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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at alice.whited@n2co.com

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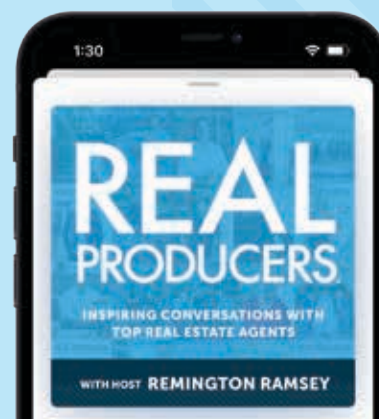
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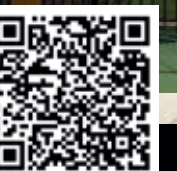
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▶ publisher's note

I absolutely love what I do! I have the honor and privilege of sitting down almost daily with top real estate professionals and listening to their stories of how they got into the business and what they love about their careers. I have been incredibly inspired by hundreds of agents who have shared their stories of success, struggles and overcoming obstacles.

I also have the wonderful privilege of sitting with business owners ... lenders, title companies, builders, roofers, flooring companies, insurance companies and many other contractors. I have the honor of listening to their stories, their pain points and their highest hopes to grow their business. Many times, we come to an agreement that partnering together, we can help each other and serve the real estate community.

We have featured countless top realtors and businesses and have hosted a number of fantastic events bringing together the best in the industry under one roof for the purpose of celebrating and collaborating. The goal of all of this is very simple: when we know one another better, we treat each other better, leading to stronger connections, more trusted relationships, and more repeat business with everyone involved, including our vendor partners.

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By: Danielle Kidwell
Photos by Kelly Stork Photography

Kelly Stork Photography

Delivering Lasting Memories



Kelly Stork developed an interest in photography at a young age. Her cousin, Connie, lived in Tecumseh and had a home studio in her basement, and as a child, Kelly loved to visit her. She was intrigued, and that led to her taking all the photography classes available to her in high school.

Kelly attended Western Michigan University, then transferred and graduated from Michigan State with a degree in Communications and a specialization in Public Relations. She says she “bounced around a little” after college, with different jobs in communications and marketing. Some places she worked included an extreme sports company called Dew Tour, the Detroit Redwings, and the Michigan Humane Society’s social media and marketing department. Though she never dreamed she could make a career out of photography, those experiences paved the way toward her eventual destiny.

Kelly and her husband, Steve, have been married for 12 years. They have three children, Zachary (9),

Paige (6), and Sloane (9 months). The family enjoys going to Disney World — they go every year! “They are only young for so long, so we really commit to taking advantage of the opportunity,” Kelly says, joking that she and Steve are big kids, too. Fridays are for game night, and the Storks have a tradition of playing board games and sharing pizza. The family is very active and loves playing outside, biking, and going to the many beautiful lakes Michigan has to offer. Zachary plays travel soccer, he and Steve both play hockey, and Paige is currently into dance and gymnastics. Kelly gets her alone time working out. “Running is an excellent stress reliever!” she says.

In 2012, Steve gifted Kelly a camera for Christmas. She was working with the Humane Society and started playing around with photographing adoptable animals. Her work was good, and friends and family started asking her to take pictures of their newborns, their families, and their pets. At first, Kelly did the work free of charge, loving the opportunity to photograph the people she treasured. In 2014

she and Steve welcomed Zachary to their family, and Kelly realized she needed flexibility in order to focus on her growing family. This coincided with her discovery that she was very talented in her craft. In 2015 she took a leap of faith and launched her business. Kelly credits Steve as her biggest motivator. She says, “His work ethic is like no one’s I have ever met. He’s a go-getter in the mortgage industry.”

Starting a business while raising a young family was a challenge, and Kelly found that she had to prioritize her many responsibilities in order to avoid overcommitment and find a balance. She feels that her success is measured by her happiness and finding balance with her career and family. She recently stopped booking weekends and was surprised by how receptive and understanding her clients were to the idea.

While the photography industry is competitive, Kelly has acquired many friends and colleagues who are genuinely friendly and interested in helping one another. She understands the importance

of continuing education, saying, “This industry is always changing and evolving. You can’t just take a few classes and feel like you can run with that knowledge; you must keep up with the trends.” Despite her success, Kelly still has doubts. Trying not to compare herself to others, she reminds herself that everyone has their own unique style, but her passion for her craft can be seen through her work, and her talent is undeniable.

Kelly’s approach to each session starts with connecting to her clients. “You have to vibe with the people you are working with,” she says. She explains that every family interacts differently, and her job is to bring out their authentic selves by putting them at ease and adopting a playful approach. For someone who might be interested in pursuing a career in photography, Kelly advises that they first must learn to be patient. “Patience is number one,” she states. “Take each step as it comes and trust the process. It’s a journey, and you will make a lot of mistakes but consider those learning opportunities.”





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By Beth McCabe
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GRISH

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Emily Grish, an Ann Arbor native, has swiftly risen to prominence in the residential real estate market with Modern Living Collective, brokered by Epique Realty. With her local knowledge, marketing expertise, and personal passion for her work, she's a sought-after agent. A proud local, Emily grew up in Ann Arbor and was deeply connected to the community from a young age.

"I was here all my life, except for college. It feels fitting to serve the area that I know very well," she says. Her father was the Director of Libraries at the University of Michigan, and her mother owned an editing and publishing business in downtown Ann Arbor. These influences ingrained in her a strong sense of community involvement.

Summers at the Racquet Club of Ann Arbor were a significant part of Emily's childhood. She swam, dove, coached, and lifeguarded there. "The kids I coached are now parents themselves, and my daughter has started on the swim team there. It's come full circle," she shares with a smile.

FINDING HER PATH

Emily's career aspirations evolved over the years. In fifth grade, she wanted to be an author, writing stories for her classmates. In high school, she considered graphic design and acting. Today, her real estate career encompasses elements of all these interests. "I write listing descriptions and captions, and make reels," she notes.

Emily began her real estate journey in 2020. Previously, she had a marketing job with a laser company but found it unfulfilling after experiencing the flexibility of working from home during the pandemic. Reflecting on her past role as a cake decorator at Zingerman's Bakehouse in Ann Arbor, she realized her love for connecting with people during significant life events. "I missed being with people but didn't want to work in a kitchen again. I thought about real estate and called my REALTOR® for advice. She was very supportive, and it has worked out fantastically," Emily explains.

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yourself with
people who
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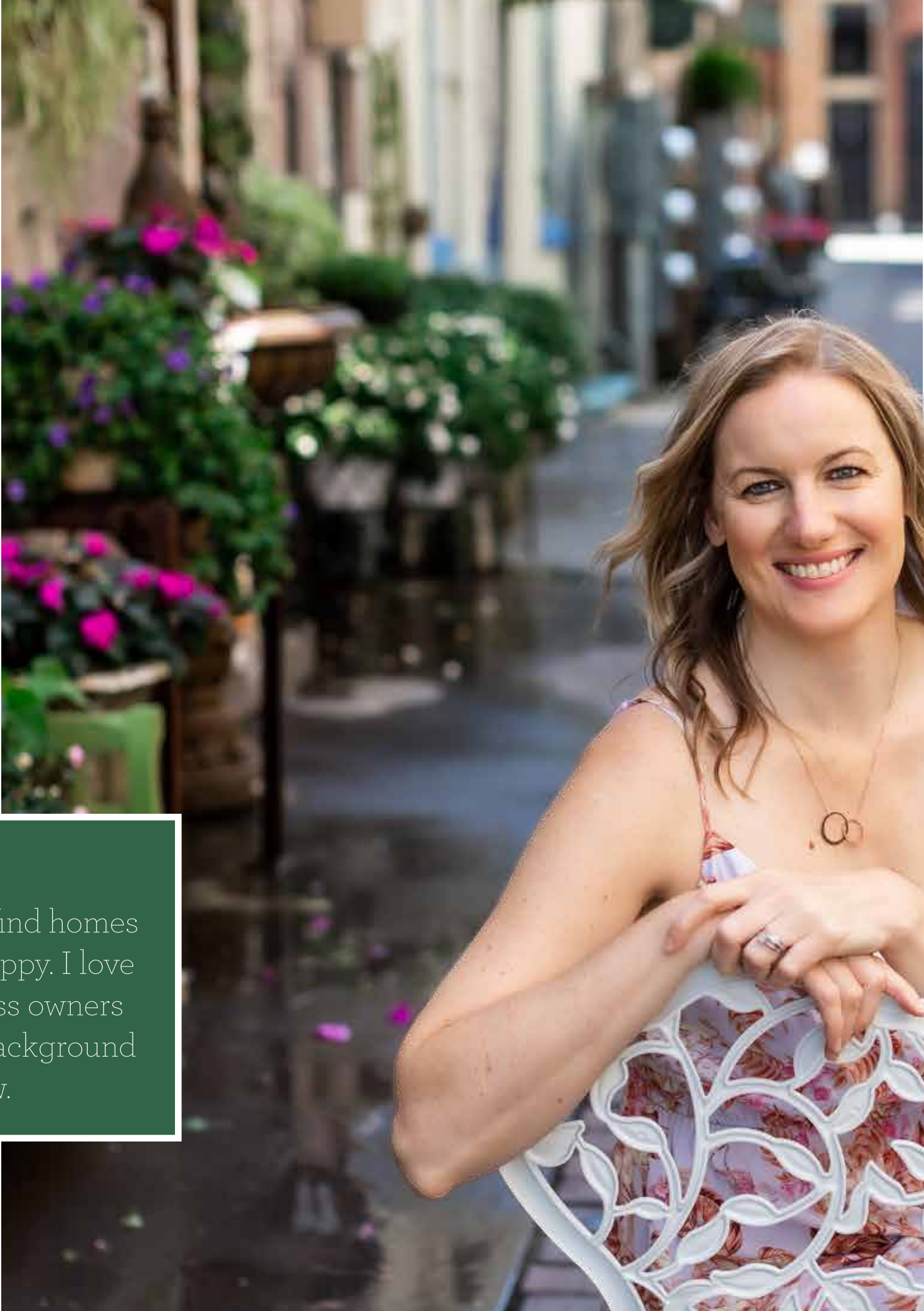
Emily’s biggest challenge in real estate was finding her authentic way of working. Traditional methods like cold calling and approaching FSBOs made her uncomfortable. “I felt so uneasy doing it that I knew I had to find another way,” she recalls. Through courses and mentorship, Emily discovered that success comes from being true to oneself. “Surrounding yourself with people who embrace you for who you are completely changes the game in real estate,” she emphasizes. “And I’ve never made a cold call since.”

For Emily, success is measured by the number of families she serves, including her own. “I focus on helping women find homes where they feel safe and happy. I love supporting female business owners and using my marketing background to help them grow,” she says. Watching her daughters see their mother helping people and meeting clients is a source of pride.

Emily leads with authenticity and empathy, making her particularly effective with women who may feel lost or nervous during the home-buying process. “My life experiences have shaped me into someone who can offer genuine support and understanding,” she says.

“

I focus on helping women find homes where they feel safe and happy. I love supporting female business owners and using my marketing background to help them grow.



It’s about quality over quantity to this driven real estate professional who aims to sell 20-25 homes each year. She aims to dedicate time to her clients and family while mentoring and training others. Her vision board includes serving families and empowering women.

PERSONAL PURSUITS

Outside of work, Emily enjoys getting monthly massages to relax and unwind, participating in trivia nights with friends, and yoga. She also loves traveling, reading, and watching TV when she has the time. “With young kids, it’s challenging to find free time, but I enjoy exercising and lifting weights,” she adds.

Emily and her husband, high school sweethearts, have a strong bond shaped by distance during his military service. After 9/11, her husband served our nation in Germany, Iraq, Turkey and Kuwait. “Our long-distance relationship made us better communicators,” says Emily. “We have a very strong relationship. It has made me a really good listener.”

They have also gone on the journey through IVF together, which has made Emily more compassionate and empathetic toward others.

LEADING THE WAY

Emily Grish’s journey from growing up in Ann Arbor to becoming a top-producing real estate agent highlights the importance of community, authenticity, and dedication. Her dedication to helping families find their ideal homes, combined with her genuine approach, underscores the significant impact of leading with compassion and integrity in the real estate field.

NICHOLE McCAIG

VISIBLE
HOMES

FROM SADDLES
TO SALES

►► top producer

By Beth McCabe
Photos by Kelly
Stork Photography



“NO HOUR OF LIFE IS WASTED
THAT IS SPENT IN THE SADDLE.”

— WINSTON CHURCHILL

Riding a horse is a feeling of freedom and exhilaration. Trusting a majestic animal like a horse can be captivating. The bond behind horse and rider stands the test of time as they embark upon adventures together. REALTOR® Nichole McCaig loves horses and has several of her own. When she isn't in the saddle, you can find catering to her clients as a bustling real estate professional.

MUST LOVE HORSES

Nichole has made a name for herself in Michigan's equestrian and luxury real estate markets. She has sold more equestrian properties than any REALTOR® in Michigan, holding the #1 ranking in the state for eight straight years. Nichole's success is rooted in her deep connection to horses and her extensive knowledge of the industry.

Nichole, who grew up in Ann Arbor, has fond memories of showing horses all over the country. “I had a close network of friends who did the same circuit, which created strong bonds with friends across the country,” she comments.

As a youth, she was #1 in Michigan and the country with Pinto horses. As an amateur, she competed with the American Paint Horse Association (APHA), consistently ranking #1 in Michigan and finishing as high as 5th on the national APHA Top 20 list. Her background in horses and education has allowed her to carve out a niche in the real estate market.

Initially aspiring to be a veterinarian, Nichole's career path changed after the difficult experience of putting down a young horse. “That's a huge part of a vet practice.” She realized that real estate, with its opportunities to combine her marketing degree with her love for horses, was a better fit for her.

BLAZING HER OWN TRAIL

Nichole graduated from Eastern Michigan University in 1999 with a degree in marketing. Her real estate journey began in 2004 when she started helping her aunt, who worked for a brokerage in Ann Arbor, with marketing and advertising.

“In 2006, I got my real estate license and was mostly doing residential transactions,” says Nichole. In 2007, Nichole met her husband, who had an extensive background in mortgages. Together, they opened their company, Visible Homes, in 2009, with both holding broker's licenses. Nichole's specialization in equestrian properties came naturally, leveraging her connections in the horse industry.

“I started selling more equestrian properties each year,” she explains. Equestrian properties are unique, ranging from small hobby farms to luxury estates and large commercial facilities. Nichole's expertise in navigating these complex transactions has been crucial to her success.





Nichole is dedicated to her clients. She cares deeply about their needs and strives to help them through smooth transactions, finding buyers who will appreciate their properties as much as they have. Nichole's unique marketing platform has been a cornerstone of her success, reaching the right audience and making dreams of owning equestrian and luxury properties a reality. With picture-perfect photos on her website, properties come alive with a few clicks.

Interestingly, some clients purchase farms that weren't really searching for them. When sitting at the closing table, Nichole is often surprised to know that it was because of her social media marketing that people turned to her for their real estate needs. One person told her, "My friend shared your social media post and tagged me on it." Fast forward months later, they are buying one of Nichole's listings. "One of the reasons we have been so successful is due to the audience we reach with our marketing," she says. It simply pays off.

STRIKING A BALANCE

Balancing family life and work has been key to her success. Nichole and her husband Wes have four daughters, with the two oldest in college, one playing volleyball at Albion, and the other attending CCS Art School in Detroit. Their younger daughters, ages 10 and 7, are also involved in volleyball and travel for competitions.

“One of the reasons we have been so successful is due to the audience we reach with our marketing.”



To relax, Nichole enjoys working in her gardens, planting vegetables and flowers, and spending time with her family. They live on a 10-acre horse property in Ann Arbor, which they renovated a few years ago. Now it's home sweet home.

Although Nichole no longer has much time to ride, her love for horses remains strong. Her show horse is retired, and her daughters' ponies are now more like pasture pets, but she enjoys having them on the farm.

FINAL THOUGHTS

Nichole's journey from horse lover to top REALTOR® is remarkable. It's the best of both worlds for this Top Producer. Just as she guides her horse with subtle cues and gentle commands, Nichole leads her clients with expertise and care. Her unique blend of equestrian knowledge and real estate acumen makes her a standout professional in Michigan's competitive market.

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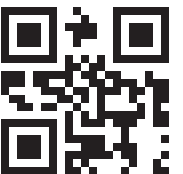
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