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CRISTINA PANAGOPOULOS

ON THE RISE:
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PARTNER SPOTLIGHT:
ABLAZE DESIGN GROUP

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The PAK Group

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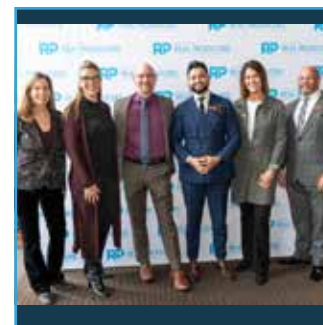
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PUBLISHER'S NOTE

Enjoying what one does for work is a gift. There are so many people on the planet who dread going to their job every day, who live for the weekend, and who are simply miserable because they are unfulfilled from Monday through Friday. I'm proud to be surrounded by individuals who absolutely love their profession and strive to elevate the real estate community for everyone involved.

Our winter event last month was evidence of the passion that Janet Borden, Vittoria Logli, Rafay Qamar, Sohail Salahuddin, and Kati Spaniak possess for the industry. I enjoyed listening to the respect that each of them had for one another and their craft. I'm grateful that the *North Shore Real Producers* platform has the ability to strategically bring people together consistently throughout the year for the purpose of connecting in a synergistic way. Enjoy the event photos on page 36!



Andy Burton
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▶▶ agent feature

By Chris Menezes
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Cristina PANAGOPOULOS



On the Move

When Cristina Panagopoulos decided to make a shift from personal training to real estate in 2017, she was terrified. Her second child was on the way and many people were telling her not to do it. Although she questioned whether it was the right move and had no clue what she was about to get into, she felt compelled to prove the naysayers wrong.

“There were many times in college and childhood where teachers or coaches would tell me I couldn’t do something, and I always used it as fuel. I never let it get to me. So even though my mind kept telling me I was crazy to enter real estate, my heart pushed me forward,” explains Cristina.

Cristina’s heart has always been drawn toward homes. Her family ran a second-generation-strong interior design business that she

pretty much grew up in. While her parents told her to never become an interior designer, she inherited their entrepreneurial spirit, creative eye for space, and love for homes.

Cristina comes from a long line of entrepreneurs, starting with her grandparents. She recalls telling her parents at a young age that she wasn’t meant to work for anyone but herself. And she showcased that spirit early on. “I loved making lemonade and selling it, or making bracelets and trying to sell them for pennies. I just loved the idea of creating something and watching it grow,” she says.

While Cristina was always very business minded, she was always creative as well—a perfect blend of attributes for entrepreneurs. She attended a performing arts school in Chicago and went on to study dance movement in college at the University of Illinois Urbana-Champaign. Although dance may seem miles from real estate, Cristina can make a direct connection:

“As a dancer, you have to work hard every single day to become better than you were the day before. Dance taught me the discipline I needed for my adult life, and especially for real estate,” she notes.

Movement has been a big part of Cristina’s path—from dancing to studying kinesiology, to owning and operating a personal training and nutrition business (which she still runs, but doesn’t take clients), to following her dreams of helping people move into homes.

At the core of Cristina’s real estate career, however, is helping others. She excels in helping clients envision the potential of a space (much like an interior designer would), of turning houses into their homes, and assisting them in starting new chapters in life. A people pleaser at heart, she tends to go above and beyond for others, loves establishing deep connections, and is always trying to make a positive impact. The same sentiment extends to her team, CPango & Partners with Compass.

“I love having a team, and I love watching my agents grow,” Cristina shares. “Besides doing sales, we now have long-term investments like rentals, and we have done short-term investments through remodeling and reselling properties. I love diversifying in the industry. Not only is it good to do, but it also makes you more knowledgeable



“

Whatever you plan on doing, don't wait. Live now and don't put it off. Life is too short to say, 'One day'..."



about other sectors. I want people to come to me and my team when they have questions about investing and growing their financial wealth within real estate, as well as when they need to move.”

children—Isabella, Elias, and Giuliana—to other cultures is one of their favorite things to do.

Then again, Cristina is always on the move—be it working on her business, or working out at the gym, or picking up after her children, or tending to her garden. “I am not one to ever sit still,” she emphasizes.

Outside of the business, Cristina is a big family person. Both she and her husband, Louie, come from large families—Italy on her side and Greece on Louie's side. Cristina's mother was born in Italy and still has a lot of family there that they love to visit. For Cristina and Louie, traveling to southern Europe and introducing their three



As Cristina looks back at how far she has come in the past five years, and how much she loves where she is currently at in life, she would tell her younger, more timid

self just one thing: “Whatever you plan on doing, don't wait. Live now and don't put it off. Life is too short to say, 'One day,'...Be smart about things, but don't push them off.”

No matter where Cristina decides to go next, one thing is certain: she will never stop moving.

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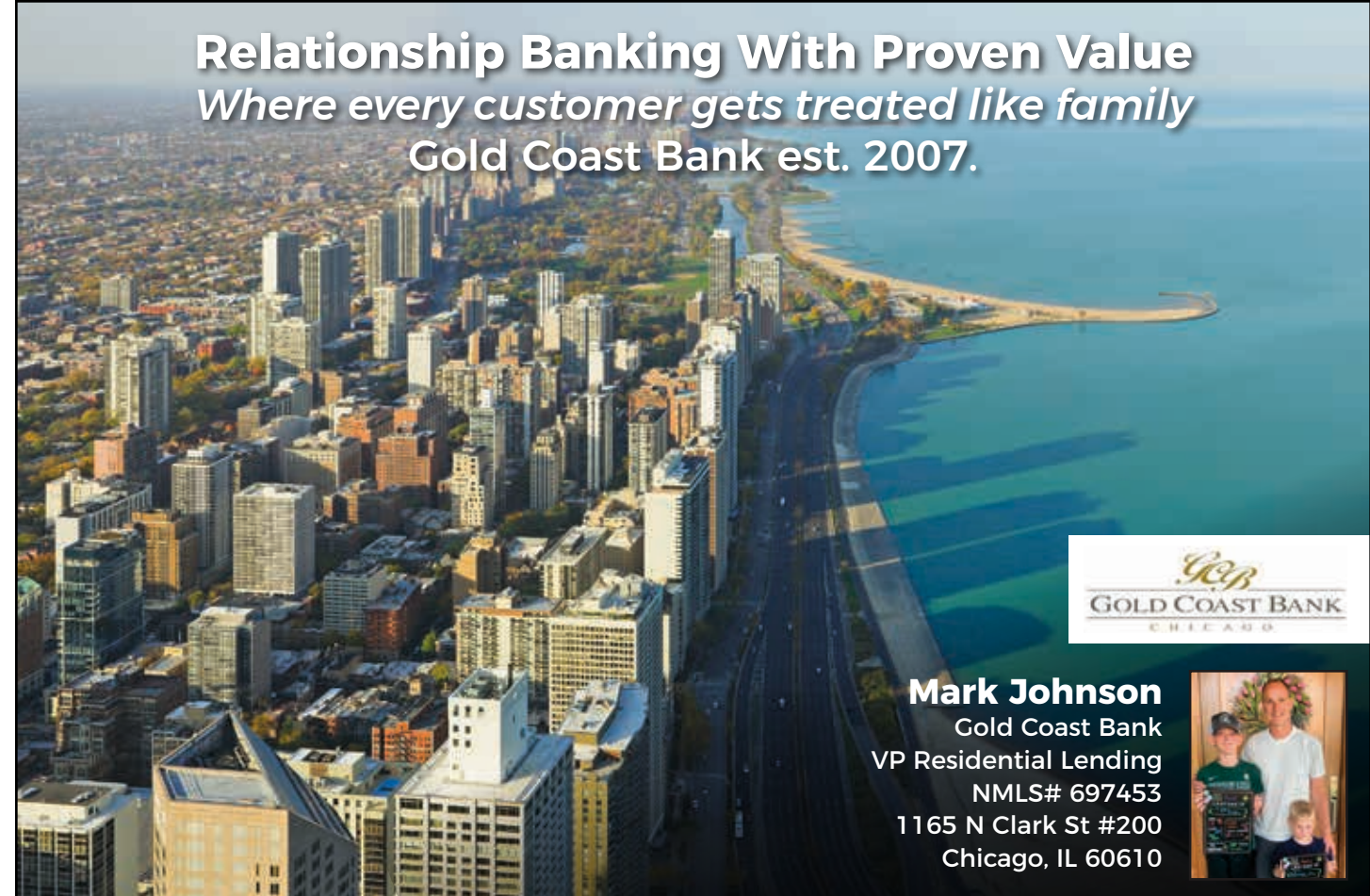
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▶ partner spotlight

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BRINGING VISIONARY CONCEPTS TO LIFE

Back in 2021, CEO George Markoutsas made two milestone decisions: he bought the ABL Group and then decided to rebrand. In the end, he turned it into today's ambitious ABLAZE Design Group—a boutique firm specializing in design, home renovations, painting, cabinetry, and home goods, especially for the luxury market. In fact, the phoenix in ABLAZE's logo, a symbol of rebirth, "represents our commitment to embracing change and growth, and reflects who we are as a company and aligns our brand with our vision and values," he explains.

Lit with that new fire, the company has experienced significant growth, and with reason. ABLAZE offers curated products and services of highest quality and design that not only meet, but exceed the discerning tastes and expectations of luxury-market clients. "We are committed to delivering exceptional quality, style, and service to our clients."

And others have taken notice. ABLAZE Design Group won Design Excellence Awards from the American Society of Interior Designers (ASID) for two separate spaces in 2023: first place in Showcase Space and first place in Bath. They were also chosen to be the kitchen and bath design-build firm for the Lake Forest Showhouse (2023). "These awards highlight our unwavering dedication to design excellence and our ability to bring visionary concepts to life," says George.

"We deliberately maintain a boutique scale to ensure that every client receives individualized attention. This allows us to cater to their unique needs and preferences, ensuring that no two projects are ever the same," he explains.

To that end, ABLAZE has several prestigious luxury brands in its gallery of kitchen and bath product lines. They include Renaissance Tile & Bath; Plain & Fancy Custom Cabinetry; Komandor, a Canadian closet system company; and the ABLAZE team is pleased to announce their partnership with Buster + Punch of London. Of the latter, George says, "Their avant-garde, cutting-edge designs have added a new dimension to our product lineup and elevated the sophistication of our offerings."

But George notes that the team behind ABLAZE Design Group is the heart and soul of the business. Each member possesses a unique set of skills and plays an essential role in the continued success and growth of the company.

The firm's ethos revolves around creative problem-solving, viewing challenges as opportunities for innovation. "Our motto drives our approach: 'Challenging spaces help to push the limits of our imagination, and when met with constraints, creativity steps in to become the driver of perfection,'" George shares. "We are driven by the pursuit of perfection: every project, no matter how complex, is executed."

This dedication is exemplified in two of the team's leaders: Myles Burton, head of the painting and decorating department, and Rae Sanders, the team's technical design and services manager. In so many ways, Myles is the team's cornerstone, and George says, "His expertise, combined with his profound understanding of design elements, attention to detail, and responsiveness, enables him to transform spaces and meet client preferences with incredible finesse." Rae plays a pivotal role in bringing clients' visions to life. George



- Their store space for REALTOR® events: “So if you want to plan one or host one with us, let us know!” says George.

George and the ABLAZE team have clear goals in mind as they look ahead to the next three to five years. “As we grow, we plan to expand our project management department to provide end-to-end solutions for clients and enhance our capabilities. That will allow us to take on larger and more complex projects yet maintain our exceptional standards,” he explains. They are also committed to promoting talent from within so as to ensure the retention of skilled and dedicated professionals.



“My perspective on success has shifted from a more individual, monetary focus to a team-centric approach,” admits George. “Today, for me, success is closely tied to the development of an award-winning team. I place a significant emphasis on the collective accomplishments and growth of our team.”

We’ve no doubt we’ll see the growth ABLAZE Design Group is aiming for, as they seem as fueled by an energizing, internal fire as the phoenix in their logo.

“We aim to become one of the most well-respected, recognized, and valued design-build firms in North Shore and the western suburbs,” states George. “And to be the first choice for REALTORS® looking to offer their clients the best in design, home renovations, painting, cabinetry, and home goods.”

To reach George and learn more about the services ABLAZE Design Group provides their REALTOR® partners and clients, email George at george@ablazedesigngroup.com, or visit www.ablazedesigngroup.com, or call 847-579-1600.



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- Project management expertise, which can help REALTORS® who are handling complex renovation or remodeling projects. “Our team ensures these projects run smoothly and efficiently from conception to completion,” assures George.

notes, “Rae’s adeptness in design, meticulous project management, and skill in overseeing custom orders contribute significantly to the seamless execution of our home renovation projects.”

In addition to providing bespoke design services to their clients, ABLAZE supports their REALTOR® partners and other agents in a number of ways. They offer:

- Consultation and design services for buyers who are unsure about the potential of a home—ABLAZE’s experts can assess and offer suggestions on how the property can be



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THE PAK GROUP

Building More than a Team



For Amy DeRango and Kelly Baysinger, real estate is as much about friendship and looking out for each other as it is about business. It's how they operate their team, The PAK Group, and it's how they treat their clients.

Consisting of fellow agents Samantha Lipinsky, Leanna Hill, and Sarah Bonk, plus admin Sara Barber, The PAK Group is a team of like-minded women who all had a connection with each other outside of real estate prior to joining Amy, Kelly, and their late business partner and mentor, Patty Lucas.

"We truly are a family, and we make sure we all have a great work-life balance—raising our little humans while being

full-time, high-producing REALTORS®,” shares Amy. “Our clients’ best interests are always top of mind, and we value the reputation we have created in the industry.”

Amy and Kelly’s friendship goes all the way back to their days at John Hersey High School. They both grew up in Arlington Heights yet were quite the opposites: while Amy was a competitive athlete throughout childhood, Kelly was into in dance and theatre.

A natural leader even as a kid, Kelly recalls running her own day camp for all the younger kids in her

neighborhood. She planned to be a social worker and obtained her degree in human development and family studies from the University of Illinois Urbana-Champaign. Instead of going directly into a master’s program, however, she decided to take a break from school in 2008 and took a position as an unlicensed assistant for her friend’s dad, who was a long-time REALTOR® specializing in REOs.

“Once I got my feet wet in the real estate world as an assistant, my interest grew and I wanted to start selling homes myself. Helping family and friends with their

real estate goals was really fun and felt extremely fulfilling,” explains Kelly.

While Kelly enjoyed real estate, she ultimately decided to go back to school in 2010 to get her master’s in elementary education with plans to become a teacher. Upon graduating in 2013, however, she was diagnosed with a benign brain tumor—acoustic neuroma—which, after surgery, left her deaf in one ear. Realizing life in a classroom would be extremely difficult with single-sided deafness, she decided to continue in real estate, where she could use her experience to educate buyers and sellers.

Just as Kelly was fully committing to real estate for the long run in 2014, Amy was entering the business for the first time. She had been working at a plastic surgeon’s office in North Shore, and though she loved the industry, she felt rather stuck and bored in her career. Her mother, who worked in real estate at a large brokerage, encouraged her to get her license because she knew Amy would excel and thrive in real estate. “Boy, was she right!” Amy says.

Amy joined Baird and Warner in 2014, which is where she first met and started working with Patty Lucas. It was Amy’s idea to bring Kelly on board to form an official team. Although it took



All of The PAK Group kids at their Santa event.



Celebrating at The PAK Group office holiday party.

some convincing one summer night in 2015, during one of Amy and Kelly's girls' nights in the city, Kelly took the leap of faith and joined Amy and Patty. Thereupon, The PAK Group (Patty/Amy/Kelly) was formed.

The three women banded together to build the team they have today—up until last year, when, sadly, Patty passed away. “Patty was like a second mother to me and the other ladies on our team,” Amy shares. “As a successful veteran agent, she took us all under her wing and showed us so much about the business and about life. She battled so many health obstacles during our time with her, and [we saw how] she never gave up. She was the definition of a warrior.”

“She was extremely ethical; built strong, genuine, long-term relationships with people; and always had so much fun while doing her job,” adds Kelly. “She was *so* inspiring!”

Amy and Kelly maintain the same fun, family-like environment at The PAK Group today. Amy is known as the creative one who is always staying on top of real estate trends. She enjoys taking risks, trying new things, and getting everyone out of their comfort zones. Natural

leader Kelly is always there to support and give advice, and follows through for everyone on the team.

When she's not working, Amy enjoys spending time with her husband, Andrew; their two kids, Jillian and Vivian; and two dogs, Sheila and Karl—whether dining outside, attending outdoor concerts, or vacationing in the winter. She is also a huge Bravo and *Dancing with the Stars* fan with a deep love for dancing and chocolate chip cookies.

Kelly and her husband, Ryan, stay busy with their two kids, Annie and Beau. But in her downtime, you can also find Kelly enjoying a cold beer outside, listening to music on a warm summer evening, or traveling to Wisconsin, her favorite state.

As Amy and Kelly continue growing The PAK Group together, the bonds they form with their team members and clients will continue to deepen and strengthen their already stellar reputation as women of great integrity, professionalism, and care. “We are just getting started!” say Amy and Kelly. The energy, youthfulness, and passion for the industry that shines through in their performance will undoubtedly continue for years to come.



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“Helping family and friends with their real estate goals was really fun and felt extremely fulfilling...”
- Kelly

“Patty was like a second mother to me and the other ladies on our team...”
- Amy



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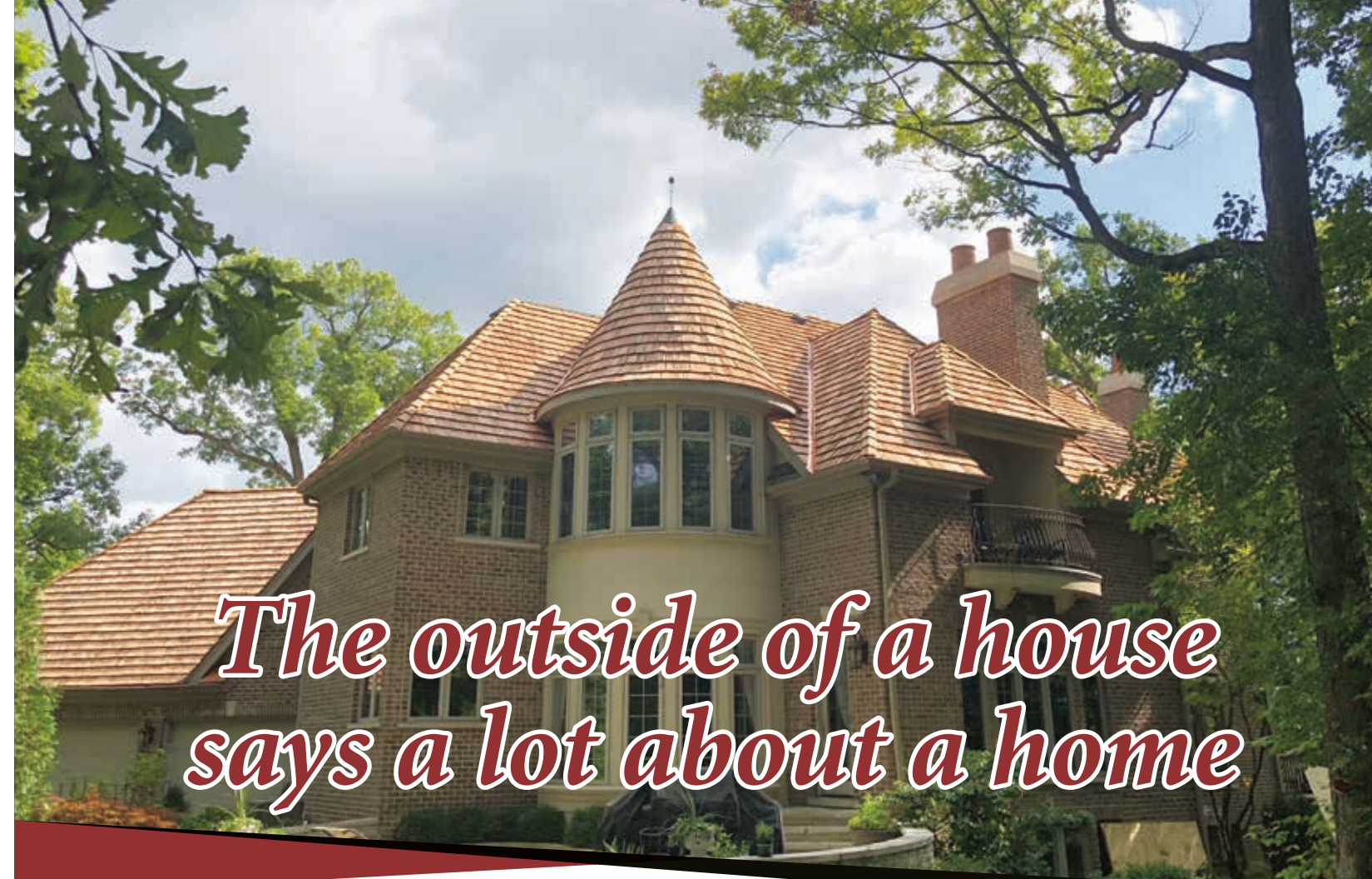
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ZINA KAUFMAN

▶ on the rise

By Chris Menezes
Photos by Joseph Castello

CRAFTING DREAMS INTO REALITY

Zina Kaufman's story has much more to do with the relentless pursuit of dreams than it does with success in real estate. Arriving in the United States at the age of thirteen, she adopted a strategic approach to her education and career, overcoming any obstacle in her way. She has not only worked hard to get to where she is today, but she now helps others to do the same through real estate as an associate broker with EXIT Strategy Realty.

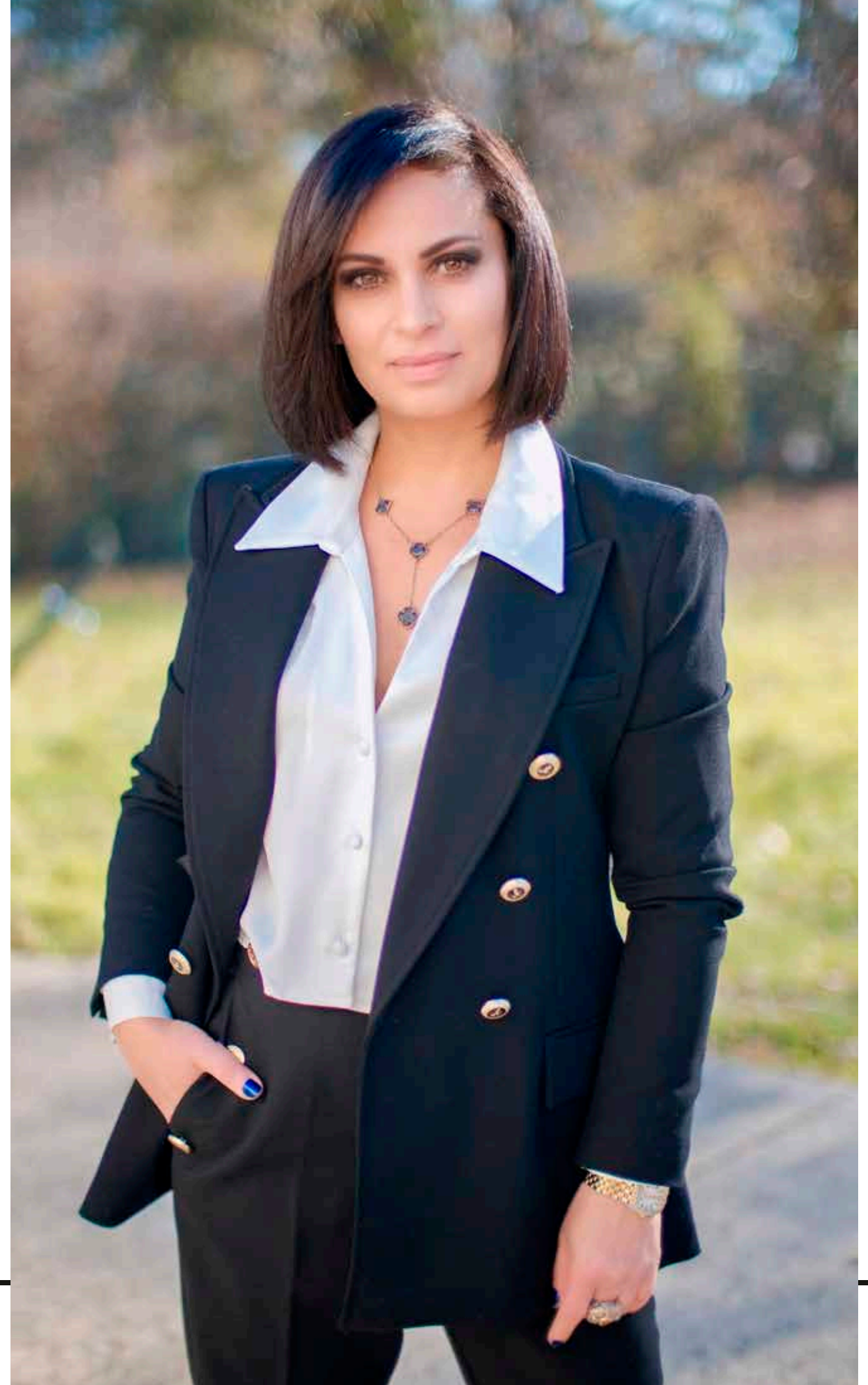
Moving to the US at a young age had a profound impact on Zina's development, but she credits her mother with shaping her determination to relentlessly pursue her dreams. Her mother was a model of resilience and remains a source of continued inspiration for Zina. Her mother's mantra, "shake it off," has been a guiding principle for Zina, echoing the idea of rising above setbacks and forging ahead.

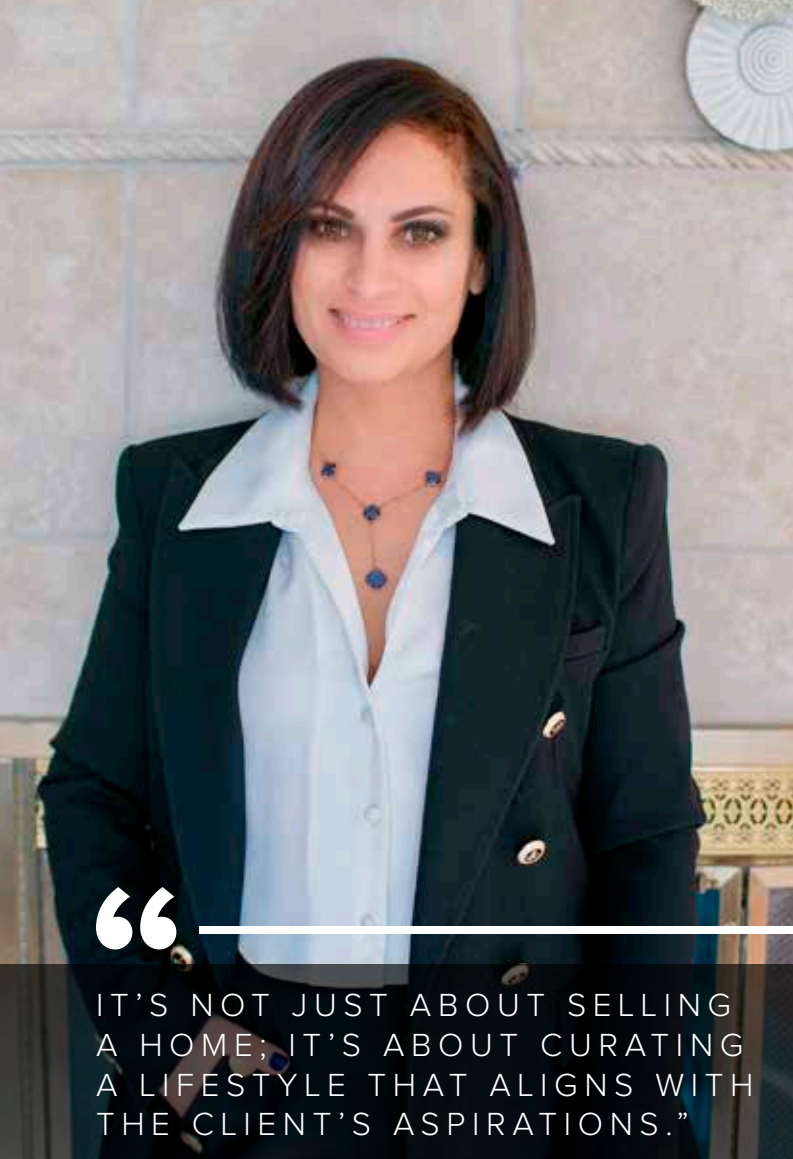
"My mother's wisdom has instilled in me the value of having an unwavering commitment to dreams and authenticity—encouraging me to stay true to myself, regardless of the obstacles encountered on the path to success," she shares.

Zina's two major interests upon entering college were business and people, which led her to pursue a dual degree in business administration and psychology. Exploring the intersection of these two disciplines, she learned about the psychology of work, motivation, and optimizing business operations to enhance employee engagement. This combination of business and psychology equipped her to help others achieve both personal and professional goals.



After receiving a master's degree in industrial-organizational psychology, Zina worked as an organizational development specialist in corporate America. Her interest in real estate was sparked through the purchase of her first investment property in 2000. Then, with family ties to the appraisal industry, Zina deepened her





grow her business every day. And her clients appreciate her approach and vision as well as her strategy and negotiation skills. She skillfully integrates her corporate experience, appraisal expertise, and psychology degree to provide exceptional service, execute efficient and effective transactions, and ensure win-win outcomes.

“Witnessing the tangible impact of my efforts is incredibly fulfilling, especially when I receive heartfelt notes of appreciation from satisfied clients,” Zina emphasizes. “The ability to contribute to the realization of their dreams, and to forge lasting connections, underscores the profound satisfaction I derive from my work. For me, the ultimate measure of success is when clients transform into friends and choose to return based on the positive experiences we’ve shared.”

When not immersed in her work, Zina relaxes by driving and traveling. “The open road has a therapeutic effect on me: it induces a meditative state that allows me to clear my mind and rejuvenate,” she says.



Zina also finds solace in connecting with nature, whether by taking leisurely walks in the park or spending time by the lake. “These activities serve as a calming escape. They provide me with the mental recharge I seek when I need a break from the daily grind.” She also enjoys spending time with her two boys.

Zina’s story doesn’t end with the achievement of her own personal goals. Rather, it continues with the empowering of others to realize their dreams. Using her unique blend of business savvy, psychological insight, and a deep understanding of her clients’ needs, she not only accomplishes this goal every day, but she continues to establish herself as a formidable force in the real estate industry. Her story is far from over.

“IT’S NOT JUST ABOUT SELLING A HOME; IT’S ABOUT CURATING A LIFESTYLE THAT ALIGNS WITH THE CLIENT’S ASPIRATIONS.”

involvement in real estate after the 2008 market crash, eventually establishing her own appraisal management company. She expanded its footprint to cover Illinois, Florida, and Indiana.

As her interest in the sales process grew, Zina obtained her real estate license. “What captivated me most about real estate was the opportunity to craft lifestyles for my clients,” Zina explains. “It’s not just about selling a home; it’s about curating a lifestyle that aligns with the client’s aspirations, whether it’s an investment property, a first home, or a forever home. The essence lies in understanding and fulfilling each client’s unique lifestyle preferences.”



Today, Zina’s expertise in price setting, as well as her years’ experience and know-how in improving business performance and the bottom line, allows her to better serve her clients and



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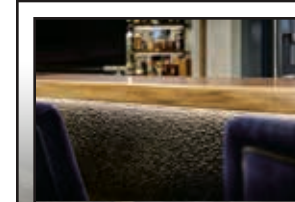
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NORTH SHORE REAL PRODUCERS WINTER EVENT

Agent Panel and Winter Social hosted by Saranello's

Photos by Elliot Powell and Prestige Real Estate Images Inc.

It was a pleasure hosting the *North Shore Real Producers* panel and winter social this year! In an outstanding exchange of ideas, Janet Borden, Vittoria Logli, Rafay Qamar, and Sohail Salahuddin shared their expertise on real estate. Thank you Kati Spaniak for moderating the morning.

The panel was followed by a delightful social at Saranello's, we hope you all had the opportunity to reconnect.

We are grateful to everyone who joined us, provided raffle prizes, and helped make it an unforgettable event. We look forward to seeing you again in the spring for the next event. Enjoy the photos!





Winfield Cohen won an in-home theater bundle that included a movie projector, screen, speaker, and Fire TV Stick from George Markoutsas with ABLAZE Design Group.



WINTER EVENT RAFFLE WINNERS

Our Preferred Partners never fail to deliver great raffle prizes at all events! Check out the winners.

Bridget Fritz won an Oprah's favorite things bundle that included Beats Studio Pro, Barefoot Dreams cozy socks, and Oprah's favorite tote bag from Martin Lorenzen with NRL Mortgage.



Jerry Doetsch won an Amazon Kindle Scribe from Janelle Iaccino with Rose Pest Solutions.







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TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to January 31, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	John	Morrison	3.5	\$4,450,000	3	\$4,450,000	6.5	\$8,900,000
2	Jane	Lee	9	\$5,241,000	4.5	\$2,454,890	13.5	\$7,695,890
3	Anita	Olsen	16	\$5,827,850	0	\$0	16	\$5,827,850
4	Jena	Radnay	1	\$5,065,000	0	\$0	1	\$5,065,000
5	Michelle	Hasten	0	\$0	1	\$5,065,000	1	\$5,065,000
6	Paige	Dooley	2	\$5,050,000	0	\$0	2	\$5,050,000
7	Cory	Green	2	\$1,269,000	5	\$3,749,000	7	\$5,018,000
8	Anne	Dubray	4	\$3,803,500	1	\$925,000	5	\$4,728,500
9	Oskar	Wiatr	1	\$2,900,000	4	\$1,673,000	5	\$4,573,000
10	Amy	Zern	0	\$0	1	\$4,400,000	1	\$4,400,000
11	Dominick	Clarizio	0	\$0	2	\$4,322,222	2	\$4,322,222
12	Jennifer	Olson Jones	7	\$4,005,128	0	\$0	7	\$4,005,128
13	Kim	Alden	0.5	\$126,500	14	\$3,776,600	14.5	\$3,903,100
14	Nicholas	Solano	6	\$3,780,679	0	\$0	6	\$3,780,679
15	Lisa	Wolf	5.5	\$2,988,500	2	\$780,012	7.5	\$3,768,512
16	Nancy	Adelman	1	\$2,322,222	1	\$1,100,000	2	\$3,422,222
17	Leslie	McDonnell	5	\$1,881,000	2	\$1,375,000	7	\$3,256,000
18	Jacqueline	Harding	1	\$305,000	1	\$2,900,000	2	\$3,205,000
19	Grace	Sergio	1	\$2,951,250	0	\$0	1	\$2,951,250
20	Linda	Little	7	\$2,950,890	0	\$0	7	\$2,950,890
21	Cheryl	Bonk	7	\$2,950,890	0	\$0	7	\$2,950,890
22	Brady	Andersen	1	\$1,695,000	1	\$960,000	2	\$2,655,000
23	Sherr	Esenberg	3	\$1,176,500	3	\$1,465,900	6	\$2,642,400
24	Marina	Britva	1	\$2,530,000	0	\$0	1	\$2,530,000
25	Karen	Mason	0	\$0	1	\$2,500,000	1	\$2,500,000
26	Tim	Stassi	0	\$0	1	\$2,449,000	1	\$2,449,000
27	Andra	O'Neill	1.5	\$1,288,750	1	\$1,150,000	2.5	\$2,438,750
28	Lital	Avnet	1	\$1,772,000	1	\$585,000	2	\$2,357,000
29	Sarah	Toso	4	\$2,319,921	0	\$0	4	\$2,319,921
30	Lynn	Fleishman	1	\$950,000	1	\$1,350,000	2	\$2,300,000
31	Sarah	Leonard	4	\$1,375,750	2	\$875,000	6	\$2,250,750
32	Sohail	Salahuddin	3	\$1,282,900	2.5	\$945,000	5.5	\$2,227,900
33	Amy	Diamond	2.5	\$947,500	3	\$1,219,900	5.5	\$2,167,400
34	Kathryn	Mangel	1	\$1,053,600	1	\$1,050,000	2	\$2,103,600

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Joe	Gerber	0	\$0	1	\$2,100,000	1	\$2,100,000
36	Daniel	Timm	3	\$2,075,000	0	\$0	3	\$2,075,000
37	Jodi	Cinq-Mars	2	\$700,000	3	\$1,355,000	5	\$2,055,000
38	Michelle	Parnell	1	\$960,000	1	\$1,095,000	2	\$2,055,000
39	Maria	DelBoccio	0	\$0	6	\$2,032,200	6	\$2,032,200
40	Kelly	Malina	5	\$2,022,305	0	\$0	5	\$2,022,305
41	Violeta	Jako-Ostojic	1	\$2,000,000	0	\$0	1	\$2,000,000
42	Pamela	McClamroch	1	\$1,995,000	0	\$0	1	\$1,995,000
43	Katie	Hauser	0	\$0	1	\$1,995,000	1	\$1,995,000
44	James	Ziltz	4	\$1,979,700	0	\$0	4	\$1,979,700
45	Jill	Thomas	1	\$670,000	2	\$1,264,000	3	\$1,934,000
46	Pat	Kalamatas	2	\$843,156	2	\$1,058,945	4	\$1,902,101
47	Dorota	Gessek	1	\$1,800,000	0	\$0	1	\$1,800,000
48	Tamara	Vankrevelen	1	\$1,800,000	0	\$0	1	\$1,800,000
49	Marlene	Rubenstein	0	\$0	1	\$1,800,000	1	\$1,800,000
50	Cathy	Oberbroeckling	3	\$1,777,100	0	\$0	3	\$1,777,100

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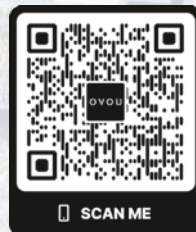
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TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to January 31, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Patrick	Milhaupt	1	\$1,772,000	0	\$0	1	\$1,772,000
52	Marco	Amidei	3	\$1,739,950	0	\$0	3	\$1,739,950
53	Sheila	Doyle	1	\$235,000	2	\$1,504,490	3	\$1,739,490
54	Connie	Dornan	3.5	\$1,642,500	0	\$0	3.5	\$1,642,500
55	Jackie	Mack	1	\$1,641,620	0	\$0	1	\$1,641,620
56	Janice	Hazlett	0	\$0	1	\$1,641,620	1	\$1,641,620
57	Vaseekaran	Janarthanam	0	\$0	4	\$1,640,000	4	\$1,640,000
58	Robert	Picciariello	4	\$1,621,500	0	\$0	4	\$1,621,500
59	Missy	Jerfita	1	\$252,000	2	\$1,369,000	3	\$1,621,000
60	Chris	Veech	0	\$0	1	\$1,600,000	1	\$1,600,000
61	Kim	Pape	2	\$1,200,000	1	\$382,500	3	\$1,582,500
62	Celeste	Barr	1	\$450,000	2	\$1,115,000	3	\$1,565,000
63	John	Herman	2	\$559,900	2	\$999,732	4	\$1,559,632
64	Deborah	Hepburn	1	\$1,550,000	0	\$0	1	\$1,550,000
65	Melinda	Lawrence	0	\$0	1	\$1,550,000	1	\$1,550,000
66	Eve	Bremen	0	\$0	1	\$1,550,000	1	\$1,550,000
67	Meg	Sudekum	1	\$1,550,000	0	\$0	1	\$1,550,000
68	Jay	Rodgers	1	\$1,185,000	1	\$365,000	2	\$1,550,000
69	Jill	Lovinger	0	\$0	1	\$1,530,000	1	\$1,530,000
70	Misael	Chacon	2	\$1,084,000	1	\$435,000	3	\$1,519,000
71	Alan	Berlow	1	\$900,000	1	\$589,000	2	\$1,489,000
72	Katie	Twyman	0	\$0	1	\$1,487,200	1	\$1,487,200
73	Diana	Matichyn	3	\$1,243,900	1	\$234,950	4	\$1,478,850
74	Ashley	Arzer	0	\$0	2	\$1,467,000	2	\$1,467,000
75	Sadie	Winter	0.5	\$34,000	4.5	\$1,431,250	5	\$1,465,250
76	Joel	Holland	1	\$1,456,250	0	\$0	1	\$1,456,250
77	Anthony	Erangey	0	\$0	1	\$1,456,250	1	\$1,456,250
78	Linda	Levin	1	\$450,000	1	\$1,000,000	2	\$1,450,000
79	Robbie	Morrison	2.5	\$1,096,250	1	\$352,500	3.5	\$1,448,750
80	Natalie	Moore	1	\$589,000	2	\$833,000	3	\$1,422,000
81	Craig	Fallico	3	\$1,420,000	0	\$0	3	\$1,420,000
82	Christopher	Lobrillo	4.5	\$1,405,150	0	\$0	4.5	\$1,405,150
83	Lynda	Sanchez-Werner	4.5	\$1,405,150	0	\$0	4.5	\$1,405,150
84	Dave	Blum	1	\$535,000	1	\$855,850	2	\$1,390,850

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Greg	Klemstein	4	\$1,096,226	1	\$291,000	5	\$1,387,226
86	Desislava	Vukov	2	\$622,500	2	\$763,000	4	\$1,385,500
87	Julie	Jensen	0	\$0	2	\$1,376,000	2	\$1,376,000
88	Karen	Sanchez	0.5	\$197,500	3	\$1,170,000	3.5	\$1,367,500
89	Kelly	Baysinger	1	\$406,250	3	\$946,000	4	\$1,352,250
90	John	Barry	1	\$1,350,000	0	\$0	1	\$1,350,000
91	Nancy	Keogh	2	\$1,340,000	0	\$0	2	\$1,340,000
92	Jamie	Hering	1	\$298,000	4	\$1,032,900	5	\$1,330,900
93	Ashlee	Fox	1	\$725,000	1	\$600,000	2	\$1,325,000
94	David	Leigh	2	\$966,000	1	\$350,000	3	\$1,316,000
95	Elizabeth	Wieneke	1	\$1,315,000	0	\$0	1	\$1,315,000
96	Kathleen	Gommoll	0	\$0	1	\$1,315,000	1	\$1,315,000
97	Heather	Schweitzer	2	\$1,305,000	0	\$0	2	\$1,305,000
98	Lynn	Romanek-Holstein	1	\$1,300,000	0	\$0	1	\$1,300,000
99	Susan	Teper	0	\$0	1	\$1,300,000	1	\$1,300,000
100	Caroline	Starr	1.5	\$354,000	1.5	\$930,500	3	\$1,284,500

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NMLS # 789861

Mutual of Omaha
MORTGAGE

200 N. Fairway Drive Suite 212 Vernon Hills, IL 60061 NMLS # 789865

TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to January 31, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Joan	Couris	3.5	\$1,219,500	0.5	\$62,500	4	\$1,282,000
102	Svetlana	Gilman	2	\$1,282,000	0	\$0	2	\$1,282,000
103	Debbie	Glickman	1	\$640,000	1	\$640,000	2	\$1,280,000
104	Paul	Proano	0	\$0	2	\$1,280,000	2	\$1,280,000
105	Andy	Walton	0	\$0	2	\$1,228,000	2	\$1,228,000
106	Beth	Burt	0	\$0	1	\$1,225,000	1	\$1,225,000
107	Robert	Housh	1	\$1,225,000	0	\$0	1	\$1,225,000
108	Amy	Philpott	1	\$611,000	1	\$611,000	2	\$1,222,000
109	Sara	Sogol	2	\$840,000	1	\$377,500	3	\$1,217,500
110	Liesel	Jankelowitz	0	\$0	2	\$1,210,500	2	\$1,210,500
111	Yevhen	Hurtovyi	0	\$0	4	\$1,200,760	4	\$1,200,760
112	Rocio	Mena	1	\$195,000	4	\$1,000,000	5	\$1,195,000
113	Christos	Prappas	1	\$1,195,000	0	\$0	1	\$1,195,000
114	Brian	Ban	1	\$455,000	2	\$740,000	3	\$1,195,000
115	Terrance	Muse	4	\$955,700	1	\$235,000	5	\$1,190,700
116	Natalie	Masse	1	\$589,000	2	\$600,090	3	\$1,189,090
117	Michael	Kang	0	\$0	2	\$1,185,455	2	\$1,185,455
118	Samantha	Kalamaras	1	\$687,500	1	\$490,000	2	\$1,177,500
119	Esther	Zamudio	2.5	\$427,000	3	\$748,000	5.5	\$1,175,000
120	Terri	Hunt	3	\$1,172,000	0	\$0	3	\$1,172,000
121	Joseph	Labit	1	\$585,000	1	\$585,000	2	\$1,170,000
122	Anita	Willms	2	\$685,000	1	\$465,000	3	\$1,150,000
123	Dawn	Sullivan	1	\$1,150,000	0	\$0	1	\$1,150,000
124	Cynthia	Poulakidas Tobin	1	\$1,149,000	0	\$0	1	\$1,149,000
125	Annie	Royster Lenzke	0	\$0	1	\$1,149,000	1	\$1,149,000
126	Christine	Rubin	1	\$430,000	1	\$715,000	2	\$1,145,000
127	Basel	Tarabein	2	\$879,000	1	\$261,500	3	\$1,140,500
128	Katharine	Hackett	0	\$0	1	\$1,125,000	1	\$1,125,000
129	Lauren	Field	1	\$1,125,000	0	\$0	1	\$1,125,000
130	Ted	Pickus	0	\$0	1	\$1,125,000	1	\$1,125,000
131	Dee	Toberman-Gamble	2	\$357,000	1	\$766,000	3	\$1,123,000
132	Ludmila	Pisnenco-Clim	1	\$595,000	1	\$526,000	2	\$1,121,000
133	Lori	Progar	1	\$430,000	1	\$690,000	2	\$1,120,000
134	Elizabeth	Thompson	1	\$560,000	1	\$560,000	2	\$1,120,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Fernando	Godoy	2	\$690,000	1	\$425,000	3	\$1,115,000
136	David	Yocum	0	\$0	2	\$1,102,000	2	\$1,102,000
137	Jillian	Webb	1	\$125,000	1	\$975,000	2	\$1,100,000
138	Cory	Albiani	0	\$0	1	\$1,100,000	1	\$1,100,000
139	Suzanne	Myers	1	\$1,100,000	0	\$0	1	\$1,100,000
140	Brian	Grienenberger	2	\$1,092,000	0	\$0	2	\$1,092,000
141	Lori	Christensen	4	\$964,900	0.5	\$117,450	4.5	\$1,082,350
142	Kate	Fanselow	0.5	\$178,750	1	\$900,000	1.5	\$1,078,750
143	Michael	Bodden	3	\$805,500	1	\$270,000	4	\$1,075,500
144	Kathy	Regel	0	\$0	2	\$1,074,990	2	\$1,074,990
145	Quratulain	Rehman	1	\$472,000	1	\$595,000	2	\$1,067,000
146	David	Korkoian	1	\$235,000	1	\$830,000	2	\$1,065,000
147	Jeanne	Keiler	1	\$530,000	1	\$530,000	2	\$1,060,000
148	Allison	Silver	1.5	\$670,000	0.5	\$390,000	2	\$1,060,000
149	Janet	Borden	1.5	\$670,000	0.5	\$390,000	2	\$1,060,000
150	Barbara	Osborne	1	\$429,802	2	\$628,100	3	\$1,057,902

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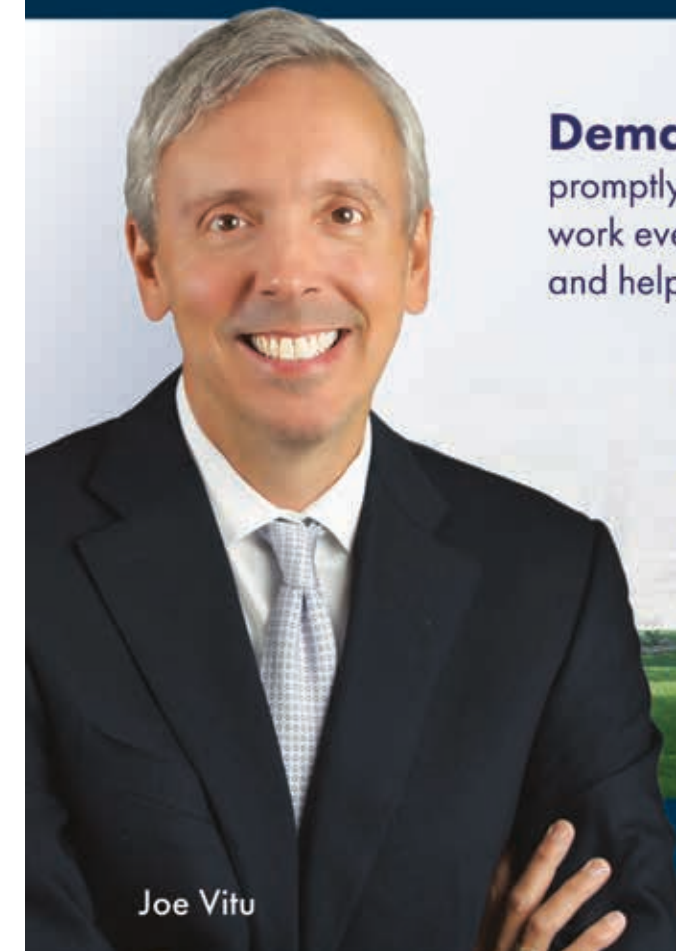
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TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to January 31, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Kelly	Mangel	1	\$1,053,600	0	\$0	1	\$1,053,600
152	Toynoa	Briggity	0	\$0	1	\$1,040,000	1	\$1,040,000
153	Lindsey	Kaplan	0.5	\$180,000	2	\$860,000	2.5	\$1,040,000
154	Joanna	Koperski	1	\$1,037,500	0	\$0	1	\$1,037,500
155	Patricia	Denenberg	0	\$0	1	\$1,037,500	1	\$1,037,500
156	Steven	Johnson	0	\$0	3	\$1,037,230	3	\$1,037,230
157	Cherie	Smith Zurek	3	\$1,035,000	0	\$0	3	\$1,035,000
158	Richard	Toepper	3	\$1,030,475	0	\$0	3	\$1,030,475
159	Christopher	Paul	2	\$565,100	1	\$445,000	3	\$1,010,100
160	Vanessa	Thomfohrda	2	\$1,010,000	0	\$0	2	\$1,010,000
161	Patricia	Smarto	1	\$900,000	1	\$105,150	2	\$1,005,150
162	Roberta	Brennan	0.5	\$245,000	1	\$760,000	1.5	\$1,005,000
163	Brian	Sheu	0	\$0	1	\$1,003,000	1	\$1,003,000
164	Renata	Zelinskaya	1	\$1,000,000	0	\$0	1	\$1,000,000
165	Kevin	Kalbach	1	\$355,500	1	\$635,000	2	\$990,500
166	Randall	Brush	2	\$650,000	1	\$340,100	3	\$990,100
167	C Bryce	Fuller	1	\$270,000	2	\$715,600	3	\$985,600
168	Monica	Balder	1	\$415,000	1	\$565,000	2	\$980,000
169	Rajasekhar	Potluri	0	\$0	2	\$979,990	2	\$979,990
170	Jan	Goczkowski	1	\$635,000	1	\$340,000	2	\$975,000
171	Jeff	Kellenberger	1	\$975,000	0	\$0	1	\$975,000
172	Vincent	Romano	2	\$970,000	0	\$0	2	\$970,000
173	Michael	Herrick	1	\$380,000	1	\$586,000	2	\$966,000
174	Daniel	Depaepe	0	\$0	1	\$950,000	1	\$950,000
175	Lyn	Wise	1	\$316,000	1.5	\$632,500	2.5	\$948,500
176	Vasi	Koufis	1	\$336,501	2	\$602,000	3	\$938,501
177	Anne	Jacobs	0	\$0	1	\$930,000	1	\$930,000
178	John	Oertel	0	\$0	1	\$930,000	1	\$930,000
179	Holly	Connors	1	\$500,000	1	\$430,000	2	\$930,000
180	Charles	Vasbinder	0	\$0	1	\$925,000	1	\$925,000
181	Nathan	Smith	1	\$925,000	0	\$0	1	\$925,000
182	Lindsay	Schulz	0	\$0	3	\$922,500	3	\$922,500
183	Scott	Carpinelli	1	\$916,500	0	\$0	1	\$916,500
184	Carmela	Allegretti	0	\$0	1	\$916,500	1	\$916,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Arlene	Fields	2	\$538,000	1	\$378,000	3	\$916,000
186	Connie	Barhorst	2	\$913,000	0	\$0	2	\$913,000
187	Jinson	Vachachira	0	\$0	1	\$911,000	1	\$911,000
188	Patrick	Driscoll	1	\$911,000	0	\$0	1	\$911,000
189	Julia	Schiffrin	0	\$0	1	\$910,000	1	\$910,000
190	Cynthia	Patterson	1	\$910,000	0	\$0	1	\$910,000
191	Hector	Tamayo	0	\$0	1	\$910,000	1	\$910,000
192	Suzanne	Serra	1	\$910,000	0	\$0	1	\$910,000
193	Philip	Mistrata	1	\$419,900	1	\$490,000	2	\$909,900
194	Pawel	Czauderna	0	\$0	2	\$908,000	2	\$908,000
195	Sharon	Dolezal	2	\$569,000	1	\$339,000	3	\$908,000
196	Mohammed	Shameem	0	\$0	2	\$907,500	2	\$907,500
197	Gabriel	Cheeks	1	\$453,000	1	\$453,000	2	\$906,000
198	Martin	Murray	0	\$0	1	\$900,000	1	\$900,000
199	David	Jaffe	1	\$335,000	2	\$557,500	3	\$892,500
200	Denise	D'Amico	0.5	\$271,000	1	\$620,000	1.5	\$891,000

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TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to January 31, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Pietro	Losacco	0	\$0	1	\$890,000	1	\$890,000
202	Dorene	Swanson	1	\$890,000	0	\$0	1	\$890,000
203	Erik	Carrier	0	\$0	1	\$889,000	1	\$889,000
204	Jerry	Doetsch	0.5	\$107,456	1	\$775,000	1.5	\$882,456
205	Mohammed	Iftikhar	0	\$0	1	\$881,500	1	\$881,500
206	Brett	Pechter	1	\$881,500	0	\$0	1	\$881,500
207	Robert	Wisdom	1.5	\$612,500	0.5	\$265,000	2	\$877,500
208	Kim	Moustis	1	\$377,000	1	\$500,000	2	\$877,000
209	Winfield	Cohen	3	\$873,100	0	\$0	3	\$873,100
210	Dean	Tubekis	2	\$737,500	1	\$135,000	3	\$872,500
211	Lisa	Sanders	0	\$0	1	\$870,000	1	\$870,000
212	Jaroslav	Jastrzebski	1	\$870,000	0	\$0	1	\$870,000
213	John	Weideman	1	\$870,000	0	\$0	1	\$870,000
214	Margaret	Hazlett	0	\$0	1	\$870,000	1	\$870,000
215	Michael	Cell	0	\$0	1	\$868,000	1	\$868,000
216	Anne	Hardy	1	\$865,000	0	\$0	1	\$865,000
217	Alexandru	Susma	0	\$0	1	\$860,000	1	\$860,000
218	Catherine	Riddle	1	\$860,000	0	\$0	1	\$860,000
219	Michelle	Nunez	0.5	\$162,500	2	\$694,900	2.5	\$857,400
220	Mary	Lusk	1	\$855,850	0	\$0	1	\$855,850
221	Jennifer	Stokes Habetler	3	\$854,000	0	\$0	3	\$854,000
222	Alexis	Duffy	0	\$0	1	\$851,000	1	\$851,000
223	Lala	Mahoney	0	\$0	1	\$850,000	1	\$850,000
224	Tara	Kelleher	1	\$850,000	0	\$0	1	\$850,000
225	Matt	Hernacki	2	\$847,500	0	\$0	2	\$847,500
226	Katie	Holmes	0	\$0	2	\$833,990	2	\$833,990
227	Timothy	Lydon	0	\$0	2	\$832,000	2	\$832,000
228	Justin	Hunt	2	\$832,000	0	\$0	2	\$832,000
229	David	Lobraco	1	\$831,500	0	\$0	1	\$831,500
230	Carla	Gorman	0	\$0	1	\$831,500	1	\$831,500
231	Kimberly	Carlucci	0	\$0	1	\$830,000	1	\$830,000
232	Elizabeth	Jakaitis	1	\$830,000	0	\$0	1	\$830,000
233	Velichka	Marinova	1	\$830,000	0	\$0	1	\$830,000
234	Terry	Max	0	\$0	1	\$830,000	1	\$830,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Kimberly	Meixner	0	\$0	1	\$822,000	1	\$822,000
236	Gus	Fakhouri	0	\$0	1	\$820,000	1	\$820,000
237	Yelena	Kamyshina	1	\$820,000	0	\$0	1	\$820,000
238	Shlomo	Arel	0	\$0	2	\$817,000	2	\$817,000
239	Andrew	Castillon	0	\$0	1	\$815,000	1	\$815,000
240	Cheryl	O'Rourke	1	\$815,000	0	\$0	1	\$815,000
241	Andee	Hausman	1	\$430,000	2	\$385,000	3	\$815,000
242	Sonia	Munwes Cohen	0	\$0	1	\$810,000	1	\$810,000
243	Nancy	London	1	\$810,000	0	\$0	1	\$810,000
244	Jeffrey	Taylor	1.5	\$328,250	2	\$477,750	3.5	\$806,000
245	Cari	McGuinn	0	\$0	1	\$805,000	1	\$805,000
246	Karen	Skurie	1	\$800,000	0	\$0	1	\$800,000
247	Peter	Bellert	0.5	\$205,000	1	\$595,000	1.5	\$800,000
248	Thomas	Kloss	0	\$0	1	\$800,000	1	\$800,000
249	Aurica	Burduja	0	\$0	2	\$795,000	2	\$795,000
250	Luigui	Corral	2	\$790,000	0	\$0	2	\$790,000

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