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GOLD KEY INSPECTIONS SERVICES



partner spotlight

JAMIE MILLER
CEO/OWNER

YEARS IN THE BUSINESS: 20

FUN FACT: Local sports announcer

FAVORITE BOOK OR PODCAST: Ramsey show podcast and the book "boundaries" By Dr. Henry Cloud

WHAT ARE SOME OF YOUR HOBBIES OUTSIDE OF THE BUSINESS? Outside of the office he enjoys tactical and firearm training.

PIECE OF ADVICE? Don't let fear stop you from achieving your goals.



DONNA MILLER BUSINESS GROWTH DIRECTOR

HOW LONG HAVE YOU BEEN IN THE INDUSTRY?

I have been in the home inspection industry helping my husband in an unofficial capacity since the very beginning. Officially, I became the marketer and office operations employee in 2009. For 15 years, I have witnessed firsthand the ups and downs, as well as the amazing growth, of the real estate industry in the Michiana area.

FUN FACT

ABOUT YOURSELF

Coming alongside my husband in his business while still being a mom, has challenged me in accomplishing my own personal goals. One such goal that I have begun to dabble in again now that my kids are 21, 24, & 25 is painting. I love working with different mediums, but especially enjoy chalk and pastel drawing as well as acrylics. I was hired and paid in 1999 by our local pool association, to paint cartoon sea creatures on the bottom of the kiddie pool. I thoroughly loved it! I would like to someday learn to paint with oils.

WHAT IS YOUR FAVORITE PART OF GOLD KEY?

Being a part of Gold Key has given me an opportunity to grow in ways that

I would never have done had I not been a part of this company. My formal education is in teaching at the elementary level, and I have been challenged to change my focus from children to adults. I cannot say that this was a comfortable move, but I soon realized that my natural love of helping others and teaching came in handy as I began to work with real estate agents. Thanks to others in the industry and my brother, who is a businessman, I have developed business acumen. He has provided me with materials and books to sharpen my skills and aid in the development of protocols and systems for Gold Key Inspection Services as it grows.

ANY PIECE OF ADVICE YOU WANT TO SHARE?

Consistency in your visits and marketing, along with showing up consistently and allowing people to get to know you, builds trust and relationships. These connections are vital to being referable. Be genuine, be a giver and not a taker. Remember, as Tom Rath says, "Essentially, giving another person your undivided attention is a measure of how much you care." So, show up, reach out, love God and love people! "Be the reason someone smiles today!"

HOW HAVE RELATIONSHIPS PLAYED A ROLE IN YOUR BUSINESS?

Relationships are crucial to all businesses, but especially in the real estate industry where referrals and communication are key and collaboration is vital to business growth. Helping clients reach their home ownership goals is paramount. The relationships I have cultivated have resulted in some remarkable friendships, for which I am deeply grateful. These friendships have influenced me by demonstrating patience, excellent people skills, and a high level of professionalism. I am a better person for knowing them and a better business woman as well. Because of their influence, I have several agents, that text or call me for help in marketing and business advice...and I am happy to pay it forward.

LINDSEY MIKEL
MARKETING DIRECTOR

YEARS IN THE BUSINESS: Home inspection industry 6 months, but Marketing the last 5 years.

FUN FACT: I have a goal to travel to all 50 states before I'm 50, I am currently 30 and have been to 37!

HOW HAVE RELATIONSHIPS PLAYED A ROLE IN YOUR BUSINESS?

I believe everything is relationship based, if you're not supporting the people that support you then success is never going to come.

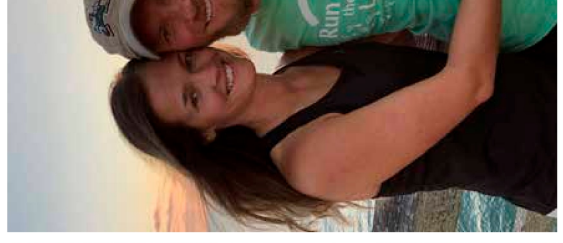
WHAT ARE YOUR FAVORITE BOOKS/PODCASTS RIGHT NOW?

I am currently into the Mel Robbins podcast, and I just finished the book "Forgiving what you cant forget" By Lysa Terkeurst I will die on the hill that everyone needs to read this book.



WHAT DO YOU LIKE DOING FOR FUN OUTSIDE OF REAL ESTATE/HOME INSPECTION?

Travel is my passion...that one of my favorite things to do is Camping in remote locations!



KEVIN
LEAD INSPECTOR

YEARS IN THE BUSINESS: 5 yrs

FUN FACT: We have a small farm and raise our own pigs, sheep and meat chickens along with egg layers.

FAVORITE PART OF GK: I work with awesome people who keep me sharp and give me good advice when I need to bounce ideas off of them.

TELL US ABOUT YOUR FAMILY:

I've been married to an awesome, beautiful woman who has somehow tolerated me for 13+ years.



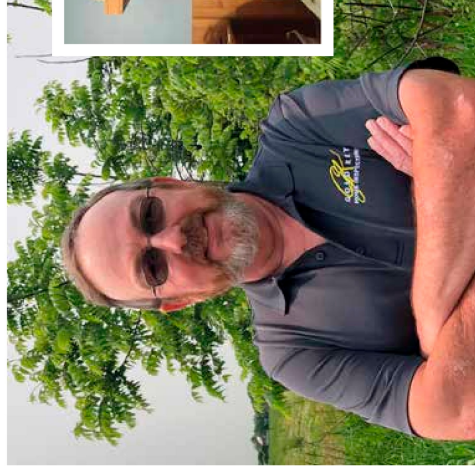
RILEY SANDY
OPERATIONS LEAD

HOW LONG HAVE YOU BEEN IN THE INDUSTRY?
A Little Over 3 Years!

WHAT ARE YOUR FAVORITE BOOKS/PODCASTS RIGHT NOW? A favorite book of mine is Holy Hygee and favorite podcast(s) include Joe Rogan and Old Fashioned on Purpose!

WHAT DO YOU LIKE DOING FOR FUN OUTSIDE OF REAL ESTATE/HOME INSPECTION?
Some things that I enjoy doing include tending to my garden in the spring/summer months, cooking, canning, playing with my chickens & ducks, and organizing!

TELL US ABOUT YOUR FAMILY! I have been married to my husband, Dylan Sandy, since September of 2023! We have 3 Basset Hounds named Boone, Crockett, and Clyde along with a variety of farm animals!



JIM
INSPECTOR

HOW LONG IN HOME INSPECTION WORK? Six years.

BEST PART ABOUT WORKING WITH GOLD KEY? We think like family and work as a team.

WHAT HAPPENS OUTSIDE OF GOLD KEY? I also work in modern home-steading and volunteer in ministry.

JODI
CLIENT CARE COORDINATOR

YEARS IN THE BUSINESS: 3 yrs

WHAT DO I LIKE TO DO FOR FUN?

My family has always been an eating/cooking family. We joke and say that some people eat to live but we live to eat. My husband and I enjoy trying out all the local fare wherever we are. We also love hiking and being in nature. You need to do some hiking after all the eating! I am a huge lover of the simple pleasure of life.

FAVORITE BOOKS/PODCASTS RIGHT NOW?

Currently reading *Empire of the Summer Moon*. I enjoy learning about Native American history.

WHAT IS YOUR FAVORITE PART OF BEING A PART OF GOLD KEY?

I work for and with some very intelligent, funny, and hardworking people. I like that we are always encouraged to keep growing in our skillsets.



NIC
INSPECTOR

HOW LONG HAVE YOU BEEN IN THE BUSINESS?

In the industry for only a few months.

FAVORITE PART OF WORKING AT GOLD KEY?

My boss and co-workers really have my back and have genuine faith in me. I know that Gold Key actually cares about me and the industry as a whole.



FUN FACT ABOUT MYSELF:

If I had to pick, I'd say that I've had the privilege of working in both Yellowstone and Glacier national parks.

FAVORITE PODCAST?

Currently, my favorite podcast is *New Discourses* or the *Pete Quinones* show.

WHAT DO YOU LIKE TO DO FOR FUN?

When I actually HAVE the time, I enjoy woodworking, the outdoors, and spending time with my wife and poodle dogs.



MIKE
INSPECTOR



JOE
INSPECTOR



FAVORITE PODCASTS: Joe Rogan and Jordan Peterson

WHAT DO YOU LIKE TO DO FOR FUN?

In my free time I spend time with my family, love music, play chess and enjoy live theater

FUN FACT: I was a teacher for 20 years and have been in the industry for almost 10 years



FAVORITE BOOK: Last book I really enjoyed was *Into Thin Air* by Jon Krakauer. Podcasts I listen to would be mostly sports related. *The St. Brown Bros*, *Green Light* with *Chris Long*. Some Joe Rogan in there as well.

TELL US ABOUT YOUR FAMILY:

My Wonderful wife Sarah and I have been together since 2001. Married in 2006. Two amazing boys. Camden is 13 going on 30. He already knows EVERYTHING! Amazing kid though. Jack is 8 and I treasure and already miss what he is still becoming. It goes fast!

ED INSPECTOR

HOW LONG HAVE YOU BEEN IN THE INDUSTRY?

I have been in the home inspection and foundation repair industry for 20 years.

FUN FACT:

I took an Improv class while living in Charleston SC. It was a blast and would highly recommend it to everyone!

WHAT DO YOU LIKE ABOUT GOLD KEY?

I like working with Goldkey because of the organization and focus on the customer experience.

WHAT DO YOU LIKE DOING FOR FUN?

I enjoy being outside and doing craft projects with my kids and grandkids. For the last 20 years I have enjoyed being a home inspector and working in the foundation and structural repair industry.

WHAT IN THE BUSINESS BRINGS YOU THE MOST GRATIFICATION?

Understanding how a home works and being able to teach

“ I ENJOY BEING OUTSIDE AND DOING CRAFT PROJECTS WITH MY KIDS & GRANDKIDS.”



home buyers about their home still makes every appointment gratifying.

TELL US ABOUT YOUR FAMILY:

That same pleasure carries over to the time I go to spend with my grandkids. Whether it's going on adventures through the woods; searching for treasures on the beach; or creating the most awesome beautifulist craft ever; introducing them to how the world around them works is the greatest, "most awesomeist" job I could have.

FAVORITE BOOK?

When I have some down time outside of Church I enjoy opening up Brianna Weists book 101 Essays that will Change the way You Think and seeing where that takes me, getting some advice from John Maxwell, or listening to something that Mike Rowe has put out.



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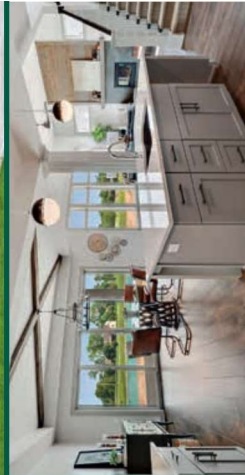
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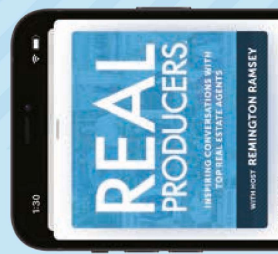
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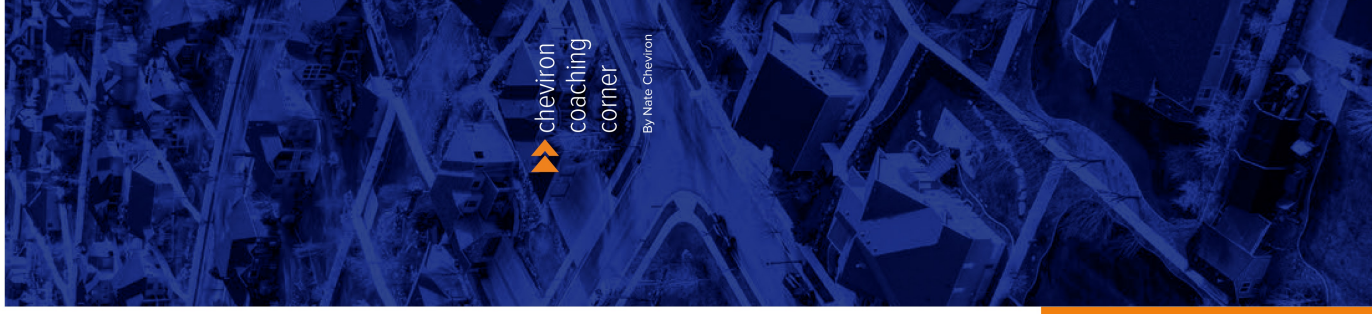
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NO ONE DOES IT ALONE.

As I look at my career and life, I have had a lot of wins, many awards, built and own multiple successful companies. I continue to pursue my vision of what a great life looks like being healthy, wealthy, and building deep, meaningful relationships. It's foolish of me to think, though, that all my success has been because of me alone. While I may be the captain steering my ship, there is an entire crew of people who surround me playing various roles on this journey of life: NO ONE DOES IT ALONE. I am thankful for every single one of these people in my life for the impact they've had on me and those closest to me.

The same goes for you. You are an extremely successful and talented person. You wouldn't be reading this article right now if you weren't. There are so many people in your life, though, who have helped you get to where you are today. Have you identified who they are and how they've contributed to your success? Have you thanked them? Have you told them how much they mean to you? When was the last time you even talked to them?

Each year, I go through an exercise answering these 5 questions to help me remember and acknowledge those who have helped me.

ACTION ITEM:
Block out time and answer these 5 questions.

1. "Over the past year, what was a pivotal moment when someone's guidance significantly influenced my decisions and contributed to my success?"
2. "During challenges, who helped me overcome obstacles and achieve my goals?"
3. "When navigating significant changes and/or complexities, who were key mentors providing insights that shaped my strategic approach and decision-making?"
4. "Looking forward, how do I plan to leverage my network for future projects or ventures?"
5. "As I evolve, what steps will I take to cultivate and maintain meaningful connections to help with future challenges?"

I am very grateful for Austin Chevron and our newest coach at Chevron Coaching, Chanel Hart D'Aprix. If you don't know Chanel, she is one of the top real estate agents in all North America and will be adding a whole new level of knowledge, expertise, and impact to our clients.

I am reminded every day that NO ONE DOES IT ALONE, and without Austin, Chanel, the entire Chevron Coaching Team, and all our clients, we couldn't achieve the impact we desire.

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How many years have you been a realtor? 15 Years
What is your career volume as a realtor? \$5,313,800
What was your total volume last year? \$3,585,400

What awards have you achieved as a realtor?

Outstanding Sales for 2023 at Uptown Realty Group, Highest units sold for February 2024 at Uptown Realty Group

When did you start your career in real estate?

I officially started my real estate career in November of 2022. In my freshman year of college, the parks manager in my hometown (now client, friend, and partner) asked me an intriguing question that sparked curiosity within me and it was "Have you ever thought about getting into real estate?" After that, I started my process.

What did you do before you became a realtor?

Before becoming a realtor, my journey was diverse and entrepreneurial. As a full-time college student on a basketball scholarship, I balanced academics and athletics. During high school, I ventured into entrepreneurship with a custom t-shirt business. Later, I delved into personal training and ran a digital marketing business. This journey reflects my innate drive for innovation and business acumen, paving the way for my success in real estate.



aspirations and knowing I played a part in their success fills me with immense satisfaction and purpose.

What was your biggest challenge as a realtor?

The biggest challenge I faced were my own limiting beliefs. Now, I am looking to find more people to help in real estate!

How does real estate fit into your dreams and goals?

Real estate fits into my dreams and goals because I love solving problems and helping others. A home is the most expensive purchase a person will make, so it's an honor to assist them in the process.

What's your favorite part of being a real estate agent?

My favorite part about being a REALTOR is meeting new people and helping them with their real estate goal. Whether it is

buying, selling, investing, building, etc I love to solve problems and overcome obstacles for the benefit of my clients!

Define success.

Success to me is letting God's will with your life be done & you doing the very best you can with the tools he provides you. As well as doing whatever you want, whenever you want, wherever you want, with whoever you want!

Tell us about your family.

My family consists of my mother and father (Tim & Lori) and two brothers, (Garron and Tyson). They are incredibly supportive, loving, and tight-knit. I am so blessed and grateful to have such a great family and brotherhood. They are my rock.

What are you passionate about right now in your business?

In my real estate business, I'm fueled by a passion for delivering unparalleled professionalism and exceptional service. Integrity is at the core of everything I do, as I'm devoted to aiding others in their journey of buying a home, ensuring they secure the best deals, and helping sellers maximize their returns by selling for top dollar. I convert the complicated and stressful transaction into seamless and simple!

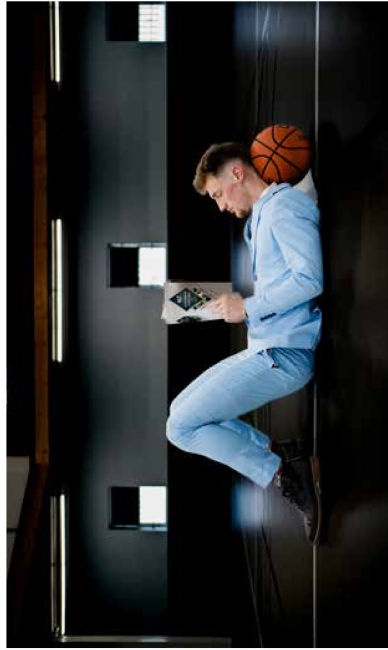
What has been the most rewarding part of your business?

The most rewarding aspect of my business is undoubtedly helping people achieve their real estate goals. I don't just sell property; I facilitate dreams. Along this journey, I've discovered unexpected roles within my profession: counselor, moral support, dream maker, and planner, all rolled into one. Witnessing clients accomplish their



Favorite books?

My favorite book is the Bible. Coming in at second is "How to Win Friends



& Influence People.” In my younger years I enjoyed the Harry Potter series.

Are there any charities or organizations you support?

I am currently a board member of a local Lifewise program. Lifewise is a bible education program during the school day.

What are your hobbies and interests outside of the business?

Outside of real estate, I enjoy a variety of hobbies that keep me balanced and fulfilled. I find joy in playing basketball, Bible studies, lifting weights, and kayaking. I cherish spending quality time with my dogs, cats, family, friends, and girlfriend, creating cherished memories together.

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

Have your business founded on a firm foundation. Give glory to God. Never give up. On the days you don't feel like doing anything, do even more.

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

Thank you to Real Producers for allowing me to be featured in this month's issue. Lord willing I will continue to have a successful real estate career founded on a firm foundation. With God All Things Are Possible!



Honoring Our Fallen Heroes This May

On May 26, 2011, six members of my team were killed while serving in Afghanistan. In recognition of their passing, we're honoring fallen heroes and giving back to military families. This May, **NPI Fort Wayne** will donate **15% of every home inspection** to Fort Wayne 22, Inc., a non-profit supporting Veterans with PTSD and TBI.

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NICHOLE JEHL

REGIONAL SALES MANAGER
EMAIL: NJEHL@MERIDIANTITLE.COM
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HOW LONG HAVE YOU BEEN IN THE INDUSTRY?

I have been in the title industry since 2019.

FUN FACT ABOUT YOURSELF!

I went to college on a Track and Field scholarship throwing Discus. 110 feet was the farthest I ever threw.

HOW HAVE RELATIONSHIPS PLAYED A ROLE IN YOUR BUSINESS?

There's that adage, "It's not always what you know, but who you know", and I find that to be true. Relationships are a game changer in this industry. Because of a connection I had, I was encouraged to apply for my first job in title. Then because of another work colleague, my name was mentioned to be recruited by Meridian Title. But it doesn't just end there, the relationships you form with not only industry colleagues, but clients can really impact your business. People want to recommend their people. Without relationships I wouldn't be where I am. BIG thank you to all MY PEOPLE!

TELL US ABOUT YOUR FAMILY!

I'm married to a great guy, Joseph, and we welcomed our first child in April 2023. We have two dogs, Gus and Luna, and a cat, Street Rat, to round out the pack. I'd like to note, I did not name the cat.

ANY PIECE OF ADVICE YOU WANT TO SHARE?

Be honest, be kind, and know how to find the answers. You won't always know all the answers, but knowing how to find the answers will keep you in the room and keep you growing.



CHRISTOPHER ALEXANDER

SENIOR ACCOUNT MANAGER
EMAIL: CALEXANDER@MERIDIANTITLE.COM
CELL: 260-246-1687



HOW LONG HAVE YOU BEEN IN THE INDUSTRY?

This August will be 30 years since I began my career in title insurance.

FUN FACT ABOUT YOURSELF!

I have amassed over 2 tons of copper pennies. Have around 640,000 of them.

WHAT IS YOUR FAVORITE PART OF BEING AN ACCOUNT MANAGER?

My favorite part of being an Account Manager is helping my clients bring their transactions to the closing table. I also enjoy the freedom the job allows.

WHAT DO YOU FEEL MAKES YOU STAND OUT FROM OTHERS?

LO'S OUT THERE!

My nearly 30 years' experience in the industry is one thing that helps me stand out from others. My clients don't work from 9:00-5:00 so I make myself available outside of those hours.

WHAT DO YOU LIKE DOING FOR FUN OUTSIDE OF REAL ESTATE?

I enjoy playing golf, pickleball, pinball, and reading (mainly fiction).

ANY PIECE OF ADVICE YOU WANT TO SHARE?

I believe the adage of treating everyone how you would like to be treated also holds true in this industry. I also put my clients' best interest before my own.



ASHLEY ROBEY

COMMERCIAL/RESIDENTIAL ACCOUNT MANAGER
EMAIL: AROBEY@MERIDIANTITLE.COM
CELL: 269-841-6896



HOW LONG HAVE YOU BEEN IN THE INDUSTRY?

Just started in February

FUN FACT ABOUT YOURSELF!

I played high school basketball.

WHAT ARE YOUR FAVORITE BOOKS/PODCASTS RIGHT NOW?

Open book - Jessica Simpson

WHAT DO YOU LIKE DOING FOR FUN OUTSIDE OF REAL ESTATE?

Spending time with family at our lake house.

TELL US ABOUT YOUR FAMILY!

I'm a devoted mom to Brady (8) and Kennedy (11), I live in Ft. Wayne with my boyfriend Kyle and my wolf-like fur baby. I'm originally from Ohio, with stops in Michigan and Indy. I'm a passionate Disney enthusiast and Ohio State football fan.



KATELYN HIGH

ACCOUNT MANAGER
EMAIL: KHIGH@MERIDIANTITLE.COM
CELL: 260-450-7656



HOW LONG HAVE YOU BEEN IN THE INDUSTRY?

I am brand new to the title industry! I start in March but have been in the real estate/building industry since 2013.

FUN FACT ABOUT YOURSELF!

I have been in the flooring industry for 10 years.

HOW HAVE RELATIONSHIPS PLAYED A ROLE IN YOUR BUSINESS?

Relationships in business is everything to me. I love to be able to serve others and to let them know I am here for them. It's important to me that the people I work with feel valued by listening, staying up on communication, and being reliable.

WHAT ARE YOUR FAVORITE BOOKS/PODCASTS RIGHT NOW?

My favorite podcast is Living Fully with Mallory Erwin

TELL US ABOUT YOUR FAMILY!

My wonderful husband, Zach, and I have been married for eight years now. We are blessed with two amazing kids, Ella who is five and Archer who is two. Our other family member is a big fluff ball named Copper and he is an Australian Shepherd.

ANY PIECE OF ADVICE YOU WANT TO SHARE?

I love this quote and I feel that it provides great advice "Comfort is a dangerous addiction". Build Alpha

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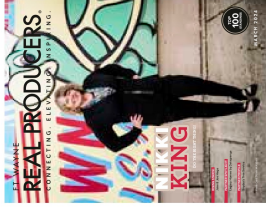
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cover story

Monte Stevenson

A REALTOR WITH HEART, HUSTLE, AND HUMOR

By Melissa Branum • Photo Credit: Dustin McKibben

IN THE BUSTLING
WORLD OF REAL
ESTATE, WHERE
PROPERTIES CHANGE
HANDS AS OFTEN
AS THE SEASONS,
IT'S REFRESHING TO
FIND SOMEONE LIKE
MONTE STEVENSON,
WHOSE JOURNEY
FROM ADVERSITY TO
ACHIEVEMENT IS AS
INSPIRING AS IT
IS ENLIGHTENING.

"I started my real estate career back in 2019," Monte recalls, his voice filled with a mix of determination and nostalgia. "It was a tough time—I lost my Dad and Grandpa in the same year. But their unwavering positivity propelled me forward. They taught me to never doubt myself."

With a background in retirement operations and an associate degree in Business Administration, Monte dove headfirst into the world of real estate, fueled by a desire to build a brighter future for his family. "I grew up in poverty, so owning investment properties and providing quality housing is not just a job for me—it's a mission," he shares.

Despite juggling a full-time job, marriage, and raising two kids, Monte embraced the challenges of the real estate world with gusto. "Discipline has been my biggest challenge," he admits, "but helping people is my favorite part. Whether it's educating them about homeownership or finding the perfect investment property, I'm all in."



When he's not busy closing deals or house flipping, Monte enjoys indulging in his passions—family time, playing video games, and cheering for his beloved Philadelphia Eagles. "I'm a family man through and through," he says proudly. "My wife, Jaliyah, is a phenomenal artist, and our kids, Kali and Monte Jr., keep us on our toes."

But amidst his busy schedule, Monte remains grounded, offering sage



“

WHETHER IT'S EDUCATING THEM ABOUT HOMEOWNERSHIP
OR FINDING THE PERFECT INVESTMENT PROPERTY.

I'M ALL IN.

”



“

DISCIPLINE HAS BEEN MY BIGGEST CHALLENGE.



”

BUT HELPING PEOPLE IS MY FAVORITE PART.



advice to budding agents. “Keep doing the small stuff,” he advises. “It builds like compounding interest. If you give up early, you’ll never see the huge payoff. Remember, it’s not about comparing yourself to others—it’s about staying positive, staying focused, and never giving up.”

As for the future, MonTe’s goals are as ambitious as they are altruistic. “I’m working towards financial freedom through investment properties,” he shares. “And one day, I hope to become a substitute teacher, giving back to the community and pouring into the next generation.”

With a heart as big as his dreams and a knack for making people smile, MonTe Stevenson is more than just a realtor—he’s a beacon of hope in an ever-changing world.



“

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SO OWNING INVESTMENT PROPERTIES
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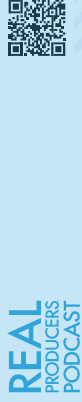
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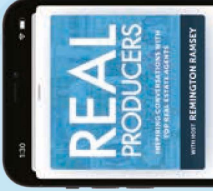
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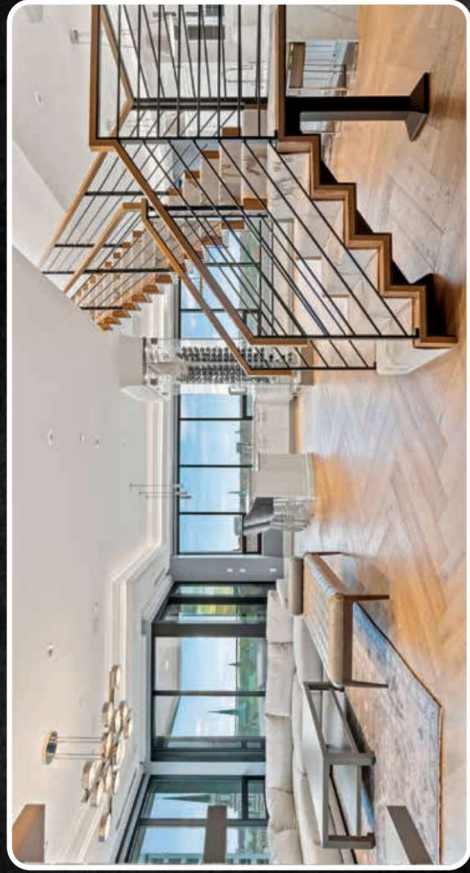
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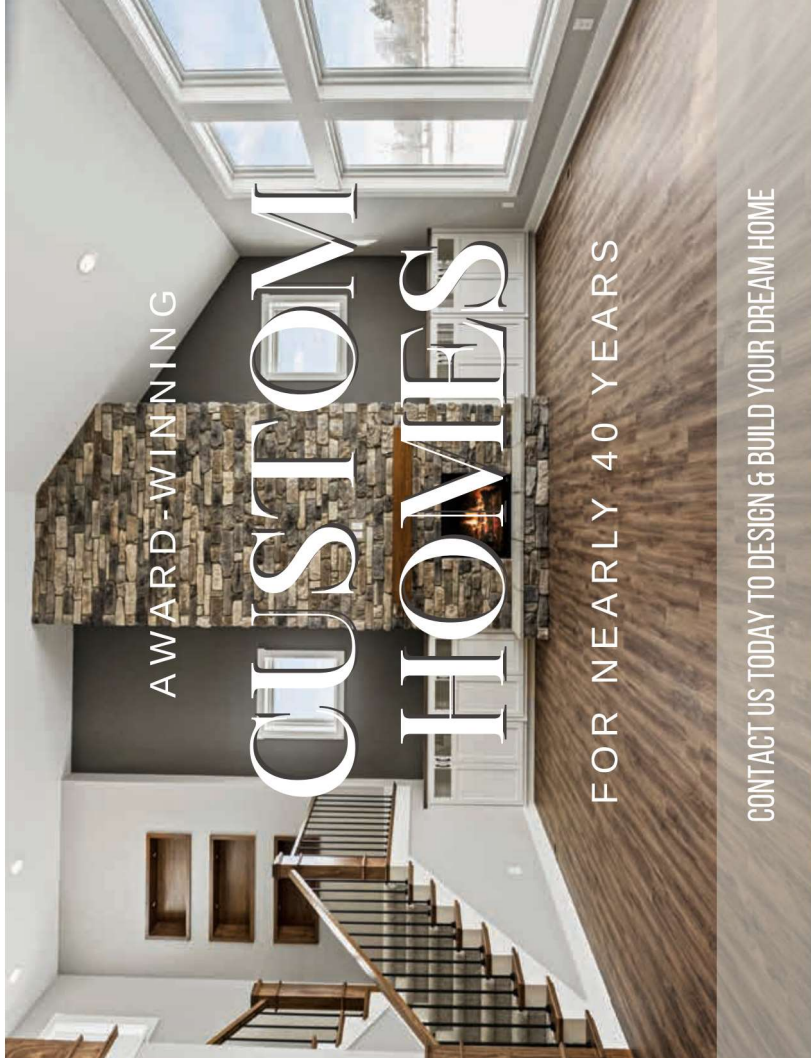
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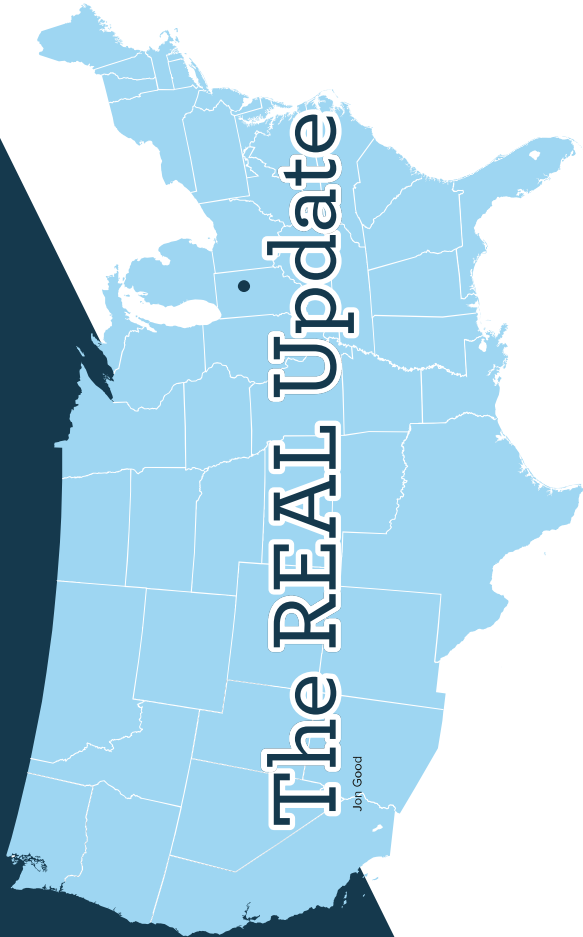
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The REAL Update

Jon Good

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

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

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

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

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

Join the movement.



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TOP 100 STANDINGS

Year-End Top 100 Standings: From January 1, 2024, to March 31, 2024

#	Agent	Office	Units	Volume	Average	#	Agent	Office	Units	Volume	Average
1	Brandon Stone	CENTURY 21 Bradley Realty, Inc	45	\$5,564,450	\$123,654	34	Matthew Donahue	CENTURY 21 Bradley Realty, Inc	12	\$3,054,200	\$254,516
2	Wendy France	CENTURY 21 Bradley Realty, Inc	14	\$5,306,600	\$379,042	35	Evan Riecke	Encore Sotheby's International Realty	8	\$3,018,000	\$377,250
3	James Falger	North Eastern Group Realty	23.5	\$5,284,789	\$224,884	36	Kelly York	North Eastern Group Realty	13	\$2,957,120	\$227,470
4	Bradley Noll	Noll Team Real Estate	16	\$5,220,700	\$326,293	37	Lacey Caffee	Ideal REALTORS	8.5	\$2,952,624	\$347,367
5	Raylene Webb	eXp Realty, LLC	27	\$4,816,535	\$178,390	38	Missy Burkhalter	Prestige Realty & Associates, LLC	6.5	\$2,912,400	\$448,061
6	J.R. Parent	Parent Realty, Inc.	4	\$4,571,380	\$1,142,845	39	Austin Freilburger	eXp Realty, LLC	9	\$2,894,400	\$321,600
7	Tina Stuckey	RE/MAX Results	16	\$4,431,850	\$276,990	40	Dana Botteron	CENTURY 21 Bradley Realty, Inc	11	\$2,865,200	\$260,472
8	Cecilia Espinoza	Espinoza Realtors	16	\$4,416,850	\$276,053	41	Emily Cary	Keller Williams Realty Group	11.5	\$2,818,250	\$245,065
9	Tyler Jackson	CENTURY 21 Bradley Realty, Inc	21	\$4,317,530	\$205,596	42	Jordan Wilkman	eXp Realty, LLC	13	\$2,816,160	\$216,627
10	Warren Barnes	North Eastern Group Realty	17	\$4,260,201	\$250,600	43	Valarie Bartram	Mike Thomas Associates, Inc.	9	\$2,785,300	\$309,477
11	Stacie Bellam-Fillman	Orizon Real Estate, Inc.	14	\$4,113,700	\$293,835	44	Julia Carsten	Anthony REALTORS	8	\$2,772,000	\$346,500
12	Boots Beam	Coldwell Banker Real Estate Group	2	\$4,048,000	\$2,024,000	45	Gregory Brown	CENTURY 21 Bradley Realty, Inc	9	\$2,762,200	\$306,911
13	Timothy McCulloch	Scheerer McCulloch Real Estate	17	\$3,950,400	\$232,376	46	J. Kyle Ness	Ness Bros. Realtors & Auctioneers	8	\$2,753,275	\$344,159
14	Tim Haber	CENTURY 21 Bradley Realty, Inc	12	\$3,905,900	\$325,491	47	Beth Goldsmith	North Eastern Group Realty	6	\$2,741,900	\$456,983
15	Shannon McClure	Coldwell Banker Real Estate Group	12	\$3,815,088	\$317,924	48	Danielle Gerth	Mineral Real Estate	7.5	\$2,707,953	\$361,060
16	Jim Owen	CENTURY 21 Bradley Realty, Inc	14	\$3,766,400	\$269,028	49	Brandon Steffen	Steffen Group	8	\$2,689,700	\$336,212
17	Alison Rhinehart	Regan & Ferguson Group	4	\$3,759,000	\$939,750	50	Vicki Topp	CENTURY 21 Bradley Realty, Inc	8	\$2,682,165	\$335,270
18	Michael Payne	Coldwell Banker Real Estate Group	7	\$3,670,900	\$524,414						
19	Heather Regan	Regan & Ferguson Group	6.5	\$3,667,400	\$564,215						
20	A.J. Sheehe	CENTURY 21 Bradley Realty, Inc	6	\$3,633,800	\$605,633						
21	Leslie Ferguson	Regan & Ferguson Group	7.5	\$3,622,400	\$482,986						
22	Bradley Stinson	North Eastern Group Realty	8	\$3,580,500	\$447,562						
23	Michelle Sinn	Coldwell Banker Real Estate Group	11	\$3,490,056	\$317,277						
24	Geoff Cavender	eXp Realty, LLC	13	\$3,469,500	\$266,884						
25	Daniel Morken	Morken Real Estate Services, Inc.	9.5	\$3,449,500	\$363,105						
26	Kaleefa Simpson	eXp Realty, LLC	19	\$3,429,800	\$180,515						
27	Jared Kent	Anthony REALTORS	26	\$3,424,600	\$131,715						
28	Keri Garcia	Mike Thomas Associates, Inc.	6.5	\$3,404,300	\$523,738						
29	Chelsea Koehl	CENTURY 21 Bradley Realty, Inc	10	\$3,316,300	\$331,830						
30	Jami Barker	RE/MAX Results	10	\$3,307,400	\$330,740						
31	April West	Scheerer McCulloch Real Estate	19	\$3,230,600	\$170,031						
32	Jackie Clark	Coldwell Banker Real Estate Group	7	\$3,201,900	\$457,114						
33	Samuel Hallich	BKM Real Estate	8	\$3,145,250	\$393,156						

Disclaimer: Information is pulled directly from MLS. New construction or numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Some teams report each agent individually. Ft. Wayne Real Producers does not alter or compile this data nor claim responsibility for the stats reported to by MLS. Data is based on UPSTAR counties.

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TOP 100 STANDINGS

Year-End Top 100 Standings: From January 1, 2024, to March 31, 2024

#	Agent	Office	Units	Volume	Average	#	Agent	Office	Units	Volume	Average
51	Gregory Fail	Orizon Real Estate, Inc.	12	\$2,671,686	\$222,640	84	Brittany Fischbach	Keller Williams Realty Group	9	\$2,203,000	\$244,777
52	Jessica Arnold	North Eastern Group Realty	9.5	\$2,671,380	\$281,197	85	Brandon Ferrell	Keller Williams Realty Group	10	\$2,187,300	\$218,730
53	Cyndee Flechler	North Eastern Group Realty	10	\$2,650,250	\$265,025	86	John-Michael Seyde	Coldwell Banker Real Estate Group	8	\$2,185,900	\$273,237
54	Har Meo Dar	JM Realty Associates, Inc.	13	\$2,640,300	\$203,100	87	Eric Thrasher	RE/MAX Results	8	\$2,180,400	\$272,550
55	David DeHaven	Mike Thomas Associates, Inc.	6	\$2,594,400	\$432,400	88	Mandy Surlus	Mike Thomas Associates, Inc.	8	\$2,133,802	\$266,725
56	Justin Walborn	Mike Thomas Associates, Inc.	8.5	\$2,563,750	\$301,617	89	Brian Kuhns	Coldwell Banker Real Estate Group	6.5	\$2,130,500	\$327,769
57	George Raptis	Mike Thomas Associates, Inc.	6	\$2,562,500	\$427,150	90	Ashley Neeley	Fathom Realty Indiana, LLC	9.5	\$2,129,000	\$224,105
58	Tyler Secrist	CENTURY 21 Bradley Realty, Inc	7	\$2,548,800	\$364,114	91	Derek Pearson	American Dream Team Real Estate Brokers	9	\$2,122,402	\$235,822
59	Cindy Bluhm	Mike Thomas Associates, Inc.	6	\$2,523,550	\$420,591	92	Michelle Linsky	ERA Crossroads	8	\$2,114,000	\$264,250
60	Eric Knittle	Pinnacle Group Real Estate Services	10	\$2,521,700	\$252,170	93	Tony Erwin	Mike Thomas Associates, Inc.	7	\$2,107,000	\$301,000
61	Leah Marker	Mike Thomas Associates, Inc.	4	\$2,489,800	\$622,450	94	Emily Ewing	North Eastern Group Realty	7	\$2,080,900	\$297,271
62	Steven Coll	Schneider RE and Auction/Fort Wayne	2	\$2,440,000	\$1,220,000	95	Michelle Wyatt	Wyatt Group Realtors	6	\$2,070,000	\$345,000
63	Robert Ashley	Mike Thomas Associates, Inc.	6	\$2,423,714	\$403,952	96	John Garcia	Impact Realty LLC	7	\$2,035,275	\$290,753
64	Lilliana Caro	Coldwell Banker Real Estate Group	14	\$2,417,900	\$172,707	97	Kimberly Ward	North Eastern Group Realty	30	\$2,035,020	\$67,834
65	Larry Whites	Liberty Group Realty	10	\$2,392,704	\$239,270	98	Char Smitken	Mike Thomas Associates, Inc.	9	\$2,017,627	\$224,180
66	Reginald Miller	Mike Thomas Associates, Inc.	5	\$2,383,380	\$476,676	99	Nanette Minnick	eXp Realty, LLC	8	\$2,013,950	\$251,743
67	Emily Ganshorn	CENTURY 21 Bradley Realty, Inc	14.5	\$2,374,010	\$163,724	100	Beverly Graych	BKM Real Estate	7	\$2,010,250	\$287,778
68	Kendall Overmyer	CENTURY 21 Bradley Realty, Inc	7	\$2,371,301	\$338,757						
69	Andy Zoda	Coldwell Banker Real Estate Group	13.5	\$2,370,350	\$175,581						
70	Jeffery Hotsclaw	CENTURY 21 Bradley Realty, Inc	10	\$2,327,500	\$232,750						
71	Linda Williams	Coldwell Banker Real Estate Group	10	\$2,326,550	\$232,655						
72	Ken Steury	Coldwell Banker Real Estate Group	6	\$2,317,000	\$386,166						
73	Rachel Bergman	Coldwell Banker Real Estate Group	9	\$2,314,800	\$257,200						
74	Randy Harvey	Coldwell Banker Real Estate Group	14	\$2,303,125	\$164,508						
75	Charly Middleton	No!l Team Real Estate	8	\$2,279,300	\$284,912						
76	Brandy Beckstedt	Mike Thomas Associates, Inc.	8	\$2,278,000	\$284,750						
77	Alyssa Schendel	North Eastern Group Realty	11	\$2,271,500	\$206,500						
78	Ian Barnhart	Coldwell Banker Real Estate Group	7.5	\$2,269,300	\$302,573						
79	Troy Wieland	Wieland Real Estate	6	\$2,253,500	\$375,583						
80	Jerry Hakes	North Eastern Group Realty	4	\$2,252,404	\$563,101						
81	Mary Douglass	The Douglass Home Team, LLC	6	\$2,239,900	\$373,316						
82	Amber Moss	Mike Thomas Associates, Inc.	7	\$2,231,800	\$318,828						
83	Mary Sherer	ERA Crossroads	10.5	\$2,203,150	\$209,823						

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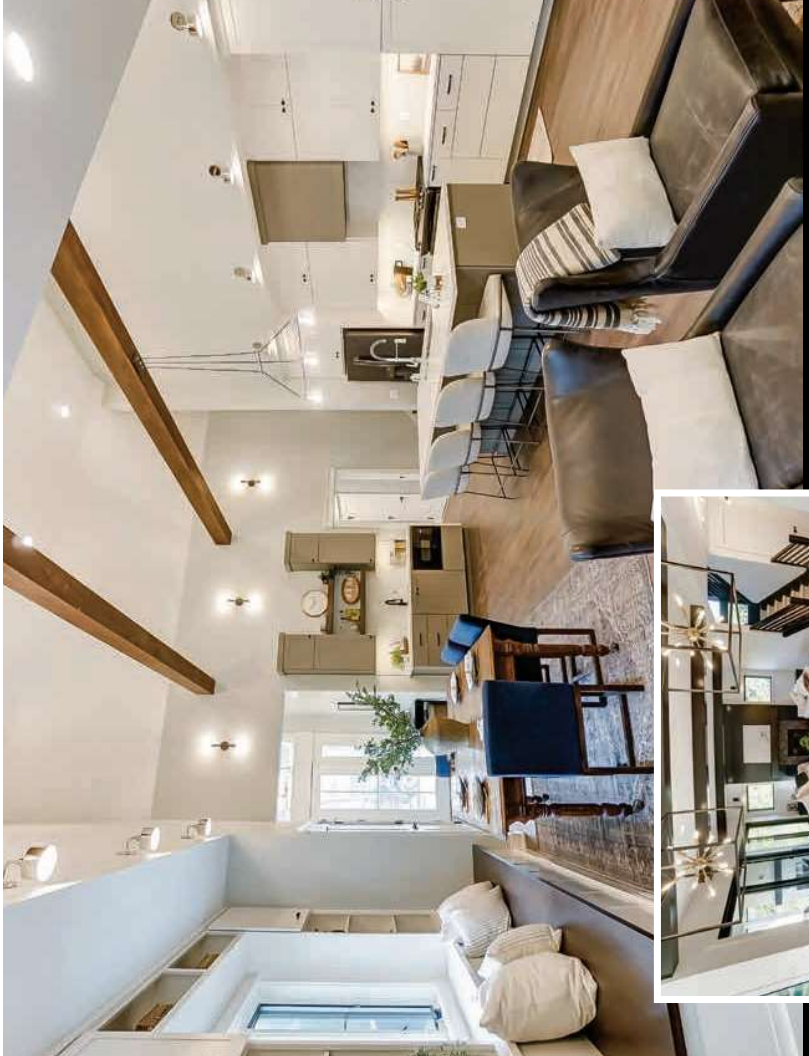
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