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Lauren South

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Marcus Christlieb,
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PARTNER SPOTLIGHT:

Trademark Title

PARTNER SPOTLIGHT:

Wayne Home & Design Co.

EVENT RECAP:

Mastermind Fort Wayne

PARTNER SPOTLIGHT:

Nick Staker,
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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at jon.good@realproducersmag.com.

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- Reinvested nearly \$1M through sponsorships and grants to over **200 community non-profits.**
- The 3Rivers team was on the ground at **over 150 community events.**
- The Mortgage team took part in fundraisers, donation drives, and volunteer activities with several non-profit partners, including Habitat for Humanity, DeKalb Humane Society, Chain O’ Lakes State Park, Blessing in a Backpack, Bad Girls Club, Fort Wayne BMX, and adopting a family during the holiday season through the Allen County Christmas Bureau.

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» partner spotlight

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Trademark Title Inc. has carved out a leading position in Indiana's real estate industry by consistently delivering accuracy, integrity, and exceptional service. Founded in Fort Wayne in 2007, the company has grown into one of the state's most recognized and fastest-growing title agencies. From its humble beginnings, Trademark Title has expanded to seven offices throughout Indiana and now boasts a team of 50 professionals. This growth reflects the company's unwavering dedication to handling all types of real estate transactions, including purchases, refinances, residential and commercial deals, as well as offering mobile and mail-away closings to meet clients' needs.

Throughout its 17 years of operation, Trademark Title has gained significant recognition for its service excellence. The company has been voted the Best Title Company for four consecutive years and holds the distinction of being the #1 Title Agent for Stewart Title. Additionally, Trademark Title has been awarded the prestigious Circle of Excellence, further solidifying its status in the industry. These honors

highlight the company's commitment to providing high-quality service and ensuring that every real estate transaction runs smoothly.

At the heart of Trademark Title's success is its customer-first approach, which sets the company apart from its competitors. The company offers comprehensive services, such as property reports, title commitments, and flexible closings during evenings and weekends, all supported by the Qualia platform, which streamlines the closing process. Trademark Title's philosophy is simple: "We aren't happy unless everyone in that room leaves happy and funded." This commitment to going the extra mile, even under challenging circumstances, ensures that clients and realtors alike receive top-tier service, no matter the complexities involved in the transaction.

One of the company's greatest strengths is its team of dedicated professionals. Trademark Title has carefully assembled a group of the most talented processors and representatives in the industry. This

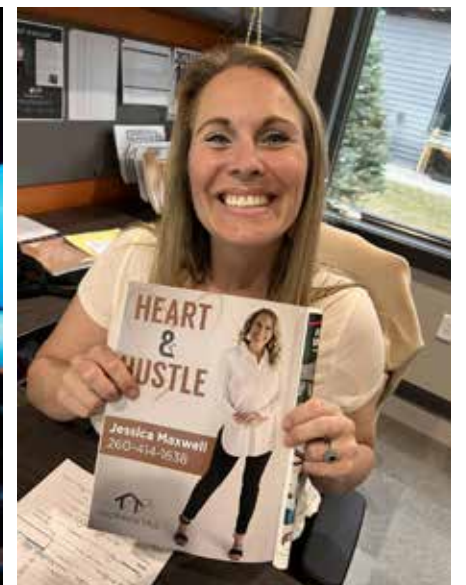


includes five key team members—Jen Luke, Aimee Clinkenbeard, Jessica Maxwell, Stu Hambrick, and Amber Gaskill—who work closely with clients to ensure every transaction is handled with care and precision. The team's expertise and collaborative approach have been instrumental in navigating the challenges that can arise in real estate transactions, such as last-minute payoffs, remote signings, and clearing code liens. Even in difficult cases, Trademark Title's clients remain unaware of the obstacles, leaving the closing table feeling satisfied with a seamless process.

However, the company has also faced significant challenges, such as the growing threat of wire fraud in real estate transactions. Trademark Title has taken proactive steps to safeguard buyers and sellers, implementing robust measures to prevent fraud and ensure the security of each transaction. This attention to client protection has further strengthened the company's reputation as a trusted partner.

For Trademark Title, success is not solely measured by its growth or accolades but also by its ability to give back to the community. The company takes pride in supporting local causes, including 4H programs, Coats for Kids, and Image of Hope, as well as





“

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UNLESS
EVERYONE IN THAT
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”

contributing to The Rescue Mission. Being able to make a positive impact on the community that supports them is a core value for Trademark Title, and this commitment to giving back defines their success as much as their professional achievements.

Central to the company's culture is its dedication to learning and continuous improvement. Trademark Title fosters an environment where mistakes are opportunities for growth, and honesty and transparency are valued above all. This approach has helped build long-lasting trust with clients and ensures that the company continues to evolve and adapt to meet the needs of the ever-changing real estate market.

Trademark Title Inc. has cemented its place as a trusted leader in Indiana's real estate industry through its dedication to providing outstanding service, fostering a skilled and committed team, and staying deeply engaged with its community. By prioritizing integrity, continuous innovation, and an unwavering focus on client satisfaction, the company has successfully built a reputation that extends far beyond its physical growth. Trademark Title's approach, grounded in trust and excellence, ensures that it remains a key player in the industry and continues to shape the future of real estate transactions in the region.



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▶ event recap

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►► partner spotlight



Wayne Home & Design Co.



In July 2024, Brandon Schueler launched Wayne Home & Design Co., a boutique home décor and interior design store in Fort Wayne, Indiana. This carefully curated storefront offers an array of home decor items, custom furniture, rugs, and lighting fixtures. But it's more than just a store; Brandon also provides interior design services, home staging, and holiday decorating to help clients transform their living spaces into functional and beautiful environments. The inspiration for Wayne Home & Design Co. came from Brandon's extensive 12-year career in real estate, where he developed a keen eye for enhancing homes, assisting clients with new construction projects, and planning remodels. This experience, combined with his passion for design, led him to realize how challenging it could be to source unique, high-quality pieces that truly made spaces feel special. That challenge sparked the idea for a store where he could curate a distinctive selection of home furnishings.

Before opening Wayne Home & Design Co., Brandon spent two years researching product lines to identify what would best serve the Fort Wayne market. His careful curation process has resulted in a collection that showcases unique pieces that customers won't find anywhere else. His favorite feedback is hearing customers say, "I've never seen anything like this before," because it confirms he's achieving his goal of providing truly unique home decor. In addition to the products offered in-store, Brandon extends his services to include personalized interior design consultations, staging for real estate agents, and holiday decorating. These services allow him to transform spaces into ones that clients genuinely love and find functional.

Brandon's commitment to creating a memorable customer experience is a core part of Wayne Home & Design Co.'s philosophy. He believes in making every interaction, whether in-store or through a design consultation, a positive and lasting one. From the very beginning, he's focused on ensuring that the store feels welcoming and that every client feels valued. This commitment to customer satisfaction is one of the aspects that sets his business apart from competitors.

The journey to opening his own business was made possible by the unwavering support of Brandon's circle of friends, family, and colleagues. From late-night store setups to offering pep talks when the workload became overwhelming, his support system has been instrumental in his success. Brandon's passion for home décor and design has roots that go back to his early years. He began his career in real estate right after high school, driven by a fascination with houses of all styles and eras. This career allowed him to explore his love for design while helping clients find their dream



homes. His real estate background has proven invaluable in his current role as a store owner and interior designer, as both careers are about understanding people's needs, building trust, and creating lasting relationships.

The most rewarding part of Brandon's current role is the ability to transform spaces that may no longer work for his clients into areas they love again. Whether it's redesigning a room or staging a property for sale, he finds immense satisfaction in helping clients rediscover the potential of their homes. For him, success is defined not only by business achievements but also by living a life he's proud of—one that reflects the hard work he's put in and the positive impact he's made. His guiding philosophy, "Always thankful, never satisfied," motivates him to remain grateful while constantly striving for personal and professional growth.

Outside of running Wayne Home & Design Co., Brandon enjoys spending his free time by the water. Whether it's relaxing by his pool, enjoying a day at the lake, or traveling to his favorite vacation spots like Siesta Key and Sarasota, being near water brings him a sense of peace. These moments allow him to recharge, find inspiration, and bring fresh ideas back to his work.

Wayne Home & Design Co. is the culmination of Brandon's passion for design, real estate, and creating meaningful connections with clients. By focusing on unique, high-quality products and personalized services, he's established his business as a distinctive and valuable addition to the Fort Wayne market. Whether customers are looking for one-of-a-kind home décor or need expert guidance in redesigning their spaces, Wayne Home & Design Co. offers a creative and welcoming experience that leaves a lasting impact.

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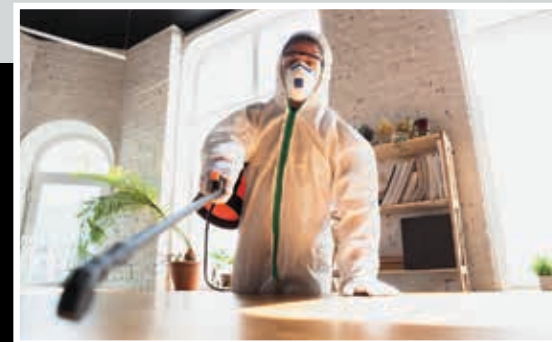
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LAUREN SOUTH



How many years have you been a realtor?

It'll be 4 next March!

What is your career volume as a realtor?

\$18.3 million

What was your total volume last year?

4.5 million, 18.5 units

What awards have you achieved as a realtor?

Real Producers Top 300 (2x), Real Producers Team of the Year 2023, Capper with Keller Williams

When did you start your career in real estate?

It all started in October of 2020. I was hired as the admin for Brandon Ferrell (shout out The Ferrell Group!) with the shared plan of me working with him to get my RE license. It was the smartest decision I've ever made to learn RE in a hands on fashion from a top producing agent before jumping into getting a license myself.

What did you do before you became a realtor?

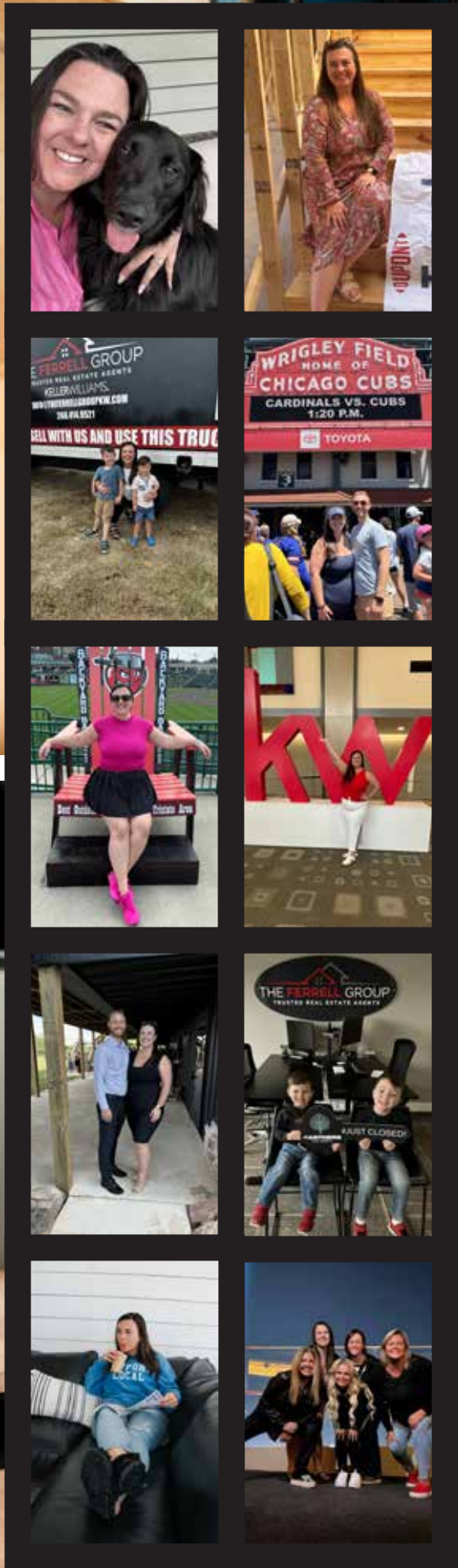
I worked in the medical field for 3 years along side patients in a family medicine office. This taught me so much about working one in one with the public.

After that I was referred to be the office manager for a local counseling office. I managed an office of 8 therapists when I started and 18 when I left. This job taught me so much about myself and really cemented the priority in my mind of empathy and communication in working with others.

What are you passionate about right now in your business?

I have been a warrior when it comes to GUIDING my clients towards building equity in their homes- especially my first time home buyers. I focus in on what can you buy now that you can improve on to serve your needs now and benefit you down the road. My FTHBs come so new with so many questions and luckily in my case often with a lot of trust in my guidance. This lights a fire in me!

I want to give them the experience they'll always remember and be their Realtor for life.



How does real estate fit into your dreams and goals?

I think I probably got into real estate for the same reason most moms do- FREEDOM centered around getting to be with my kids. Since then though it's turned into so much more. By getting to build my own business, it's opened up wealth and avenues I never saw in my family's future. We have freedom with our jobs in sales to travel and see family and give our boys all the experiences that will shape how they see the world. I have dreams of mentoring new agents, travel and speaking to agents nationally, & continuing to be known in my community. I feel like a new dream is added every year and it wouldn't be possible without having found real estate.

What's your favorite part of being a realtor?

Definitely to be right beside someone during one of the core memories of their life. A lot of times that core memory is a joyful one for them. But sometimes, as we all know, there's heartbreak behind the transaction. I know God gave me the gift of empathy and that makes me in the right place at the right time getting to be with the client through that. The feeling of gratitude I have in those moments is gold.

What has been the most rewarding part of your business?

This goes very deep for me, but it's the feeling of personally excelling at a specific thing. I've always known I'm good with people and relationships, but the voice in my head has always told me I'm a "jack of all trades, & master of none". My real estate business has shown me something that I now know I'm not only gifted in, but that I am also "above average" at. I feel like I've waited my whole life for something to make me feel like this.

What was your biggest challenge as a realtor?

Oh man. Emphatically I would tell you rejection. You get into real estate thinking everyone you know & love will use you- and then quickly realize that everyone knows 5+ other Realtors and you may not be the one they choose. That was HARD for me. Still is! But when I look back at how that rocked me four years ago, compared to now, I'm so thankful for the understanding that I have now to know its not personal, and they picked who they think is the best Realtor for THEM. Only they can make that choice. It's not worth exhausting myself to try and convince them otherwise. There are plenty of people who do choose me as their agent, and they deserve my full attention.





Define success.

For me, success coincides with my integrity. My success is based on my answering to God at the end of each day. I can have all the sales volume and meet all the goals, but if I've lost my integrity in the midst of it, then it's worthless.

Tell us about your family.

So glad you asked! They're my WHY. My favorite person ever is my husband, Jonathan, (who is a RP partner with FlowTech). We've been married 10 years and 5 years ago we had our Greyson Noble and a couple years after him, Lincoln Milo. Being boy parents is a BLAST, but after all that testosterone, we added our girl... dog - our Australian Retriever, Ivy.

Favorite books?

I ACTUALLY picked up reading this year for the first time in way too long- so I have answers to this! The Bible, The One Thing by Gary Keller & Jay Papasan, & Side by Side: Walking with Others in Love & Wisdom by Ed Ward Welch

Are there any charities or organizations you support?

Mission 25 out of Whitley County, illuminations Bible Translation, Samaritan Ministries

What are your hobbies and interests outside of the business?

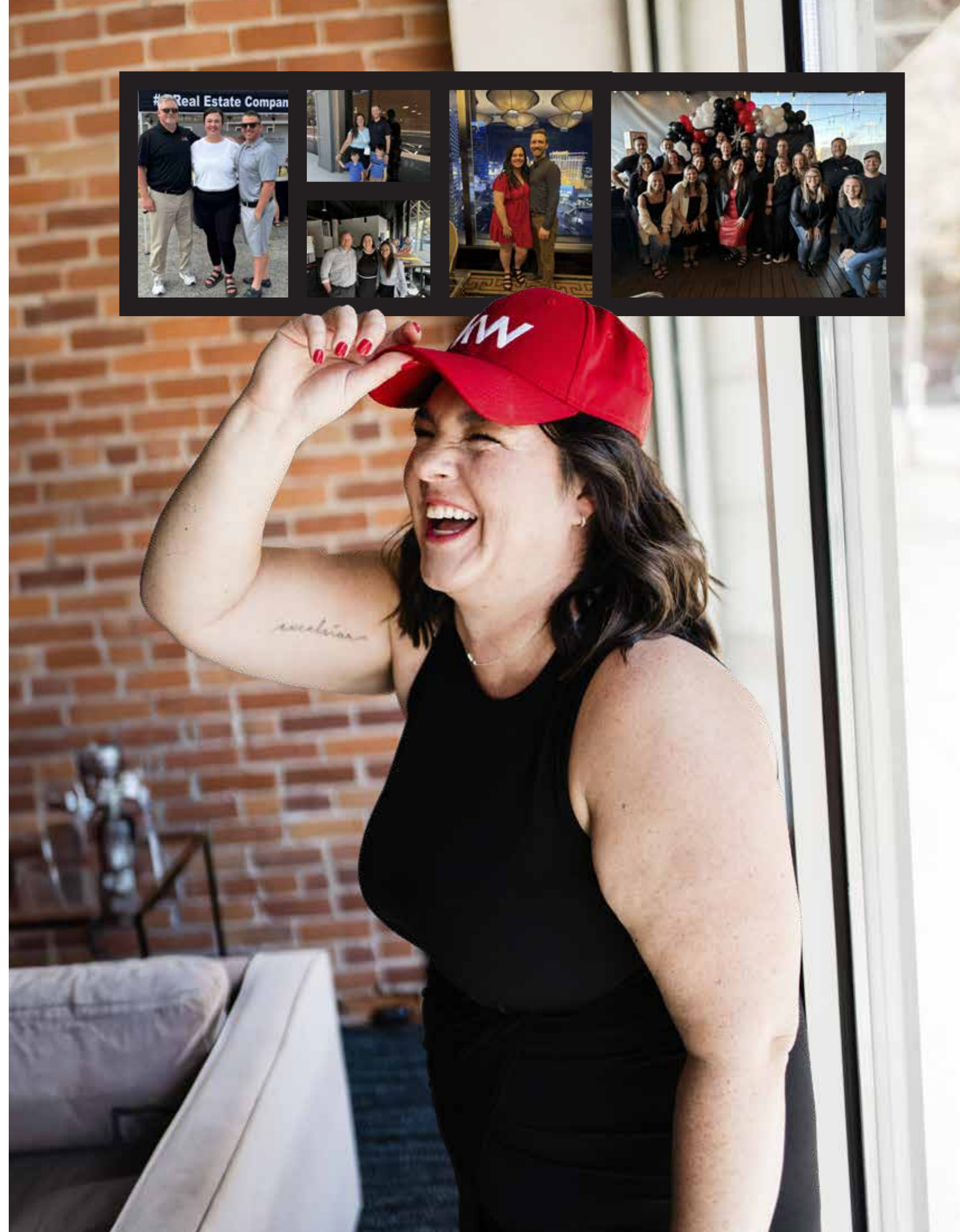
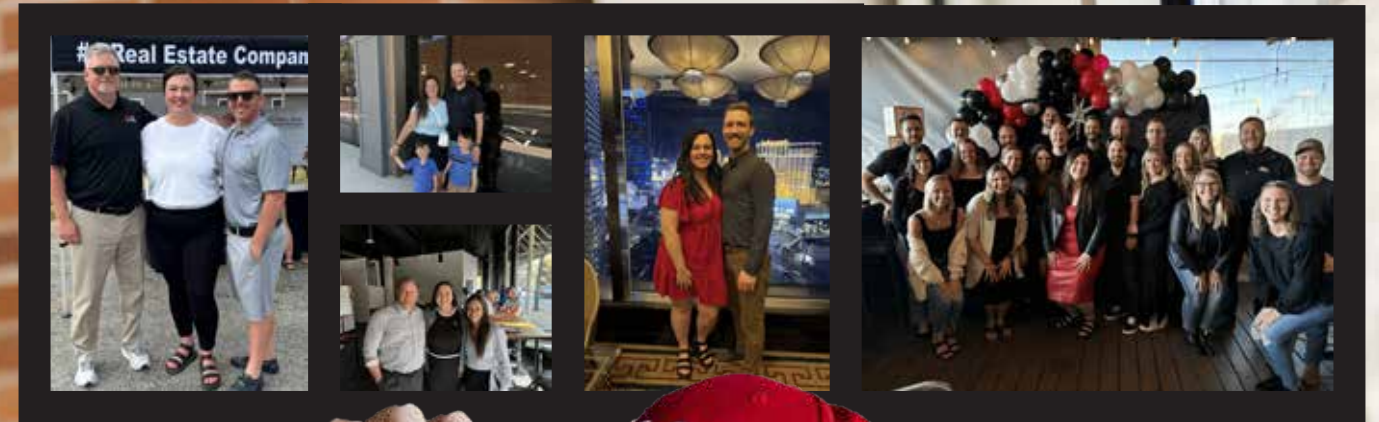
I love taking a trip with my family, visiting a coffee shop to chat with a friend, playing homemaker, trying a new recipe, listening to live music, meeting new people, & game nights with friends.

Given your status and expertise, what is some advice you would give the up and coming top producer?

Real estate is NOT meant to be your identity. You are more than your listings, your closings, your IG content... people loved you for things other than real estate before and that's who they'll continue to love you for. Let real estate grow you, change you, challenge you- but don't let it rule you.

In closing, is there anything else you would like to communicate using this Ft. Wayne Real Producer platform?

In this career, let's all aim to choose collaboration over competition. It's my desire to be an agent that is encouraging to her peers and someone you all HOPE to do business with. I want to be an encouragement to you, I want to hug your neck, and I want you to know that you are more than just your job. If we haven't met yet, I hope we do soon.



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TOP 5 THINGS I WILL WORK ON IN 2025

I want to lay it out for you in a way that makes it easy to pursue the life you truly desire. I won't say it'll be easy, but I promise it will be worth it. December is my favorite month of the year to get clear on what I want the next year to look like. Here is my plan to take a huge step toward reaching my life's true potential.

1. WORK ON MY VISION

It's said that without a vision, people perish. I've seen this to be true, not only in my own life but also in the lives of those around me. I suggest you invest time in getting your vision clear. Don't let it be just a feeling you have; define the path you're pursuing. With a clear vision, you'll find that many decisions you face already have answers. Simply ask yourself, "Does this help me on my journey toward my vision?" This applies to opportunities, liabilities, and the people you allow into your life.

2. WORK A SYSTEM

You must find a system that aligns with your vision. Without working within a system, the time it takes to achieve anything will be longer, and your failures will likely be at least four times greater, costing you more in money and time. When I see people making progress in their lives, they're happier. It's easier to make progress when you know what you're doing and why. Find a system and work it to the fullest!

3. ENROLL A GUIDE

There are some things in life I enjoy figuring out for myself. For example, I'm currently playing Zelda with my son. We could look up the video walkthroughs, find all the secrets and shortcuts, and be done in a quarter of the time—but that would take the fun out of the journey. Figuring it out is part of the joy.

But outside of examples like this, I strongly suggest enrolling a guide to help you. Find someone who shares similarities with your vision and who has been down the road you're looking to go. The investment of time and money will be worth it.

WARNING: Not all guides are the same. Some may not have walked your path and might not be able to help. Also, don't be fooled by someone's success in business as an indicator of success in other areas of life. Many people I once thought were successful turned out to be a complete disaster—and today, I'm proud to call them my clients!

4. PRIORITIZE WHAT'S MOST IMPORTANT

Many people make the rule the exception and the exception the rule. In other words, they have it backward. When your priorities are backward, life becomes harder—like swimming upstream instead of floating downriver. To keep it simple, let me tell you this: your life and family are more important than business. Prioritize them accordingly. Yes, exceptions will happen, but don't make them the rule, which I see all the time. A few strategies that helped me were:

- Home for dinner by 5:00 p.m. each night
- No appointments after 5:00 p.m. on Friday
- No appointments on Sundays

Pick one and go for it! Prioritize what's most important. What's

the worst that could happen? You might start winning in life where it matters the most? Go for it!

5. INVEST TIME IN YOUR FINANCIALS

With the recent launch of our WEALTH program, I've spent four months thinking about why people fail financially and why I have succeeded. Here's what became evident: you spend 40-50 hours a week working, 5-10 hours spending the money you just earned, and only 30-60 minutes a week managing it. Here's a real question for you: What in life can you dedicate only 1% of your time to and still get great results? What if you spent 1% of your time on your business, marriage, or spiritual life? Bad results would quickly follow. The same applies to your finances. Why work so hard if there's nothing left over? Over 35 years, I've watched entrepreneurs, and 97% of them don't have the money they desired by the time they retire. Don't let that be you. Take 15 minutes each morning M-Th and 1 hour on Friday and make sure your money is working finally and not you always for it!

I'm Here to Support You

If any of these five points resonate with you, I believe I can help. These principles are the foundation of what we've built at Cheviron Coaching—the exact process I used to go from nothing to something. If you're ready to commit to yourself, we're here to help.



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Marcus Christlieb's journey to becoming a real estate leader has been one marked by perseverance, adaptability, and a dedication to helping others succeed. Starting his career in construction, Marcus harbored an interest in real estate as early as high school, but his path took him through years of hands-on experience as a general contractor, where he built homes and commercial buildings. That construction background has been invaluable in his real estate career, giving him a deep understanding of property quality, helping clients, and even mentoring other agents on technical aspects of home inspections.

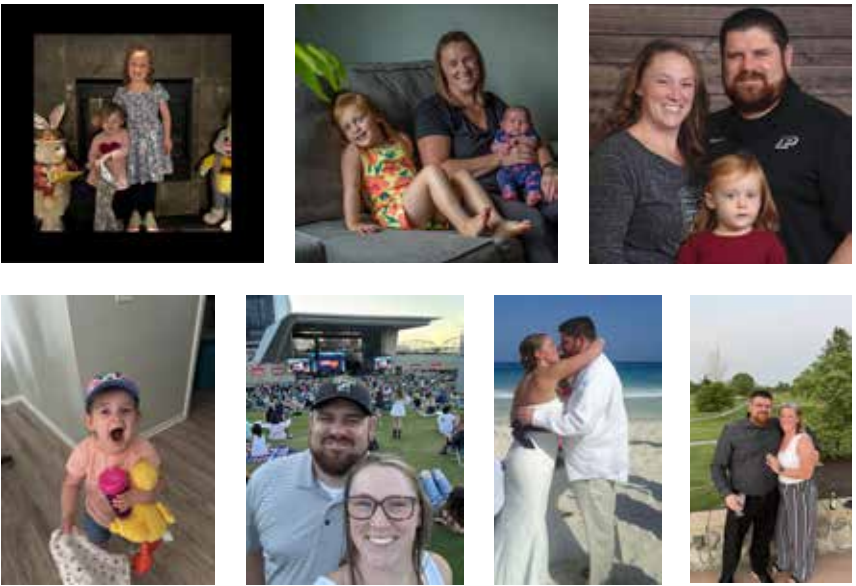
With over 10 years in the real estate industry and a career volume exceeding \$60 million, Marcus has consistently demonstrated his expertise and work ethic. His leadership shines through his dedication to his team at Lion & Christlieb, where he focuses on building a family-oriented culture. "I am always available whenever one of our agents has a need," he says, emphasizing the importance of support in a close-knit office environment backed by the resources of major players like F.C. Tucker and Howard Hanna.

His success is not just measured in numbers, such as the impressive \$11 million in volume last year or his seven-time inclusion in the President's Club. For Marcus, success is about balance—finding happiness at home and work. He defines success on individual terms, noting that each agent or client has their own vision of what success looks like. Helping them reach those goals is what he finds most rewarding.

MARCUS CHRISTLIEB

F.C. TUCKER

Despite the challenges—such as early career struggles with inconsistent income and time away from family—Marcus attributes his resilience to grinding through setbacks and keeping his clients’ best interests at heart. His positive outlook, what he calls an “abundance mindset,” has been pivotal in his career, allowing him to move past disappointments and focus on growth. He advises aspiring real estate professionals to embrace the hustle and not take rejection personally. “There is plenty of real estate for everyone to be successful,” he encourages.





At home, Marcus enjoys a full life with his wife, Lisa, and their two daughters, Emersyn and Harper. His love for sports is evident, with hobbies like bowling and a long history of playing travel softball. His dedication to Purdue sports and Chicago's Cubs and Bears adds a fun, competitive edge to his personality.

Looking ahead, Marcus is excited for the future of real estate and the opportunities that lie within a constantly evolving industry. Rather than viewing change as a hurdle, he sees it as a chance to innovate and improve. With his combination of experience, passion for his work, and commitment to both his team and clients, Marcus is poised to continue making a lasting impact on the real estate landscape for years to come.

“

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NICK STAKER

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people make
the best
decision for
their family.
”

Nick Staker, a Senior Loan Officer at Ruoff Mortgage, has established himself as a trusted partner in the mortgage industry by providing tailored solutions and exceptional customer care. With a career spanning over 17 years, Nick has developed a reputation for delivering fast, efficient service that focuses on the unique needs of his clients. His mission is simple: to help families achieve their dream of homeownership while making the mortgage process as smooth and stress-free as possible.

Supporting realtors is a cornerstone of Nick's approach. By streamlining the mortgage process, he ensures quick pre-approvals and offers realtors the tools they need to close deals efficiently.

Whether clients are first-time homebuyers or experienced investors, Nick's services are designed to simplify the financing process. Additionally, he provides marketing support and resources to realtors, empowering them to better promote financing options to their clients. This collaborative approach has helped Nick build long-term relationships within the real estate community, giving realtors a competitive advantage in a fast-paced market.

What truly sets Nick apart in the industry is his unwavering focus on personalized service and client education. In an environment where transactions can often feel impersonal, Nick is committed to understanding the

individual needs of each client. By tailoring mortgage solutions to fit specific financial situations, he ensures that his clients are making informed decisions that align with their long-term goals. His transparent communication style fosters trust and confidence, allowing clients to navigate the mortgage process with clarity and ease. As Nick puts it, "We love helping people make the best decision for their family."

Nick's journey into the mortgage industry is deeply rooted in the influence of mentors who guided him early in his career. For over 12 years, he had the privilege of working alongside industry leaders like Adam Kessler, Mike Jensen, and James MacPherson at Academy





Mortgage. These mentors not only helped Nick develop professionally but also inspired him to embrace a broader perspective on life. Under their guidance, Nick and his family became actively involved in volunteer work, traveling to countries like Ecuador and South Africa to give back to communities in need. This experience reinforced Nick’s belief in the importance of service, both in his personal and professional life.

Before entering the mortgage industry, Nick pursued a strong academic foundation. He earned a Bachelor’s degree in Business and an MBA from Indiana University–Purdue University Fort Wayne (IPFW), later obtaining his Certified Public Accountant (CPA) license. Initially, he worked for four years in finance and accounting. However, he soon realized that this path, while stable, did not fulfill his desire for meaningful

work. Seeking a career that aligned with his passions, Nick transitioned into the mortgage industry, where he has spent the last 17 years helping clients secure their homes. This shift was a turning point, leading to a career where Nick found true joy in his work.

One of the most gratifying aspects of Nick’s role is the impact he has on people’s lives. For him, there is nothing more rewarding than seeing the joy on clients’ faces when they finally close on their homes. It’s not just about facilitating a transaction; it’s about helping families create the foundation for their future. Building lasting relationships with clients and realtors has been a cornerstone of Nick’s success, and he takes pride in knowing that he plays a small but significant role in helping others achieve their dreams.

Nick’s professional achievements are grounded in a simple yet profound philosophy: always do the right thing and treat people with respect. His clients trust him because he consistently delivers honest, straightforward advice. Staying informed about industry trends, leveraging his extensive network, and surrounding himself with a dedicated team have all contributed to his ability to provide exceptional service. For Nick, success is defined not only by financial accomplishments but also by personal fulfillment. He believes that achieving a balance between work and family life is essential. This perspective drives him to prioritize quality time with his loved ones while also striving for professional excellence.

At home, Nick is a devoted family man, happily married for 19 years with three children who are actively involved in soccer. Balancing the demands of a

successful career with family life is important to him, and he cherishes every moment spent with his family. As a “family first” husband and father, Nick is deeply involved in his children’s activities, and he finds joy in watching them grow. Outside of work, Nick enjoys engaging in various activities such as golf, pickleball, and playing poker. He is also an avid football fan. One of the passions he shares with his family is traveling abroad, both for leisure and to participate in volunteer work, which further enriches their lives and strengthens their bond.

Looking to the future of the mortgage industry, Nick has a clear vision for positive change. If given the opportunity, he would focus on simplifying the loan application and approval process. By leveraging technology to streamline paperwork and improve transparency, he believes

clients could have a far better experience. Additionally, he advocates for more first-time homebuyer programs and lower interest rates to make homeownership more accessible. These changes, in his view, would not only improve the lending process but also make homeownership a reality for more people.

Reflecting on his life, Nick shares that if he could go back and change anything, it would be to spend more time with his family, especially his mother. The importance of cherishing those moments became clearer to him over the years, and it’s a lesson that drives him to be fully present with his loved ones today. This realization has shaped his approach to both work and life, reminding him to prioritize what truly matters.

Nick Staker’s story is a testament to the power of genuine relationships,

unwavering integrity, and a relentless commitment to helping others. By focusing on personalized service and educating clients, he has built a career centered around empowering families to achieve their dream of homeownership. His dedication to simplifying the mortgage process, combined with a deep respect for his clients’ unique needs, sets him apart in an industry that can often feel impersonal. As he continues to navigate the ever-evolving landscape of real estate lending, Nick remains dedicated to making the process more accessible and transparent. Balancing a fulfilling career with a strong commitment to his family, Nick shows that success is not just about professional achievements but also about creating meaningful, lasting connections. In a competitive industry, he stands out as a trusted partner who truly puts people first.



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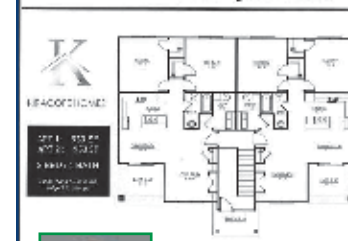


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DANIEL

QUINTERO

A SERVANT'S HEART

For nearly three decades, Daniel (Dan) Quintero has been a trusted name in real estate, not because of the accolades he's received but because of the lives he's touched. Since becoming licensed in 1995, Daniel has helped countless individuals and families achieve their dream of homeownership, all while accumulating over \$80 million in career sales volume. His guiding philosophy is simple: real estate isn't just about closing deals — it's about making a meaningful impact in the lives of others.

From a young age, Daniel felt a deep calling to help people, a value instilled in him by his mother, Bette Quintero, and his grandmother, Mildred Walden. His mother taught him the power of unconditional love, and his grandmother's advice to "talk less and listen more" has become a cornerstone of his approach to real estate. These lessons are evident in the way Daniel interacts with his clients, always prioritizing their needs and listening carefully to their concerns.

Before entering the real estate world, Daniel earned an Associate's Degree

in Architectural Engineering from ITT Technical Institute in 1985. This technical background gives him a unique edge in the industry. "Whether I'm inside or outside of a home, I know what's behind the walls," he says. His architectural expertise allows him to provide invaluable insights to his clients, offering guidance on structural issues and design elements that can make or break a home's long-term value.

Although Daniel has achieved substantial success in terms of sales — with over \$10 million in volume just last year — his true passion lies in helping first-time buyers and those who have faced financial hardship. "Helping a young family get a great start or assisting someone in a tough financial situation to become a homeowner for the first time is what keeps me going," Daniel says. The emotional moments shared on closing day are the real rewards for him, far more meaningful than any award.

Mentorship has also played a key role in Daniel's career. He was shaped by the wisdom of two early mentors, Carl Graber and Mike Reed. Carl taught him the importance of integrity, emphasizing





that it's better to "under promise and over deliver" and to always speak kindly of others. Mike provided practical advice, helping Daniel focus on the clients who are loyal and engaged rather than chasing those who will never connect. This guidance has been critical in helping Daniel maintain balance and energy in a demanding profession.

Over the years, Daniel has faced his fair share of challenges in real estate. "It's not a straight sprint," he says, likening the industry to a marathon filled with peaks, valleys, and surprises. He's seen deals fall apart just before closing and others miraculously come together after months of hard work. Through it all, he's learned to embrace the unpredictable nature of the business and stay grounded in his mission to serve others.

For Daniel, success isn't about money or recognition. Instead, it's about staying focused, handling the unexpected with grace, and leading with a servant's heart. A favorite quote of his, from Mike Tyson, perfectly sums up his approach: "Everyone has a plan until they get punched in the face." For Daniel, resilience and adaptability are key to long-term success.



Family is also a central part of Daniel's life. As a first-generation American, he draws strength from his diverse heritage. His father's side of the family hails from South America, while his mother's side has roots in southern Indiana, where his grandmother was one of the first female draftsmen at General Electric. Today, Daniel is proud to share his life with his wife, Lori Quintero, her daughter, Jordn Lozano, and their beloved dog, Ernie, who is treated as part of the family.

Currently, Daniel is embarking on a new chapter with Epique Realty, where he feels deeply aligned with the company's values and mission. "The co-founders are incredible, offering benefits far beyond anything I've seen in this industry," Daniel shares. He is excited to continue serving clients while contributing to the growth and success of Epique Realty in Northeast Indiana.

When offering advice to those considering a career in real estate, Daniel is honest about the challenges. "What

“
**WHAT PEOPLE
THINK REAL
ESTATE IS
AND WHAT IT ACTUALLY
IS ARE TWO COMPLETELY
DIFFERENT THINGS.**
”





people think real estate is and what it actually is are two completely different things,” he says. The weight of responsibility is immense, and the stress can be overwhelming. But for those willing to embrace the hardships, the rewards — both financial and emotional — are worth the effort.

Through every challenge and success, Daniel Quintero has remained true to his values. He’s a Realtor who measures success not by the number of deals closed but by the lives changed along the way. His journey, filled with highs and lows, is ultimately a testament to the power of service, integrity, and a deep commitment to helping others.



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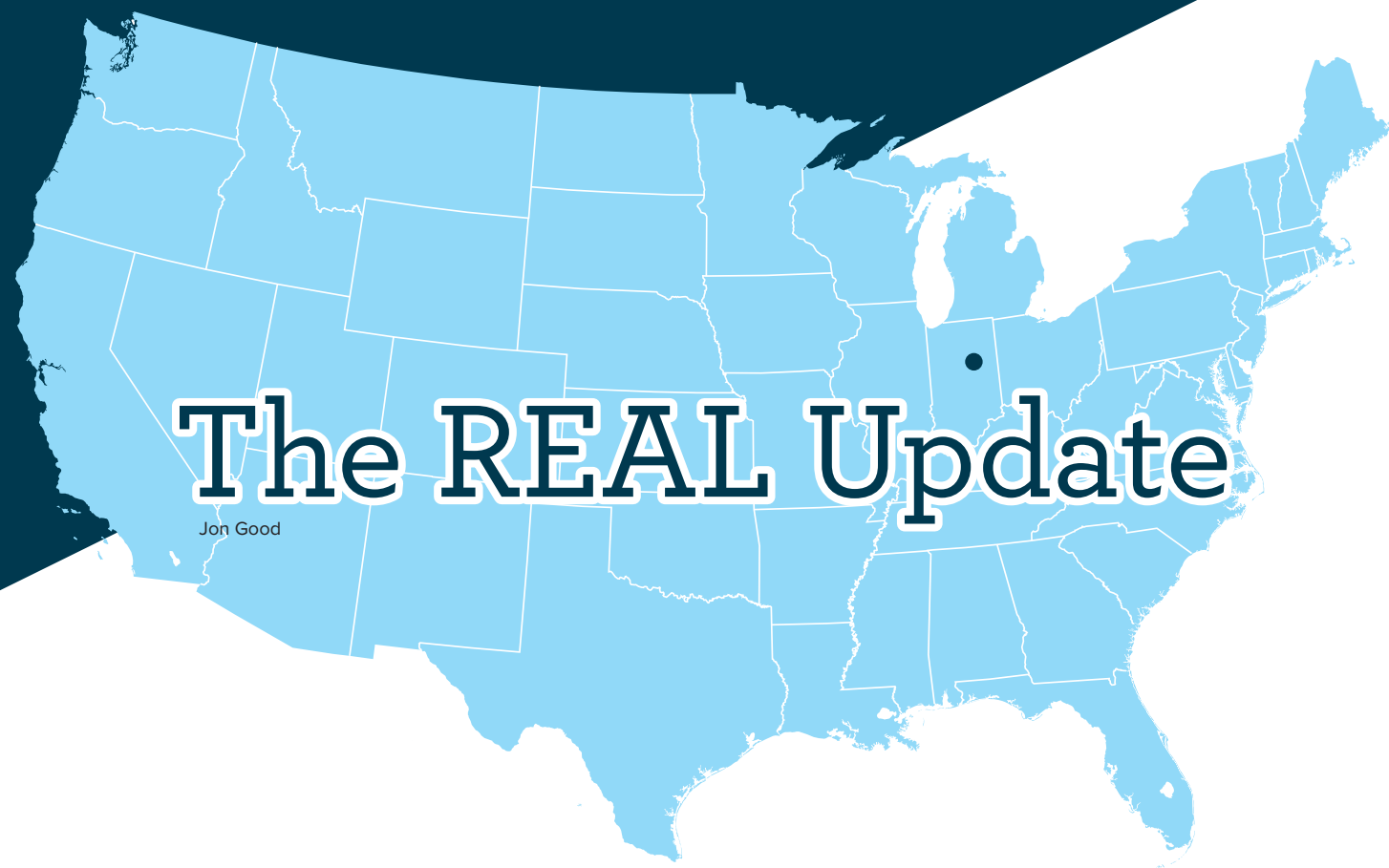
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The REAL Update

Jon Good

Let's get **real**. This movement has caught fire. What movement am I referring to? The movement that you all know as *Real Producers*. Indianapolis was the starting point for a program that is now in over **130 markets** across the country. That's a lot of traction in under **nine years**. As we grew, we knew that we wanted to brand ourselves the same across the board but never lost sight of the local mission.

This magazine has been successful because of its ability to connect top-producing agents with preferred partners and with each other. There are many other reasons that make it successful, but, at its core, that is what this is all about.

The vision is simple: We want to be a one-stop shop for top-producing agents in every market across the nation. How do we do

that? In my opinion, three main groups of people stand to benefit from this monthly publication: the REALTORS® featured, the partners that advertise and the publishers who produce the magazine.

What's in it for the REALTOR®? It is truly a badge of honor to receive the magazine. Being in the top 300 out of 1,500-plus agents is an accomplishment in itself. There are countless perks to being featured in the magazine, but one of my favorites is the element of humanizing a local legend in real estate.

What's in it for our partners? The struggle is real. How do we connect with influential, top-producing agents in our market? How do we cultivate relationships with this group? Our partners get constant exposure through the monthly magazine and the quarterly events. The hard work is done. Partners just need to show up!

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TOP 100 STANDINGS

Year-End Top 100 Standings: [From January 1, 2024, to October 31, 2024](#)

#	Agent	Office	Units	Volume	Average
1	Chad Metzger	Metzger Property Services, LLC - UPMEPS	128.5	\$36,139,283	\$281,239
2	Heather Regan	Regan & Ferguson Group - UPREFE	35.5	\$24,886,020	\$701,014
3	Leslie Ferguson	Regan & Ferguson Group - UPREFE	35.5	\$24,886,020	\$701,014
4	Elizabeth Urschel	CENTURY 21 Bradley Realty, Inc - UPBRAD	57	\$24,440,008	\$428,772
5	Beth Goldsmith	North Eastern Group Realty - UPNOEA	46	\$22,930,800	\$498,495
6	Tim Haber	CENTURY 21 Bradley Realty, Inc - UPBRAD	65	\$22,730,243	\$349,696
7	Brandon Steffen	Steffen Group - UPSTEF	46.5	\$22,001,025	\$473,140
8	Timothy McCulloch	Scheerer McCulloch Real Estate - UPSMRE	89	\$21,833,032	\$245,314
9	Bradley Noll	Noll Team Real Estate - UPNTRE	55	\$20,899,139	\$379,984
10	Geoff Cavender	eXp Realty, LLC - UPEXPR	50.5	\$19,096,500	\$378,148
11	Evan Riecke	Encore Sotheby's International Realty - UPENSO	39	\$18,714,200	\$479,851
12	Warren Barnes	North Eastern Group Realty - UPNOEA	71	\$17,873,671	\$251,741
13	Gregory Brown	CENTURY 21 Bradley Realty, Inc - UPBRAD	47	\$17,789,863	\$378,507
14	Candice Everage	Century 21 Bradley-Kendallville - NE2236	65	\$17,426,800	\$268,104
15	Brandon Ferrell	Keller Williams Realty Group - UPKEPR	58.5	\$17,202,330	\$294,056
16	Brandon Stone	CENTURY 21 Bradley Realty, Inc - UPBRAD	128	\$16,978,050	\$132,641
17	Stacie Bellam-Fillman	Orizon Real Estate, Inc. - UPORIZ	61	\$16,075,400	\$263,531
18	Bradley Stinson	North Eastern Group Realty - UPNOEA	42	\$16,047,800	\$382,090
19	Jessica Arnold	North Eastern Group Realty - UPNOEA	46	\$15,444,415	\$335,748
20	Kelly York	North Eastern Group Realty - UPNOEA	52	\$15,391,022	\$295,981
21	James Felger	Mike Thomas Assoc., Inc - UPMTAS	64	\$15,317,437	\$239,334
22	Cecilia Espinoza	Espinoza Realtors - UPESRE	68	\$14,508,850	\$213,365
23	John Garcia	Impact Realty LLC - UPIMPA	36	\$14,470,617	\$401,961
24	Gregory Fahl	Orizon Real Estate, Inc. - UPORIZ	63.5	\$14,384,716	\$226,530
25	John-Michael Segyde	Coldwell Banker Real Estate Group - UPRWGR06	47	\$13,553,818	\$288,379
26	Kerri Morningstar	CENTURY 21 Bradley Realty, Inc - UPBRAD	38	\$13,394,100	\$352,476
27	Tina Stuckey	RE/MAX Results - UPREMX01	46	\$13,240,750	\$287,842
28	Mary Sherer	ERA Crossroads - UPSHAA	52	\$13,046,384	\$250,892
29	Richard Fletcher	North Eastern Group Realty - UPNOEA	35.5	\$12,889,990	\$363,098
30	Trevor Gray	Krueckeberg Auction And Realty - UPKRAU	39	\$12,679,251	\$325,109
31	Wendy France	CENTURY 21 Bradley Realty, Inc - UPBRAD	33	\$12,543,850	\$380,116
32	A.J. Sheehe	CENTURY 21 Bradley Realty, Inc - UPBRAD	25	\$12,486,900	\$499,476
33	Alyssa Schendel	North Eastern Group Realty - UPNOEA	53	\$12,406,118	\$234,077

#	Agent	Office	Units	Volume	Average
34	Emily Ewing	North Eastern Group Realty - UPNOEA	42.5	\$12,313,000	\$289,717
35	Lori Stinson	North Eastern Group Realty - UPNOEA	39	\$12,254,142	\$314,208
36	Scott Pressler	Keller Williams Realty Group - UPKEPR	35	\$12,102,500	\$345,785
37	Barbara Hendrick	Coldwell Banker Real Estate Group - NE9	24.5	\$12,032,035	\$491,103
38	Jim Owen	CENTURY 21 Bradley Realty, Inc - UPBRAD	47	\$11,686,130	\$248,641
39	Michelle Wyatt	Wyatt Group Realtors - UPWGRE	36	\$11,528,900	\$320,247
40	Justin Walborn	Mike Thomas Assoc., Inc - UPMTAS	33	\$11,246,800	\$340,812
41	Tyler Secrist	CENTURY 21 Bradley Realty, Inc - UPBRAD	39	\$11,217,740	\$287,634
42	Raylene Webb	eXp Realty, LLC - UPEXPR	64	\$11,111,045	\$173,610
43	Andrea Shepherd	Mike Thomas Assoc., Inc - UPMTAS	36	\$10,966,850	\$304,634
44	Linda Williams	Coldwell Banker Real Estate Group - UPRWGR09	44	\$10,932,154	\$248,458
45	Joelle Ruefer	Encore Sotheby's International Realty - UPENSO	24	\$10,834,000	\$451,416
46	David Springer	Mike Thomas Assoc., Inc - UPMTAS	23	\$10,805,200	\$469,791
47	Mark Bock	Mike Thomas Associates - NE344	36	\$10,763,851	\$298,995
48	Jordan Wildman	eXp Realty, LLC - UPEXPR	53	\$10,713,063	\$202,133
49	Cindy Bluhm	Mike Thomas Assoc., Inc - UPMTAS	29	\$10,658,554	\$367,536
50	Andrea Gates	Coldwell Banker Real Estate Group - UPRWGR09	40	\$10,656,530	\$266,413

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 report each agent individually. Ft. Wayne Real Producers does not alter or compile this data nor claim responsibility for the stats reported to/by MLS. Data is based on UPSTAR and NE counties.



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Year-End Top 100 Standings: [From January 1, 2024, to October 31, 2024](#)

#	Agent	Office	Units	Volume	Average
84	Matthew Hawkins	Wieland Real Estate - UPWREE	33	\$8,671,520	\$262,773
85	Kaleefa Simpson	eXp Realty, LLC - UPEXPR	50	\$8,671,500	\$173,430
86	Courtney Ousley	North Eastern Group Realty - UPNOEA	26	\$8,669,750	\$333,451
87	Scott Hope	American Dream Team Real Estate Brokers - UPADTR	33	\$8,603,700	\$260,718
88	April West	Scheerer McCulloch Real Estate - UPSMRE	46	\$8,601,200	\$186,982
89	Beth Walker	Fairfield Group REALTORS, Inc. - UPFAGR	34	\$8,595,350	\$252,804
90	Emily Cary	Keller Williams Realty Group - UPKEPR	34.5	\$8,559,650	\$248,105
91	Troy Wieland	Wieland Real Estate - UPWREE	24	\$8,555,024	\$356,459
92	Joni Donaghy-Myers	Coldwell Banker Holloway - UPCOHO	32	\$8,507,625	\$265,863
93	Justin Longardner	CENTURY 21 Bradley Realty, Inc - UPBRAD	31	\$8,393,400	\$270,754
94	George Raptis	Mike Thomas Assoc., Inc - UPMTAS	21	\$8,374,953	\$398,807
95	Amy Griebel-Miller	Coldwell Banker Real Estate Group - UPRWGR06	32	\$8,370,400	\$261,575
96	Matthew Donahue	CENTURY 21 Bradley Realty, Inc - UPBRAD	33	\$8,343,113	\$252,821
97	Jody Hurley	Coldwell Banker Real Estate Group - UPRWGR05	22	\$8,303,700	\$377,440
98	Ian Barnhart	Coldwell Banker Real Estate Group - UPRWGR05	27.5	\$8,289,650	\$301,441
99	Andy Zoda	Coldwell Banker Real Estate Group - UPRWGR05	40	\$8,272,100	\$206,802
100	Randy Harvey	Coldwell Banker Real Estate Group - UPRWGR06	40	\$8,235,098	\$205,877

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