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If you are interested in contributing or nominating someone for a feature, please email us at [terra.csotty@realproducersmag.com](mailto:terra.csotty@realproducersmag.com).

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# Welcome the *NEW* Top 300!

We've updated our mailing list! Congratulations to the real estate agents who have made it to the Top 300 and are now receiving our magazine!

As I'm sure many of our members will attest to, Grand Rapids Real Producers is more than just a monthly magazine: It's a platform for informing and inspiring Grand Rapids top-producing agents, connecting them socially and building stronger relationships across the real estate community.

In addition to our print publication, which will be mailed to your office each month, Grand Rapids Real Producers cultivates relationships and engagement through our annual social events and social media platforms – check us out on FB and IG. Along with these public social media sites, we also host a private FB group for Grand Rapids Top 500 real estate agents and our Preferred Partners. This is where we post special announcements and updates on private events, and where you can download your FREE 2024 Top 300 badge from this group. You can update your contact information and find the links to our social media pages as well as to the FB private groups at [linktr.ee/GRTOP300](https://linktr.ee/GRTOP300).

Thanks to our Preferred Partners who advertise with us, our monthly magazine is free to the Top 300 real estate professionals

in the Grand Rapids area. All of our Preferred Partners come from your recommendations, and we do our best to screen our advertisers to ensure that they provide the types of goods and services that you may need or want as a real estate agent. To view a list of our Preferred Partners or to recommend a potential partner, check out [linktr.ee/GRTOP300](https://linktr.ee/GRTOP300). We encourage you to make some new connections in 2024.



publisher's note

**Interested in being featured in an upcoming issue?** Because it's a free and rewarding professional opportunity to be featured in our magazine, many real estate agents are interested in being considered as a future feature. When our editorial team identifies and selects potential features for our magazine, we take several factors into consideration, including the following:

- Whether the person was nominated
- Their level of engagement with us on social media
- Their participation in our events
- Their past and present sales record
- Their contributions to the industry & the community
- Their "story" that they share with us in their questionnaire during the initial review period

If you want to be considered for a feature, we encourage you to get involved with the Grand Rapids Real Producers community by attending our events and interacting with us on social media. You can also reference [linktr.ee/GRTOP300](https://linktr.ee/GRTOP300) to nominate someone to be potentially featured and register for our upcoming event on March 6 at Founders Brewing Company.

Whether this is your first time receiving our magazine or if you've been reading it for several months or even years, we hope that this March issue puts some "spring" in your step!

**Chris & Terra Csotty**

Publishers/Owners of Grand Rapids Real Producers

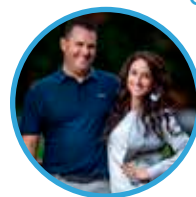
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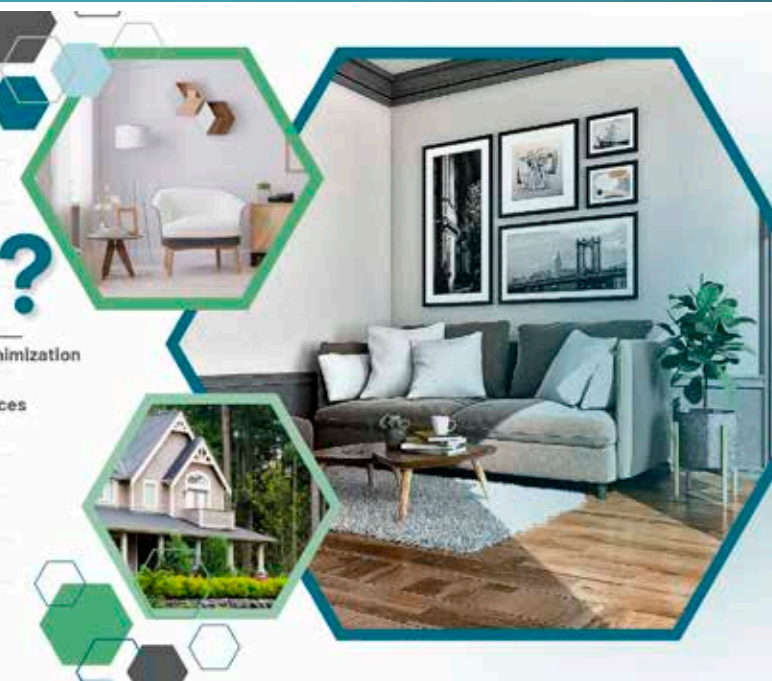
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▶▶ event announcement

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In 2016, Amy Jo Weller found herself at a crossroads in her career. She had spent 20 years working in operations management, and after some changes within the company, she was looking to apply her skills in a way where she could directly work with individuals instead and create a positive impact on the community.

▶▶ top producer

By Amanda Matkowski  
Photos by Jacob Harr with harr Creative LLC

“The desire for a fresh challenge, and the opportunity to explore new horizons, led me to embark on an unexpected journey into the world of real estate,” Amy Jo explained. “As real estate professionals, we have the privilege of being a part of a significant milestone in our clients’ lives. Witnessing the excitement and relief when we help them find the perfect home or secure a successful sale is a feeling that cannot be matched.”

Amy Jo jumped into her new career full time, and by the end of her first year, she managed to achieve an impressive \$2 million in sales. Seven years later, she is now the associate broker for The Weller Real Estate Collective - Keller Williams Rivertown. She has a career volume of over \$50 million, and in 2022, she obtained almost \$15 million in sales. Amy Jo has received four Leadership Council awards from Keller Williams, and from the Greater Regional Alliance of REALTORS® (GRAR), she was ranked in the top 10%, top 3% and top 100, as well as graduated from their Leadership Academy. Aside from directly impacting the real estate industry,

# AMY JO WELLER



**INTEGRATING INTEGRITY INTO  
EVERY INTERACTION**







she has also leveraged her expertise by getting involved with GRAR's Grievance Committee, MLS Policy Committee, Candidate Review Committee, and Professional Standards Committee. Amy Jo is a major investor for the REALTORS® Political Action Committee (RPAC) as well.

When describing her real estate business, Amy Jo acknowledges that having integrity and maintaining meaningful relationships form its cornerstone. "In an industry that revolves around trust, honesty and transparency, these principles guide every aspect of my professional career," she said.

Like Amy Jo, her team — which consists of another agent and an administrative assistant — also believes that showing integrity and providing superior client service are important aspects of how to treat a client. "We take the time to listen attentively, understand our clients' unique needs and goals, and tailor our services to meet their specific requirements," Amy Jo shared. "By forging genuine connections, we create a comfortable and supportive environment for our clients, guiding them through the real estate process with care and empathy."

Amy Jo credits her parents for shaping her into the person she is today. When she was 13, her mother passed away, but Amy Jo still remembers her kindness. "Her gentle spirit and unwavering love left an indescribable mark on my heart, instilling within me the importance of compassion and empathy, and the value of cherishing every moment with loved ones," Amy Jo said. After the loss of her mother, Amy Jo's father dedicated himself to nurturing and encouraging Amy Jo throughout his life until he died in 2015. "Although their physical presence may be absent, their love and guidance remain ever-present, providing me with a compass to navigate life's journey," she added.

Similar to how Amy Jo's parents have had a lasting effect on her life, Amy Jo is hoping to utilize real estate to build a legacy for future generations. "Beyond personal investments in real estate, I aspire to grow a business where the concept of legacy takes center stage," she said. "I envision building a business that goes beyond individual transactions and focuses on delivering exceptional value to clients and on fostering a positive influence in the neighborhoods we serve."

Beyond real estate, Amy Jo supports her local community through the Starlight Ministries. "This remarkable organization focuses on providing family grief support, offering solace to those who have experienced the profound loss of a loved one," she said. "The work they do is crucial in helping individuals and families navigate the complex journey of grief and find healing in the midst of immense pain."

Family is important to Amy Jo, and she cherishes the time she gets to spend with them whenever she's not working. She raised three children — Nico, Tori and Colton — as a single parent after a divorce, but now she is happily married to her husband of 12 years, Gary, who also has three children — Jake, Nick and Shelby. Altogether, the couple also has eight grandchildren and own a Great Dane named Finch.

When Amy Jo and Gary aren't with their children and grandchildren or with friends, they enjoy outdoor activities such as biking, hiking and walking. They don't have to travel very far to experience a tranquil paradise, however: Their home sits on 7.5 acres of land and has an inground pool and an inviting outdoor fireplace. "We relish the opportunity to



bask in the natural beauty surrounding us, enjoying the serenity and peace in our own little slice of heaven," Amy Jo said, smiling.

Other than family and real estate, another important part of Amy Jo's identity is the color green.

**“I envision building a business that goes beyond individual transactions and focuses on delivering exceptional value to clients and on fostering a positive influence in the neighborhoods we serve.”**

Besides having three cars that embody a shade of green, Amy Jo rebranded her business in 2018 to incorporate a vibrant green color. "This unique combination of branding and personal style creates a cohesive and memorable image," she explained. "Whether it's attending industry events, meeting clients or simply driving around town, my distinct green branding and eye-catching vehicles draw attention and spark conversations. It's gratifying to see how this feature has become a recognizable aspect of my professional identity."

The path to becoming a successful real estate agent can be challenging, but if agents continue to persevere and seek opportunities to learn from experienced professionals, Amy Jo believes that they can achieve their goals. Most of all, agents should prioritize integrity. "Holding oneself to the highest standards of honesty, transparency and ethical conduct is not only a moral obligation but also an essential attribute for building a successful and reputable career," she said.

"The journey of buying or selling a home is often filled with emotions, hopes and dreams," Amy Jo added. "Being entrusted with such an important decision is incredibly rewarding, and the happiness and gratitude expressed by clients are priceless."

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# McArthur Joni

## Guiding Clients With Integrity & Heart

▶ agent spotlight

Photos by Jacob Harr with harr Creative LLC

**Joni McArthur has made a name for herself in the real estate industry with her exceptional skills, integrity and passion for helping people achieve their dreams. With eight and a half years of experience and a career volume of over \$45 million, Joni's journey to becoming an agent is one filled with determination and a deep commitment to her clients.**

Before venturing into real estate, Joni led a large organization in a direct sales company, where she honed her sales skills and learned the art of customer service. However, a turning point in her life came when she saw her previous company's direction changing, prompting her to take a leap of faith and pursue a new path. "I've always loved real estate and the thought of being an agent, but I didn't want to be 'married' to my job," Joni admitted. "But here I am, and I am loving it. I wish I had done it years earlier."

Joni's adventure into real estate was encouraged by a colleague who experienced incredible accomplishments in the field. Joni trusted her friend's advice and embarked on a new career, quickly finding her new calling. She also credits her husband for supporting her every step of the way, making their bond an essential part of her success.

Life has thrown Joni many challenges, including weathering the 2008-2015 financial crisis, during which she and her husband faced tough times.



Photo by Jill Greenhop

However, these hardships only strengthened her resolve to embrace the positive aspects of life and focus on what truly matters. "It made us realize that the amount of money that is in your bank account has nothing to do with what your value or your worth is," Joni shared.

As an active member of the National Association of REALTORS® (NAR), Joni emphasizes the importance of providing excellent customer service — a value she cherishes deeply. Her passion lies in helping people and maintaining integrity in the real estate profession. She is determined to keep her clients' interests at heart, making sure that they experience smooth transactions with the least amount of stress.

Joni is not only an agent and REALTOR® but also a leader. As part of the eXp Realty - Grand Rapids team, she collaborates with like-minded professionals who share her dedication to clients and the industry. Additionally, she leads a team of seven people within her eXp Realty business and ensures that every aspect of her work revolves around service and professionalism.

When asked about what her favorite part of being an agent is, Joni gave a clear answer: "Helping people." She finds joy in connecting with her clients, understanding their needs, and guiding them toward their goals. Her success is defined by her commitment to using her life to make a difference in other people's lives and to following the Golden

“

**IT MADE US REALIZE THAT THE AMOUNT OF MONEY THAT IS IN YOUR BANK ACCOUNT HAS NOTHING TO DO WITH WHAT YOUR VALUE OR YOUR WORTH IS. ”**

Rule, which she strongly believes is guided by her faith in Jesus.

Outside of her work, Joni's love for family shines through. She has been married for 42 years, and she cherishes spending time with her husband, children and grandchildren. Their family enjoys camping and entertaining family and friends at their home.

Joni's philanthropic endeavors are driven by her sense of gratitude and compassion. She and her husband sponsor a child from Compassion International and support local organizations that serve pregnant women facing difficult decisions and the homeless.

For up-and-coming agents, Joni underscores the importance of being authentic and putting clients first. She believes that honesty, authenticity, and prompt communication set the foundation for favorable client relationships.

As Joni looks to the future, she envisions a fulfilling retirement in seven to 10 years. Her strategic move to eXp Realty was motivated by her desire to build a secure financial future, ensuring she continues to receive earnings even after retiring from active production.

Throughout her career, Joni has shown unwavering dedication to her clients, her team and the values she holds dear. Her story exemplifies the power of perseverance and faith, and her genuine commitment to making a positive impact on the lives of others. As she continues on her path, Joni will undoubtedly leave a legacy of love, compassion and professionalism in the real estate industry.



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# BioSafe Environment

## CREATING HEALTHIER LIVING & WORKING SPACES

**BioSafe Environment stands out for its commitment of going above and beyond to create safe and healthy living and working spaces. Founded in 2016 by Dan Waters, the company has become a trusted name in West Michigan and the surrounding areas for its comprehensive mold remediation services and dedication to client education.**

Dan, owner and director of operations, established the family-owned business with a mission to help people live healthier lives. “We have always strived to do the best for each client and want to build lasting relationships,” he said. In fact, the company’s motto is: “We strive to do good and right.”

BioSafe Environment’s primary focus is on mold remediation for both commercial and residential properties. Over the years, the company has helped hundreds of families and businesses by identifying the root causes of mold growth, eliminating contamination, and preventing future mold issues. While attics, basements and crawl spaces are common areas in need of remediation, mold can thrive anywhere if conditions permit. Underlying causes such as ventilation, insulation and conditioning issues are often less apparent but equally crucial to address.

“We go beyond surface-level solutions to truly get to the root of the issue, ensuring complete removal and cleanup of mold. You can trust us to



partner spotlight

Photos by Hall B Photography



never simply paint over a problem,” Dan explained.

BioSafe Environment’s commitment doesn’t stop at remediation: They also work closely with clients to address the environmental factors that led to mold problems in the first place. “We’re dedicated to helping you maintain a mold-free environment well into the future,” Dan said. “If environmental conditions change, such as unexpected weather events, reach out to us for advice or reinspection to keep your space safe and mold-free.”

What truly sets BioSafe Environment apart is its holistic approach to mold remediation, which includes not just eliminating mold but also educating clients about mold prevention. “It is very satisfying to see the transformation that takes place in the properties that we remediate; however, the most fulfilling part of our work is seeing the transformation in our clients,” Dan said.

Throughout his time in the mold remediation industry, Dan has witnessed the field’s evolution. “It’s not so much that significant changes have occurred in the mold remediation market but the ‘additional’ services that we have incorporated into our approach to mold remediation,” he explained.

Dan is a devoted family man and draws inspiration from his faith and family. He and his wife, Cindy, recently celebrated their 38th anniversary and have five children, which include three of their own and two who married into the family. Dan cherishes the moments spent with his family and enjoys outdoor activities such as paddleboarding and golfing in his free time.

For Dan, success is all about connecting with others and making a positive impact in his daily interactions. He believes in the importance

of listening and learning while teaching. “My favorite times of each day occur when I stop, listen and talk with someone about something of substance,” he said.

As for what he wants to be remembered for, Dan’s priorities have evolved over the years. “Today, faith is the most important part of my life, and family is a very close second,” he shared. “What I hope to be remembered for is that I loved, was loved, did right and good, and listened.”

Whether it’s mold remediation or a commitment to making a positive impact in the community, Dan and BioSafe Environment are setting the standard for excellence in West Michigan and beyond.

**For more information about BioSafe Environment, visit [BioSafeEnvironment.com](https://www.BioSafeEnvironment.com).**

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## FOCUSING ON RELATIONSHIPS FIRST

Kevin TerBeek spent over 10 years working in various types of sales before he finally decided to follow his passion and sell houses instead. He was initially inspired to pursue a career in real estate after he bought his first house and realized that he enjoyed the entire process. “I found myself always being extra interested in looking at houses, and I really just wanted to do it full time,” he admitted.

Although Kevin wanted to fully commit to real estate, he decided to ease into the industry by becoming a part-time agent in February of 2017 while he still worked at his other job. By November, he was officially a full-time agent and joined a team at Berkshire Hathaway. In July of 2022, Kevin took his career to the next level and became an independent agent at Five Star Real Estate.

Now an agent and REALTOR® for six years, Kevin has achieved a career volume of \$42 million — over \$7 million of which he obtained in 2022. He is also a 2021 graduate of the Greater Regional Alliance of REALTORS® (GRAR) Leadership Academy and was awarded REALTOR® of the Month by Treadstone Funding.

One of Kevin’s favorite aspects of being an agent is when clients refer him to their family and friends because it means that they trust him with their loved ones in an often stressful situation. Kevin also appreciates having a flexible schedule, but he admits that he had to learn early in his career how to become disciplined with his time and know “when to buckle down and work or when to play.”

Kevin recently began expanding his business into the rental side of real estate, and he dreams of one day managing multiple units. “I would love to own several properties and even be able to flip the right kind of properties when the opportunity arises,” he said.

Born and raised in Grand Rapids, Kevin grew up in a one-parent household and attended Wyoming Park High School. He always admired his mom’s work ethic, and he credits her for giving him the drive to succeed. “She showed me that you do not have to let other people’s choices dictate yours,” he shared.

Kevin still places great importance on family, and when he’s not working, he and his family are usually traveling or engaging in water-related activities. He and his wife, Molly, have three daughters — Reagan, Madison, and Emma — and a son, Elijah. As for Kevin, he loves watching sports and old Will Ferrell movies. He also supports



Photo by Dominic Krupp

his church’s REACH program, an organization that does outreach at local college campuses, particularly Grand Valley State University.

When it comes to his business, Kevin has made impressive strides in six short years, but he hopes that people will remember him for the love that he showed them and not for his accomplishments. “Success, to me, is having people in your life who truly love you — people who you get to spend time with and experience the best of life’s moments with,” he said.

For new agents, Kevin recommends that they learn about the industry by either joining a team or finding a mentor. He emphasized that agents should foster great relationships with their clients and with other real estate professionals and not worry so much about the sales. “If the relationships are first, the sales will follow,” Kevin said. “Real estate can be one of the most rewarding jobs out there, but always stay humble and grounded.”

KEVIN  agent spotlight

By Amanda Matkowski

Photos by Jacob Harr with harr Creative LLC

# TerBeek



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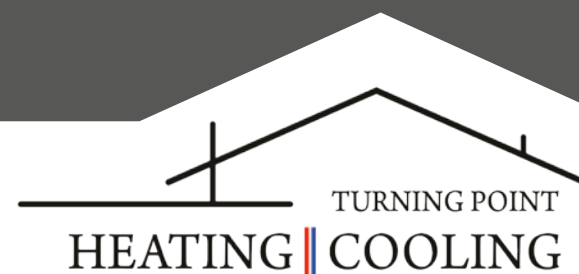
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