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Pam Forsberg

**Partner Spotlight:**  
McMaster Painting  
and Decorating, Inc.

**Spring Event:**  
Fountain Blue  
Tuesday, May 21st  
1PM - 4PM  
Details on page 40

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THE TEAM WITH THE IT FACTOR

APRIL 2024



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**RP** If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [andy.burton@realproducersmag.com](mailto:andy.burton@realproducersmag.com)

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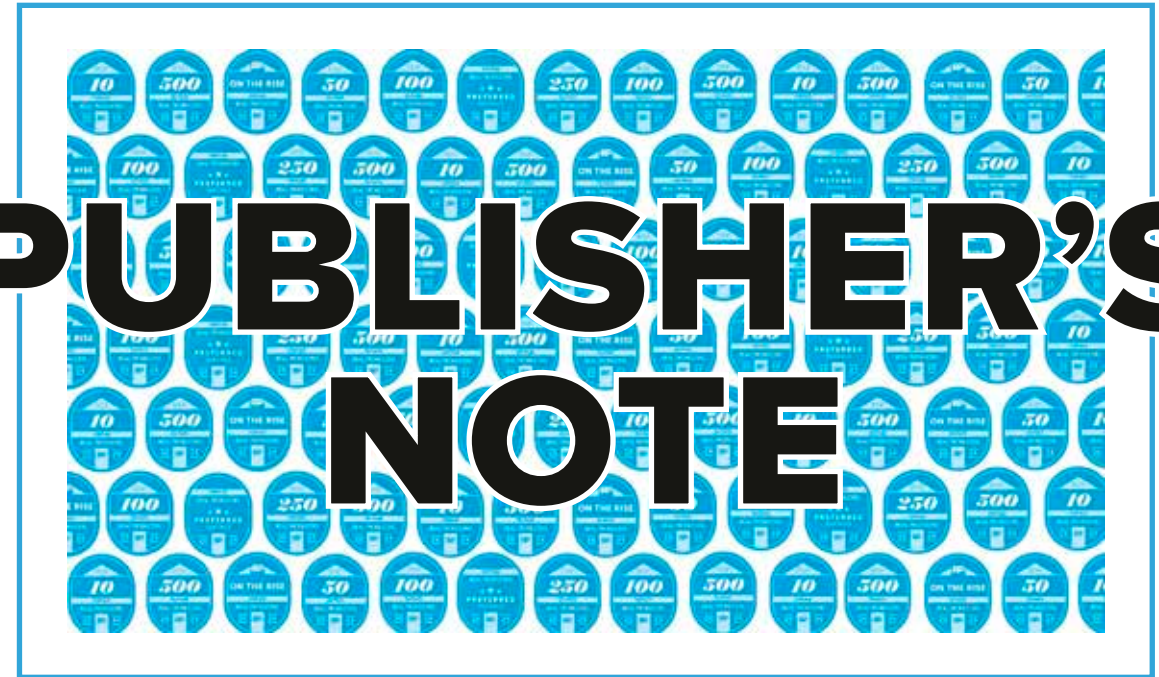
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**Andy Burton**

Publisher

[andy.burton@RealProducersMag.com](mailto:andy.burton@RealProducersMag.com)

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▶ agent feature

By Lauren Young  
Photos by AbiV Photography

# Pam Forsberg

PROSPERING FROM LESSONS LEARNED

# W

hen we last checked in with Pam Forsberg of J.W. Reedy Realty in 2020, she was just a few years into her career as a REALTOR®. She had moved into real estate after twenty years of building brands at some of Chicago's most respected marketing and advertising agencies.



at the park district, lifeguarding, babysitting, and working at a drugstore and as messenger at a title company in Chicago. All allowed her to develop grit. Notably though, for many, many years, she was a successful swim instructor and coach on the side. But in 2013, a significant experience became her ultimate challenge: Pam was diagnosed with early stage breast cancer. With the support of her family and “the great team of physicians at Rush [hospital],” Pam opted to have a double mastectomy to ensure the best possible outcome.

“I was determined to fight, face the challenge head-on, beat the odds, and stay positive throughout my journey,” she says.

All these life situations sowed within Pam a strong work ethic and positive approach to challenging circumstances.

“When you go through difficult things like cancer, you develop more regard for life and a renewed focus on the things that matter most,” shares Pam. “The ability to bounce back after failure or difficulty could be the most important factor in real estate success.”

Next came the understanding of the importance of becoming an expert in her local area as well as building a strong professional referral network

“[When I was young,] I initially had a hard time picking a career because I liked everything,” Pam recalls. “I liked the people aspect of visual communications—how to market to an audience and transmit information and ideas using symbols and imagery. I’ve noticed that much of what I experience in real estate parallels the work I did in marketing and advertising.”

Now that she has over six years as a broker under her belt, we circled back with her to uncover the key insights she’s discovered. Unsurprisingly, Pam has been able to combine her expertise as a designer and art director with new lessons from her time as an agent.

Her first big takeaway was the importance of resilience in the mindset of a REALTOR®—a quality she’d developed long before her years in marketing and advertising. While trying to find her best career fit early on, Pam explored a number of diverse jobs which included stints



to best serve her clients. Since REALTORS® are selling a community as much as they are a single listing, Pam has established a go-to process for uncovering an area's vital selling points as well as referral service providers. This knowledge often gives her a leg-up when servicing clients.

That professional network includes other REALTORS® too. "I've seen how enlightening it can be to reach out to other agents who have more experience in a specific local area," she notes, then adds, "Also, we all deserve to get paid for our work, but helping clients get what is best for them, regardless of your commission, will build trust, and trust leads to more referrals."

A life-long learner anyway, real estate has given Pam unlimited opportunities to explore new skills and practice fresh techniques. "I'm constantly looking for ways to improve my skills and challenge myself to think differently, innovatively, and tackle problems from different angles," she explains.

She's also sought out mentors and teams with more expertise to grow her capabilities. "Real estate is the prototypical learn-on-the-job career, so it is vital to find someone who can teach you about the industry and inspire you to grow as an agent," she says. "You can attend all the training sessions and professional development courses you want to, which is helpful, but the classes can't offer personal insight and experience."

In her past career at creative agencies, Pam wore many hats including photographer, illustrator, and product and concept designer. Her years' experience in juggling these many roles allowed her to feel comfortable with jumping in and out of multiple tasks as a REALTOR® and having to think on her feet. And importantly, "I apply my skills to deliver results-driven marketing and strategic, successful campaigns that provide integrated design strategies," she says.

To make it all work, Pam has had to become more disciplined in her day-to-day task management. By making lists, adopting systems, and testing different resources, she has standardized a routine that works.



Pam exploring the great outdoors.

**“I find that if I make sure to learn something new every day, I'm able to stay connected, build new relationships, and make progress toward my year-end goals.”**

"One of the biggest learning curves was when I had to develop a strategy for attracting clients, find a good contact management app, and create a follow-up system," says Pam.

"I enjoy making notes of things I need to learn," she continues. "I find that if I make sure to learn something new every day, I'm able to stay connected, build new relationships, and make progress toward my year-end goals."

The through-line of all these lessons, Pam highlights, is diligent focus on great customer service. And it has paid off. Her business has continued to grow. In fact, of late she's found it more difficult to give her ballooning list of clients the individual attention they both deserve and she wants to continue to provide. So recently, Pam had to make a tough choice in order to target her efforts.

"I retired from my side hustle as a swimming coach this year," she says. "I've loved it, and I still volunteer with the team, but it was time to pass the baton."

Back in 2020, Pam's goal was to "be a wise advisor, trusted referral, and shoulder to lean on" in the years ahead. Based on her education in these high-performance essentials, it's clear that her clients are in great hands.



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## PERSISTENCE PAYS OFF

**“I can remember being about five and going into my parents’ friend’s house and asking if I could have a tour,” says Anna Moisé of Keller Williams Premier Properties. “My mom thought I was being rude, but her friend just laughed and showed me around.”**

“My interest in the layout of people’s houses never waned,” she continues. “I wanted to know if they had stairs, or lived in a ranch house like the one I grew up in,” she adds. “Where were all the bedrooms? What was in the basement? I loved seeing how furniture was arranged, the paint colors ... all that stuff.”

Like many a REALTOR®, Anna, who grew up in Villa Park with her younger sister, gained early exposure to sales on account of a parent’s job. Her mother and father, both children of Italian immigrants, were each raised in crowded, two-bedroom

apartments with multiple siblings, and worked hard to have a better life. Her dad sold cheese, Italian imports, and restaurant supplies to Chicagoland pizzerias and restaurants for fifty-five years, finally retiring at age eighty-one.

“I can remember going with him to visit his customers as a young kid,” Anna says. “He has such a gift with people and sales always seemed so easy for him. His colleagues called him ‘the Legend’ for good reason. He’s become my mentor.”

Watching her dad deliver products late into the night, and even on Christmas Eve, set the standard for the hard work and customer service Anna provides today.

After high school, Anna attended Illinois State University and spent the early years of her working life

in corporate accounting, as well as serving as an assistant VP in human resources. She worked in these roles until she met her husband and they started a family.

“I got married and had kids later in life; I met my husband when I was thirty-two,” she says. “I saw that we had the same family values and could be good parents, if that was God’s plan for us.”

Anna would spend the next ten years at home with her kids. When it came time to return to work, she drew on her personal experiences with real estate transactions—both bad ones—as inspiration. She was forced to short sell her first condo upon getting married and the sales process was not as good as it could have been. When she bought a house with her husband a few years later, they found mold on move-in day.



# ANNA MOISÉ

» agent feature  
By Lauren Young  
Photos by Cris Cunningham



Anna and her family at the Mount Prospect Police Department for her husband's retirement.

"I knew I didn't want either of these experiences to happen to my family and friends, so I decided to become a REALTOR®," says Anna. "I'm an extrovert, and I determined going back to accounting or working

nine-to-five wasn't an option. I was nervous about not having a steady paycheck, but I took a leap of faith. I knew real estate would allow me to still be a classroom mom for my kids, go on field trips, and walk with them to and from school every day."

wanted to make it in real estate so I could help my husband support our family," Anna says. "I asked them, 'Will you please give me a chance? I promise I'll do my best.'"

She closed that sale, and as she was leaving their closing, another prospect called and asked Anna to sell her condo.

"My dad always said, 'Once you sell one, they'll just keep coming,'" she says. "That event proved him right."

In the five years since, Anna has grown her business and expanded her network. Leaning on the lessons of client care learned from her father, she has found a rewarding career in real estate.

Anna says, "I find it thrilling to be able to help people close one chapter [of their lives] and open another—from first-time buyers to seniors

Having to balance everything involved in being a mom of young children while launching a new career was arduous from the start. In her first year, Anna had difficulty finding clients and came close to quitting. A turning point came when she overheard the parents of one of her daughter's friends say they were looking to sell their house. She volunteered to be their agent, but they didn't seem enthusiastic to work with a rookie.

"The next day I took a chance and told them that I'd been an at-home mom for ten years and really



Anna with her family.



“I’ve worked extremely hard to get where I am, but I have not forgotten the journey to get here.”

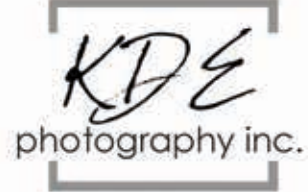
downsizing and relocating to a different climate, to others going through a divorce, to people who have lost a parent and are now tasked with selling their home. People just want you to listen to and empathize with their story.”

When not serving her clients, Anna prioritizes family time with her husband, a recently retired police officer, and their two children, Daniel (14) and Alexa (11). The family busy themselves with PTA events, Alexa's dance competitions, hosting their kids' friends at their house, and visiting their happy places: the various Disney parks and Babcock's restaurant in Lombard (photos courtesy of Anna). They also support local charitable organizations like St. Jude Children's Research Hospital and the Outreach House.

Looking forward, Anna aims to grow a successful team and begin investing in properties over the next few years. She's also hoping that her son will continue to help her navigate social media and create videos for her listings. Who knows, after college he may join her team on a more permanent basis.

"I've worked extremely hard to get where I am, but I have not forgotten the journey to get here," says Anna. "When I get down or negative, all I need to do is look at pictures of my family and remember my goals. Five minutes later, I'm ready to get back to work."

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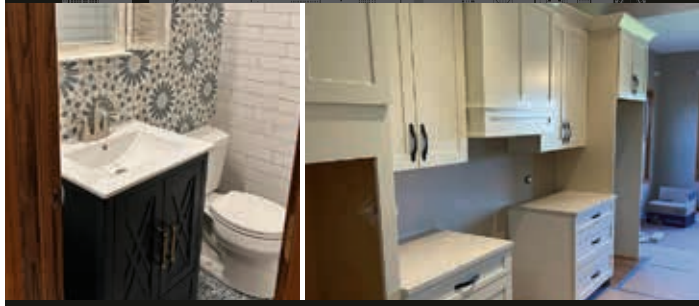
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» business article

By Amy Robey

A LOOK  
BACK AT



AND A LOOK  
FORWARD AT



It's fair to say that 2023 was a trying year in residential real estate. The average rate for a thirty-year mortgage hit its highest point in over twenty years and housing inventory hit record lows. This climate led to a "lock-in effect" where some homeowners chose to stay in their homes when they otherwise may have moved. Market conditions also shaped the profiles of those who bought and sold in 2023.

Mainstreet Organization of REALTORS® produces an annual data report on the Chicagoland suburbs. The 2023 report shows that sales of detached homes dropped almost 20 percent between 2022 and 2023, while sales of attached homes dropped 21.9 percent.

High prices remained a challenge for buyers. Mainstreet's data shows there was a 3.2 percent increase in the average sale price of detached homes and a 10 percent increase for attached homes between 2022 and 2023.

With housing affordability at an all-time low, 54 percent of buyers surveyed between July 2022 and June 2023 said the source of their down payment came from their savings, according to data from the National Association of REALTORS®. The same data also shows that 23 percent of first-time buyers—who were typically thirty-five years old—used a gift or loan from friends or family for the down payment.



NAR's report also reveals: (1) the age of the typical repeat buyer fell from fifty-nine (an all-time high) to fifty-eight; (2) an overwhelming majority of buyers (70 percent) did not have a child under the age of eighteen in their home; (3) because of aging parents, adult children, relatives, or for general cost saving reasons, 14 percent bought a multigenerational home; and (4) it was found that between July 2022 and June 2023, the typical home seller was sixty years old.

Additionally, the data shows that of all those who were moving, most were moving for one of three reasons: they desired to live closer to friends and family, their home was too small, or they had a change in their family situation such as marriage, divorce, or a new child.

With 2023 in the rearview mirror, there's hope on the horizon that the 2024 residential real estate market will be better, particularly

for buyers. Mortgage rates are anticipated to drop. As that happens, it is likely new inventory will hit the market, and with so much pent-up demand, ready buyers will finally get their bite at the apple.

In fact, Dr. Lawrence Yun, chief economist and senior vice president for research for the National Association of REALTORS®, predicts that in 2024, the sale of new homes will increase 19 percent and the sale of existing homes will be up 13 percent.

After a challenging year, this is encouraging to hear.

**About the Author:**

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

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# SaiRavi Suribhotla

# and Raj Potluri The Team with the IT Factor



► cover story

By Lauren Young  
Photos by Cris Cunningham

“Back in India, my grandmother wanted to build a house but lacked the funds to do it, so my grandfather bought a few bricks each day with his earnings, and she built walls with them,” says Raj Potluri, REALTOR® with Real People Realty in Naperville. “They continued this routine for years until the house was finished.”

“It became a beloved home where many generations, including mine, were born and raised,” he

adds. “Today, the house still stands as a symbol of perseverance and determination.”

SaiRavi Suribhotla, who also grew up in India, has a very similar story. “I admired my parents for saving enough money to build their own home. They were so determined,” he says. “My firsthand experience of the entire process left a lasting impression on me and sparked an interest in home building and real estate.”

SaiRavi’s move into real estate was sparked by a less-than-ideal experience as a buyer client. He was working in IT and was the co-owner of Karaikudi Indian Grill in Naperville at the time, but he knew his heart was searching something else. Disappointed by his REALTOR® and knowing he could do better, he ventured into real estate part-time after obtaining his license in 2016. But he soon went full-time.

In 2020, Raj realized he had a unique chance to try something new after working at many major financial institutions across his two-decade career and gaining strong insights into the world of investments. Raj began to consider real estate after being approached with the idea by his good friend, SaiRavi.

“Initially I was apprehensive, given my proclivity toward technical pursuits,” says

Raj. “But SaiRavi reassured me that my acumen in investment banking plus real estate affairs, augmented by my technical prowess, was a good fit.”

SaiRavi and Raj’s journey from friendship to business partners is a tale woven with shared, common experiences and deep-rooted camaraderie: both studied electrical engineering, traversed the terrain of the software industry, found fulfillment in their shared passion for community involvement, and realized real estate ignites genuine internal zeal.

Now as a team, in just three years, SaiRavi and Raj have netted 350+ closed transactions (\$150M in volume). “We embrace challenges as opportunities for growth. Each day presents us with fresh insights and discoveries,” says Raj. “What sets us apart is our symbiotic synergy. Our unique talents and expertise blend together seamlessly,” claims SaiRavi.

“SaiRavi is an inspiring and motivational REALTOR® who is known for his unwavering commitment to doing things the right way, every single time,” says Raj. “With a singular focus on integrity

and excellence, he approaches every aspect of his work with dedication and precision, earning the trust and admiration of our clients and peers alike.”

“Raj and I support each other very well and have a good understanding between us,” says SaiRavi. “We are always willing to go the extra mile to deliver the best service. Most of the time, we are [thinking] on the same wavelength, and we always believe that two REALTORS® are better than one for our clients.”

It isn’t surprising they are often on the same wavelength. SaiRavi and Raj’s strong friendship was forged over ten years ago. Among their many adventures, they’ve played leading roles in skits directed by SaiRavi’s mother. In one comedy, they played twin brothers where the antics of the one living in the US impacted the other in India. “The uproarious laughter that filled the auditorium echoed the depth of our connection and the joy we find in each other’s company. Our journey exemplifies the beauty of friendship evolving into a partnership grounded in passion and laughter,” shares SaiRavi.

The two friends’ dedication to generously supporting those in need, in their community and beyond, is a fundamental part of who they are. Favorite organizations include the American Red Cross and Feed My Starving Children, as well as local food banks and animal shelters. However, their connection to the Asha Jyothi Foundation in India is closest to their hearts; the partners have a shared passion for safeguarding the well-being of mentally disabled and abandoned children.

SaiRavi and Raj are also committed family men. Raj counts his wife, Jyothirmayi Vangara, a talented artist, as his biggest supporter. Their daughter, Akshaya, is currently studying for a career as a pro bono lawyer at Stoneybrook University. Together they share a passion for Indian dance, art, and storytelling.

“

**Our journey exemplifies the beauty of friendship evolving into a partnership grounded in passion and laughter...  
- SaiRavi.**

”

SaiRavi and his wife, Hiranmay Vennelakanti, have three daughters—Alekhya, Akshara, and Amritha—and a son, Abhiram. Everyone in the family enjoys traveling, eating out, and watching movies, and you’ll often find them engaging each other in a competitive pursuit.

SaiRavi and Raj are amazed at where life has taken them. In their IT days, they could never have foreseen the fulfilling careers that awaited them as REALTORS®.

SaiRavi and Raj are amazed at where life has taken them. In their IT days, they could never have foreseen





Raj Potluri



Sairavi Suribhotla

the fulfilling careers that awaited them as REALTORS®. SaiRavi and Raj aren't just dreamers; they're achievers. Year after year, they've surpassed their ambitious goals with successful results.

Looking ahead, they aspire to grow their business in other states—they are currently licensed in Illinois, Indiana, Georgia, North Carolina, and Florida, and look to add a few more; provide clients with new-construction options; build their own property portfolios; and guide their clients toward lucrative investments.

While their approach to real estate is a holistic blend of client-centric principles and industry expertise, their straightforward approach to service has been the cornerstone of their

success. They leverage their market knowledge and awareness to craft tailored solutions that align with each client's unique goals, and ensure first-time buyers feel empowered and informed throughout the process. SaiRavi and Raj are also dedicated to transparency, open communication, collaboration, and serving their clients well beyond the transaction.

"Our guiding principle is simple: we wouldn't recommend a home to a client that we wouldn't choose for ourselves in their position," states Raj. "Our motto is 'Do it right, every day, every time,'" says SaiRavi.

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# Kevin McVicker

WITH MCMASTER  
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DECORATING, INC.

## ▶ partner spotlight

By Lauren Young  
Photos by Will Byington Photography

### More Than a Name

**“About twenty years ago, I decided to take a leap of faith and open my own business with little more than a bucket, a brush, a rusty old van, and two great role models,” says Kevin McVicker, owner and director of operations at McMaster Painting and Decorating, Inc.**

Growing up in Chicago’s south suburbs, Kevin’s two great role models were his parents: his mom, an interior designer, and his stepdad, a union paint contractor. After earning his bachelor’s in environmental biology from Eastern Illinois University, Kevin worked as a research scientist at Abbott Labs for five years. But ultimately, he felt the pull to go back into the real estate industry he had experienced so much as a kid.

“It wasn’t until I was well-into my science career that I realized my true calling was to work for myself in an industry I not only felt comfortable in, but one I also had a passion for,” says Kevin.

Over the past two decades, Kevin has built McMaster Painting into a full-service home improvement company with specialties in many facets of painting, refinishing, and other aesthetic improvements.

“While ‘painting’ is in our name, our firm offers so much more than that,” he affirms. “We have spent years perfecting the variety of other services we provide.”

Along with expert interior and exterior painting, McMaster Painting can handle everything from wall-paper removal and installation to drywall and plaster repairs; deck and fence refinishing; brick and block sealing; wrought iron prep and painting, power washing, staining, varnishing; and even light carpentry. Over the years, they’ve also become experts in cabinet and vanity refinishing, which has earned them a reputation from REALTORS® as a go-to resource for helping revitalize homes.

“We help clean up properties so they sell faster and for top dollar,” Kevin says. “Specifically with our cabinet refinishing solutions, we have been able to help brokers and homeowners create that ‘wow’ effect and help their property stand apart from other listings. We also assist buyers by giving their new property and investment the facelift and ambiance they envision.”



Kevin with his two daughters.



“Our tagline is ‘Vision Becomes Reality’ because we are able to take our customers’ aspirations and bring them to life,” adds Kevin. “We pride ourselves on our superior customer service, unparalleled quality craftsmanship, and 100 percent customer satisfaction—from first call to finished product.” Clients can also rest assure that McMaster Painting is fully insured (general liability and workers’ compensation).

Since opening his business in the early 2000s, Kevin has seen many changes in his processes and techniques. The biggest shift was the adoption of more environmentally friendly products and practices. It’s a change that was difficult to adjust to for many in his line of work; however, Kevin, thanks to his training in biology, embraced the challenge head-on and has now integrated these practices into his everyday jobs with better results.

“Illinois was one of the first states to embrace green practices, and for a few years, figuring out what environmentally safe products would perform as well as others proved to be very difficult,” he says. “This is where my science background and my passion for a greener earth made me experiment with different processes and products until I felt comfortable using them on projects. We now know, regarding all substrates and



Kevin and the McMaster Painting and Decorating, Inc. team.

“  
**OUR TAGLINE IS ‘VISION BECOMES REALITY’ BECAUSE WE ARE ABLE TO TAKE OUR CUSTOMERS’ ASPIRATIONS AND BRING THEM TO LIFE.**  
”

circumstances, which processes and paint systems will deliver on our standards of exceptional craftsmanship.”

Like many other sectors of real estate, Kevin continues to adapt to the evolving needs of the market and the expectations of customers. The company’s biggest evolution came when Kevin grew from a entrepreneur to a thriving business owner. He now realizes that the rewards of leading a team are exponential compared to succeeding by himself.

“When I was younger I thought success was earning a good income.” says Kevin. “I now define success by the number of people I can positively affect and empower. As a parent and a boss, it gives me tremendous satisfaction to watch my children and staff grow mentally and spiritually.”

“It’s very rewarding to see all the people we have created beautiful spaces for and to see how thankful they are toward our crews and staff,” he adds. “After twenty years of being in this business, what now fulfills me most is building and empowering our staff to become the best versions of themselves. Watching them blossom and knowing that helps their families, too, gives me great satisfaction. I always wanted to be a coach, and owning, growing, and operating this business has allowed me to feel fulfilled in that way.”

**To reach Kevin and to learn more about the services McMaster Painting and Decorating, Inc. provides its clients, visit their website [www.mcmasterpainting.com](http://www.mcmasterpainting.com) or call 773-268-2050.**



▶ making a difference

Photo credit: Marcello Rodarte

# Wellness House:

**A Community Where All People Affected by Cancer Can Thrive**

For more information about Wellness House and its programs, visit [wellnesshouse.org](http://wellnesshouse.org) or call 630-323-5150.

Wellness House was formed in 1990 by a group of people who came together with a single purpose: to better the lives of those living with cancer. Since opening its doors, over 48,000 individuals, plus their family members and caregivers, have found a supportive community that lifts the burden and hardships of cancer.

Today, Wellness House offers over 500 programs and services between its main location in Hinsdale and its partner locations all around Chicagoland, including Mile Square Health Center/UI Health, Rush University Medical Center, Loyola Medicine's Cardinal Bernardin Cancer Center, and other suburban locations. In addition, thanks to advances in technology and additional partnerships and collaborations with medical facilities and organizations in the US, Wellness House has been delivering more than 6,000 programs (in-person and online combined) across thirty-five states since 2023. And true to their credo, all Wellness House programs are free for everyone who needs them.

This partnership model supports Wellness House's mission to advance equity in cancer health by making cancer support accessible to the most cancer-burdened communities. They know that cancer is a disease that can affect anyone, but it doesn't affect everyone in the same way: many barriers can impact a person's ability to access cancer care. Often, these barriers are because of generational injustices that have and continue to give rise to racial and ethnic health disparities. Wellness House programs are designed to best serve the people in their immediate community.

When cancer is diagnosed, it can be hard to know where to turn. Fortunately, when it comes to living more fully during cancer diagnosis and treatment, people can turn to Wellness House. Cancer can affect the whole person, meaning it often affects a person's social, emotional, physical, spiritual and psychological, as well as physical needs. Further, every cancer experience is different. The results of extensive research show that psychosocial care, including the provision of

support services and promotion of healthy eating and activity, can reduce the risk of cancer recurrence while improving health, survival, and quality of life.<sup>1 2</sup>

Through Wellness House, diagnosed individuals and their caregivers and family members can attend exercise classes, nutrition seminars, support groups, counseling, stress management classes, special events, and more, all taught and led by experts, that can help reduce side-effects, increase energy, and provide a sense of community. And the results show that the organization's research and programming is effective: in their 2023 Annual Wellness House Participant Satisfaction Survey, 99 percent of the participants said Wellness House provided them a sense of community and support, and 98 percent stated they feel a sense of improved quality of life.<sup>3</sup>

Below, a client shares her story on how Wellness House has helped her:



Alejandra sharing her story.  
Photo credit: Digital Alliance

## Alejandra

When Alejandra discovered she had stage III breast cancer, the first thing she thought about was her family back in Mexico. She'd recently immigrated to the US, alone, in search of a better life, and had not yet made any significant connections or relationships. But that changed when she walked into Wellness House.

Feeling a deep sense of dread and a fear of death, she found solace, friendship, and a newfound family while attending the Spanish Wellness House Breast Cancer Support Group. Alejandra calls the women in her weekly meetings *mis hermanas* (my sisters).

"All the people I met at Wellness House—everyone from the staff to the other participants—became my family," said Alejandra. "They gave me the courage and hope that I could survive cancer." Alejandra continues to attend support groups, counseling, and yoga classes.

Offered at no cost, and as a complement to medical treatment, Wellness House's programs educate, support, and empower participants in order to help them improve their physical and emotional well-being.

You can help cancer patients and advance cancer health equity by:

1. Making a donation through [wellnesshouse.org](http://wellnesshouse.org).
2. Attending the 2024 Walk for Wellness House on Sunday, May 5, 2024. See <http://wellnesshouse.org/walk>.
3. Volunteering at the main location or a partner location. To learn more, visit [wellnesshouse.org/volunteer](http://wellnesshouse.org/volunteer).
4. Attending the Wellness House Ball held this fall.
5. Becoming a Wellness House sponsor. Just contact Annie Hart at [ahart@wellnesshouse.org](mailto:ahart@wellnesshouse.org).

<sup>1</sup> Luigi Grassi, Daniel Spiegel, and Michelle Riba, "Advancing Psychosocial Care in Cancer Patients." Abstract. *National Library of Medicine, National Center for Biotechnology Information*, 4:6:2083 (December 2017): doi: 10.12688/nl.2017.11902.1, eCollection 2017, <https://www.ncbi.nlm.nih.gov/pubmed/29259774>  
<sup>2</sup> Tack, Laura, Patricia Schofield, Tom Boterberg, Rebecca Chandler, Christopher N. Parris, and Philip R. Debruyne. 2022. "Psychosocial Care after Cancer Diagnosis: Recent Advances and Challenges" *Cancers* 14, no. 23: 5882. <https://doi.org/10.3390/cancers14235882>  
<sup>3</sup> "Outcomes That Make a Difference," DEIB, Wellness House for Living with Cancer, accessed March 11, 2024, <https://wellnesshouse.org/deib-better-outcomes>.

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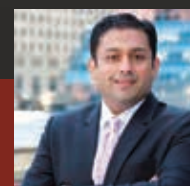


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This spring, Real Producers is uniting all Chicagoland RP publications for one big event designed to help you create unreasonable loyalty by discovering the natural innate needs that move customers to take action. And that's not all—an RP social with food and drinks will follow, giving you the perfect opportunity to network and connect with like-minded professionals across all three Chicagoland RP platforms.

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# TOP 150 STANDINGS

Teams and Individuals from January 1, 2024 to February 29, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Tim	Schiller	10	\$9,863,500	5	\$3,265,500	15	\$13,129,000
2	Oriana	Van Someren	3	\$5,665,000	2	\$3,215,000	5	\$8,880,000
3	Linda	Little	16	\$8,536,020	0	\$0	16	\$8,536,020
4	Bryan	Bomba	2	\$2,415,000	3	\$5,750,000	5	\$8,165,000
5	Kim	Dalasky	3	\$4,670,000	5	\$3,075,000	8	\$7,745,000
6	Lauren	Dayton	1	\$7,550,000	0	\$0	1	\$7,550,000
7	Megan	McCleary	1	\$3,384,000	2	\$4,119,000	3	\$7,503,000
8	Kelly	Stetler	2	\$1,635,000	5	\$5,107,000	7	\$6,742,000
9	Lina	Shah	3	\$3,019,000	3	\$3,562,000	6	\$6,581,000
10	Nathan	Stillwell	3	\$3,304,000	5	\$3,129,000	8	\$6,433,000
11	Dawn	McKenna	3	\$5,682,500	0	\$0	3	\$5,682,500
12	Lance	Kammes	8	\$4,516,900	2	\$958,000	10	\$5,474,900
13	Tracy	Anderson	2	\$2,929,509	1	\$2,179,509	3	\$5,109,018
14	Tim	Binning	12	\$5,042,215	0	\$0	12	\$5,042,215
15	Alice	Chin	4	\$3,690,000	2	\$971,500	6	\$4,661,500
16	Susan	Hoerster	3	\$1,350,000	4	\$3,252,400	7	\$4,602,400
17	Kris	Berger	1	\$2,860,000	2	\$1,390,000	3	\$4,250,000
18	Walter	Burrell	1	\$1,730,000	2	\$2,429,000	3	\$4,159,000
19	Leigh	Marcus	5	\$3,006,500	1	\$805,000	6	\$3,811,500
20	Renee	Hughes	2	\$2,131,000	3	\$1,645,000	5	\$3,776,000
21	Tom	Fosnot	6	\$2,929,000	2	\$830,000	8	\$3,759,000
22	Patricia	DiCianni	2	\$2,910,000	1	\$651,000	3	\$3,561,000
23	Sam	Dweydari	0	\$0	2	\$3,537,500	2	\$3,537,500
24	Patty	Wardlow	6	\$2,204,500	3	\$1,331,000	9	\$3,535,500
25	Kim	Moustis	5	\$1,572,400	4	\$1,857,000	9	\$3,429,400
26	Pat	Murray	7	\$2,750,610	1	\$650,000	8	\$3,400,610
27	Trevor	Pauling	2	\$1,600,000	2	\$1,795,000	4	\$3,395,000
28	Katie	Minott	1	\$1,275,000	1	\$2,070,000	2	\$3,345,000
29	Briana	Murray	1	\$1,299,000	1	\$1,882,500	2	\$3,181,500
30	Lynda	Wehrli	1	\$445,000	3	\$2,637,000	4	\$3,082,000
31	Vinita	Arora	1	\$540,000	6	\$2,522,800	7	\$3,062,800
32	Maureen	Rooney	5	\$2,119,500	1	\$835,000	6	\$2,954,500
33	Christine	Wilczek	4	\$2,437,000	1	\$435,000	5	\$2,872,000
34	Ryed	Douedari	0	\$0	1	\$2,860,000	1	\$2,860,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Sairavi	Suribhotla	1	\$385,000	4	\$2,465,905	5	\$2,850,905
36	Lindsey	Paulus	1	\$2,800,000	0	\$0	1	\$2,800,000
37	Joseph	Champagne	1	\$975,000	3	\$1,805,000	4	\$2,780,000
38	Troy	Cooper	4	\$1,965,500	2	\$798,900	6	\$2,764,400
39	Ihab	Riad	1	\$1,345,000	1	\$1,345,000	2	\$2,690,000
40	Simran	Dua	3	\$1,405,500	2	\$1,277,000	5	\$2,682,500
41	Geri	McCafferty	1	\$755,000	2	\$1,918,000	3	\$2,673,000
42	Marie	McCall	1	\$1,112,500	1	\$1,560,000	2	\$2,672,500
43	Linda	Feinstein	4	\$2,610,000	0	\$0	4	\$2,610,000
44	Michael	Berg	7	\$2,499,000	0	\$0	7	\$2,499,000
45	Rajasekhar	Potluri	0	\$0	6	\$2,494,295	6	\$2,494,295
46	Sang	Han	0	\$0	2	\$2,485,000	2	\$2,485,000
47	Jeffrey	Proctor	1	\$1,225,500	1	\$1,225,500	2	\$2,451,000
48	Toral	Bhansali	1	\$2,450,000	0	\$0	1	\$2,450,000
49	John	Papanos	0	\$0	1	\$2,450,000	1	\$2,450,000
50	David	Vivoda	0	\$0	2	\$2,411,000	2	\$2,411,000

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# TOP 150 STANDINGS

Teams and Individuals from January 1, 2024 to February 29, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Kerry	Koranda	1	\$2,375,000	0	\$0	1	\$2,375,000
52	Sharon	Sodikoff	0	\$0	1	\$2,375,000	1	\$2,375,000
53	Jennifer	Iaccino	0	\$0	3	\$2,355,000	3	\$2,355,000
54	Elaine	Pagels	3	\$1,190,000	3	\$1,150,000	6	\$2,340,000
55	Ginny	Stewart	2	\$2,310,000	0	\$0	2	\$2,310,000
56	Riz	Gilani	1	\$705,000	1	\$1,600,000	2	\$2,305,000
57	Karen	Baker	1	\$1,150,000	1	\$1,150,000	2	\$2,300,000
58	Michael	Thornton	3	\$1,136,000	3	\$1,144,000	6	\$2,280,000
59	Keith	McMahon	1	\$550,000	2	\$1,670,000	3	\$2,220,000
60	Julie	Schwager	3	\$1,366,000	2	\$841,500	5	\$2,207,500
61	Joan	Walters	2	\$1,320,000	2	\$875,000	4	\$2,195,000
62	William	White	3	\$1,710,000	1	\$460,000	4	\$2,170,000
63	ElizaBeth	Schoonenberg	1	\$2,117,778	0	\$0	1	\$2,117,778
64	William	Urasky	0	\$0	1	\$2,117,778	1	\$2,117,778
65	Luljeta	Bajraktari	1	\$2,100,000	0	\$0	1	\$2,100,000
66	Danelle	Antipov	0	\$0	1	\$2,100,000	1	\$2,100,000
67	Nicholas	Solano	3	\$2,092,253	0	\$0	3	\$2,092,253
68	Colleen	McCormack	1	\$1,075,000	1	\$1,010,000	2	\$2,085,000
69	Kimberly	Brown-Lewis	0	\$0	5	\$2,083,000	5	\$2,083,000
70	Diana	Ivas	1	\$2,075,000	0	\$0	1	\$2,075,000
71	Julie	Hennessey	0	\$0	1	\$2,075,000	1	\$2,075,000
72	Gail	Niermeyer	1	\$2,070,000	0	\$0	1	\$2,070,000
73	Cheryl	McDonald	1	\$567,000	2	\$1,500,000	3	\$2,067,000
74	Jen	Coyte	2	\$2,060,000	0	\$0	2	\$2,060,000
75	Natalie	Ryan	0	\$0	3	\$2,055,000	3	\$2,055,000
76	Niles	Patel	1	\$2,012,500	0	\$0	1	\$2,012,500
77	Shirin	Marvi	2	\$1,298,053	2	\$714,053	4	\$2,012,106
78	Subhapiya	Lakshmanan	0	\$0	5	\$2,012,100	5	\$2,012,100
79	Joseph	DiCianni	0	\$0	2	\$2,011,000	2	\$2,011,000
80	Sarah	Leonard	1	\$290,000	6	\$1,714,500	7	\$2,004,500
81	Elaine	Zannis	2	\$1,985,000	0	\$0	2	\$1,985,000
82	Puneet	Kapoor	2	\$1,337,000	1	\$640,000	3	\$1,977,000
83	Kari	Wilson	0	\$0	5	\$1,954,900	5	\$1,954,900
84	Tina	Porterfield	1	\$855,000	1	\$1,075,000	2	\$1,930,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Courtney	Stach	1	\$1,435,000	1	\$485,000	2	\$1,920,000
86	Christopher	Prokopiak	0	\$0	3	\$1,920,000	3	\$1,920,000
87	Lisa	Wolf	2	\$1,135,000	2	\$771,000	4	\$1,906,000
88	Sangeeta	Kapoor	0	\$0	2	\$1,904,175	2	\$1,904,175
89	Josie	Morrison	6	\$1,295,528	2	\$580,000	8	\$1,875,528
90	Stacey	Harvey	2	\$1,115,000	2	\$730,900	4	\$1,845,900
91	Maureen	Flavin	2	\$872,500	3	\$965,000	5	\$1,837,500
92	Eric	Andersen	0	\$0	3	\$1,826,700	3	\$1,826,700
93	Nancy	Ritter	1	\$575,000	1	\$1,220,000	2	\$1,795,000
94	Lydia	Memeti	1	\$1,020,000	2	\$760,000	3	\$1,780,000
95	Lauren	Walz	1	\$1,025,000	1	\$750,000	2	\$1,775,000
96	Zilola	Chulieva	0	\$0	1	\$1,750,000	1	\$1,750,000
97	Paul	Baker	2	\$587,001	3	\$1,161,000	5	\$1,748,001
98	Margaret	Smego	2	\$1,110,000	1	\$615,000	3	\$1,725,000
99	Tricia	Hart	1	\$1,110,000	1	\$590,000	2	\$1,700,000
100	Cynthia	Windeler	3	\$1,700,000	0	\$0	3	\$1,700,000

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# 01.

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# 02. Educate

Not everyone logs into social media for a laugh. Sometimes they want to learn something. Be a thought leader in your industry by providing knowledge that your potential client is looking for. Provide them with anywhere-anytime learning.



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# TOP 150 STANDINGS

Teams and Individuals from January 1, 2024 to February 29, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Kris	Maranda	2	\$507,000	4	\$1,181,900	6	\$1,688,900
102	Virginia	Jackson	0	\$0	3	\$1,682,410	3	\$1,682,410
103	Priten	Patel	0	\$0	1	\$1,676,700	1	\$1,676,700
104	Chris	Pequet	1	\$1,675,000	0	\$0	1	\$1,675,000
105	Ryan	Cherney	4	\$1,569,867	1	\$85,000	5	\$1,654,867
106	Rose	Baldwin	0	\$0	1	\$1,650,000	1	\$1,650,000
107	Colleen	Keleher	1	\$1,650,000	0	\$0	1	\$1,650,000
108	Karen	Lippoldt	1	\$730,000	2	\$902,000	3	\$1,632,000
109	Joe	Cirafici	2	\$1,095,000	1	\$526,000	3	\$1,621,000
110	Craig	Sebert	1	\$739,000	1	\$875,000	2	\$1,614,000
111	Kathy	Volpe	1	\$405,000	2	\$1,205,000	3	\$1,610,000
112	Cindy	Purdom	1	\$829,900	2	\$774,875	3	\$1,604,775
113	Linda	Hall	1	\$1,600,000	0	\$0	1	\$1,600,000
114	Gary	Hersted	0	\$0	1	\$1,600,000	1	\$1,600,000
115	Jane	Lee	0	\$0	2	\$1,595,000	2	\$1,595,000
116	Michael	Odeh	2	\$1,268,000	1	\$325,000	3	\$1,593,000
117	Julie	Sutton	3	\$1,590,000	0	\$0	3	\$1,590,000
118	Catherine	Smith	4	\$1,295,000	1	\$285,000	5	\$1,580,000
119	Misael	Chacon	3	\$1,561,250	0	\$0	3	\$1,561,250
120	Crystal	DeKalb	1	\$321,000	3	\$1,239,000	4	\$1,560,000
121	Raymond	Morandi	2	\$1,555,000	0	\$0	2	\$1,555,000
122	Teresa	Ryan	4	\$1,525,500	0	\$0	4	\$1,525,500
123	Laura	Catrambone-Gerace	1	\$750,000	1	\$750,000	2	\$1,500,000
124	Natalie	Weber	1	\$1,495,000	0	\$0	1	\$1,495,000
125	Jon	Svitak	1	\$620,000	2	\$860,000	3	\$1,480,000
126	Samantha	Bauman	2	\$1,170,000	1	\$309,000	3	\$1,479,000
127	Natasha	Miller	2	\$1,475,000	0	\$0	2	\$1,475,000
128	Jennifer	Conte	1	\$1,470,000	0	\$0	1	\$1,470,000
129	Isabel	Wolf	2	\$590,000	2	\$880,000	4	\$1,470,000
130	Luke	Jorwic	0	\$0	1	\$1,470,000	1	\$1,470,000
131	Laura	Topp	0	\$0	1	\$1,468,000	1	\$1,468,000
132	Kristen	Jungles	1	\$1,454,418	0	\$0	1	\$1,454,418
133	Jessica	Konkowski	1	\$200,000	1	\$1,250,000	2	\$1,450,000
134	Sue	Pearce	4	\$1,440,700	0	\$0	4	\$1,440,700

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Kavan	Hoff	0	\$0	1	\$1,435,000	1	\$1,435,000
136	John	Garry	2	\$700,500	1	\$725,000	3	\$1,425,500
137	Diane	Coyle	2	\$1,408,900	0	\$0	2	\$1,408,900
138	Julie	Riddle	0	\$0	3	\$1,401,000	3	\$1,401,000
139	Anuj	Arora	2	\$1,400,000	0	\$0	2	\$1,400,000
140	Anne	Monckton	0	\$0	1	\$1,375,000	1	\$1,375,000
141	Erin	McLaughlin	1	\$1,375,000	0	\$0	1	\$1,375,000
142	Ali	Bakir	0	\$0	1	\$1,375,000	1	\$1,375,000
143	Yaser	Zabadneh	1	\$685,500	1	\$685,500	2	\$1,371,000
144	John	Wilt	3	\$1,369,900	0	\$0	3	\$1,369,900
145	David	Gust	3	\$1,365,000	0	\$0	3	\$1,365,000
146	Samuel	Mrofcza	1	\$345,000	2	\$1,015,000	3	\$1,360,000
147	Eric	Logan	2	\$900,900	1	\$450,000	3	\$1,350,900
148	Steve	Jasinski	1	\$460,000	2	\$865,000	3	\$1,325,000
149	Shaine	Muha	1	\$1,320,000	0	\$0	1	\$1,320,000
150	Beth	Burt	0	\$0	1	\$1,320,000	1	\$1,320,000

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