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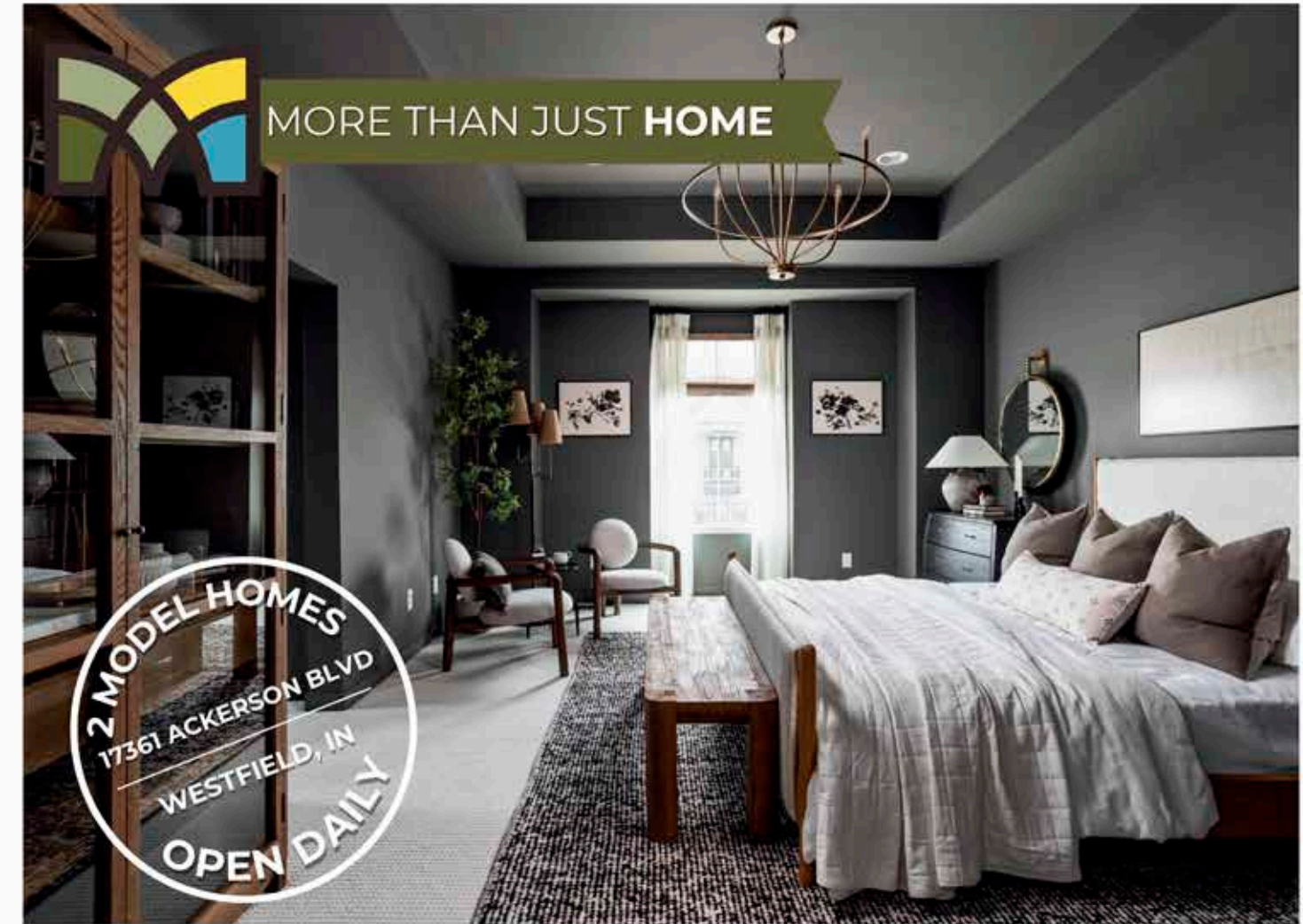
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TARA
LAMBERT



Q: What do you love most about your job?

A: The flexibility and ability to use my creative side!

Q: What do you like to do when you aren't working?

A: Spend time with my family and travel!

Q: What is your favorite movie or tv series?

A: I'm a serious Bravoholic, so any Housewives series!

Q: What is your favorite food?

A: I'm a foodie, I like everything!

Q: What is your biggest pet peeve?

A: Tardiness and negativity!

Q: What is your favorite vacation spot?

A: Aruba or anywhere warm and sunny!

Q: What is the best concert you've been to?

A: Britney Spears in Vegas!



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▶▶ publisher's note
Remington Ramsey

FACING THE TSUNAMI

The largest tsunami ever recorded in history took place in 1958 in a narrow inlet called Lituya Bay, Alaska. It was caused by the impact of a rockslide which was the result of an earthquake that could be felt all the way in Seattle, Washington. This impact caused a tsunami that at its peak reached over 1,700 feet in height which is the size of the largest building built on American soil, *One World Trade Center* which can be seen from 45 miles away.

The tsunami was incredibly destructive, ripping out trees from the mountainside and destroying everything in its path. Howard Ulrich and his son were enjoying a father-son fishing trip when they saw the massive wave that would surely end their lives. Stuck at anchor with few seconds to spare, Howard threw a life jacket to his son and told him to start praying. While all the other boats were trying to outrun the storm, he turned on the engine and angled the boat head on right at the wave. This proved to be a miraculous winning formula as the boat was swept up and Howard and his son rode the wave 80 feet in the air at 120mph in to shore and survived to tell about. Sadly, the other boats who tried to run were destroyed immediately leaving no survivors.

After researching this historic event, I came to the conclusion that I have never seen more perfect imagery for faith in facing your fears. There are two things most notable about Howard's story. The first is the instinct to pray and the second was attack the storm head on. I believe

these two things worked in tandem. Had Howard simply hit the ground and prayed I'm sure the results could have been the same. Conversely, had he attacked the wave straight on and not said a prayer it's possible the same outcome would have happened. We will never know. But I believe God loves to see bravery in support of your faith.

James 2:17 says "faith by itself, if it is not accompanied by action, is dead."

I'm guessing there has been no shortage of tidal waves in your life these past few years. If you are like me, you can find examples of both boats in your life. Sometimes you are the boat that takes the wave straight on and sometimes you're the boat that runs away and finds itself sunk when all is said and done. In those times it's important to remember what got us to that point. Strengthen your faith to be ready for the wave. Strengthen your faith so when all the other boats are turning away, you don't even think twice.

Scripture tells us to be strong and courageous and to not fear when trials come our way. That's quite a tall order when a 1,700 foot tidal wave is coming for you. But I have to be honest, I'm not a *sit by and see what happens* kind of guy. I'm guessing most of you aren't either. When you have faith, it frees you up to take action immediately, which is a good thing, because sometimes much like Howard, you only have seconds to make your move.

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Dan Irish



There Is No Luck In This Irish

“A ship in harbor is safe, but that is not what ships are built for.”

John A. Shedd

You have heard people talk about the luck of the Irish, and it seems apparent that most know it refers to the great fortune of certain people as attributed to the “luck” they have enjoyed instead of skill or hard work. Though his name is a play on words in this instance, Dan Irish is far from an enigma of success. What you see is a host of qualities such as hard work, perseverance, good decisions, and steady application of personal development that have carried him up the hill of accomplishment.

Dan describes his early years as the adventure of a “military brat.” He even lived for a time in Panama, but in 1985, his family settled in Indiana, and he finished his secondary school career at Carmel High School. After a brief time at West Point, where he went to play football, He realized that the school was not what he wanted for post-secondary education. He returned home and earned a scholarship with the football team at Indiana University, where he later graduated with a major in History and a minor in Business.

After launching his professional career at a company which produced reports for Environmental Engineers to use, Dan navigated through a few mergers and acquisitions; one took him to California to live for a year. When faced with a move to either Minnesota or D.C., Dan opted for door number three and came back to Indiana. His father-in-law owned a food distribution company, and Dan became a manager – working and learning about the management of people and trucks.

In 2003, he and his wife created a business that prospered from the new

construction realm, and he decided to obtain a real estate license to enhance their opportunities. He worked his other job during the day and attended night school to finish. When the crash of 2008 reared its ugly head, the couple pivoted to home renovations to keep moving forward.

As time progressed, his real estate work outpaced his regular job in money and interest, and by 2010, he

knew that he wanted to join a large brand. He began his sales management venture in January of 2020 – just before the COVID -19 debacle. Today, his position as the Senior Sales Manager in his office where he oversees over sixty agents affords him the opportunity to impact others and journey with agents – young and old, - experienced and brand new – and to assist them in whatever way possible to create a successful tract.



Dan is responsible for the recruitment, training, and development of agents, and he is motivated and enthusiastic for this for many reasons. He also volunteers with MIBOR through the Grievance Committee for the last two years and this year starts on the Professional Standards Committee. He appreciates those who poured into him – such as his early high school football coach who taught him how to lift weights and how to understand football. He has used both to enhance his life, and now he has coached football at HSE for seven years.

For Irish, success is about seeing newer and seasoned agents find their rhythms and achieve respect for their work by others. He remembers that breaking into real estate sales was difficult, since his personality is naturally non-promotive. Still, he put himself “out there,” and his type-C personality moved upward. “Sure, you have to deliver undesirable news sometimes, but people are depending on agents to do what is right for them,” he notes.

Dan began his football career as a lineman, so he jokingly explains that they are never lime-light people. He does not need accolades and awards. He considers his reward to be the continued success of those with whom he works, and since his office is ranked #8 in the US for C21 Scheetz, it is working for him. He agrees that boats should venture away from the harbor, and his goal is to provide the kind of support and resources that agents need to succeed as they navigate the world of selling homes.

Dan and his wife, Mindy, are regulars at the gym. She participates in helping others as a Personal Trainer and Online Coach. She is a body builder for bikini competitions and has had immense success teaching others about posing and healthy nutrition. They have four children: Charlie (20), Will (18), Anna (15), and Sam (14). Charlie is establishing his career as a welder, and Will is following his father’s steps preparing to play football in college and study business. Anna participates in three sports: Cross Country, Swimming, and Track, and Sam is a track star who competes in many different events.

Dan Irish knows that successful agents join places that share their values and that do not put an unhealthy emphasis on numbers. He challenges newer professionals to look for a place that supports agents and that equips them to build relationships and fill their time with the right activities. He knows that when they establish that as their practice, the transactions and money will follow. He is simply happy to be a part of that journey for many!



For Irish, success is about seeing newer and seasoned agents find their rhythms and achieve respect for their work by others.

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THE HIDDEN DANGER OF TECH TRACKERS



▶▶ home security
By Patty Thornberry

In an era where convenience often comes in small, innovative packages, tech tracker devices like AirTags or Tile trackers have gained popularity for helping users locate misplaced belongings or notify their owner they have left something behind. However, as these compact tracking devices are being used by many to find lost or misplaced items, some are being abused for black label purposes.

For those who have no idea what an AirTag or Tile is, think of a white quarter sized disk or a credit card sized wireless tracking device that is small enough to be missed or confused for something innocuous if you are not aware of what to look for. They are battery powered and designed to ping location data back to their owner using any compatible smartphone in its range. They can even allow you to precisely locate a tracker down to 3’.

It’s obvious to see how these devices could be abused so Apple and Tile added antitracking features to them that will trigger audio alarms automatically if they are separated from their owner for more than 8-24 hours. This prevented secret tracking until people figured out how to disable the speakers. Realizing the danger these hacked stealthy trackers posed, Apple and then Google decided a software solution was needed so they baked tracking notification into the newest smartphones. This allows your phone to notify you if it detects a tracker is following you if it stays in range for 48 hours. Just recently the ability to manually check for rogue (unattached) trackers was added to the newest phones to give concerned individuals more tools to determine if they are being tracked.

This is not a perfect solution because these anti tracking measures can be circumvented and require newer phones with updated software. The

industry is scrambling to find the right answer that gives utility without the risk of abuse. In the meantime, be vigilant for these small devices if you have concerns someone may be tracking you. Learn how to scan for trackers using the app and pay attention to tracker detected notifications on your phone.

As I was writing this article, I used the recently released tracking detection app and detected an unattached tracker in a crowded hospital waiting room. It asked if I wanted to anonymously trigger it to audio alert. I know this tone well because I’ve used this before to find my car keys and it’s fantastic. I clicked yes expecting the tone. This time, I heard nothing. There were about 40 other people in the room. I triggered it again but still no alert was heard. Maybe it was too muffled to hear or maybe it was a tracker with a disabled speaker. It crossed my mind to announce somebody in the waiting room is being secretly tracked but knew that would not go over well. I checked again later, and it was gone. Whether I discovered an anonymous stranger in my vicinity was being secretly tracked or it was my tinfoil hat triggering a false alarm, I will never know.

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KIKI WOOD

Q. How early did you know that you wanted to be a real estate agent?

I got into real estate because I love helping people. It's cliché, I know. I was never fully sure what I wanted to do in life. I knew I loved helping people, but nothing felt right. I majored in psychology in college, hoping to be a therapist someday, but even then, I felt like that wasn't the perfect fit for me! When I heard about real estate through my fiancé, it seemed like everything I liked rolled up in one! The people, looking at beautiful homes, and the growth opportunities. That was over three years ago, and I have never looked back! So happy to be able to do what I do.

Q. What are the positives/rewards of what you do?

The most rewarding part of real estate is seeing your clients happy on closing day. I work with a lot of first time home buyers, and seeing the look of accomplishment on their face makes all the hardships of real estate worth it! Also, building a client base that I truly love and consider friends is one of my favorite aspects. I have made friends that I would never otherwise have if I didn't get into real estate!

Q. What are the negatives / challenges of what you do?

The positives HEAVILY outweigh the negatives, but real estate can be hard. In my first year, I

often questioned if real estate was for me. A lot of people go into it thinking that they can just get licensed and they will have clients. I was one of them! It can be hard to get out of that mindset and realize that you work for you. The level you work at is the level of your success!

Q. What has contributed to your quicker success?

My brokerage has been the NUMBER ONE contributor to my success! From the top notch training, to constant support, Ferris Property Group has been the one to help me most in my career. They are the perfect mix of work and fun! I also have flexibility to work from wherever I want, letting me have the opportunity to fully grow my business. Every step of the way to this point in my career, I have felt fully supported and like I truly have a family in my brokerage.

Q. What other interests do you have?

Interior design is one of my biggest passions! I help my fiancé in his business, with the design and set up of Airbnbs. I love to take a space, and make it feel like home. I am constantly doing home projects and changing the decor in my home. Learning more about interior design also has helped me in real estate, helping my clients find homes that fit their style, or give them advice on home projects for resale. It goes hand and hand with real estate, and I love to build both businesses.

rising star from ferris property group



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What awards have you received? Rookie of the Year, Innovator of the Year, (Ferris Property Group, 2023), \$3 million club (2022 and 2023, Ferris Property Group)

What other recognition have you enjoyed? Rising Star Panel (Northside Division MIBOR, 2023)

Any other accomplishments? Listing leader of the month, Ferris Property Group (August 2023)



“”

Growth comes from outside of your comfort zone, and a lot of real estate is pushing yourself out of your comfort zone. **YOU CAN DO IT!**



Q. What makes your business different from others?

My fiancé runs a short term rental property management company in Indianapolis, Brentwood Property Group. He manages over 45 properties in Central Indiana! We pride ourselves on being a “one stop shop” so, I have helped a lot of his clients purchase and sell their investments. I also help with all Airbnb set up and design! This is different from many other agents in the business because I work heavily in the investment side, specifically in Airbnbs. I have a great client base from this aspect of the business, but also work with my sphere for traditional sales!

Q. If you could change one thing in your industry right now, what would it be?

I would change the misconceptions around buying a home. There is so much negativity and fear-mongering when the younger generations are wanting to buy homes. All the savings they should have, inflation of home prices, etc.. There are a lot of loan options and programs out there for first time home buyers to save on their home purchases! I wish the narrative would flip from negativity to problem solving, to show younger people that it is possible, and there are things out there that can help them.

Q. What advice would you give to those considering real estate?

Do it! It is hard, and most certainly takes work. But, it is the most rewarding and fulfilling career! If you love helping people and are a good problem solver, I highly recommend it. My advice would be, be outgoing and don't be afraid to fail. Growth comes from outside of your comfort zone, and a lot of real estate is pushing yourself out of your comfort zone. You can do it!



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Kristen Olsen (Women's Council of Realtors, Indiana 2024 State President)

where do I fit in?

Finding your place in today's market! Building your VALUE!

Whether you're new to the real estate industry or have been around since it's infancy, we all have a place in this profession. It's safe to say today's market is a new experience for all. We find ourselves re-evaluating our business models, our production. I see our profession as being similar to a Broadway musical. Each one of us plays an intricate role in a Broadway Show called "Real Estate". Our cast might look like this:

The lead (Managing Broker), Cast (Realtors & Affiliates), Stage Hands (admins), Lighting (photographer), Orchestra (our knowledge/expertise), Extras (home inspectors, appraisers etc.) and the Audience (our clients). So now the question arises: which role will you play?

The musical begins as you feel out the audience from behind the curtain. You're finally ready to walk out on stage and they announce the show has been delayed due to feedback from an audience member. This member found a pre-recorded video on the internet showcasing your musical and now they feel they know more about your musical production than you do! Just a few minutes ago you were ready to take the stage and be the best you could be, only to now question why they wouldn't want to see you perform.

The answer is about the VALUE, knowing your true Value to the audience is extremely important and then presenting it in a way that is not only heard but felt. You want them to be captivated by you as you lead this production. They're looking at you to take them on a journey to home ownership (the buyer) and for the seller they are looking for you to use all the resources at your disposal to get their home sold for top dollar and make the process seamless. We know the show must go on, so we quickly redirect our attention to that daunting question of VALUE? What is your worth and what VALUE do you provide the audience? The music begins again as a reminder for you to head out onto the stage, you are the star of this show and bring VALUE as a professional in our industry. You are educated in this profession not built on an AI platform, you are the real deal, a respected peer to those around you and you landed the lead role! You have the knowledge, experience and qualities that the audience is looking for. So go out and know your VALUE can't be found on the internet or typed on an AI program, the VALUE is YOU!

Fast forward: The show was a hit and the audience loved your performance, now the objective is to duplicate this standard of excellence again and again. Don't let anyone question your worth, when they do just show them your VALUE!



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The REALTOR® Foundation Update

February 2024



By Ben Carter

Did you know you can donate to the REALTOR® Foundation at closing? There are several real estate offices around central Indiana currently participating in transactional giving, likely including yours! For many, signing up is as easy as filling out a box on the closing form or a form at the beginning of the year. Not to mention, it's tax deductible! Transactional giving is the perfect way to show your clients that you are not only committed to your industry, but your community as well. You probably won't miss a few dollars off your closing commission - even the price of a cup of coffee - but small gifts add up to a huge impact for those experiencing homelessness in central Indiana.

If you give \$250 or more in a calendar year through transactional giving, your name goes on the prestigious Heroes of Hope wall displayed in the MIBOR lobby as a legacy of your generosity. Furthermore, you can dedicate your closing gifts in honor or in memory of someone special, and the REALTOR® Foundation will send them an official letter on your behalf.

The REALTOR® Foundation awards grants to local organizations that provide safe and secure housing solutions, supportive services, and critical advocacy to those experiencing homelessness. We would love to have you join our fight to prevent and end

homelessness in central Indiana. Transactional giving is the easiest and most effective way for a REALTOR® to support our mission!

Is your office not currently participating in transactional giving? We'd love to help you work with your managing broker to set you up! And don't worry, there are plenty of other convenient ways to give. You can have a monthly contribution deducted automatically from your bank account in the amount and date of your choice. Setting up is simple! Just contact the Foundation office at (317) 956-5228. You can also always make an individual or recurring donation online at realtorfoundation.org.

Show your industry leadership and become a transactional giving donor today!

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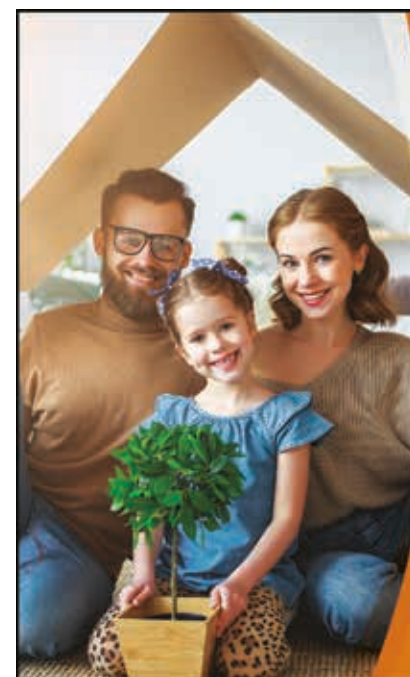
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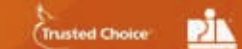
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home inspection

By Phil Thornberry

new

Lead Rules

Universal Screening (Testing)

On March 10, 2022, Governor Holcomb signed House Enrolled Act (HEA) 1313 into law requiring healthcare providers to confirm that children under 7 have been tested for lead, and if not, to offer this testing to the parent or guardian of that child. The bill is slated to take effect January 1, 2023.

Guidance and Standards for Health Care Providers:

To ensure uniformity between HEA 1313 and the Medicaid Early and Periodic, Screening, Diagnostics, and Treatment (EPDST) guidelines, **IDOH is requiring all providers to follow the steps below:**

1. Children should receive a blood lead test between the ages of nine (9) and thirteen (13) months, or as close as reasonably possible to the patient's appointment.
2. Children should have another blood lead test between the ages of twenty-one (21) and twenty-seven (27) months, or as close as reasonably possible to the patient's appointment.
3. Any child between twenty-eight (28) and seventy-two (72) months that does not have a record of any prior blood lead test must have a blood lead test performed as soon as possible.
 - If a provider can verify, via the Children's Health and Immunization registry Program (CHIRP), or the records from another provider, that blood lead testing has occurred at the required interval(s), they are not obligated to repeat the procedure.
 - If a parent or guardian refuses to allow their child to be tested, providers are encouraged to document the refusal in writing and have the parent or guardian sign an attestation of refusal.

I believe this will shed light on what has previously been hidden. Indiana ranks 14th for most lead pipes nationwide, according to a recent Environmental Protection Agency report. Due to the increased testing, we have already received reports from three parents of children with elevated lead levels. One called a plumber due to elevated lead levels in an IDOH water test. He indicated that the pipes in the house were made of lead and gave an estimate to replace the pipes. We checked the pipes, and they were galvanized steel, not lead. The source may have been municipal. Indiana receives federal funding each year to identify lead pipes, and that money aids the location of these lead pipes which are not well documented.

Below is a list of possible sources of lead in a child's bloodstream.

- **WATER** - Could be contaminated by lead pipes including city owned, solder on copper piping, well components, and fixtures.

- **PAINT/STAIN** - Lead can enter a bloodstream from paint chips, dust created by friction areas when opening doors and windows. Children playing on floor and putting toys and fingers in their mouths.
- **YARD** - Homes near heavily traveled roads or industry could have high lead levels.
- **ITEMS IN THE HOME** - Many ceramic products and toys contain lead. This includes food serving items and painted toys among others.
- **WORKING IN SOME INDUSTRIES** - Lead can come home on clothes of workers in certain industries. Battery manufacturing, recycling, etc.

Don't forget that children spend time outside their own home. Daycare, school and anywhere they spend time could be a source. Water is a common source but if it is not ingested it won't create an issue. Installing a reverse osmosis system that delivers water to the faucet used for cooking, drinking water, teeth brushing, and ice would reduce this risk considerably. If a house or building that a child spends time in was built 1978 or before, testing can be performed. Just because a surface contains lead paint does not mean it's a hazard. Condition and cleaning habits can allow us to live lead safe but not necessarily lead free.

Some information in this article was obtained from the Indiana Department of Health website.

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THEY DON'T MAKE 'EM LIKE THEY USED TO

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“The greatest gift that you can give to others is the gift of unconditional love and acceptance.”

Brian Tracy

Everyone is enamored with the idea of “finding the perfect marketing approach and presentation formula” so that they will be confident of success. For Summer Hudson, it is not rocket-science. She is in the business of matching homes with “old fashioned character” with people who appreciate things a little outside the box, and she absolutely loves what she does. She is known for loving and accepting others – just the way they are, and clients appreciate her tenacity to work hard for them; she has a knack for finding the right people to work with.

Summer attended two colleges where she studied Psychology, Sociology, and Human Services. She has worked in some interesting positions: Methadone Clinic Addiction Counselor, Hairstylist (part time), Child Protection Investigator, Life Coach for a maximum-security prison, and a life-skills instructor in a mental health care facility. At one point, due to safety considerations, she realized that she must pivot her career, and so in 2016, Summer obtained her license to sell real estate.

Summer is still a teacher at heart. She enjoys helping clients to understand what is involved in home ownership, and she notes that the journey of her people in one of the biggest transactions of life is incredibly challenging – in a fun way. “Most all instances come with their own unique solutions and issues, but my job is to help the clients through it so they may enjoy their new place to make memories,” she quips.

Hudson considers herself to be a “life coach” for thirty days for each family. She is quite gifted in helping people through their “Closing Psychosis” (her words), and she is astute enough to know that everyone has negative coping skills when they feel angst. Her role is to come alongside them and move them to the finish line. Though it is easy to tease her about her mental/emotional/social training, she is very aware that all of that developed life skills in her that she uses every day and in many ways.





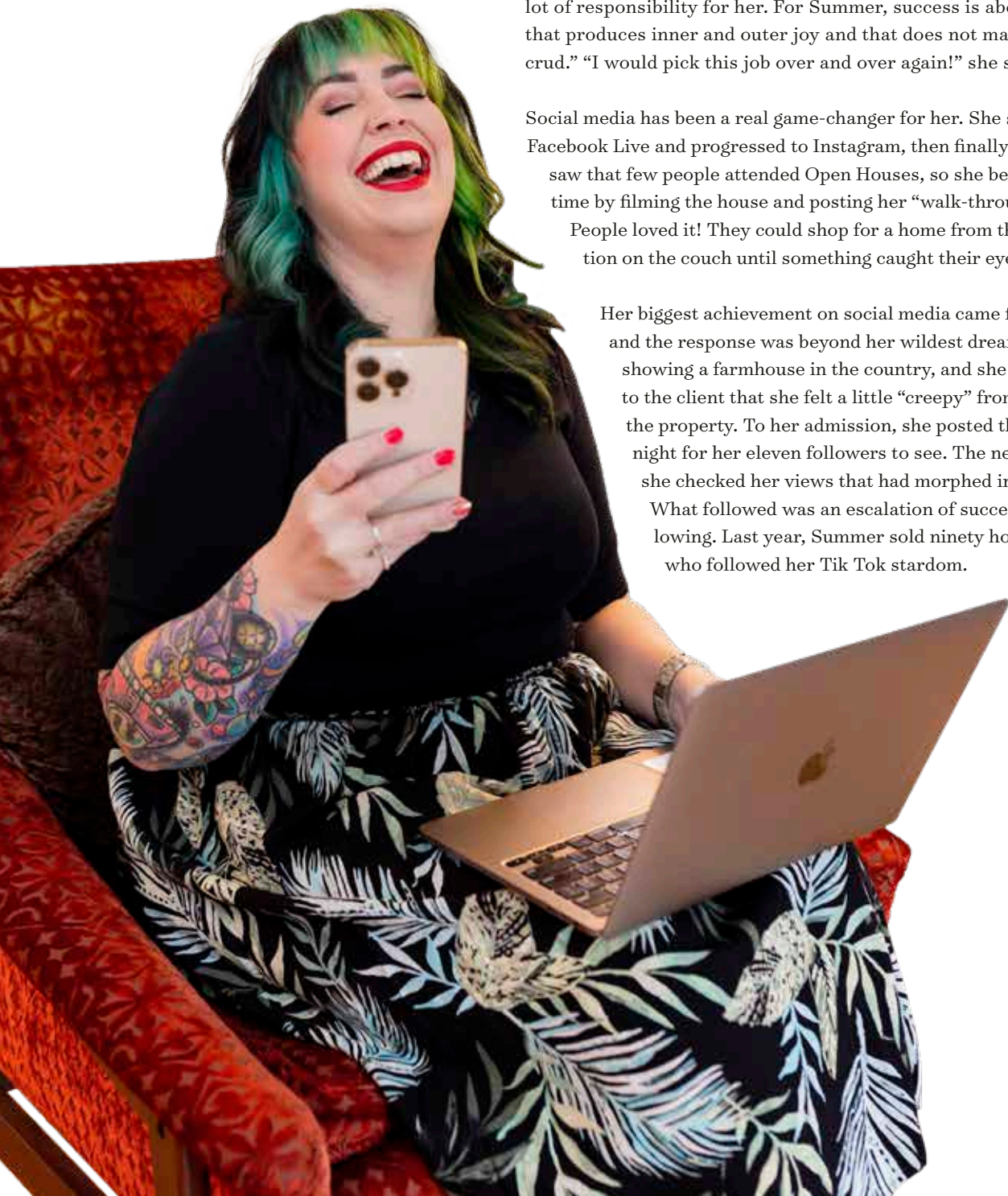
“ I would pick this job over and over again!

The switch to real estate put some pressure on her in the early days, as she was acutely conscious that she was walking families through the realm of legal documents with timelines that really mattered. It was a lot of responsibility for her. For Summer, success is about finding a job that produces inner and outer joy and that does not make one “feel like crud.” “I would pick this job over and over again!” she says.

Social media has been a real game-changer for her. She started with Facebook Live and progressed to Instagram, then finally Tik Tok. Hudson saw that few people attended Open Houses, so she began to pass the time by filming the house and posting her “walk-through” online.

People loved it! They could shop for a home from their restful position on the couch until something caught their eye.

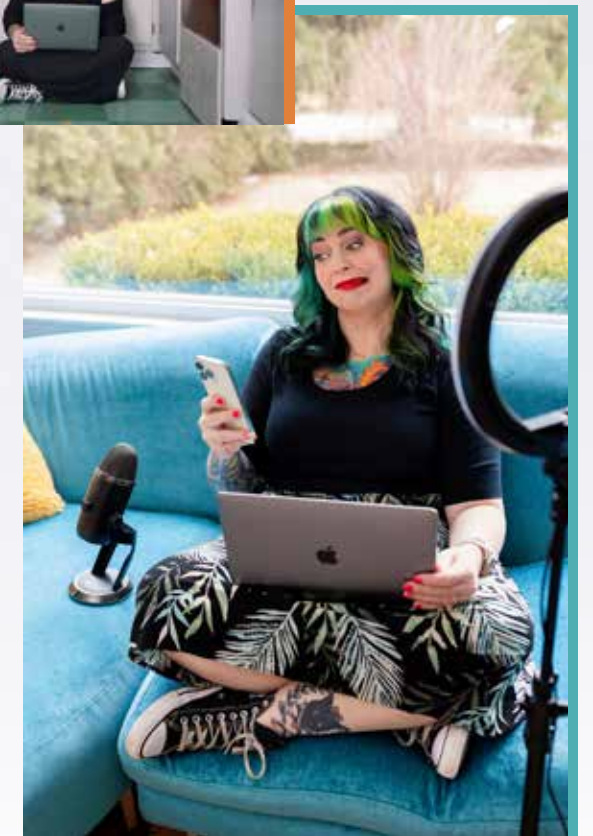
Her biggest achievement on social media came from one listing, and the response was beyond her wildest dreams. She was showing a farmhouse in the country, and she was explaining to the client that she felt a little “creepy” from the vibe of the property. To her admission, she posted the video one night for her eleven followers to see. The next morning, she checked her views that had morphed into over 10,000. What followed was an escalation of success for her following. Last year, Summer sold ninety homes from people who followed her Tik Tok stardom.



Finding a 1950’s ranch home with pink tile is like a dream-come-true for her, and clients love that she is adept at finding things that bring a new flair to the process. Summer also adds some solid soft skills to the mix by concentrating on efficient communication, respect for all, and a spirit of collaboration which replaces the idea of always being overly competitive. She is a certified negotiator too, and clients feel comfortable working with her in her “no-judgment” zone.

Summer is married to Ryan, who is a male travel nurse. The couple has a four-year-old daughter named Isla, and she fills any extra time they might have. Summer enjoys going to thrift stores, collecting artwork, and volunteering. She even won an award in her neighborhood: The Steve Irwin Award for her constant efforts to rescue dogs.

Summer Hudson tries to bring joy to her family and others, and she will never compromise her commitment to be authentic. She had a hashtag once: #notyourpolyesteragent, and it is still in vogue. She teaches newer agents to interview brokerages before deciding which one to join, and she challenges more seasoned agents to re-invent themselves often. She captures her worldview from a Maya Angelou quote, “When someone shows you who they are, believe them the first time.”





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MASTERCLASS RECAP —

FEBRUARY 2024

By Kelsey Ramsey

PRESIDENT'S PANEL



The most anticipated masterclass of the year, our Presidential Panel always entertains and educates in the best way, and this was no exception. Starring the dynamic Tracy Hutton of Century 21 Scheetz, Jim Litten of FC Tucker, Dave Caveness of Carpenter, and Craig West of Berkshire Hathaway, they dove deep into the world of market predictions and the real estate elite. While there

were some disagreements on specific challenges we may face locally, they all agreed on one thing: This is going to be a very positive year in Real Estate.

Remington wrapped up the morning with an inspiring story he titled the 50 Pound Dumbbell, which you can also find in the March issue of Real Producers Magazine.

Many stayed for more conversation over lunch at Parks Place Pub.

Please plan to attend each MasterClass which meets at the same place every month on the second Thursday at 10:00 AM. As they say at Parks Place Pub – your friends are already here! Do not miss it, and do not forget to sign up for a ticket; they go fast!



▶ partner spotlight
from lets title

By Kelsey Ramsey

Candie BROADY

Closing with Candie: The Heartfelt Story Behind LETS Title

Meet Candie Broady, the dynamic founder and manager of Lenders Escrow & Title Services, a family-owned title company with a heartwarming twist. As we dive into the world of real estate closings, Candie takes us on a journey through her career, her team, and the unique aspects that set LETS Title apart.

Candie's journey into the title industry wasn't a straightforward one. A graduate of IU Law, she stumbled upon the title world while still in law school. Juggling the decision between law and title, Candie found her heart in helping people secure their homes through title services. She shares, "The money may have been more on the law side,

but I knew I was happier helping people achieve homeownership with title."

What makes LETS Title stand out? Candie attributes it to the tight-knit team and the personal touch that comes with being a family-owned business. With sales mavens Donna Perry, Keena Wallace, and Jen Staggs, alongside the closing manager, Lola, and title manager, Patty, Candie has assembled a crew that goes beyond colleagues—they're family. "Our team truly cares and wants to help whoever is in front of them," she says. Having experienced the corporate world as well, Candie emphasizes the distinctiveness of the small company environment, where each deal is a personal commitment.

For LETS Title, success isn't just about transactions; it's about finding solutions. With 30 years of putting their best foot forward, Candie emphasizes the importance of hiring like-minded individuals. Success, she believes, lies in the ability to navigate challenges and provide unique solutions for every client. The most fulfilling moment for Candie? Being at the closing table, witnessing the excitement of people realizing their dream of homeownership. Even after 30 years, the thrill of seeing clients' joy hasn't worn off. "I still like to go sit at the closing table with them," she shares with infectious enthusiasm.

Beyond the closing room, Candie shares her joys as a mother of three daughters and a wife to Matt since 1996. As her children transition into adulthood, Candie is relishing the opportunity to connect with them on a deeper level, discovering their hopes and dreams. A true Hoosier, Candie graduated from Greenwood High School and continued her schooling at IU Bloomington for undergrad and law school. Her family, deeply rooted in IU traditions, with two daughters currently attending the university, reflects her commitment to both her professional and personal life.

Managing work-life balance hasn't always been a walk in the park for Candie. She waited longer to start a family, thinking it would afford more control over her schedule. Learning to set boundaries, she emphasizes the importance of honesty and relying on others for support. "It's okay to be honest even with your coworkers," she advises.

To top-producing Realtors, Candie wants to convey her company's reliability and expertise. With over



30 years in the industry, they understand what realtors need and stay current to provide top-notch service.

LETS Title isn't just about sealing deals; it's about creating lasting connections, finding solutions, and celebrating the joy of homeownership. As Candie Broady and her team continue their journey, their commitment to a personalized and family-oriented approach sets LETS Title apart in a league of its own.



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1 Sign Up and Access Chat-GPT:
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2 Familiarize Yourself with the API:
Start asking chat-GPT anything. Play with the tool. Start writing your prompts and see how it works. Write the same responses but change the wording.

3 Write an effective prompt:

- A prompt is a message or instruction that you send to the model to get a response.
- Craft prompts that are clear, specific, and contextually relevant to get the desired information.
- Experiment with different phrasings to see what works best.

4 Edit Your Response:
You received a response but it doesn't match your language. Edit accordingly. You don't have to only copy-and-paste the responses.

5 Use Your Responses From Chat-GPT

- Use cases:
 - Your personal AI assistant
 - Property descriptions
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 - Social Media Captions
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 - Event Descriptions
 - Etc...

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Q. Who receives this magazine?
A: The top 500 real estate agents based on last year's volume. It takes 10.3million in sold volume to be in this select group of REALTORS®.

Q. Do real estate agents have to pay for magazines or events?
A: NO! The magazine and the events are FREE to the agents and paid for by the partners who advertise.

Q. When are the events?
A: We typically have one event per quarter. These are mostly social events where we give out food and prizes and celebrate the success of those who have been featured.

Q. How do I become a partner of the magazine?
A: Contact Remington Ramsey or someone on the *Indy Real Producers* Magazine team to discuss becoming a partner. Partners have access to the

top agents via events, the monthly magazine, and social media.

Q. How do I advertise?
A: We have options for advertising in our partnership agreements. All of our partners are personally vetted by the *Indy Real Producers* team. Email indyteam@realproducersmag.com to learn more.

Q. Can I nominate someone or be nominated for a featured article?
A: YES! - Reach out via email for us to send you a form.

Q. How did this magazine start?
A: Real Producers is a local magazine currently found in over 120 markets nationwide. It started in Indianapolis as a concept to highlight top-producing agents regardless of brand and connect them to the best vendors in town. Follow us on social media and reach out to find out how you can become a part of the platform.



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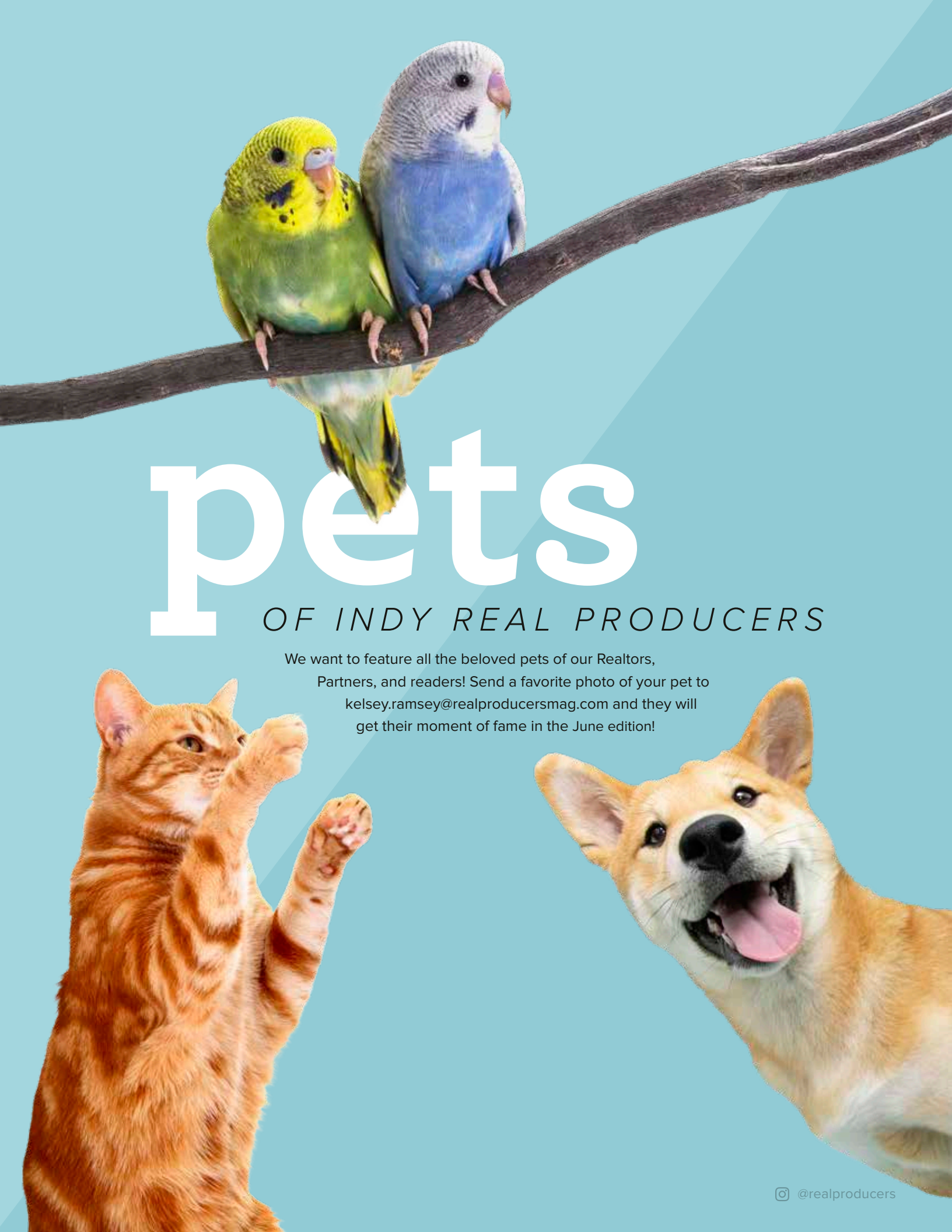
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TOP ORIGINATOR 2018

TOP 200 STANDINGS

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

Rank	Agent Name	Brokerage	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
1	Mike Deck	Berkshire Hathaway HomeServices Indiana	11	4	19	\$23,549,305.00
2	Mike Scheetz	Century 21 Scheetz	39	0	39	\$17,375,420.00
3	Matt McLaughlin	F C Tucker Company	17	1	19	\$14,587,817.00
4	Frances Williams	DRH Realty of Indiana, LLC	38	0	38	\$13,692,410.00
5	Lindsey Smalling	F C Tucker Company	34	3	40	\$11,607,929.00
6	Kevin Hudson	Ridgeline Realty	14	9	32	\$10,885,219.00
7	Mark Linder	Century 21 Scheetz	10	0	10	\$10,435,524.00
8	Steve Metarelis	Offerpad Brokerage, LLC	37	0	37	\$10,085,141.00
9	Justin Steill	Berkshire Hathaway HomeServices Indiana	12	1	14	\$9,978,750.00
10	Eric Forney	Keller Williams Indy Metro Northeast	26	0	26	\$9,257,300.00
11	Allen Williams	Berkshire Hathaway HomeServices Indiana	13	2	17	\$8,056,705.00
12	Michelle Chandler	Berkshire Hathaway HomeServices Indiana	16	5	26	\$7,159,700.00
13	Stephen Clark	Compass	14	0	14	\$7,148,653.00
14	Erika Frantz	Berkshire Hathaway HomeServices Indiana	17	0	17	\$6,908,385.00
15	Shannon Gilbert	Highgarden Real Estate	15	0	15	\$6,839,324.00
16	Mike Feldman	Compass	9	1	11	\$6,320,000.00
17	Stephanie Evelo	Keller Williams Indy Metro Northeast	19	0	19	\$6,269,629.00
18	Laura Heigl	Century 21 Scheetz	5	0	5	\$6,109,500.00
19	James Robinson	Exp Realty LLC	6	2	10	\$5,801,900.00
20	Steve Lew	Steve Lew Real Estate Group LLC	18	2	22	\$5,735,400.00
21	Mary Wernke	Encore Sotheby's International	4	0	4	\$5,725,000.00
22	Bif Ward	F C Tucker Company	7	0	7	\$5,517,950.00
23	Robbin Edwards	Encore Sotheby's International Realty	5	1	7	\$5,508,800.00
24	Scott Chain	RE/MAX Advanced Realty	16	1	18	\$5,169,390.00
25	Denis O'Brien	Keller Williams Indy Metro South	19	1	21	\$5,021,000.00
26	Shelby Farrar	Opendoor Brokerage LLC	16	0	16	\$4,878,000.00
27	Alex Montagano	eXp Realty	16	0	16	\$4,744,550.00
28	Matthew Meyers	Encore Sotheby's International	4	1	6	\$4,724,865.00
29	Carrie Holle	Compass	7	0	7	\$4,676,715.00
30	Patrick Tumbarello	F C Tucker Company	9	0	9	\$4,653,900.00
31	Lora Reynolds	Indy Homes Realty Group Llc	19	0	19	\$4,600,900.00
32	Eric Wolfe	Prime Real Estate Group	13	5	23	\$4,572,733.00
33	Andre Grimes	Keller Williams Indy Metro Ne	16	0	16	\$4,394,675.00

Rank	Agent Name	Brokerage	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
34	Bina Ahluwalia	Bina Real Estate	7	1	9	\$4,315,670.00
35	Luis Coronel	Coronel Realty Group	25	2	29	\$4,309,100.00
36	David Brenton	David Brenton's Team	11	0	11	\$4,257,900.00
37	Chandra Sekhar Alokam	Forthright Real Estate	16	3	22	\$4,224,235.00
38	Allison Steck	Compass	3	1	5	\$4,118,700.00
39	Brian Sanders	Century 21 Scheetz	5	0	5	\$4,098,000.00
40	Derek Gutting	Keller Williams Indpls Metro N	6	1	8	\$4,071,500.00
41	Chris Schulhof	Re/Max Realty Services	6	0	6	\$3,909,095.00
42	Jamie Boer	Compass	9	0	9	\$3,883,495.00
43	Summer Hudson	eXp Realty, LLC	13	0	13	\$3,865,000.00
44	Joseph Wootan	Listwithfreedom.com LLC	12	0	12	\$3,830,350.00
45	Jennifer Goodspeed	Keller Williams Indy Metro N	4	0	4	\$3,827,400.00
46	Jenny Lauck	Lauck Real Estate Services, LLC	11	0	11	\$3,696,914.00
47	Lindsay Sears	Compass	4	1	6	\$3,690,150.00
48	John Long	Coldwell Banker Kaiser	6	0	6	\$3,662,800.00
49	Radmila Adams	Encore Sotheby's International Realty	6	0	6	\$3,538,700.00
50	Matthew Kressley	F.C. Tucker Company	5	0	5	\$3,517,500.00

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TOP 200 STANDINGS

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

Rank	Agent Name	Brokerage	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
51	Jeneene West	Jeneene West Realty, LLC	13	1	15	\$3,503,300.00
52	Jared Cowan	Exp Realty	5	1	7	\$3,405,900.00
53	Manzil Kohli	Vylla Home	9	0	9	\$3,300,985.00
54	Sai Lakshmana Vankayala	Trueblood Real Estate	10	3	16	\$3,228,200.00
55	Patrick Daves	BluPrint Real Estate Group	10	0	10	\$3,215,400.00
56	Chris Harcourt	RE/MAX Cornerstone	8	4	16	\$3,210,700.00
57	Suzanne Kappen	CENTURY 21 Signature Realty	3	1	5	\$3,208,000.00
58	Lisa Stokes	Century 21 Scheetz	7	1	9	\$3,182,900.00
59	Jason Williamson	RE/MAX Advanced Realty	10	0	10	\$3,163,341.00
60	Laura Turner	F.C. Tucker Company	9	0	9	\$3,117,922.00
61	Jason Gatewood	Sweetwater Realty LLC	1	2	5	\$3,080,000.00
62	Christopher McGuire	Redfin Corporation	8	0	8	\$3,057,300.00
63	Terry Young	Red Bridge Real Estate	26	0	26	\$3,056,100.00
64	Garrett Brooks	United Real Estate Indpls	12	0	12	\$3,047,080.00
65	Derek Manis	F.C. Tucker Company	5	1	7	\$3,044,531.00
66	Jennifer Shopp	Berkshire Hathaway Homeservices	8	0	8	\$3,034,900.00
67	Molly Hadley	F C Tucker Company	8	0	8	\$3,015,400.00

Rank	Agent Name	Brokerage	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
68	Leslie Cooper Pyle	Keller Williams-Morrison	9	4	17	\$2,983,700.00
69	Staci Woods	Keller Williams Indy Metro Northeast	4	1	6	\$2,908,000.00
70	Angela McComiskey	Keller Williams Indpls Metro N	6	0	6	\$2,907,000.00
71	Lori Davis Smith	Highgarden Real Estate	7	0	7	\$2,901,900.00
72	Jonathan Bell	@properties	6	0	6	\$2,891,700.00
73	Donald Wilder	Berkshire Hathaway HomeServices Indiana	6	0	6	\$2,886,690.00
74	Mark Dudley	Re/Max Realty Group	11	0	11	\$2,853,720.00
75	Doug Dilling	Dilling Real Estate Services LLC	11	0	11	\$2,845,000.00
76	Zeida Suljkanovic	Berkshire Hathaway HomeServices	8	0	8	\$2,805,150.00
77	Kristie Smith	Indy Homes	3	1	5	\$2,804,900.00
78	Baljinder Singh	Keller Williams Indy Metro Ne	7	0	7	\$2,801,710.00
79	Devon Shaw	T&H Realty Services	13	0	13	\$2,796,200.00
80	Matthew Reffeitt	Keller Williams Indy Metro S	9	0	9	\$2,779,000.00
81	Laura Waters	Highgarden Real Estate	8	0	8	\$2,774,000.00
82	Kristin Glassburn	@properties	6	1	8	\$2,749,800.00
83	Tyce Carlson	eXp Realty	2	0	2	\$2,749,000.00
84	Dennis Weaver	MY Agent Realty	8	0	8	\$2,742,750.00
85	Jodi Gandy	Honor Realty	10	0	10	\$2,738,380.00
86	Kristi Duff	F.C. Tucker Company	1	0	1	\$2,729,950.00
87	Kevin Elson	eXp Realty	7	1	9	\$2,722,000.00
88	Leigh Burchyett	Berkshire Hathaway Homeservices Indiana Realty - Columbus	9	0	9	\$2,719,290.00
89	Jennil Salazar	Compass	4	1	6	\$2,708,300.00
90	Renee Peek	F.C. Tucker Company	5	0	5	\$2,700,000.00
91	Rodney Sneath	A & B HOMES	8	4	16	\$2,691,015.00
92	Jennifer Marlow	Trueblood Real Estate	7	0	7	\$2,688,200.00
93	Mark Studebaker	Trueblood Real Estate	3	4	11	\$2,687,000.00
94	Jacilynn Ferris	In-Homes realty Solutions	12	0	12	\$2,686,400.00
95	Clay Burris	Highgarden Real Estate	4	1	6	\$2,682,400.00
96	Amy Spillman	Century 21 Scheets	8	1	10	\$2,670,480.00
97	Timeko Whitaker	F.C. Tucker Company	10	0	10	\$2,657,399.00
98	William Mitchell	eXp Realty, LLC	2	0	2	\$2,649,000.00
99	James Embry	Keller Williams Indpls Metro N	8	0	8	\$2,642,875.00
100	Sena Taylor	Berkshire Hathaway HomeServices	9	1	11	\$2,625,550.00

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TOP 200 STANDINGS

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

Rank	Agent Name	Brokerage	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
101	Meighan Wise	Berkshire Hathaway Homeservices Indiana Realty - Fishers	4	0	4	\$2,615,000.00
102	Brian Heaney	Mark Dietel Realty, LLC	7	0	7	\$2,612,625.00
103	Sathya Kattragadda	Century 21 Scheetz	7	0	7	\$2,590,500.00
104	Todd Cook	Keller Williams Indy Metro S	8	0	8	\$2,577,000.00
105	Larry Rasmussen	Century 21 Rasmussen Company	6	0	6	\$2,573,304.00
106	Robert Cowan	F.C. Tucker Company	1	2	5	\$2,570,000.00
107	Sheri Coldren	Highgarden Real Estate	2	1	4	\$2,568,990.00
108	James Smock	F C Tucker Company	9	0	9	\$2,556,000.00
109	Carrie Clark	Highgarden Real Estate	2	1	4	\$2,527,000.00
110	Peter Stewart	Keller Williams Indianapolis Metro North	9	0	9	\$2,526,600.00
111	Eric Rasmussen	Century 21 Scheetz	4	0	4	\$2,522,400.00
112	Aaron Lucas	Trendify Realty	5	0	5	\$2,515,000.00
113	Jennifer Turner	Carpenter, Realtors	6	2	10	\$2,509,800.00
114	Sean Daniels	Daniels Real Estate	6	0	6	\$2,506,000.00
115	Max Moore	@properties	5	1	7	\$2,486,555.00
116	Drew Wyant	Berkshire Hathaway Homeservices	9	0	9	\$2,466,000.00
117	David Barnes	F.C. Tucker Company - Keystone at the Crossing	2	0	2	\$2,465,500.00

Rank	Agent Name	Brokerage	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
118	Andrea Ratcliff	Redfin Corporation	5	0	5	\$2,461,950.00
119	Amber Wilson	Wilson Realty Partners	7	0	7	\$2,454,500.00
120	Diane Brooks	F C Tucker Company	6	1	8	\$2,448,900.00
121	Penny Dunn	CENTURY 21 Scheetz	6	0	6	\$2,445,495.00
122	Rochelle Perkins	Garnet Group	10	0	10	\$2,440,000.00
123	Ross Graham	Exp Realty LLC	10	0	10	\$2,433,000.00
124	Chad Hess	F.C. Tucker Company	6	5	16	\$2,432,900.00
125	Amy McIntyre	CIRCLE REAL ESTATE	5	1	7	\$2,415,724.00
126	Dean Glascock	F C Tucker Company	5	3	11	\$2,386,675.00
127	Christopher Wynkoop	Wynkoop Brokerage Firm, LLC	15	0	15	\$2,383,300.00
128	Justin Capps	Ferris Property Group	6	1	8	\$2,382,500.00
129	Patsy Coffey	Keller Williams Indy Metro S	5	1	7	\$2,377,900.00
130	Michael Price	Re/Max Centerstone	9	0	9	\$2,361,000.00
131	John Downey	F.C. Tucker Company	5	0	5	\$2,342,900.00
132	Michael Lyons	Keller Williams Indpls Metro N	5	0	5	\$2,342,761.00
133	Troy Dixon	eXp Realty, LLC	7	0	7	\$2,341,990.00
134	Hart Summeier	Level Up Real Estate Group	10	0	10	\$2,337,377.00
135	Christopher Fahy	Berkshire Hathaway HomeServices Indiana	7	0	7	\$2,336,660.00
136	David Charles	RE/MAX Centerstone	5	1	7	\$2,322,300.00
137	Jeremy Sandlin	F C Tucker Company	6	1	8	\$2,310,800.00
138	Donna Tewmey	Re/Max Tower	4	2	8	\$2,300,000.00
139	Sara Eynon	F.C. Tucker Company - Keystone at the Crossing	3	0	3	\$2,275,000.00
140	Steven Rupp	Keller Williams Indianapolis Metro North	6	0	6	\$2,275,000.00
141	Carl Vargas	F C Tucker Company	3	0	3	\$2,273,500.00
142	Ronda Bailey-Cooper	WEICHERT, REALTORS	6	0	6	\$2,261,000.00
143	Timothy McCulloch	Scheerer McCulloch Real Estate	1	4	9	\$2,255,900.00
144	Michael Johnson	Encore Sotheby's International Realty	2	1	4	\$2,252,800.00
145	Sandra Ginn	Encore Sotheby's International	3	0	3	\$2,240,000.00
146	Drew Schroeder	Century 21 Realty	5	0	5	\$2,237,464.00
147	Ryan Radecki	Highgarden Real Estate	6	0	6	\$2,235,974.00
148	Jeff Kucic	Engel & Völkers Indianapolis	4	0	4	\$2,224,000.00
149	Penny Scroggins	Bear Real Estate Sales	4	2	8	\$2,216,700.00
150	Maher Batarseh	F.C. Tucker Company - Crosspoint	6	1	8	\$2,211,000.00

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TOP 200 STANDINGS

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

Rank	Agent Name	Brokerage	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
151	Kurt Meyer	F C Tucker Company	3	2	7	\$2,208,900.00
152	Mamadou Gueye	Trueblood Real Estate	8	0	8	\$2,208,700.00
153	James Talhelm	Hoosier Realtors	6	0	6	\$2,207,000.00
154	Preeti Kaur	Hoosier Realtors	2	2	6	\$2,203,450.00
155	Patrick Watkins	Mike Watkins Real Estate Group	8	0	8	\$2,199,845.00
156	Kelly Dather	Keller Williams Indy Metro NE	8	0	8	\$2,196,500.00
157	Joanne Totten	Hoosier Realtors	1	2	5	\$2,189,530.00
158	Phyllis Gillingham	Red Dog Realty LLC	6	3	12	\$2,184,500.00
159	Dawn Whalen	F C Tucker Company	9	0	9	\$2,182,355.00
160	Katy Zirkelbach	Keller Williams Indy Metro S	7	0	7	\$2,176,025.00
161	Kate Tuttle	@properties	4	0	4	\$2,173,900.00
162	Todd Ferris	Ferris Property Group	4	0	4	\$2,163,000.00
163	Austin Smythe	Smythe & Co, Inc	1	1	3	\$2,157,100.00
164	Sarah Sanders	Re/Max Real Estate Professionals	7	0	7	\$2,146,450.00
165	Anna Hassler	F.C. Tucker Company, Inc	6	0	6	\$2,143,250.00
166	Pamela Prough	Carpenter Realtors	4	1	6	\$2,142,697.00
167	Paula Hardin	Carpenter Realtors	5	0	5	\$2,137,900.00

Rank	Agent Name	Brokerage	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
168	Jason Hess	Compass	6	0	6	\$2,120,500.00
169	Heather Upton	Keller Williams Indy Metro Northeast	8	2	12	\$2,112,950.00
170	Basim Najeeb	Keller Williams Indy Metro South	6	1	8	\$2,112,500.00
171	Julie Preston	F C Tucker Company	6	0	6	\$2,108,900.00
172	Trent Whittington	@properties	5	0	5	\$2,098,425.00
173	Robyn Breece	Compass	7	0	7	\$2,097,495.00
174	John Bradley	Traditions Realty, LLC	7	0	7	\$2,094,500.00
175	Fred Nelson	CENTURY 21 Scheetz	3	1	5	\$2,084,000.00
176	Katrina Matheis	Daniels Real Estate	7	0	7	\$2,076,365.00
177	Christy Cutsinger	F.C. Tucker Company	4	0	4	\$2,061,000.00
178	Harvir Kaur	eXp Realty	6	0	6	\$2,060,000.00
179	Awett Tedla	F.C. Tucker Company	6	1	8	\$2,054,999.00
180	Scott Smith	Keller Williams Indpls Metro S	10	0	10	\$2,054,750.00
181	Chase Deisler	Berkshire Hathaway HomeServices	4	0	4	\$2,054,500.00
182	Ryan Orr	Re/Max Real Estate Groups	12	1	14	\$2,050,450.00
183	Elaine Bennett	Highgarden Real Estate	1	0	1	\$2,050,000.00
184	Charlotte Cotton	RE/MAX Real Estate Solutions	10	2	14	\$2,039,000.00
185	Judith Ann Hoeping	Tomorrow Realty, Inc.	4	0	4	\$2,030,000.00
186	Rob Measel	F.C. Tucker Company,	3	1	5	\$2,030,000.00
187	Steve Silver	Re/Max Professionals	7	0	7	\$2,013,895.00
188	Rita Fish	F.C. Tucker Company	6	0	6	\$1,990,900.00
189	Tina Smith	Century 21 Scheetz	2	0	2	\$1,985,000.00
190	Stanley Saingelus	F.C. Tucker Company	6	0	6	\$1,983,485.00
191	Ronda Pollock	F C Tucker Company	4	0	4	\$1,980,000.00
192	Melissa Hartman	Keller Williams Indpls Metro NE	1	1	3	\$1,976,000.00
193	Seth Patton	Luxcity Realty	2	0	2	\$1,975,000.00
194	Sarah Schaefer	White Stag Realty	6	1	8	\$1,968,000.00
195	Tamara Carroll	RE/MAX Centerstone	2	1	4	\$1,965,000.00
196	Ally Hunckler	Maywright Property Co.	4	0	4	\$1,963,500.00
197	Ted O'Donnell	F. C. Tucker Company	4	0	4	\$1,962,000.00
198	Chukwudi Ikechukwu	Highgarden Real Estate	4	1	6	\$1,952,900.00
199	Dody Mariscotti	Home Indy Realty & Services	5	0	5	\$1,952,400.00
200	Emily Stewart	F. C. Tucker	3	0	3	\$1,942,500.00

Disclaimer: Information is pulled directly from MLS. New construction or numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually. *Indy Real Producers* does not alter or compile this data, nor claim responsibility for the stats reported to/by MLS. Data is based off of Mibor counties.



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KY: MC423296
317.538.0849</p> | <p>Amy Robbins
VP, Branch Manager
NMLS: 79210
GA: 79210
317.339.2260</p> | <p>Adam Vogel
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