REALTOR® John Bourjaily with @properties in Hinsdale. “That decision was hard, yet ended up being incredibly rewarding.”

A lifelong western suburbs resident, John attended Benet Academy in Lisle before graduating from Loyola University with a degree in broadcast communications. After college, he immediately joined the family business, a successful publishing and print advertising agency. John was a third-generation partner, and he was dedicated to continuing the business until the introduction of the Internet changed the industry forever.

“My father helped start and grow the firm for over forty years, earning a wonderful living along the way,” says John. “There was no reason for me to believe I wouldn’t stay there for the rest of my life and enjoy the same rewards. But when it was clear that wasn’t going to happen, I was faced with a crossroad.”



John knew the company wouldn’t last without making major changes to the business model. And even if it did make it through that evolution, it would be a challenge with unsure results. With mixed emotions, he chose to exit advertising, the only profession he’d ever had, after twenty-six years and just as his kids were reaching college age.

“I also recognized the example I was setting for my children at the time,” he says. “I wanted them to know that it’s okay to take a chance and try something new, and that failure is an important step in ultimately achieving success.”

John’s first new role was as a business development manager at an automobile dealership. In this job, he managed a staff of internet salespeople. While he never thought he’d have an issue working for someone else, after just six months he realized he would be happiest as his own boss.

“My years as a partner with my family’s advertising firm groomed me to take on the task of starting my own business,” he says. “And my marketing background was a huge plus when I started my real estate business.”

Upon launching his next career as a real estate broker, John drew on the lessons he’d learned from his father while working with him for so many years.

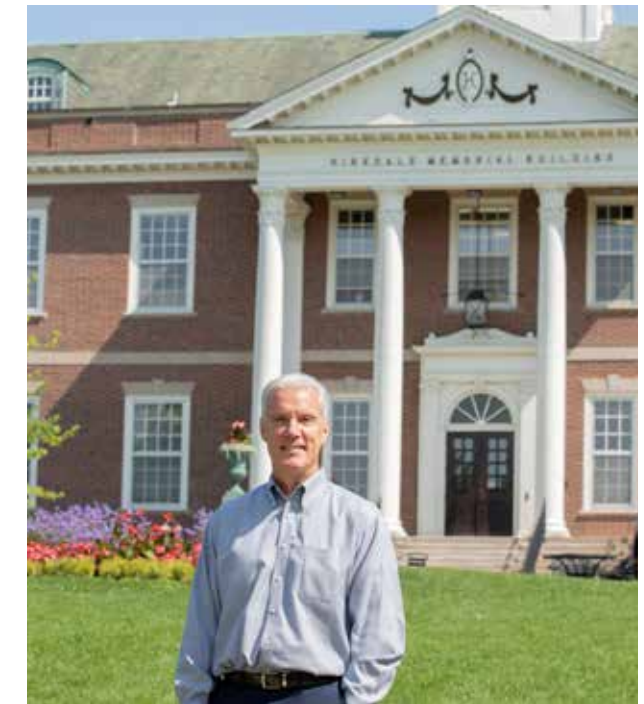
“My father is one of my biggest role models,” he says. “Not only did he run and grow our family business, but he did it with the utmost integrity. He showed me the importance of gaining the respect of your peers, employees, and clients.”

Now, nearly a decade into his second career as a REALTOR®, John has found his comfort zone. He has effectively transitioned his drive and self-determination into caring for his clients. He claims his “OCD” has made him fastidious about serving them as well as he possibly can.

“I am passionate about doing everything expected of me and more,” he explains.

“There is nothing more rewarding than a positive review from one of my clients. Even just a simple ‘thank you’ is meaningful.”

Outside of work, John spends much of his downtime running and biking around town, as well as traveling and enjoying concerts with his wife, Jennifer, and their three daughters, Katie, Caroline, and Anna and her husband, Rob. He is also a longtime supporter of St. Jude Children’s Research Hospital. His great uncle was good friends with its founder, Danny Thomas, and played an active role in helping establish the organization. Every year at Christmas, instead of sending his clients a material gift, John makes a donation on their behalf to St. Jude. As his business has grown over the years, so has his yearly contribution.



John with his wife, Jennifer, at the Grand Canyon in 2022.

“

My father is one of my biggest role models...
*He showed me the importance
of gaining the respect of your
peers, employees, and clients.*

”



John with his family at a Springsteen concert.



Looking forward, John plans to continue in real estate for many years to come. His career as a REALTOR® has become the lifelong professional passion that he thought his family business would be. He wakes up every morning looking forward to the day, which he sees as the definition of fulfillment.

“My life has changed so much since becoming a real estate agent,” he says. “I’m working harder than I’ve ever worked in my life and I am loving every minute of it.”

“Hard work always pays off and there’s no substitution for it,” he adds. “I know it sounds cliché, but good things happen to those who work hard—it’s proven to be true throughout my entire professional life.”

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The Rose team in 1930.

In the mid-1800s, a chemist by the name of Solomon Rose concocted an early form of arsenic. During the Civil War, his expertise caught the attention of none other than President Abraham Lincoln, who, as commander in chief of the US Army, was seeking ways to protect his soldiers from rat bites and body lice. Solomon's success eventually led to the expansion of Rose Pest Solutions across the nation by way of his son, Daniel Rose, in the early 1900s. Chicago was their steadfast headquarters. The torch was eventually passed to C. Norman Dold, then to Robert "the Chief" Dold, and today, the company is proudly led by Bob Dold II. Bob "Bobby" Dold III, who just



Solomon Rose, a chemist, who concocted an early form of arsenic in the mid-1800s.



graduated from high school, has joined the Rose Pest Solutions team for the summer.

Rose Pest Solutions's approach extends beyond the mere elimination of pests: they focus on addressing the root cause, ensuring long-lasting, preventative solutions.

By pushing pest pressures back into nature, Rose Pest Solutions is able to restore balance and a healthier environment for all. Their intentional shift from traditional, product-reliant extermination to the conscientious Integrated Pest Management (IPM) reflects their ability to evolve and innovate—traits that lie at the core of their success.

Because the nature of their work is based on Mother Nature constantly shifting, staying nimble and adapting their methods and practices to her changes as they go is an art that Rose Pest Solutions has been practicing for over 160 years, transitioning from being called exterminators to pest control technicians to pest management professionals.

That's because their methods and approach change to address the concerns people have about pest control and the environment. A good example of this is the current concern about the health of pollinators. "People think they cannot use pest products at all if they want to save the bees, but this is a myth," notes Bob. "The way we apply materials these days is targeted and specific to the breeding zones and harborage areas of pests. It



A 1980s Rat Poison Trading Card.

“People think they cannot use pest products at all if they want to save the bees, but this is a myth...The way we apply materials these days is targeted and specific to the breeding zone and harborage areas of pests. It is all very scientific.”
- Bob Dold

is all very scientific. Having a mosquito prevention service does not mean you will not have butterflies in your garden anymore.” IPM is a far more scientific and targeted approach than the old-school method of spraying or fogging without proper identification of the specific pest. IPM solves a pest problem at the root.



C. Norman Dold and Daniel Rose with Bill and Helen Beutner.

One vital member of the team, Marketing Director Janelle Iaccino, known by many as “the Bug Lady,” is an integral part of the success story of Rose Pest Solutions. With a remarkable eighteen-year tenure working alongside the Dold family, she has become a force to be reckoned with in marketing. Her passion for insects, nature, and education is contagious as she effortlessly combines her knowledge with her enthusiasm for her work. You may have spotted her sharing her expertise on WGN radio or TV, captivating audiences with her wealth of insect information and love of all things creepy crawly.



Bob Dold, the pest control industry's ultimate “people person.”

She is also a familiar face at *Real Producers* events, food industry events, children’s museums, and Girl Scout functions, always eager to engage and educate. Her contributions have not gone unnoticed: she was honored with the prestigious Influential Women in Business Award by the *Daily Herald Business Ledger* in 2021, and was one of the 2023 recipients of the Impact Award given by the National Pest Management Association, solidifying her status as an industry leader.

Along with Janelle, Rose Pest Solutions has a robust and passionate team of professionals who exemplify excellence, are passionate about their work, and go above and beyond the call of duty, such as noticing and offering to change a burnt-out lightbulb during a routine inspection, to ensure the well-being of their customers. They’ve cared for client families for years, witnessing their children grow up and bringing treats for the befriended family dog at each quarterly visit.

This level of dedication, attention to detail, and genuine care sets the company’s team apart as true rockstars in their field.

Rose Pest Solutions also understands the unique needs of REALTORS®. Through the experience of Bob Dold I, a broker and investor, and Bob Dold II, also a commercial real estate investor, the team understands the urgency of last-minute pest inspections. They appreciate their REALTOR® partnerships, are happy to host educational seminars for REALTOR® teams, and are proud of the value and expertise they are able to provide their REALTOR® partners during a transaction.

The company invests in its people through education, and supports their personal and professional growth. They also invest in their industry. Like



A map of Rose Pest Solutions from coast to coast.



The Dold family.

many other industries, the pest management field is experiencing a shortage of talent as seasoned professionals retire. Recognizing this, Rose Pest Solutions is actively engaging with young students, showcasing the fascinating and essential nature of careers in public health and the environmental sciences. Through STEM career programs, school visits, and outreach initiatives, they are working to inspire the next generation to consider these vital professions.

The company envisions continued growth and expansion, too. To their current eleven locations and team of 160 employees, they plan to establish additional branches over the next five



A taxidermy rat currently in the Rose Pest Solutions Chicago office window.

years to better serve communities across the region. But to Rose Pest Solutions, success is not measured by numbers alone. True success, they say, lies in the collective efforts of their team, harmonizing their skills, streamlining procedures, and maintaining the personal touch, trust, and peace of mind that their customers have come to expect for 163 years.

“Creating long-lasting relationships with our employees, partners, and customers is what we aim to do,” says Janelle.

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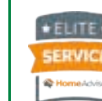


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DuPage Real Producers • 23



▶▶ cover story

By **Lauren Young**
Photos by **Ashley Summers Photography**

Elaine Pagels

As Easy as One, Two, Three – Three Generations

If anyone ever wondered why Elaine Pagels became a REALTOR®, they'd only have to look to her mother, Lucy Hilt, who is a successful broker in her own right. Lucy has been helping people buy and sell homes for over fifty years and she hasn't slowed down one bit.

Says Elaine, "I recently asked her if she wanted to retire. She responded, 'Why would I? I just got three new listings.'"

Throughout her adult life, Elaine has experienced what it's like to move to new homes and fresh locations.

She grew up in Palos Heights and graduated from Illinois State University with a double major in painting. When she and her husband, Bob, were ready to buy their first home, Lucy was their REALTOR®. Elaine became a relocation client herself when the Pagels family moved to Indianapolis, then to the Minneapolis area, and finally back to the Chicago area.

"Because I've moved multiple times and have experienced real estate from a client perspective, I understand the needs of clients before, during, and after a move," affirms Elaine.

Eventually, Elaine picked up her brushes again and painted murals and faux

finishes with her sister for residential and commercial clients in Indiana, Minnesota, and Illinois. These clients were often working with other designers to best present their homes and businesses; staging homes is an extension of those experiences.

After Elaine and her family moved back to Chicago in 2001, she decided to leverage her background and pursue a career in real estate. She was warmly encouraged by her family and friends to do so. "My great aunt, the first woman to get her real estate license in Indiana, and my mom loved the business so much it was hard not to consider a career in residential real estate," she says.

Elaine earned her license in 2003 and held it at a boutique real estate firm in Hinsdale that was co-owned by Lucy and her husband, Ron, who also founded the firm. "Client services and integrity were top priority," says Elaine. "I received excellent training from them, and I am grateful to have had that solid springboard from which to leap into my own career."

After Lucy and Ron sold their firm, Elaine worked on her own for many years. As her business was growing, her daughter Brita stepped in to assist her with operations while searching for different employment. But she soon got hooked on real estate too; saw the same path for herself as had her grandmother, aunt, and mother before her; and obtained her license.

At the suggestion of their managing broker, Brita, Elaine, and Lucy officially teamed up in 2014 and became one of the first “teams” in the Chicagoland real estate market.

Two years ago, Brita was diagnosed with aggressive breast cancer. Surprisingly, during that same time both Elaine and Lucy were also given the same diagnosis. Thankfully, all three have recovered and have since returned to their busy office.

To help with the workload while they were in treatment and working through their recovery, the trio added new

members to their team. It turned out to be a winning combination.

“The teamwork paid off with happy clients, representing many buyers and sellers, so we decided to continue to work together,” says Elaine.

The team consists of Elaine, recipient of the Crain’s Chicago Business Most Notable Residential Real Estate Brokers (2019, 2021, 2022) and the Chairman’s Circle, ranking her among the top percent of BHHS agents in the country, as well as the BHHS Chicago Hall of Fame; Brita, an expert on relocation, also works on issues related to the built environment broaching real estate development, historic preservation, sustainability, and urban planning;

Elaine with the Pagels Group.



“We share our love of people and the business, and we share lots of laughter, humor, and great loyalty between us.”

The three generations in the business: Brita, Lucy, and Elaine.



Lucy, whose been inspiring her clients to say “I love Lucy” for fifty years; and brokers Sara Schutte, who brings her marketing and teaching skills to the table, and Dan Woods who adds his expertise in video production and ability to serve the deaf and hearing-impaired community to the team; and finally, the team’s director of operations, Lynn Hill, a twenty-year industry veteran whose background includes sales and home warranties.

“All the REALTORS® on our team help clients buy and sell properties. However, each has their own special gifts to offer the team and clients,” Elaine explains. “We share our love of people and the business, and we share lots of laughter, humor, and great loyalty between us.”



Because the team has faced many personal challenges together, they find deep meaning in helping others navigate the often complicated real estate process.

“It’s an honor to be invited into clients’ lives and to be with them as they journey through difficult or joyful times,” says Elaine. “Each client is important and so is their unique story.” The Pagels Group works in all price ranges and has collectively helped more than 700 clients in approximately 100 cities and towns.

Outside the office, the team shares their common passion for building relationships in the community. Elaine and her family, specifically, are active supporters of Be The Match, a nonprofit that helps those in need of bone marrow transplants.

They also serve and hold fundraisers for their local food pantry, Downers Grove Area FISH.

Looking forward, the team plans to grow their expertise to meet the needs of the changing market. “Our team is focused on a strong future, working together for our clients, having fun at work, and adapting to our industry as it evolves,” says Elaine. “We know the core of our business is people, so no matter what changes come, we will adapt to their needs and market changes.”

Elaine has her eye on other things too. She notes, “Raising the bar in our industry and fair housing laws have my attention. Recently I took a trip to experience the Civil Rights Museum in Memphis, and it was great to see that fair housing history and current fair housing laws were included in the discussion. As a broker, I know we are on the first line of defense for our clients and for the public, which I take to heart.”

Don’t look for the Pagels Group to scale back anytime soon. “Besides, if I were to stop now my mom would joke about me being a quitter,” she adds, laughing. “And I’m having too much fun working with my mom and my daughter.”

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▶▶ business article
By Amy Robey

LEAD GENERATION STRATEGIES FOR TOP-PERFORMING REAL ESTATE AGENTS

Lead generation and success in real estate often go hand-in-hand. Top REALTORS® employ effective strategies and tactics to attract high-quality leads, nurture those relationships, and ultimately convert those leads into satisfied buyers and sellers. While you may know the basics of lead generation, there are a few strategies and tools top agents are using to get ahead of the curve.

Location-Based Marketing

In today's digital age, REALTORS® should be leveraging online platforms to reach a wider audience and generate leads. Building a strong online presence through a professional website that's

optimized for search engines, social media platforms, paid advertising, and email marketing campaigns is foundational.

If you're looking for more advanced ways to reach potential leads, focus on location-based marketing, also known as geofencing. Geofencing allows you to designate location-based boundaries for your advertisements, and it can be set up through Google, Facebook, Instagram, and other platforms. This digital marketing technique allows you to target advertisements to potential leads who enter/are within the designated boundaries. For example, you can set up a geofence around a new housing development and advertise available properties or open houses to individuals who are within that area, capturing their interest at the right time and place.

Partnerships with Influencers

In addition to the strategic partnerships you've likely already created with mortgage brokers, real estate attorneys, home inspectors, and other industry professionals, you might consider partnering or collaborating with influential

individuals, such as lifestyle bloggers, social media influencers, or local celebrities who have a significant following in your market. Partnering with these influencers can expand your reach, increase your brand awareness, and attract leads who are already engaged with the influencer's content.



lead-nurturing processes, such as ConnectionsSM Plus from REALTOR.com®. Tools like these provide REALTORS® with buyer leads, help agents nurture relationships through automated follow-ups and customized market insight reports, and maintain notes about their contacts.

Mastering the art of lead generation is a critical skill for top-performing real estate

agents. By utilizing strategies such as location-based marketing, partnering with influencers, and sharing expertise, you can build your pipeline and build relationships with potential leads.

agents. By utilizing strategies such as location-based marketing, partnering with influencers, and sharing expertise, you can build your pipeline and build relationships with potential leads.

About the Author:

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

Share Your Expertise

Expertise is the name of the game when it comes to real estate. Top-performing agents invest time and effort in acquiring in-depth knowledge about the neighborhoods they serve.

While you are likely leveraging this knowledge to help your current clients, you can also use local knowledge to create exclusive content and list or provide resources that are highly valuable to potential buyers and sellers. This content could include comprehensive market reports like those made available to REALTORS® by Mainstreet Organization of REALTORS®, in-depth neighborhood guides, investment analyses, or exclusive access to industry insights. By offering valuable resources in exchange for contact information, you can generate leads while building credibility and trust with your community.

Effective Lead Nurturing

Lead generation is only the first step: you have to continue to nurture those leads to win conversions. You can do this through strategies such as personalized follow-ups, drip email campaigns, and targeted content to stay engaged with potential clients over time. By providing valuable information, answering questions, and offering assistance, you can stay top of mind, build trust, and increase the likelihood that these individuals may work with you when it comes time to buy or sell their home.

The good news is that there are tools designed to help REALTORS® streamline and automate these

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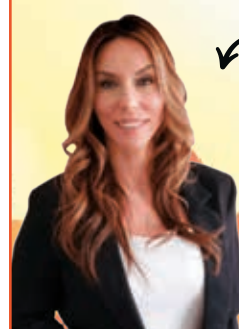
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YOUR CHICAGOLAND CLIENT RETENTION SYSTEM

Andrea Achimas

on the rise



By Lauren Young
Photos by KDE Photography

BAKING UP SUCCESS

“Becoming a REALTOR® was a thirteen-year journey for me,” says Andrea Achimas of Compass in Hinsdale. “You can get a little sidetracked by life, but in the end, you always end up where you are destined to be.”

Andrea was born in Romania and immigrated with her family to the US when she was two years old. Her entrepreneurial parents started restaurants in Chicago: first, a small location with a storefront bakery and eventually, a 6,500 sq. ft., two-story eatery on Michigan Avenue and Wacker. The family businesses thrived over the years.

“My parents would put in eighteen-hour days, seven days a week, managing fifteen to twenty people at a time; it was not easy,” says Andrea. “They always showed me and my brothers that hard work pays off, and no matter what comes your way, to always have faith and trust in God. This definitely helped shape me into the person I am today. I watched their work ethic and have always tried to emulate it.”

After graduating from Naperville North High School, Andrea jumped straight into the family business. By then, her parents had repositioned their business as a wholesale operation, doing large-scale production of bakery items for distributors throughout Chicagoland. While her dad taught her sales and marketing, her mother gave her lessons in office management. Initially, Andrea thought she would “just get her feet wet” and get some professional experience, but she ended up working there for over a decade. But during the early months of the pandemic, when the food and hospitality industries were at a standstill, Andrea saw the opportunity to make a change. “I decided it was now or never,” she says.

Andrea had felt a pull toward real estate from a young age. The pandemic gave her the nudge she needed to pursue it. “Real estate just seemed like the natural next step for me,” she says.





“I’M PROOF THAT IT’S NEVER TOO LATE TO START A NEW CAREER IN LIFE. IF YOU’RE PASSIONATE ABOUT SOMETHING, GO FOR IT.”



“Ann Pancotto and her team took me in and have treated me like family,” Andrea says. “The support and accountability you get from being on a team has been crucial for my transition [into this career].”

Thanks to her many years’ experience in sales, marketing, customer service, and people management, Andrea was able to lean on already well-developed, relevant skills from the beginning. She’s found that these specific strengths translate seamlessly into real estate. She has even been able to convert many of her bakery clients into real estate clients. “I love helping others and just being a listening ear. There’s also nothing like the feeling of sitting across the closing table and watching your clients’ dreams come true, one deal at a time.”

Andrea is sure to spend her downtime with her friends and, of course, her very close and supportive family. “I’m the middle child, the only daughter, and the ringleader,” she says, laughing. When they’re not cooking and eating together, they’re trying new restaurants, going to different festivals and concerts, and trying to support small businesses in their area.

Andrea credits her focus on finding ways to give back to her community to her parents’ influence too. Over the years, she has sponsored children through World Vision as well as Compassion International. She serves regularly at Feed My Starving Children, and she donates to Hesus House as much as possible. All these outlets, she says, help her to stay grounded, humble, and grateful.

“I’m proof that it’s never too late to start a new career in life,” she adds. “If you’re passionate about something, go for it.”

I remember my parents going house hunting after we outgrew our first home,” she recalls. “I was ten or eleven years old, crying for them to let me come to showings with them. And when everyone was filling out college applications in high school, I was telling everyone I’d be going into real estate. Thinking back, it was always on my mind.”

In the summer of 2020, Andrea joined the Pancotto Group at Compass. She credits her early success to the collaboration and culture created by their thriving team.



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TOP 150 STANDINGS

Teams and Individuals from January 1, 2023 to July 31, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Tim	Schiller	51	\$42,062,450	46	\$33,240,600	97	\$75,303,050
2	Dawn	McKenna	21	\$45,631,500	12	\$16,987,170	33	\$62,618,670
3	Larysa	Domino	21	\$22,197,736	23	\$23,997,500	44	\$46,195,236
4	Kelly	Stetler	20	\$19,455,901	16	\$13,359,622	36	\$32,815,523
5	Bryan	Bomba	22	\$21,785,025	14	\$10,656,000	36	\$32,441,025
6	Kim	Dalasky	22	\$15,374,900	26	\$16,984,900	48	\$32,359,800
7	Lance	Kammes	39	\$16,661,051	39	\$15,439,551	78	\$32,100,602
8	Lina	Shah	13	\$18,552,500	12	\$12,412,500	25	\$30,965,000
9	Maureen	Rooney	29	\$18,108,100	16	\$11,671,000	45	\$29,779,100
10	Kris	Berger	10	\$13,037,500	8	\$16,622,500	18	\$29,660,000
11	Tracy	Anderson	14	\$14,657,882	14	\$13,386,275	28	\$28,044,157
12	Patricia	Wardlow	31	\$15,501,117	24	\$11,556,500	55	\$27,057,617
13	Linda	Feinstein	20	\$19,863,500	9	\$6,443,000	29	\$26,306,500
14	Pat	Murray	33	\$16,793,000	15	\$8,316,000	48	\$25,109,000
15	Nathan	Stillwell	26	\$15,968,967	15	\$8,593,400	41	\$24,562,367
16	Julie	Sutton	12	\$17,512,045	6	\$7,043,500	18	\$24,555,545
17	Nicholas	Solano	40	\$24,543,415	0	\$0	40	\$24,543,415
18	William	White	19	\$14,390,888	14	\$10,047,600	33	\$24,438,488
19	Christine	Wilczek	31	\$20,132,468	10	\$4,081,139	41	\$24,213,607
20	Julie	Schwager	24	\$14,195,500	17	\$8,607,000	41	\$22,802,500
21	Sarah	Leonard	19	\$8,215,500	28	\$12,160,400	47	\$20,375,900
22	Megan	McCleary	7	\$14,279,900	3	\$5,045,000	10	\$19,324,900
23	Paul	Mancini	6	\$4,587,500	9	\$12,956,000	15	\$17,543,500
24	Katie	Minott	9	\$11,352,389	7	\$5,672,379	16	\$17,024,768
25	Ginny	Stewart	5	\$8,908,000	5	\$7,827,000	10	\$16,735,000
26	Linda	Little	36	\$15,448,735	0	\$0	36	\$15,448,735
27	Michael	Berg	27	\$12,382,684	5	\$2,968,130	32	\$15,350,814
28	Lori	Johannesson	14	\$10,937,602	9	\$4,316,101	23	\$15,253,703
29	Alice	Chin	11	\$7,625,000	13	\$7,451,025	24	\$15,076,025
30	Alexandra	Shaban	3	\$4,870,000	7	\$10,003,000	10	\$14,873,000
31	Tom	Fosnot	26	\$9,658,886	15	\$3,974,900	41	\$13,633,786
32	Trevor	Pauling	7	\$9,330,635	5	\$4,150,000	12	\$13,480,635
33	Elaine	Pagels	15	\$9,205,500	5	\$4,008,000	20	\$13,213,500
34	Stacey	Harvey	6	\$4,302,100	10	\$8,714,000	16	\$13,016,100

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Natasha	Miller	14	\$9,816,000	4	\$2,991,000	18	\$12,807,000
36	Ann	deVane	4	\$4,420,000	7	\$8,366,900	11	\$12,786,900
37	Justin	Greenberg	8	\$4,631,500	23	\$8,052,700	31	\$12,684,200
38	Margaret	Smego	7	\$6,591,000	5	\$5,703,000	12	\$12,294,000
39	Paul	Baker	22	\$8,035,400	12	\$4,233,600	34	\$12,269,000
40	Courtney	Stach	10	\$9,677,500	3	\$2,469,000	13	\$12,146,500
41	Kevin	Layton	6	\$5,230,900	9	\$6,711,000	15	\$11,941,900
42	Diane	Coyle	13	\$5,942,600	13	\$5,971,700	26	\$11,914,300
43	Penny	O'Brien	11	\$8,562,100	5	\$3,120,000	16	\$11,682,100
44	Michael	LaFido	5	\$5,382,500	2	\$6,290,000	7	\$11,672,500
45	Michael	Muisenga	6	\$5,247,853	7	\$6,270,900	13	\$11,518,753
46	Beth	Gorz	8	\$4,746,600	8	\$6,705,500	16	\$11,452,100
47	Vipin	Gulati	7	\$2,108,500	23	\$9,215,190	30	\$11,323,690
48	Beth	Burt	8	\$7,272,000	5	\$4,050,000	13	\$11,322,000
49	Jeff	Stainer	9	\$6,293,316	8	\$4,929,400	17	\$11,222,716
50	Jan	Morel	8	\$5,974,249	5	\$5,242,249	13	\$11,216,498

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TOP 150 STANDINGS

Teams and Individuals from January 1, 2023 to July 31, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Sarah	Swanson	2	\$3,465,000	5	\$7,504,000	7	\$10,969,000
52	Christopher	Lobrillo	37	\$10,935,575	0	\$0	37	\$10,935,575
53	Mary Beth	Ryan	7	\$3,568,101	8	\$7,347,000	15	\$10,915,101
54	Julie	Kaczor	11	\$7,154,300	6	\$3,703,870	17	\$10,858,170
55	John	Barry	9	\$9,184,310	3	\$1,665,900	12	\$10,850,210
56	Michael	Thornton	10	\$4,990,500	12	\$5,820,100	22	\$10,810,600
57	Diane	Salach	8	\$6,599,500	7	\$4,161,500	15	\$10,761,000
58	Natalie	Weber	9	\$7,208,900	5	\$3,422,000	14	\$10,630,900
59	Jennifer	Iaccino	9	\$7,025,000	7	\$3,520,900	16	\$10,545,900
60	Jennifer	Drohan	12	\$5,205,300	5	\$5,295,000	17	\$10,500,300
61	Caroline	Senetar	13	\$7,381,766	5	\$3,117,900	18	\$10,499,666
62	Lisa	Byrne	13	\$7,694,500	5	\$2,432,900	18	\$10,127,400
63	Carrie	Foley	7	\$5,047,400	7	\$4,826,500	14	\$9,873,900
64	Michael	Odeh	13	\$4,662,944	10	\$4,880,500	23	\$9,543,444
65	Cindy	Banks	21	\$7,612,800	7	\$1,773,617	28	\$9,386,417
66	Laura	McGreal	7	\$4,152,500	8	\$5,208,000	15	\$9,360,500
67	Ginny	Leamy	10	\$3,592,050	13	\$5,724,400	23	\$9,316,450
68	David	Gust	10	\$5,999,250	3	\$3,267,500	13	\$9,266,750
69	Lisa	Zeller-O'Malley	5	\$5,710,000	4	\$3,475,000	9	\$9,185,000
70	Virginia	Jackson	8	\$5,207,600	6	\$3,917,000	14	\$9,124,600
71	Kelly	Kirchheimer	4	\$2,875,000	8	\$6,179,500	12	\$9,054,500
72	Shelly	Perkowski	2	\$2,245,500	3	\$6,543,045	5	\$8,788,545
73	Simran	Dua	8	\$3,579,501	8	\$5,169,560	16	\$8,749,061
74	Denis	Horgan	11	\$5,504,000	7	\$3,209,000	18	\$8,713,000
75	David	Swanson	5	\$2,733,999	8	\$5,769,000	13	\$8,502,999
76	Debbie	Obradovich	5	\$5,370,000	5	\$3,110,000	10	\$8,480,000
77	Margaret	Giffin	6	\$4,213,450	9	\$4,255,050	15	\$8,468,500
78	Julie	Roback	11	\$4,834,150	8	\$3,451,500	19	\$8,285,650
79	Patti	Michels	10	\$6,642,900	3	\$1,604,900	13	\$8,247,800
80	Sophia	Su	9	\$5,035,000	7	\$3,190,330	16	\$8,225,330
81	Eric	Logan	9	\$3,768,000	10	\$4,451,500	19	\$8,219,500
82	Catherine	Bier	5	\$3,496,316	11	\$4,612,571	16	\$8,108,887
83	Jill	Clark	6	\$5,204,000	2	\$2,875,000	8	\$8,079,000
84	Cindy	Purdum	5	\$3,065,000	10	\$4,983,400	15	\$8,048,400

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Eric	Andersen	6	\$4,237,000	7	\$3,801,250	13	\$8,038,250
86	William	Anderson	4	\$2,240,000	7	\$5,764,500	11	\$8,004,500
87	Kelly	Bitto	5	\$3,965,000	4	\$4,005,135	9	\$7,970,135
88	Kathy	McKinney	4	\$2,760,000	7	\$5,144,500	11	\$7,904,500
89	Thomas	Pilafas	14	\$7,879,000	0	\$0	14	\$7,879,000
90	Bridget	Salela	5	\$5,784,839	2	\$1,941,839	7	\$7,726,678
91	Jeff	Salhani	4	\$2,875,000	7	\$4,820,000	11	\$7,695,000
92	Mike	Long	8	\$4,108,400	6	\$3,577,000	14	\$7,685,400
93	Renee	Hughes	9	\$4,815,600	6	\$2,809,500	15	\$7,625,100
94	Dimpi	Mittal	6	\$3,797,000	8	\$3,786,000	14	\$7,583,000
95	Colleen	Verbiscer	5	\$4,335,000	4	\$3,137,500	9	\$7,472,500
96	Terri	Christian	9	\$7,433,000	0	\$0	9	\$7,433,000
97	Bridget	Carroll	7	\$3,386,950	7	\$4,020,000	14	\$7,406,950
98	Edward	Hall	8	\$4,372,484	6	\$2,940,500	14	\$7,312,984
99	Tom	Makinney	8	\$3,537,301	7	\$3,743,400	15	\$7,280,701
100	Mike	McCurry	9	\$5,290,733	5	\$1,971,500	14	\$7,262,233

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TOP 150 STANDINGS

Teams and Individuals from January 1, 2023 to July 31, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Naveenasree	Ganesan	2	\$996,000	12	\$6,160,602	14	\$7,156,602
102	Litsa	Lekatsos	7	\$3,540,500	7	\$3,580,000	14	\$7,120,500
103	Karen	Reicher	4	\$3,798,900	6	\$3,289,900	10	\$7,088,800
104	Charles	McCann	14	\$4,881,000	6	\$2,142,500	20	\$7,023,500
105	Marty	Dunne	5	\$2,513,000	3	\$4,454,000	8	\$6,967,000
106	Kim	Moustis	11	\$4,916,500	5	\$1,983,000	16	\$6,899,500
107	Linda	Conforti	5	\$2,914,750	4	\$3,972,000	9	\$6,886,750
108	Shawn-Daria	Dowd	6	\$3,744,500	6	\$3,096,000	12	\$6,840,500
109	Beverly	Lannon	10	\$5,135,067	3	\$1,681,888	13	\$6,816,955
110	Scott	Wiley	4	\$1,788,000	8	\$4,941,000	12	\$6,729,000
111	Betsy	Stavropoulos	7	\$2,816,400	6	\$3,899,500	13	\$6,715,900
112	Josie	Morrison	13	\$4,803,155	5	\$1,897,000	18	\$6,700,155
113	Patrick	Roach	4	\$1,143,000	15	\$5,488,400	19	\$6,631,400
114	Indu	Sethi	11	\$4,390,500	6	\$2,237,000	17	\$6,627,500
115	John	Wilt	10	\$4,506,906	5	\$2,021,000	15	\$6,527,906
116	Melanie	Young	9	\$4,266,000	6	\$2,214,000	15	\$6,480,000
117	Yvonne	Despinich	9	\$5,905,000	1	\$550,000	10	\$6,455,000
118	Lori	Jones	8	\$3,891,000	6	\$2,550,000	14	\$6,441,000
119	Kimberly	Heller	9	\$3,014,102	7	\$3,426,800	16	\$6,440,902
120	Christopher	Prokopiak	1	\$340,000	13	\$6,081,490	14	\$6,421,490
121	Brett	McIntyre	4	\$2,327,500	9	\$4,060,400	13	\$6,387,900
122	Kris	Maranda	10	\$4,507,500	6	\$1,878,000	16	\$6,385,500
123	Isabel	Wolf	2	\$1,085,500	5	\$5,291,480	7	\$6,376,980
124	Tracy	Driscoll	9	\$5,024,500	2	\$1,325,000	11	\$6,349,500
125	Crystal	DeKalb	3	\$1,060,000	7	\$5,286,799	10	\$6,346,799
126	Shannon	Hormanski	5	\$2,310,100	7	\$3,949,000	12	\$6,259,100
127	Rick	OHalloran	8	\$4,258,000	4	\$1,975,000	12	\$6,233,000
128	Suzanne	Rizek	10	\$4,571,000	3	\$1,649,000	13	\$6,220,000
129	Nancy	Sliwa	11	\$3,978,900	7	\$2,211,400	18	\$6,190,300
130	Geri	McCafferty	2	\$2,585,000	3	\$3,566,000	5	\$6,151,000
131	Moin	Haque	1	\$800,000	7	\$5,272,001	8	\$6,072,001
132	Joseph	Champagne	7	\$3,319,400	5	\$2,749,500	12	\$6,068,900
133	Cynthia	Windeler	10	\$4,744,100	3	\$1,305,000	13	\$6,049,100
134	Fabio	Brancati	3	\$1,126,000	6	\$4,890,000	9	\$6,016,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Diana	Ivas	7	\$6,010,500	0	\$0	7	\$6,010,500
136	Deb	Ritter	7	\$5,204,500	1	\$775,000	8	\$5,979,500
137	Gail	Niermeyer	5	\$3,827,000	3	\$2,148,000	8	\$5,975,000
138	Susan	Hoerster	7	\$4,422,400	3	\$1,529,000	10	\$5,951,400
139	Sabrina	Glover	8	\$2,868,000	7	\$3,075,500	15	\$5,943,500
140	Holly	Pickens	6	\$3,531,000	4	\$2,409,500	10	\$5,940,500
141	Puneet	Kapoor	4	\$1,812,500	8	\$4,114,499	12	\$5,926,999
142	David	Fidanza	6	\$2,832,500	4	\$3,087,000	10	\$5,919,500
143	Ondrea	Weikum-Grill	7	\$4,390,500	3	\$1,528,529	10	\$5,919,029
144	Matthew	Kombrink	14	\$5,177,900	2	\$731,240	16	\$5,909,140
145	Sairavi	Suribhotla	2	\$1,168,000	7	\$4,713,356	9	\$5,881,356
146	Chris	Lukins	3	\$1,792,000	6	\$4,086,710	9	\$5,878,710
147	Erik	Sachs	3	\$2,750,000	5	\$3,105,680	8	\$5,855,680
148	Rita	Neri	10	\$4,095,034	4	\$1,718,334	14	\$5,813,368
149	Cynthia	Stolfe	3	\$881,500	9	\$4,924,000	12	\$5,805,500
150	Misael	Chacon	12	\$5,550,762	1	\$178,662	13	\$5,729,424

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- Monte Verde
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- Proxi
- Publican Quality Bread
- Rose Mary
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- Superkhana International
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- The Duck Inn
- Triple Crown Restaurant
- Virtue

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- Addison
- Greenway Tap
- Carol Stream
- RoccoVino's
- Clarendon Hills
- Thassos Authentic Greek Restaurant
- Downers Grove
- Osteria by Capri
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- Elmhurst
- 100 South Chop House & Grill
- Glen Ellyn
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- Maize + Mash
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- Lombard
- RA Sushi Bar
- Avanzare

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- Ttowa
- Palm Court Restaurant
- Barrington Region
- East Dundee
- The Anvil Club
- Hoffman Estates
- The Assembly American Bar & Café
- The Saddle Room
- Kildeer
- Gianni's Café
- Palatine
- Agio Italian Bistro
- Emmett's Brewing Company
- Rolling Meadows
- Kaido Sushi

Northwest Suburbs

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- Chicago Prime Italian
- Meze Mediterraneo
- Fox & Hound
- South Barrington
- The Lucky Monk
- Wauconda
- SLYCE Coal Fired Pizza Company
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