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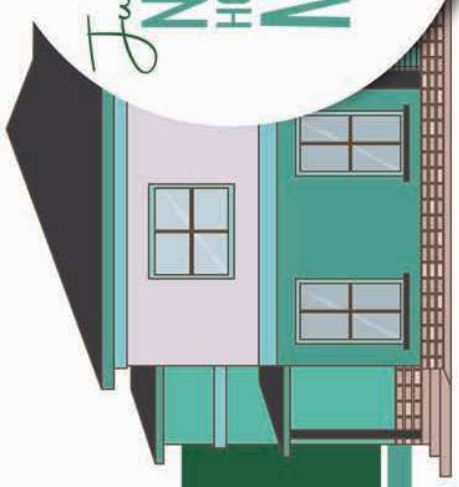
Hoover the Mover

TOP 100
STANDINGS

Photo Cred:
Dustin McKibben

Father's Day Special Edition

JUNE 2024



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Ashley Robey
Commercial/Residential Account Manager
269.841.6896
arobey@meridiantitle.com

Katelyn High
Account Manager
260.450.7656
khigh@meridiantitle.com

Nichole Jehl
Regional Sales Manager
260.740.4578
njehl@meridiantitle.com

Chris Alexander
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Owner/Publisher



Amy Deek
Director of Operations



Dustin McKibben
Photography/
Video



Marissa Good
Photography



Melissa Brannum
Writer/Editor



Heidi Holtsclaw
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Lydia Riggers
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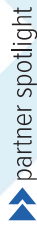
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partner spotlight

By Aly Hess, 3Rivers Marketing Content Manager

3RIVERS FEDERAL CREDIT UNION

**Keeping it Real:
Our Locally Based Experts Help Build Trust
& Confidence with Homebuyers**

In our fast-paced world, it can be easy to feel overlooked, especially when it comes to your financial needs. The customer experience landscape for financial institutions and lenders has evolved in recent years, with the rise in technology and outsourcing causing many to move toward an almost entirely self-serve, faceless approach. This is not the case for 3Rivers. While we certainly continue to expand and upgrade our top-of-the-line technology offerings, our commitment to ensuring our members feel valued, heard, and supported through real conversations with real people remains as strong as ever.

3Rivers has always been committed to going beyond offering the banking products and services you'd expect from your financial institution. We strive to be here for our members through every step of their financial journey—from opening their first checking account to saving for retirement, and all that comes in between—making sure they're paired with the right solutions and strategies for their unique financial needs and goals. We aim to ensure our members can access our team just as easily as they can our technology.

Building or buying a home is one of the biggest financial investments one will ever make and is a life stage that benefits greatly from having a locally based team at your side. Navigating the home buying and financing process comes with lots of twists and turns, and in today's environment, often requires buyers to act quickly. Our in-house experts are dedicated to being readily available and making the process as seamless and stress-free as possible for our members. We focus on providing homebuyers with the support, resources, and guidance needed to help them feel informed and confident about not only their immediate home buying options, but how today's decisions will impact their long-term financial wellness.

We take the time to truly get to know our members and their current financial pictures to determine the best home loan solutions for them. Whether a member is dreaming of buying their very first home, or their second or third, whether they're looking to remodel their dream home or are wondering how much they could save by refinancing, our team is always ready to explore and discuss all possibilities.

Because our mortgage team is based right here, in the community where our members are building, buying, remodeling, and refinancing their homes, they're able to respond quickly throughout the mortgage process, through whatever channels our members prefer. And our mortgage servicing is done in-house, too, so when members have questions or need assistance after closing, they can connect with a team member directly for timely support.

Homebuyers who choose 3Rivers as their financing partner also have access to the credit union's entire array of products, services, and resources, and our mortgage team is always happy to make the connections needed to address all their other financial goals.

At 3Rivers, we are proud to be a credit union that exists to serve the financial needs of the communities we serve by putting our members first and providing them with the personalized service and support they deserve, through every step of their unique financial journeys. Whether you're looking to buy a home, save for the future, or simply manage your day-to-day finances, we're here to support you in the way *you* prefer—today and always.



Sarah Keefer

SVP of Lending Strategy
Cell: 260.445.6722 | Email: skeefer@rtrcu.org



Sarah has been in the Mortgage Industry for over 15 years, all spent in the Credit Union space. She began her career as a mortgage loan officer before transitioning into underwriting and eventually leadership. Her experience gives her a well-rounded view of the entire transaction. Sarah is dedicated to making the mortgage process as seamless as possible not just for our members but for everyone involved. She is passionate about helping borrowers realize the dream of homeownership and is proud to do that for a Credit Union who is equally as passionate about giving back to the communities we serve.

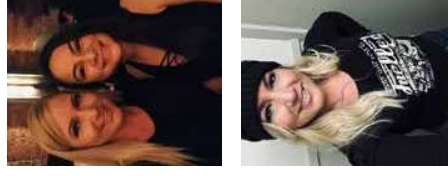


Alyssa Jay

Mortgage Loan Officer
NMLS# - 1683887 | C: 260.312.0079 | E: ajay@rtrcu.org



Alyssa Jay has over 13 years of experience in the mortgage industry, right here in Northeast Indiana. She has a rich history of helping people make their home-buying dreams a reality, and has gained a great deal of knowledge and experience along the way. From processing mortgages to servicing mortgage products - including purchases, new construction, refinances, and second mortgages, Alyssa is highly driven to help our members achieve their goals by ensuring they receive the right home loan product. She takes great pride in her open communication and responsiveness, all of which allows her to provide a personalized, above-and-beyond experience along the way.



Jon Halliwill

Mortgage Sales Manager
NMLS# - 454467 | Cell: 260.602.9822 | Email: jhalliwill@rtrcu.org



Jon Halliwill is a Fort Wayne native and a graduate of the University of Evansville. He has been working in the mortgage industry since 2003 and currently manages the mortgage sales team at 3Rivers Federal Credit Union. Outside of his professional life, Jon and his wife, Erika, are actively involved in giving back to the community. They volunteer their time and money to various community-based organizations in Allen County and the surrounding areas. Jon and Erika are also proud parents of two beautiful daughters, Morgan, and Rowan, who are now retired from playing soccer. When they are not attending soccer events, they enjoy spending time outdoors and relaxing with their dog, Willow, and cat, Vanessa.



Ben Poehler

Mortgage Loan Officer
NMLS# - 1599080 | C: 260.609.5832 | E: bpoehler@rtrcu.org



Ben Poehler comes to 3Rivers with many years of experience in customer service—having spent nine years in real estate finance and six years specifically in mortgage lending. His emphasis on clear communication ensures members are well-informed throughout their entire lending experience. Utilizing his relationships and knowledge within the real estate industry, Ben commands a wide range of resources while he guides our members through the mortgage process. He recognizes that setting and reaching financial goals can be overwhelming and stressful, and strives to help members resolve their concerns and grow their confidence through a streamlined and professional process.



Chris Horan

Mortgage Loan Officer
NMLS# - 2103179 | C: 260.600.3770 | E: choran@trfcu.org



Chris Horan comes to 3Rivers with more than a decade of experience in the credit union industry, with a primary focus on building financial wellness through personalized lending. Chris also possesses firsthand knowledge of the real estate and local title industry. He values the relationships he builds with members throughout the mortgage process, which result from him asking the right questions, listening their goals, identifying their unique needs, and assembling a team of experts to help them achieve financial wellness. He strives to provide every member, realtor, and builder with the highest level of service. His extensive knowledge of 3Rivers' products and services allow him the opportunity to provide all homebuyers—including self-employed borrowers and first-time homebuyers—with the ideal mortgage solutions, whether they're building, buying, or refinancing.



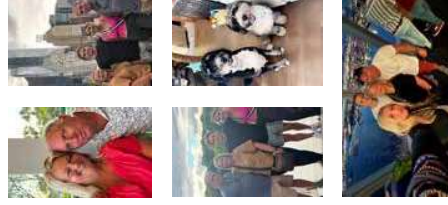
Deanna Fisher

Mortgage Loan Officer
NMLS # - 586061 | C: 260.402.1820 | E: dfisher@trfcu.org



Deanna Fisher has worked in the mortgage industry for nearly 30 years, spending nearly half of that experience at 3Rivers. She has a passion for working with first-time homebuyers and helping members with their new construction loans, watching their dream homes come to life. Deanna also loves building deep, long-lasting relationships and showing members and business partners the credit union difference – remaining a resource for them and connecting them to 3Rivers' additional solutions when it comes to any of their other financial needs.

Outside of the office, she serves on the Affiliate Committee for the Home Builders Association of Fort Wayne, loves spending time with her husband of 25 years – Jody, her two kids – Griffen and Emma, and her bernedoodles – Roeko and Kairi.



Dan Fivecoate

Mortgage Loan Officer
NMLS# - 810893 | C: 260.494.7708 | E: dfivecoate@trfcu.org



With over 21 years of experience in originating mortgage loans, Dan Fivecoate has the skill and knowledge needed to guide our members through the process of financing a home – helping them to feel confident and at ease every step of the way. He strives to find the best solutions for our members' unique needs – whether that's purchasing or building a new home, or refinancing an existing mortgage.



Doug Lehman

Mortgage Loan Officer
NMLS# - 586063 | C: 260.273.8388 | E: dlehman@trfcu.org



Doug has been a mortgage loan officer for over 40 years in northeastern Indiana and has been with 3Rivers for over 15 years.

Doug's expertise makes him a mortgage lending leader in Fort Wayne, and he has earned the respect of many new construction builders in northeastern Indiana. He enjoys working with many referral sources, vendors, financial planners, and members to meet the goal of a successful transaction and loan closing for everyone involved. He has a focused concentration on working with complex loans and offers his support in positioning members for the rigors of new construction lending.



Liz Neal

Mortgage Loan Officer
NMLS# - 413614 | C: 260.4170104 | E: lneal@trfcu.org



Liz Neal brings over 35 years of real estate and mortgage experience to 3Rivers. Having fallen in love with real estate after working as a receptionist in the industry early in her career, she decided to take the plunge and become a mortgage loan officer, proving herself as a top producer over the past two decades. She finds helping members fulfill their dreams of homeownership incredibly rewarding, and makes it a point to provide a personal touch every step of the way.



Tyra Timmerman

Mortgage Loan Officer
NMLS # - 740119 | C: 260.385.4588 | E: timmerman@trfcu.org



Tyra Timmerman is a Fort Wayne native with a decade of experience in the banking and finance industry. Over the past several years, she has gained knowledge of a host of aspects in the mortgage industry, from loan processing to loan origination.

She strives to guide her members through home-buying and refinancing processes with care, efficiency, and attention to detail. She believes home loans are far more than a transaction, and each is an opportunity to build a lasting relationship with our members and help them to achieve all their financial goals.

With a wealth of knowledge in mortgage lending, along with the many other banking solutions 3Rivers has to offer, Tyra provides our members with top-level service geared toward helping them with all their financial wellness needs.



Patrick Ward

Mortgage Loan Officer
NMLS# - 2087225 | C: 260.444.6199 | E: pward@trfcu.org

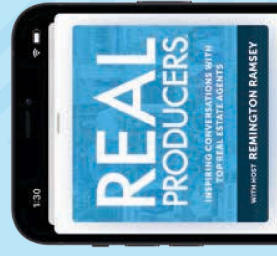


Patrick Ward has an extensive background in customer service and mortgage origination. He enjoys helping our members realize their dreams of homeownership and financial stability. Patrick understands that everyone has their own set of unique lending needs, and gets to know our members and their home-buying goals in order to pair them with solutions best suited for them. Whether you're a first-time home-buyer looking for a starter home or you're ready to build your dream home, Patrick will work tirelessly to meet your needs while providing the highest level of one-on-one service that makes the home buying experience feel effortless!

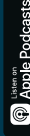


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▶▶ rising star

Kara

BENNETT

Photo Credit: Dustin McKibben

HOW MANY YEARS HAVE YOU BEEN A REALTOR?

I have been a realtor for almost a year now!

WHAT IS YOUR CAREER VOLUME AS A REALTOR?

\$4,375,200

WHAT WAS YOUR TOTAL VOLUME LAST YEAR?

\$2,955,300

WHAT AWARDS HAVE YOU ACHIEVED AS A REALTOR?

No awards...yet.

WHEN DID YOU START YOUR CAREER IN REAL ESTATE?

I was officially licensed at the end of April last year. (2023).

WHAT DID YOU DO BEFORE YOU BECAME A REALTOR?

Before Real Estate, I owned a charcuterie business. We created everything from small sized boards to larger events such as birthday parties and wedding receptions. A little before that time I was going to school for my MBA. I also hold my CLS license, which is a Certified Lactation Specialist. I guided moms through the early stages of breastfeeding. I served at Fort Wayne restaurants on and off throughout my entrepreneurial career for the last 12 years.

WHAT ARE YOU PASSIONATE ABOUT RIGHT NOW IN YOUR BUSINESS?

I'm passionate about helping others. It's always an honor to guide someone through a big change in their life. Whether it be leading, inspiring, or educating, I take that role seriously.

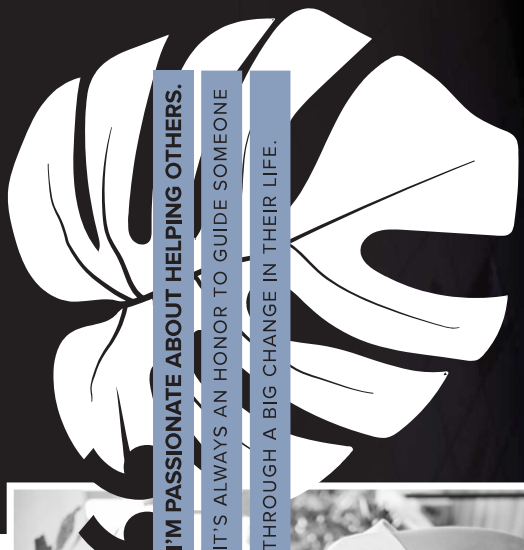
WHAT HAS BEEN THE MOST REWARDING PART OF YOUR BUSINESS?

Real Estate involves a good amount of problem solving. There is no such thing as "the perfect deal." There are always challenges, unexpected turns, and surprises. It is incredibly rewarding to reach the finish line with your client. When I am able to guide people towards success, I feel a huge sense of accomplishment. I am grateful they instill that trust in me.

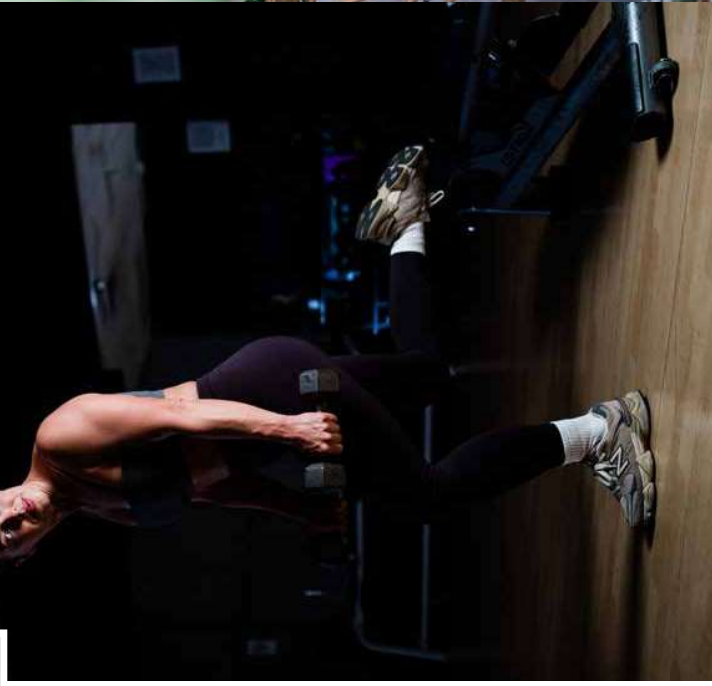
WHAT WAS YOUR BIGGEST CHALLENGE AS A REALTOR?

I think the biggest challenge for any realtor is beginning. There is an overload of information. Once you understand the ins and outs of the business, it then comes down to operating your business.





I'M PASSIONATE ABOUT HELPING OTHERS.
IT'S ALWAYS AN HONOR TO GUIDE SOMEONE
THROUGH A BIG CHANGE IN THEIR LIFE.



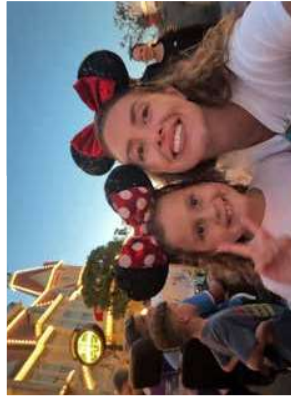
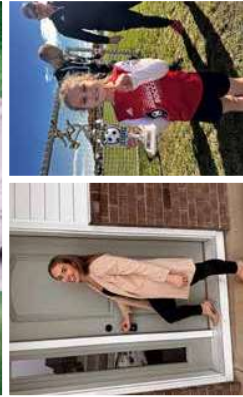
What you do day-to-day, and how to prioritize your time correctly. You need to be efficient at leading “you” well.

HOW DOES REAL ESTATE FIT INTO YOUR DREAMS AND GOALS?

Real Estate is so versatile! There are many ways to use Real Estate as a building block. Which is why I chose this field. With real estate I've learned the dance of negotiation, leadership, grit and investing.

WHAT'S YOUR FAVORITE PART OF BEING A REALTOR?

My favorite part of being a realtor is the people I serve. It's never about me, it's about them. Their story. It's that final hug at the end, “we did



it!" Being able to make an impact on anyone's life brings immense purpose.

DEFINE SUCCESS.

Constantly reaching for that next ceiling. Success is fortitude. Having strength to do well under pressure. Surpassing expectations. Always being grateful, but never satisfied.

TELL US ABOUT YOUR FAMILY.

I have a wonderful family. I spend most of my down time with them. My daughter (Nadia) is deeply involved in sports right now. My mom and I enjoy church together. My dad and I cook together. My grandma still whoops me at dice and cards.

FAVORITE BOOKS?

I just finished "The Magic of Thinking Big," by David Schwartz, David Goggins, "Never Finished," "The Four Agreements," by Don Miguel Ruiz, and "The Comfort Crisis," by Michael Easter.



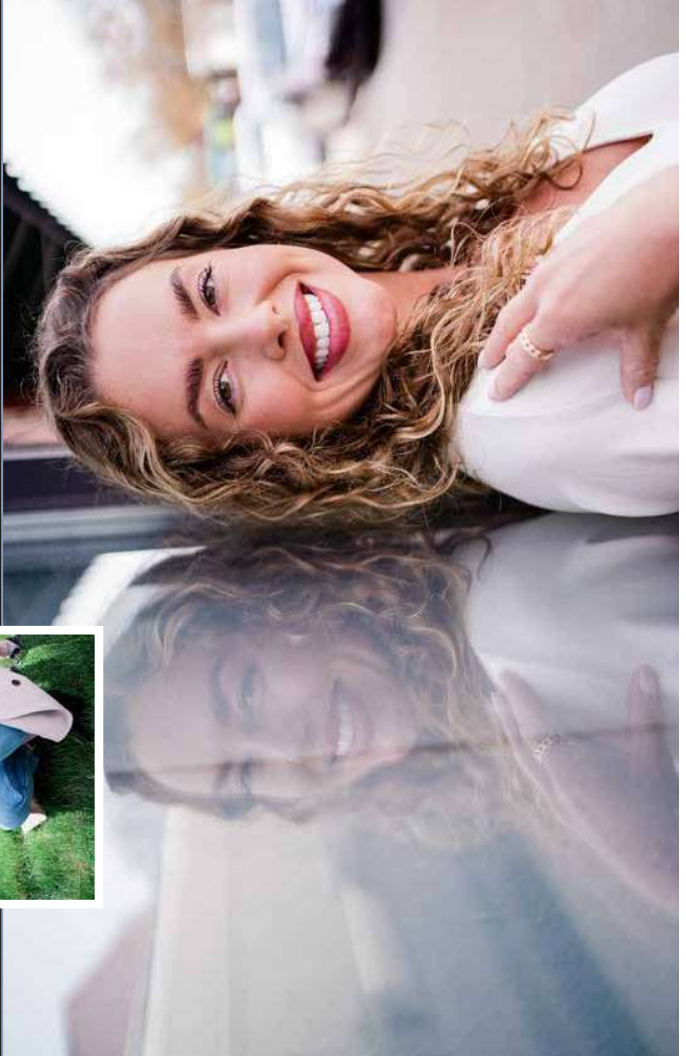


IN CLOSING, IS THERE ANYTHING ELSE YOU WOULD LIKE TO COMMUNICATE USING THIS FT. WAYNE REAL PRODUCER PLATFORM?

Limitless Brokerage has just launched. I'm extremely grateful and excited to announce I am a Team Leader to this amazing brokerage. Fortitude Realty is my team. I'm committed to growing this business the same way Limitless has grown over the last year. Expect to see this name. Know we are committed to accountability, excellence, and service. Excited to share with Fort Wayne, and beyond!



“
UNTIL YOU COMMIT YOURSELF
TO ACTUALLY DOING THE WORK,
YOU WILL BE STAGNANT IN THE SAME PLACE.”

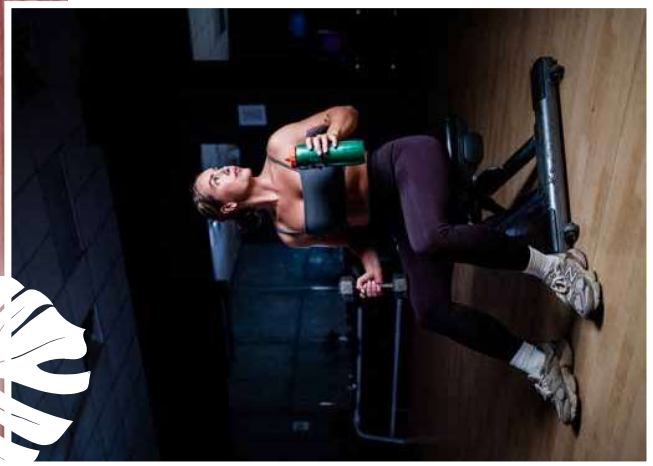


WHAT ARE YOUR HOBBIES AND INTERESTS OUTSIDE OF THE BUSINESS?

I love fitness and nutrition! I've been involved in the gym community for awhile. Anything involving self improvement or self awareness I enjoy. Traveling is also a passion. Exploring new cities or countries and walking a nice hike is a blessed day. I've also become quite the soccer mom since Nadia has become more competitive.

GIVEN YOUR STATUS AND EXPERTISE, WHAT IS SOME ADVICE YOU WOULD GIVE THE UP AND COMING TOP PRODUCER?

You can listen to as many podcasts and read as many books on self development as you want. But until you commit yourself to actually doing the work, you will be stagnant in the same place. Real movement happens when you take action. The best thing I did for my business was not to second guess myself or care what others think. Go for it!





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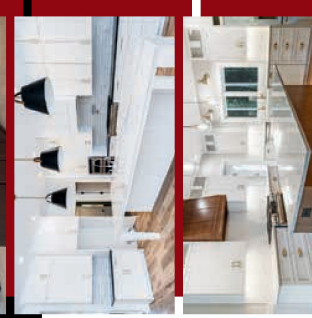
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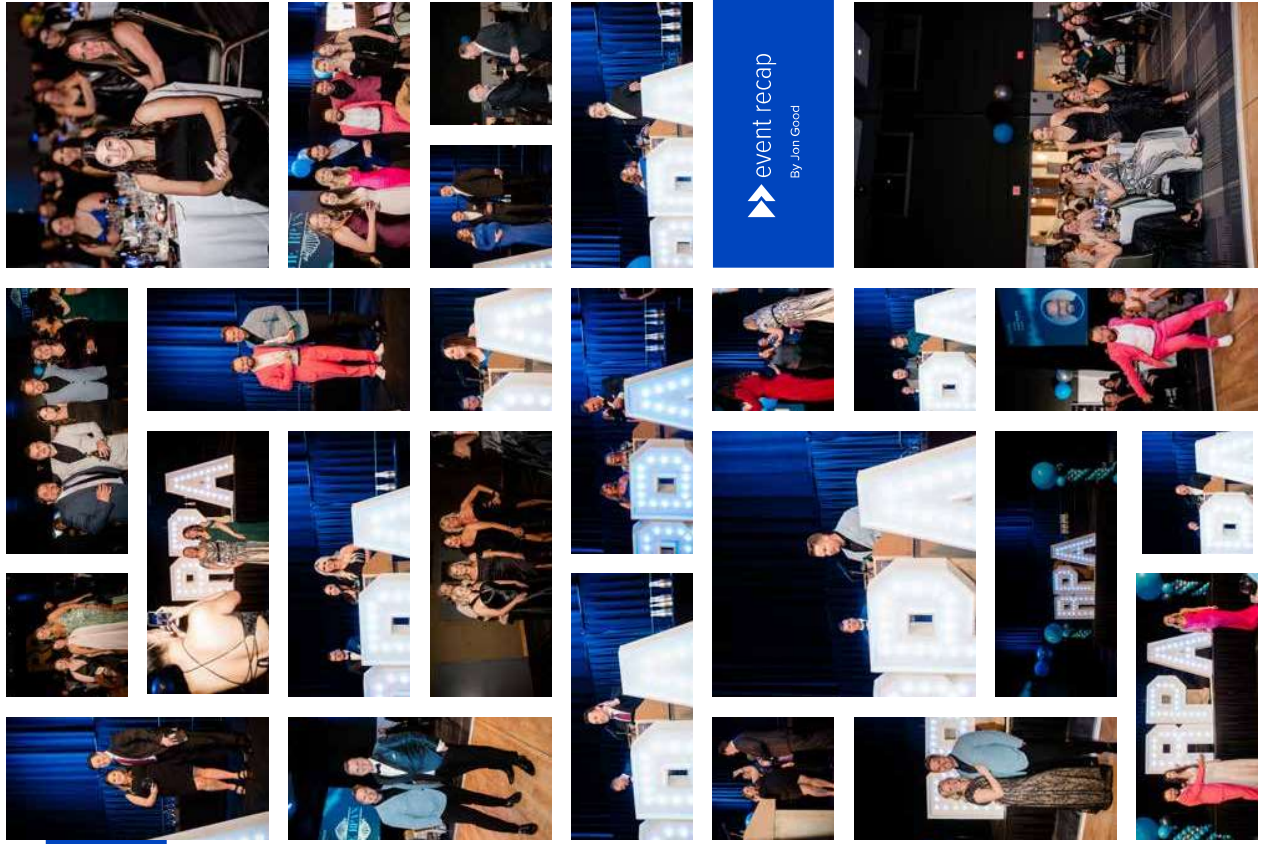
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2024 RPA GALA!



Back in March, we hosted our 2nd annual Real Producers Awards Gala at the Grand Wayne Convention Center downtown Fort Wayne! This year's RPA Gala was by far my favorite event to date. Not only was it a memorable night with a packed house of 250 of the top professionals in the area, but it was a meaningful night where as a group we raised over \$17,000 which was enough to rescue 12 girls from human trafficking! Thank you to everyone who donated to support our rescue mission.

Special thanks to Chris from Destiny Rescue for joining us that evening and bringing awareness to this tragic reality that goes on in our world. Let us keep standing up for justice for these children!



event recap

By Jon Good



Lastly, we were blown away by the response and all of the positive feedback that we heard from all of you who came out to celebrate the success of 2023 that evening. We could not have put on an event of this caliber if it wasn't for our incredible sponsors of the evening. I want to give a special shoutout to all of them below:

HEADLINE:

- Bailey & Wood
- Meridian Title

FOOD:

- Dustoff Disaster Recovery

DRINK:

- Hoover the Mover

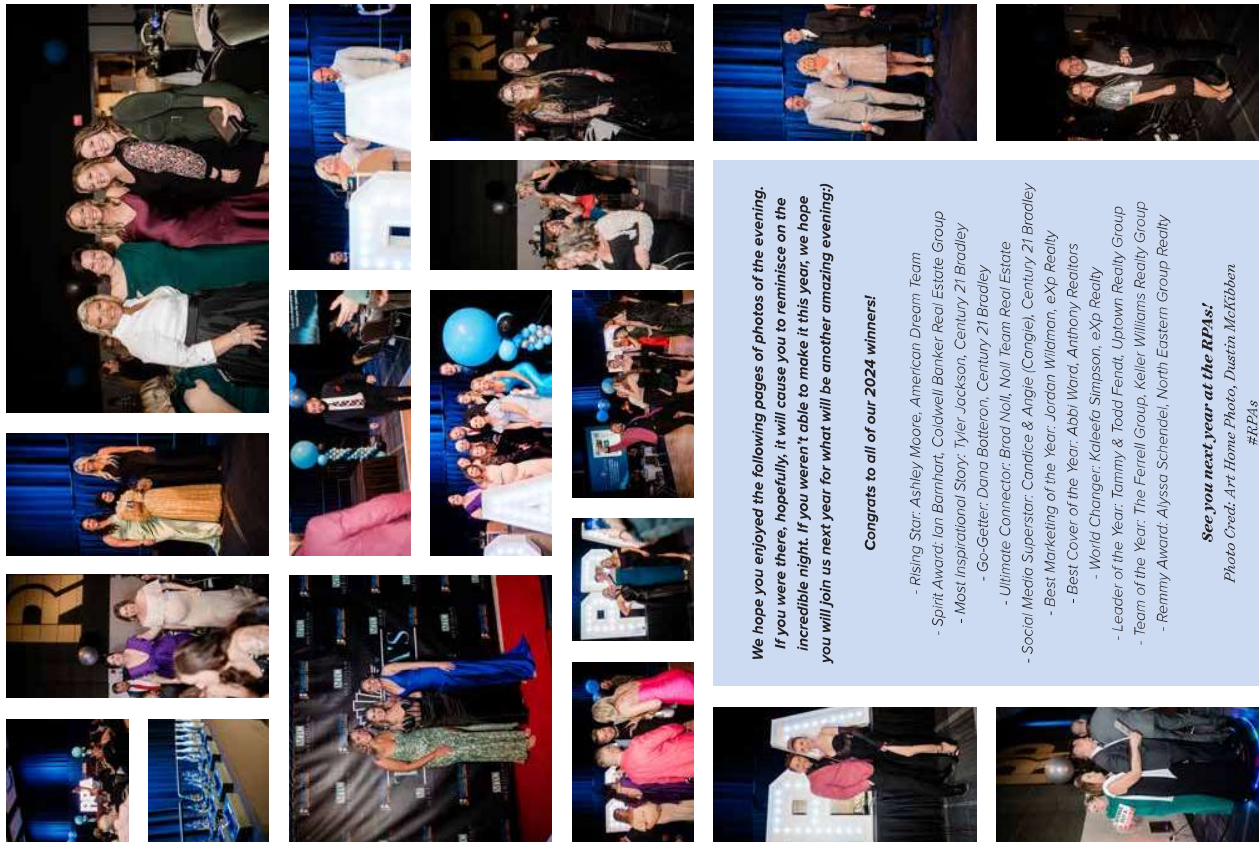
ENTERTAINMENT:

- Legacy Homes

AWARDS:

- National Property Inspections
- One Hope Wine
- Art Home Photo, Dustin McKibben
- Diamond Residential Mortgage
- Lancia Homes
- Midwest America FCU
- Aardvark Home Inspectors
- Go Home Loans
- Kracofe Homes
- Trademark Title
- Annie Mac Home Mortgage, Michelle Miller
- D.R. Horton



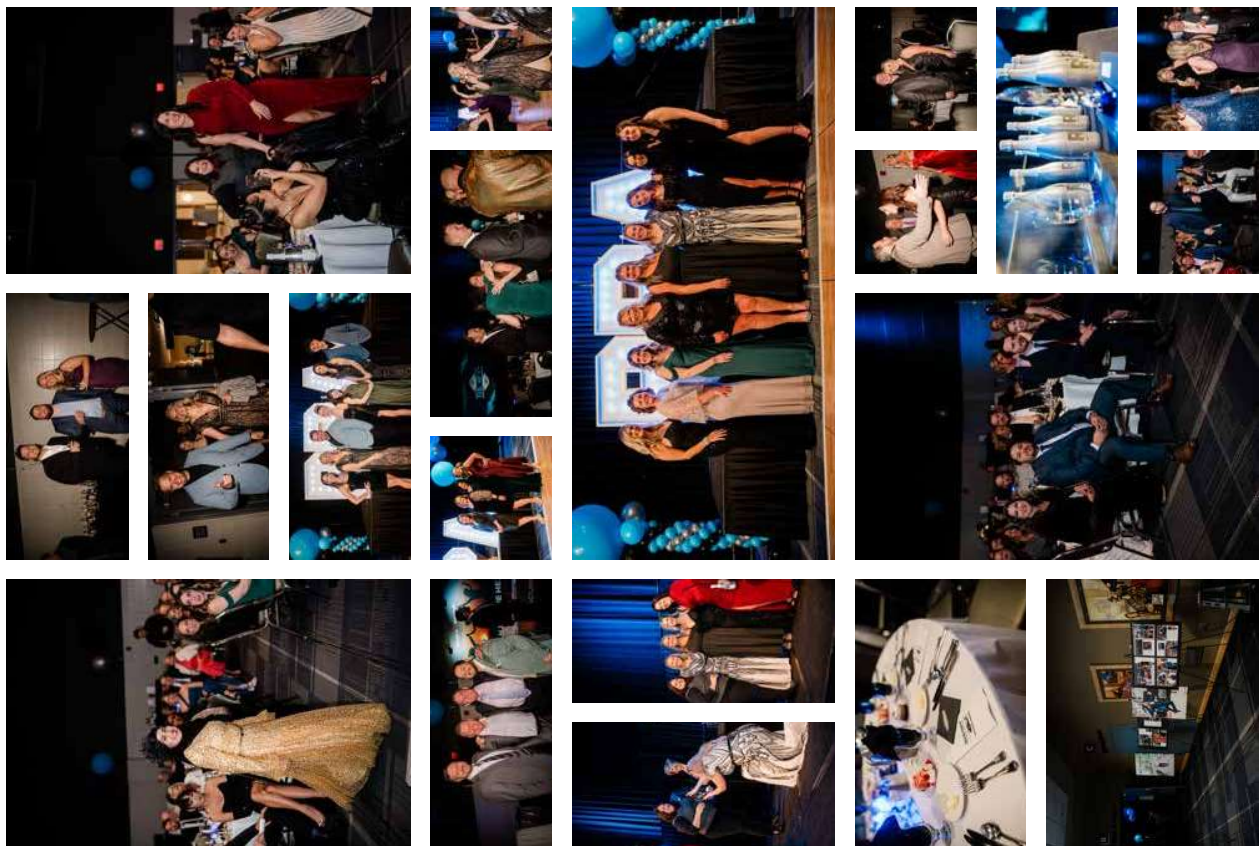


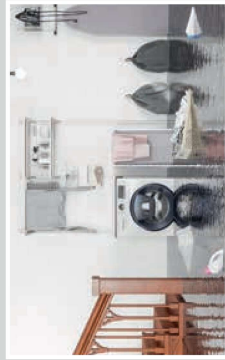
We hope you enjoyed the following pages of photos of the evening. If you were there, hopefully, it will cause you to reminisce on the incredible night. If you weren't able to make it this year, we hope you will join us next year for what will be another amazing evening!

Congrats to all of our 2024 winners!

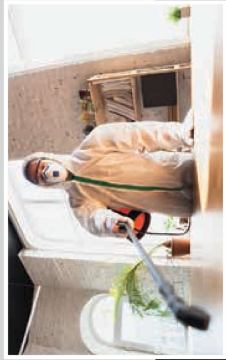
- Rising Star: Ashley Moore, American Dream Team
- Spirit Award: Ian Barnhart, Coldwell Banker Real Estate Group
- Most Inspirational Story: Tyler Jackson, Century 21 Bradley
- Go-Getter: Dana Botteron, Century 21 Bradley
- Ultimate Connector: Brad Noll, Noll Team, Real Estate
- Best Marketing of the Year: Jordan Wilmon, eXp Realty
- Best Cover of the Year: Abbi Ward, Anthony Realtors
- World Changer: Kaleigh Simpson, eXp Realty
- Leader of the Year: Tammy & Todd Fendt, Uptown Realty Group
- Team of the Year: The Ferrell Group, Keller Williams Realty Group
- Remmy Award: Alyssa Schendel, North Eastern Group Realty

See you next year at the RPAs!
 Photo Credit: Art Home Photo, Dustin McKibben
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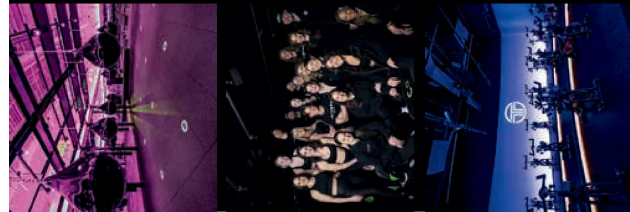
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5 WAYS TO INCREASE YOUR SUCCESS

I often engage with real estate agents who aspire for success. They often ask me, "How can we become successful?" So, I've decided to break down the five key components of my success for you.

Clarity: This is where I focus every coaching opportunity I encounter. Many people seem to be doing the right things, but those actions often don't lead them anywhere. When you take the time to reflect on what truly matters to you and why it's significant, it can drive every decision you make. Business becomes easier when you have clarity.

Mindset: I believe there are three different mindsets you need to adopt. Firstly, an open mindset - nothing will limit you more than a closed mind. Be willing to explore possibilities. Secondly, a growth mindset - always ask the next question and seek to expand your current knowledge. Lastly, an abundance mindset - believing that you can have anything you desire without taking from others can profoundly change your life.

Consistency: Having worked and trained with many high achievers, I can tell you they're not all alike. Just as there's a significant difference between someone who sells \$1.2 million and someone who sells \$10-15 million, there's also a disparity in the potential of a \$10-15 million producer. My clients who average \$30 million+ in annual sales typically share one common trait - they are 98% more consistent than everyone else. They consistently show up, on time, not just to achieve goals but because that's who they are. Have you ever encountered someone who displays this trait? I bet they're successful.

Proximity: This is my favorite because it can amplify the process tenfold. While most of us search for answers and opportunities in the world, others gain an edge by simply being in the right environment. I spent my first 30 years not understanding this. One day, I decided to open my eyes, and the world looked different. The environments you immerse yourself in mean everything to your success! There's a price to pay for proximity, and it's worth it!

Communication: This is not only the biggest challenge in your business but also in your life. When I consider communication, I see it in two parts. Firstly, how you communicate with others. To excel, you must first understand your communication style and then become adept at recognizing others' styles. Remember, every conversation you have with someone else potentially builds rapport. Secondly, the timing of your communication matters. Nothing is worse than not responding promptly. Cultivate new habits in responding to people. I promise you, they'll notice!

I encourage you to rate yourself on a scale from 1-10 in these five areas. Write down the date and aim to improve each category this year. Schedule a 60-minute meeting with yourself in mid-December to assess your growth.

If you're interested in working on these five key elements of success, join us in Cheviron LIVE. This weekly training program is designed to help you win in both life and business.



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Advertisement for National Property Inspections (NPI) featuring a green and white geometric background. It includes a QR code, contact information (260-705-9835, www.NPIweb.com/FortWayne, Blake.Evans@npiinspect.com), and a promotional offer of \$50 off a sewer scope inspection with a full home inspection. The text highlights their expertise in identifying home conditions and providing comprehensive reports.

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Advertisement for Rural 1st by Farm Credit. The top half features a blue and white background with a house image and the text 'HOME LOANS FOR WHEN THE COUNTRY CALLS.' Below this, it lists 'Home Loans • Construction Loans • Lot Loans • Land Loans' and provides the website 'Rural1st.com | 1.844.GO.RURAL'. The bottom half has a white background with the Rural 1st logo and a disclaimer: 'Loans subject to credit approval. Rural 1st is a trademark and Rural 1st, the Rolling Hills Window Icon, Rural Logic, and Closer to What Matters are exclusive trademarks of Farm Credit Mid America. Rural 1st is not affiliated with the territorial or participating Farm Credit System Association. Equal Housing Lender.' There is also a QR code in the bottom right corner.

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A Legacy of Excellence:

Hoover The Mover's reputation for excellence is built upon a foundation of seasoned expertise and unwavering dedication to customer satisfaction. Consistently ranking in the top 5 in the Midwest for overall quality within the North American Van Lines brand, the company prides itself on its meticulous attention to detail at every stage of the moving process.

From the initial contact with their dedicated move coordinator to the personalized assessment by their experienced estimators and the proficient execution by their professional crews, Hoover The Mover ensures a seamless and stress-free moving experience for every client.

A Family Business Ethos:

At the heart of Hoover The Mover is a genuine commitment to family values. The owners, Tad & Lisa Levy, are still very involved in the day-to-day operations with their team. From the very beginning they have maintained an open-door policy that fosters a familial atmosphere where every employee is known by name. This familial ethos extends beyond the workplace, shaping the company's approach to customer care and community engagement.

Compassionate Solutions for Stressful Times:

Recognizing that moving can be an exceptionally stressful experience, particularly for families navigating job transitions and relocations, Hoover The Mover goes above and beyond to alleviate the burden. With a keen understanding of the emotional and logistical challenges involved, the team works tirelessly to provide

compassionate support and tailored solutions to meet each client's unique needs. They always provide timely and accurate communication, they have years of industry knowledge, and their well-trained professional and polite crews are what make Hoover the Mover one of the most popular choices for moving companies among the local Real Estate community and beyond.

Community Commitment:

Hoover The Mover firmly believes in giving back to the community that has supported them for a century. Actively involved in numerous charitable organizations such as Lifewise Academy, Move For Hunger, St. Jude's Children's Hospital, Pie's Clothing Closet, and CS Sports, the company is dedicated to making a positive impact beyond the realm of moving.

Moving Forward with Hoover The Mover:

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"Be sure to check out the next couple of pages to get to know some of those individuals who work directly with you as Top REALTORS and are a big part of the client experience. Thanks Dan and Jaron for all you do for our community!"



Dan Omlor

domlor@hoovermover.com

How long have you been in the industry?
15 years. In that time, I have been on the trucks, enjoyed customer service, developed accounts, been in sales for 10 years, and ran our operations for 2 years.

Fun fact about yourself!

When my Dad retired, we got into genealogy and we found out our family in Germany is in the Transportation industry as well.

What is your favorite part of being on the Hoover the Mover team?

We are a family. Not only have most of us worked together for over a decade, but Tad and Lisa make our families a focal point. We pass that on to our clients. We understand how stressful a move can be, and our job is to take that pressure off your family and your clients.

What do you like doing for fun outside of work?

Anything with my 3 kiddos. I am blessed with 3 active and caring kids.

Any piece of advice you want to share?

Life is full of change, always trust in your faith, continue to grow, and keep your circle small.



Javon Gant

jgant@hoovermover.com

How long have you been in the industry?
I'm fairly new to the industry, I started out as a driver for Hoover the Mover in 2021. After two years of working hard in the field, I was promoted to a Salesman in 2023. So, I've been with the company a total of 3 years.

Fun fact about yourself!

I am a die-hard game of thrones fan. I was actually late to the party, I started watching in January 2019. I binged seasons 1-7 in 2 months to get caught up with the new season which started April 2019. I watched the final season live with everyone else. A bonus fun fact, I'm an Irish twin. My brother was born January 1991 and I was born November 1991.

What is your favorite part of being on the Hoover the Mover team?

My favorite part of being on the Hoover Mover team is getting the opportunity to open new doors for the company and for myself as well. I also enjoy the great and friendly people I get to work with every day.

- What do you like doing for fun outside of work?

I enjoy spending time with my family, traveling, eating good food, and I also dabble in gaming, watching movies & sporting events & playing board games!

Any piece of advice you want to share?

Never stop believing in yourself!!



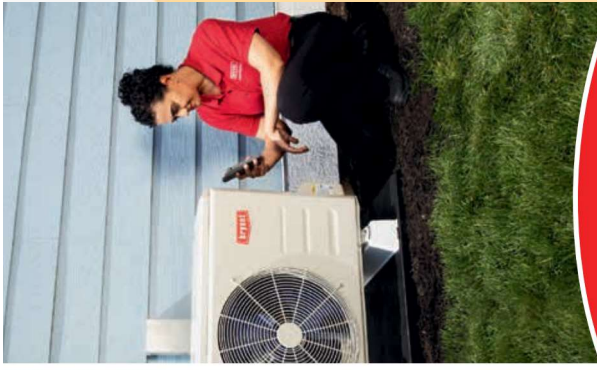
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CENTURY 21 BRADLEY

Photo Credit: Dustin McKibben

JAMES BRADLEY IS THE FOUNDER AND OWNER OF THE #1 CENTURY 21 OFFICE IN THE WORLD. A DISTINCTION HE, HIS STAFF, AND HIS AGENTS HAVE EXPERIENCED FOR THE PAST 7 YEARS IN A ROW.

How does that happen? What does Century 21 Bradley, located in Fort Wayne, Indiana, continue to do to accomplish such an extraordinary achievement?

The Answer: a progress, growth, and change-driven culture reinforced by a multi-skilled staff, highly trained and highly skilled realtors, and a senior leadership team that includes James Bradley.

Bradley leads with unbridled, infectious enthusiasm, passion, resilience, and creativity that amazes (and

Matilda J



CENTURY 21

enjoyment of what he does and the people with whom he does life at Century 21 Bradley, and it expands to the training and knowledge he disseminates.

Bradley loves to share what he's learned in his real estate career—concepts, skills, and techniques that are golden to his agents.

He is a motivator, mentor, and teacher. Agents, while attending his classes or talking to him in the hallways, appreciate the wisdom and stories he eagerly shares regarding his drive to succeed. That includes getting his real estate license the first year after graduating from Indiana University. During his first nine months, Bradley sold 60 homes. Immediately, other realtors wanted him to train them.

And that continues to today. Those who work closely with Bradley describe him as tireless, creative, available, wanting to hear ideas from others, and a builder of leaders.

They also see him as the backbone of Century 21 Bradley. He treats his staff and agents as family, builds security, and upholds the qualities that he connects with success: being approachable, coachable, teachable, and open to new strategies to grow the business.



“ AS A LEADER, I AM COMMITTED TO BEING A LEARNER BECAUSE IF I STOP LEARNING TODAY, I WILL STOP LEADING TOMORROW. ”

then he'll sometimes include how he envisions it can be shared, taught, or marketed.

Yes, that's James Bradley: The man's mind is almost always on overdrive!

It starts with his energetic creativity and his thorough

that just occurred to him. It could be relevant to the conversation or way out there, unattached to anything. Then, he will excitedly explain its importance and benefits for the person he's with, to his Century 21 Bradley teams or clients, or to the community. And

even sometimes exhausts!) professionals who are often decades younger than he.

If you go to lunch with him, he's apt to suddenly grab something to write on—many times it's a paper napkin—and quickly jot down a thought and keywords

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“ I WORK ON HELPING EVERYONE FEEL VALUABLE. ”



Bradley also enjoys having fun and celebrating. With his encouragement and total blessing, his innovative staff creates several unique events a year for everyone connected to Century 21 Bradley—events that even include award celebrations that rival the Emmys. (Not really, but you get the idea!)

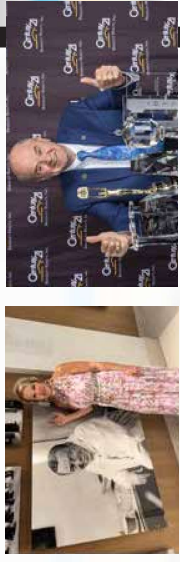
And there's lots to celebrate: Bradley's goal is to develop greatness in everyone around him. He leads by encouraging and building leaders: He refers to it as "leader shift." He emphasizes that everyone is there to build one another up and to share ideas.

For example, agent teams and individual agents sign up months in advance to be on camera and produce a monthly *Video Business Update*. The on-air agent team of the month spends five to seven minutes recognizing top performers in five categories, including small and large teams and the top ten individual producers. The purpose is to get the attention of their colleagues and clients who enter the office and happen to glance at one of the many video monitors. Here's what's fascinating: They creatively announce that month's Century 21 Bradley numerous winners plus the top producers—and they do it enthusiastically, even if their own team is not listed that month. That's mutual respect and encouragement at its finest!





**I HAVE
LEARNED
FROM MY
FAILURES &
MISTAKES,
& I'VE MADE
A LOT
OF THEM.
THEY HAVE
KEPT ME
HUMBLE,
WHICH I
APPRECIATE.**



Bradley is an avid reader who collects and cherishes realizations and phrases that have become a part of who he is. His list is called "What I've Learned." It includes:

- "As a leader, I am committed to being a learner because if I stop learning today, I will stop leading tomorrow."
- "I now schedule coffee chats with all of my agents and others in the community."
- "I have learned to be a better listener—my first step to wisdom is silence and the

second step is listening.

- "What is the good about this?" This is one of my favorite questions.
- "I have learned from my failures and mistakes, and I've made a lot of them. They have kept me humble, which I appreciate."

James Bradley is a man of priorities. They include: his dedication to Century 21 Bradley, his involvement with the community, including being a Boys and Girls Club board member and maintaining a 30-year relationship

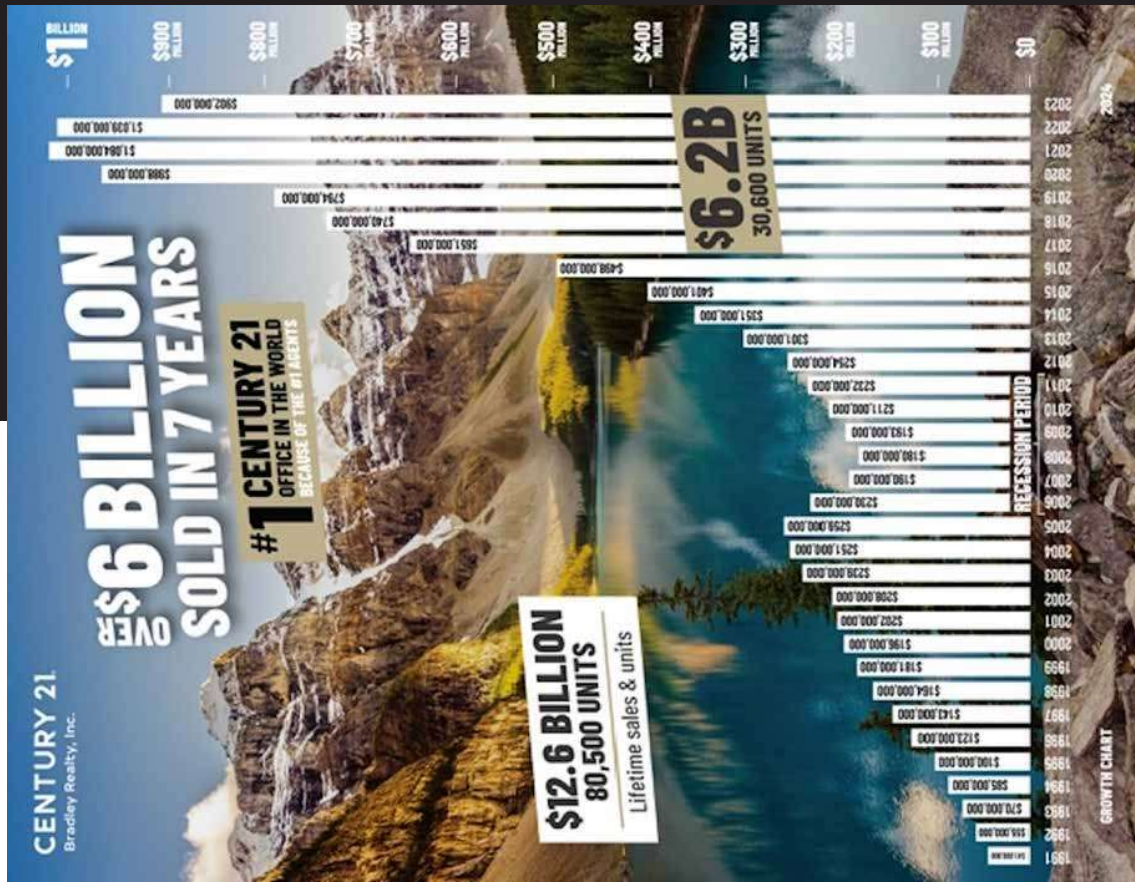




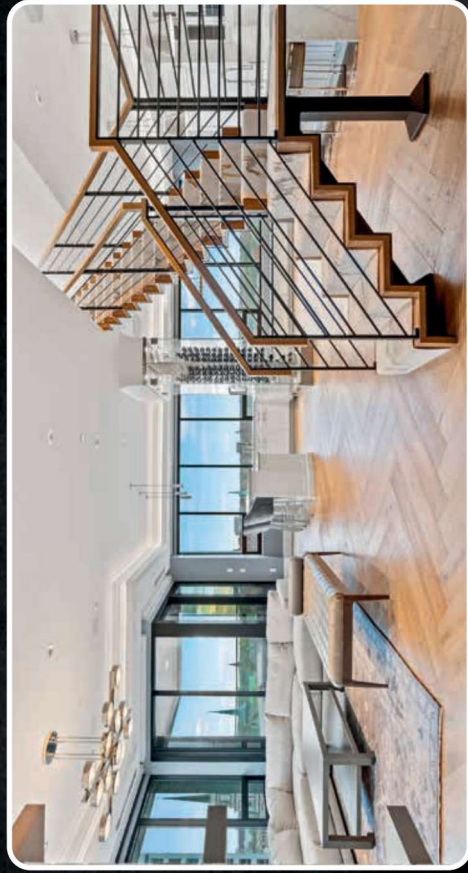
with Junior Achievement; his loyalty to friends, his pure love and enjoyment of being with his wife Lynda, daughters Karma and Kristi, and son Damon waterskiing, grilling, and fishing at their summer lake house. He has one more priority, and it's at the top of the list: His personal relationship with the Lord. He's up early every day to spend time with him: reading the Bible, journaling, and praying. Wanting to share what he experiences, he gives each new associate during realtor orientation a little book called Pocket Prayers, which contains over 300 prayers pertaining to life situations.

James Bradley is grateful for a life that is built on his love of the Lord and others.

He sees Century 21 Bradley as a gift not only to others but also to himself. He summarizes his professional life this way: "I have been very, very fortunate to find my talents and skills in life when I was in my 20s and to get into this profession. I've been privileged to lead our franchise locally, and I am so honored and thrilled to be part of the greatest business in the world: Real Estate."



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NOMINATE A COVER STORY



Please send all nominations to jon.good@realproducersmag.com.

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▶ COVER STORY

By Melissa Branum
Photo Credit: Dustin McKibben

Greg Adams & Patrick Irick

One Family's Legacy

Greg Adams has been a trailblazer for nearly five decades in the real estate industry. His journey began fresh out of college after studying for a degree in biology and dreams of venturing into pharmaceutical sales. However, fate had other plans, leading Greg into the exhilarating world of real estate sales.

Reflecting on the early days of his career, Greg recalls the challenges of navigating without the MLS and relying on a mix between the bi-weekly printed updates and driving around town looking for yard signs. The days of driving around neighborhoods in search of yard signs and orchestrating showings through a game of telephone seem like relics of a bygone era in today's digitally driven world. He also remembers July 1983, when International Harvester left Fort Wayne. "Those were hard years," reflects Greg. In addition, interest rates were 16-18%. They were definitely my toughest years. People were hardly buying anything.

Despite the hurdles, Greg's zest for success and unwavering work ethic propelled him forward. Over the years Greg has been the Broker Manager for three different offices, one of which was Fort Wayne's first RE/MAX office, but enjoys the flexibility of being a Broker most of all. "I love this industry because it is success-driven." That return on investment is what drives Greg to work hard and he loves that it doesn't feel like working. Helping other agents and teaching people is near and dear to his heart.

Enter Pat, a newcomer to the real estate scene whose journey began in January 2021 with a leap



of faith and a nudge from his father-in-law, Greg. Transitioning from a career in probation, Pat found the transition wasn't without its obstacles. As an introvert navigating a profession that thrives on networking and self-promotion, Pat had to summon the courage to step out of his comfort zone. Yet, with each interaction and transaction, he discovered newfound confidence and a sense of fulfillment.

Being a big reader, Pat uses his love of books to widen his sphere of knowledge and connect with new clients. He enjoys reading about current events and nonfiction such as presidential biographies, politics, and religion. "When you meet new clients and you're getting to know each other, I like to have some general knowledge on lots of different things to help soften the awkward stage. I find it helps clients feel they are seen and known." Pat shared. Currently he is reading Dr. Becky Kennedy's "Good Inside" in preparation for the arrival of their first child due this month.

Together, Greg and Pat form a dynamic duo that embodies the spirit of collaboration, camaraderie, and over 50 years of experience. Despite their differing backgrounds and approaches, their partnership is built on a foundation of mutual respect, support, and a shared passion for serving their clients with integrity and professionalism.

"Patrick is Mr. Tell It Like It Is and I'm more... Greg"
"Your good nature is deescalating things," replies Pat.

Beyond their professional endeavors, Greg and Pat are actively involved in giving back to their community. Pat's wife, Greg's daughter, has worked for Youth For Christ for 15 years and the families are dedicated to the mission of the program. From sending kids to summer camp to sponsoring homes

at their annual golf fundraiser, their dedication to making a positive impact extends far beyond the realm of real estate, leaving a lasting legacy of generosity and compassion. You can find more information or donate at YFCNIN.org

Because they don't already spend enough time together, Greg and Pat also love to golf together. They are part of a golf league for their church. Although they are very humble about who is the better golfer, Greg says, "When we first met, I used to be (better), but Patrick is slowly taking over." While Pat claims, "Greg is Mr. consistent, but I occasionally have a stroke of genius"

Greg and Pat's journey is a testament to the power of perseverance, optimism, and the enduring bonds of friendship. As they continue to navigate the ever-evolving landscape of real estate, their partnership serves as a beacon of positivity and inspiration, illuminating the path for aspiring agents and industry veterans alike.



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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!

What's in it for the publisher? Our publishers have the unique ability to connect with a group of people that is otherwise pretty difficult to get in front of. We are all busy building our own businesses. Our publishers are entrusted with featuring top agents, connecting our partners and producing quality content regularly.

Where do you fit in all this? It's simple. Connect us with people. Who should be on the next cover? What business is catering to REALTORS® at a high level? Who should be our next publisher to launch a *Real Producers* magazine in a new market?

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TOP 100 STANDINGS

Year-End Top 100 Standings: From January 1, 2024, to April 30, 2024

#	Agent	Office	Units	Volume	Average	#	Agent	Office	Units	Volume	Average
1	Brandon Stone	CENTURY 21 Bradley Realty, Inc	61	\$8,021,850	\$131,505	34	Frank Shepherd	CENTURY 21 Bradley Realty, Inc	9	\$4,133,733	\$459,303
2	James Fdger	North Eastern Group Realty	29.5	\$7,690,739	\$260,703	35	Allison Rhinehart	Regan & Ferguson Group	5	\$4,124,000	\$824,800
3	Evan Riecke	Encore Sotheby's International Realty	14	\$7,211,900	\$515,135	36	Lacey Caffee	Ideal REALTORS	13.5	\$4,122,024	\$305,335
4	Bradley Noll	Noll Team Real Estate	21	\$7,162,500	\$341,071	37	Justin Longardner	CENTURY 21 Bradley Realty, Inc	14	\$4,107,500	\$293,392
5	Wendy France	CENTURY 21 Bradley Realty, Inc	17	\$6,796,000	\$399,764	38	Mary Sherer	ERA Crossroads	16.5	\$4,095,150	\$248,190
6	Gregory Brown	CENTURY 21 Bradley Realty, Inc	17	\$6,520,035	\$383,531	39	Boots Beam	Coldwell Banker Real Estate Group	2	\$4,048,000	\$2,024,000
7	Cecilia Espinoza	Espinoza Realtors	28	\$6,462,250	\$230,794	40	Kaleefa Simpson	eXp Realty, LLC	23	\$4,014,800	\$174,556
8	Tim Haber	CENTURY 21 Bradley Realty, Inc	21	\$6,114,900	\$291,185	41	Kyle J. Ness	Ness Bros. Realtors & Auctioneers	13	\$3,959,975	\$304,613
9	Tyler Jackson	CENTURY 21 Bradley Realty, Inc	29	\$6,056,430	\$208,842	42	Gregory Fahf	Orizon Real Estate, Inc.	17	\$3,909,097	\$229,946
10	Stacie Bellam-Fillman	Orizon Real Estate, Inc.	22	\$5,861,300	\$266,422	43	Martin Brandenberger	Coldwell Banker Real Estate Group	8	\$3,870,000	\$483,750
11	Raylene Webb	eXp Realty, LLC	30	\$5,788,480	\$192,949	44	A.J. Sheehe	CENTURY 21 Bradley Realty, Inc	7	\$3,843,800	\$549,114
12	Tina Stuckey	RE/MAX Results	19	\$5,639,250	\$296,802	45	Jami Barker	RE/MAX Results	12	\$3,838,600	\$319,883
13	Jessica Arnold	North Eastern Group Realty	16.5	\$5,412,680	\$328,041	46	George Rapis	Mike Thomas Assoc., Inc	10	\$3,758,300	\$375,830
14	Timothy McCulloch	Scheerer McCulloch Real Estate	23	\$5,393,600	\$234,504	47	Daniel Morken	Morken Real Estate Services, Inc.	10.5	\$3,739,500	\$356,142
15	Heather Regan	Regan & Ferguson Group	9.5	\$5,354,600	\$563,642	48	Johanna Pardon	Mike Thomas Assoc., Inc	9	\$3,711,300	\$412,366
16	John Garcia	Impact Realty LLC	13	\$5,317,775	\$409,059	49	Ginger Miller	CENTURY 21 Bradley Realty, Inc	14	\$3,703,821	\$264,558
17	Leslie Ferguson	Regan & Ferguson Group	10.5	\$5,309,600	\$505,676	50	Julia Carsten	Anthony REALTORS	10	\$3,703,000	\$370,300
18	Kelly York	North Eastern Group Realty	19	\$5,107,620	\$268,822						
19	Bradley Stinson	North Eastern Group Realty	11	\$5,095,500	\$463,227						
20	Tyler Secrist	CENTURY 21 Bradley Realty, Inc	17	\$5,058,245	\$297,543						
21	Emily Ganshorn	CENTURY 21 Bradley Realty, Inc	28.5	\$4,911,700	\$172,340						
22	Jim Owen	CENTURY 21 Bradley Realty, Inc	19	\$4,871,195	\$256,378						
23	Warren Barnes	North Eastern Group Realty	20	\$4,864,201	\$243,210						
24	Geoff Cavender	eXp Realty, LLC	18	\$4,676,150	\$259,786						
25	Michelle Sinn	Coldwell Banker Real Estate Group	14	\$4,584,006	\$327,429						
26	J.R. Parent	Parent Realty, Inc.	4	\$4,571,380	\$1,142,845						
27	Troy Wieland	Wieland Real Estate	11	\$4,544,900	\$413,172						
28	Shannon McClure	Coldwell Banker Real Estate Group	14	\$4,402,268	\$314,447						
29	Keri Garcia	Mike Thomas Assoc., Inc	8.5	\$4,335,200	\$510,494						
30	April West	Scheerer McCulloch Real Estate	24	\$4,293,500	\$178,895						
31	Scott Pressler	Keller Williams Realty Group	12	\$4,290,800	\$357,566						
32	Richard Fletcher	North Eastern Group Realty	11.5	\$4,142,000	\$360,173						
33	Jared Kent	Anthony REALTORS	28	\$4,135,600	\$147,700						

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51	Chekeea Koehl	CENTURY 21 Bradley Realty, Inc	12	\$3,688,300	\$307,358	84	Emily Cary	Keller Williams Realty Group	14.5	\$3,068,250	\$211,603
52	Brian Kuhns	Coldwell Banker Real Estate Group	10.5	\$3,671,750	\$349,690	85	Eric Kittle	Pinnacle Group Real Estate Services	12	\$3,061,700	\$255,141
53	Michael Payne	Coldwell Banker Real Estate Group	7	\$3,670,900	\$524,414	86	Matt Lancia	RE/MAX Results	9	\$3,016,164	\$335,129
54	Dana Botteron	CENTURY 21 Bradley Realty, Inc	14	\$3,655,500	\$261,107	87	Waide Griffin	North Eastern Group Realty	11	\$3,009,770	\$273,615
55	Derek Pearson	American Dream Team Real Estate Brokers	13	\$3,643,402	\$280,261	88	Andrea Shepherd	Mike Thomas Assoc., Inc	13	\$2,984,800	\$229,600
56	Austin Freiburger	eXp Realty, LLC	12	\$3,639,400	\$303,283	89	Mandy Surlus	Mike Thomas Assoc., Inc	11	\$2,953,602	\$268,509
57	Cyndee Flechter	North Eastern Group Realty	14	\$3,639,150	\$259,939	90	Danielle Genth	Miner Real Estate	8.5	\$2,947,364	\$346,748
58	Brandy Beckstead	Mike Thomas Assoc., Inc	12	\$3,577,000	\$298,083	91	Courney Ousley	North Eastern Group Realty	9	\$2,943,010	\$327,001
59	Justin Walborn	Mike Thomas Assoc., Inc	11	\$3,528,250	\$320,750	92	Brandon Steffen	Steffen Group	9	\$2,925,575	\$325,508
60	Brandon Ferrill	Keller Williams Realty Group	15	\$3,501,806	\$233,453	93	Derek Crosson	Keller Williams Realty Group	9	\$2,928,532	\$325,392
61	David DeHaven	Mike Thomas Assoc., Inc	8	\$3,487,900	\$435,987	94	Son Huynh	CENTURY 21 Bradley Realty, Inc	11	\$2,915,400	\$265,036
62	John-Michael Seegyle	Coldwell Banker Real Estate Group	13	\$3,465,693	\$266,591	95	Kelly Werth	No!l Team Real Estate	11	\$2,915,202	\$265,018
63	Emily Ewing	North Eastern Group Realty	12	\$3,445,900	\$287,168	96	Nanette Mimnick	eXp Realty, LLC	12	\$2,914,751	\$242,895
64	Jeffery Hefstetaw	CENTURY 21 Bradley Realty, Inc	14	\$3,442,500	\$245,892	97	Missy Burkhalter	Prestige Realty & Associates, LLC	6.5	\$2,912,400	\$448,051
65	Mary Douglass	The Douglass Home Team, LLC	10	\$3,431,350	\$343,135	98	Kerri Morningstar	CENTURY 21 Bradley Realty, Inc	7	\$2,891,300	\$413,042
66	Leah Mariker	Mike Thomas Assoc., Inc	6	\$3,403,800	\$567,300	99	Cindy Bluhm	Mike Thomas Assoc., Inc	7	\$2,888,550	\$412,650
67	Jordan Wilkman	eXp Realty, LLC	16	\$3,364,963	\$210,310	100	Lilliana Caro	Coldwell Banker Real Estate Group	16	\$2,862,800	\$178,925
68	Eric Thrasher	RE/MAX Results	9	\$3,319,400	\$368,822						
69	Alyssa Schendiel	North Eastern Group Realty	17	\$3,301,000	\$194,176						
70	Rebecca McArdle	RE/MAX Results	8	\$3,294,856	\$411,857						
71	Matthew Donahue	CENTURY 21 Bradley Realty, Inc	14	\$3,269,100	\$233,507						
72	Beth Goldsmith	North Eastern Group Realty	7	\$3,266,900	\$466,700						
73	Samual Haillich	BKM Real Estate	8.5	\$3,262,700	\$383,847						
74	Julie Arquette	CENTURY 21 Bradley Realty, Inc	5	\$3,259,800	\$651,960						
75	Har Mee Dar	JM Realty Associates, Inc.	16	\$3,255,800	\$203,487						
76	David Springer	Mike Thomas Assoc., Inc	7	\$3,242,800	\$463,257						
77	Jackie Clark	Coldwell Banker Real Estate Group	7	\$3,201,900	\$457,414						
78	Valerie Bartram	Mike Thomas Assoc., Inc	11	\$3,185,100	\$289,554						
79	Larry White	Liberty Group Realty	12	\$3,127,704	\$260,642						
80	Jerry Hakes	North Eastern Group Realty	7	\$3,089,704	\$441,386						
81	Andy Zoda	Coldwell Banker Real Estate Group	17	\$3,087,500	\$181,617						
82	Jody Holloway	Coldwell Banker Holloway	14	\$3,072,992	\$219,499						
83	Lori Slinson	North Eastern Group Realty	12	\$3,072,400	\$256,033						

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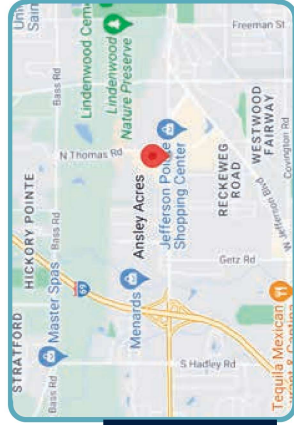
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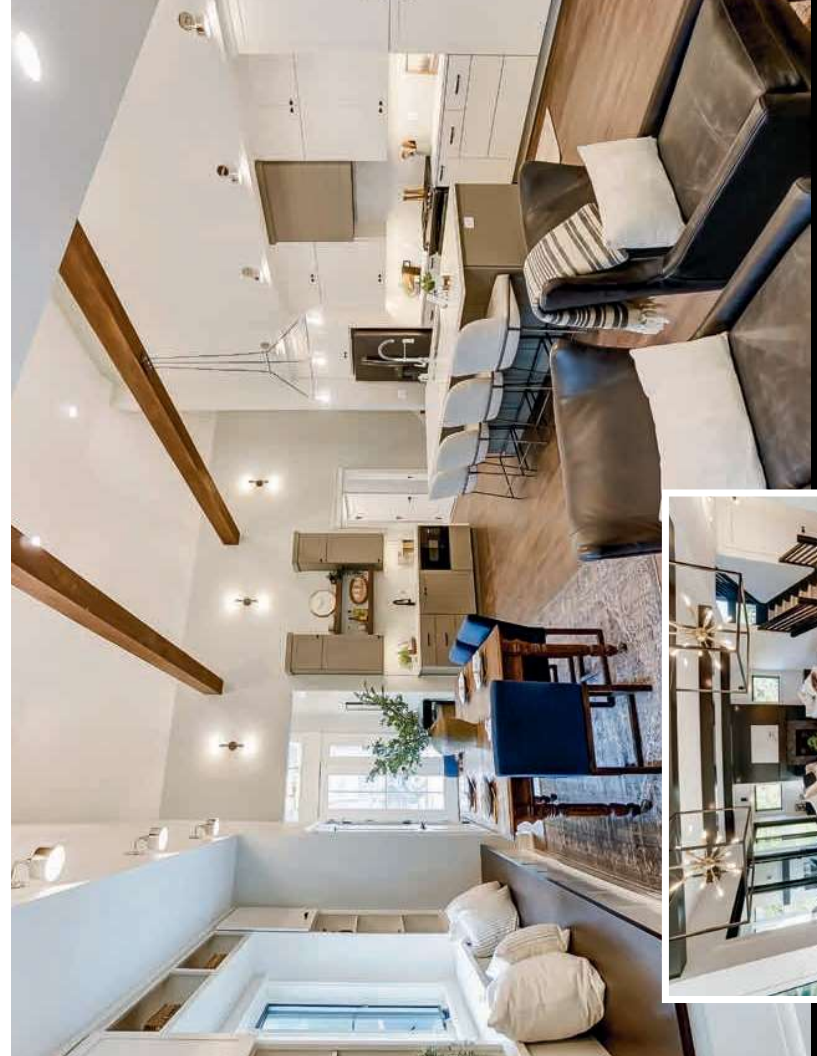
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