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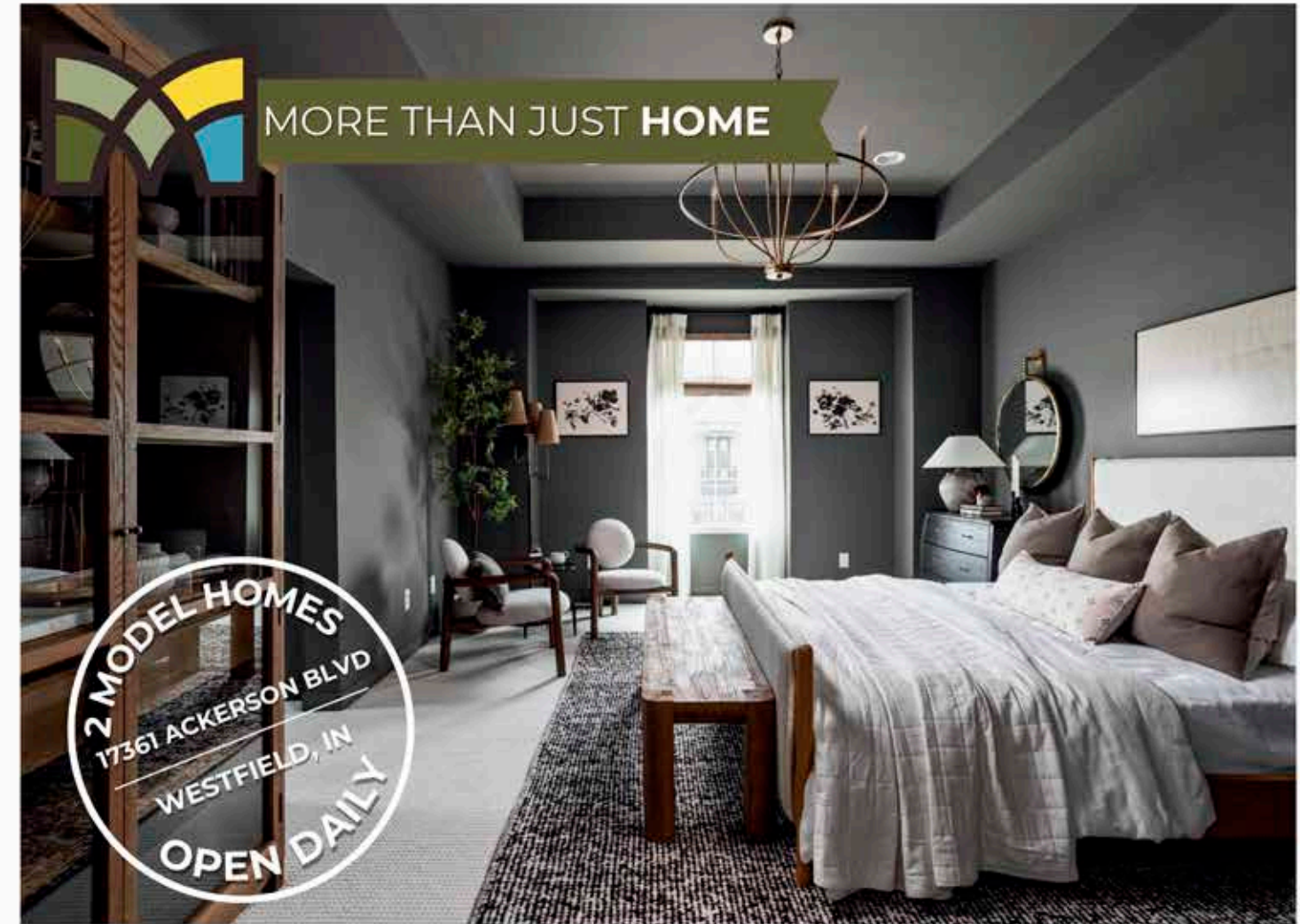
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DIANE BUSSELL

What do you like to do when you aren't working?

Play pickleball of course, or take care of my sweet granddaughter.

What is your biggest pet peeve?

Metal hangers in a closet drive me crazy

What is something we don't know about you?

I'm a farm girl. I grew up on a farm in New Castle, IN.

What is your favorite joke?

One that's played on someone else. Ha!

What's your biggest fear?

Bridges (Gephyrophobia)

What was your first job?

Right out of high school I worked at a radio station WMDH. Started out as a temp, then part time and ended up full time for 6 years. I did pretty much everything but mainly the Manager of Public Service Announcements.

If you could have any talent, what would you choose?

To be a great dancer.

What is the best concert you've been to?

Peter Frampton (not really but most memorable) or Celine Deon in Las Vegas

What is your favorite movie or tv series?

Thornbirds mini-series from the 80's

What is your favorite vacation spot?

St. Pete Beach, Florida with my family





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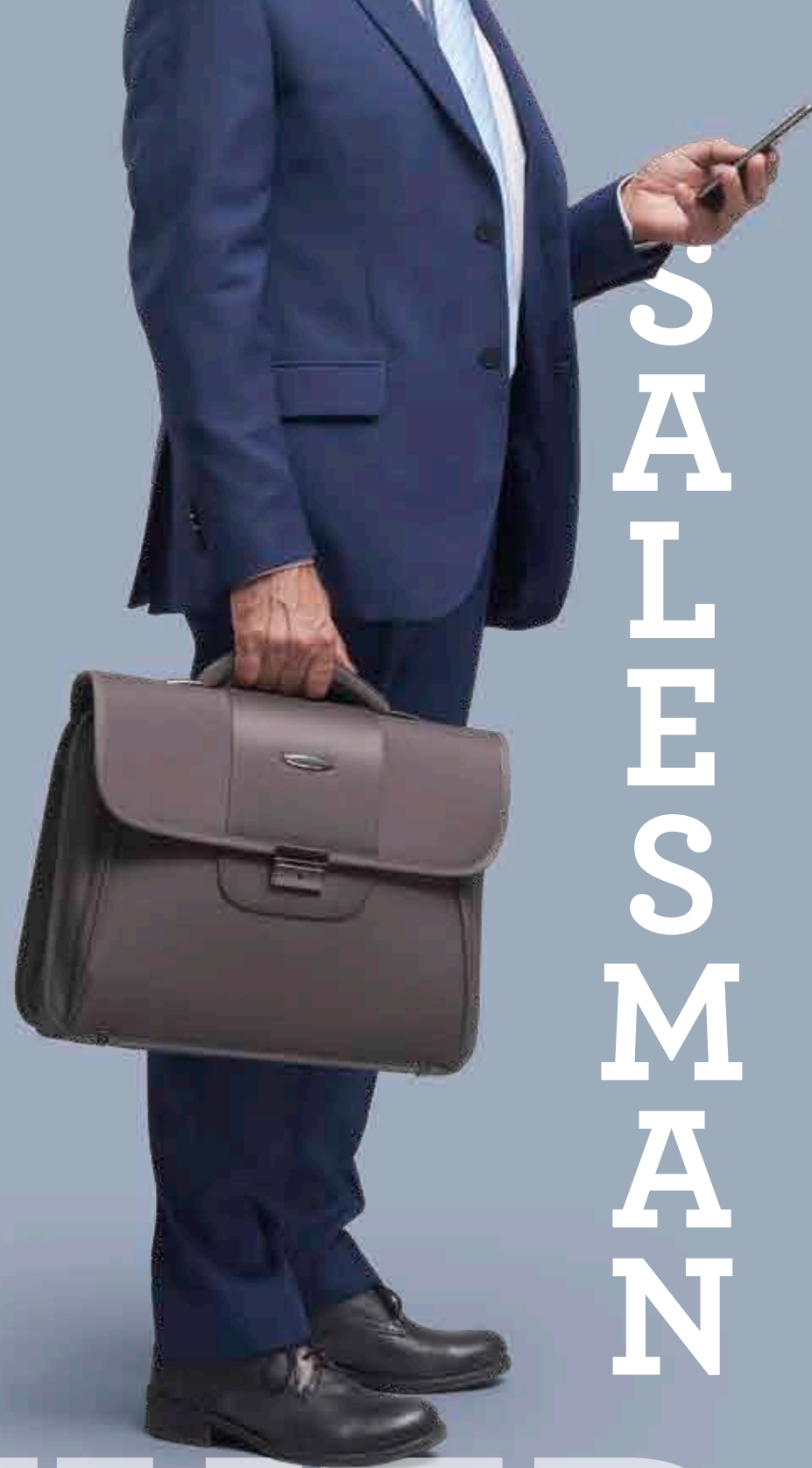
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I remember my first real job. A sales job. Selling knives. CUTCO to be exact. Door to door as they say. It wasn't really door to door. That would be pretty dangerous trying to sell weapons as a 19 year old knocking on doors. But it felt like that.

I have finally arrived. In a big boy world with a big boy job.

I remember my first two sales calls vividly. The first was with the piano player at our church. She was very sweet. I was terrible. I made two unforgettable mistakes that I laugh about to this day. CUTCO had a pair of scissors that could cut through a penny. We learned the art of penny cutting in training, so I was ready. But when the time came I choked. I couldn't cut it. I stood up, pushed down, and started pumping the scissors, almost breaking her table. She said, "no really I trust you. I'm sure it cuts pennies". I took the hint.

Then we arrived at the finale, comparing her knife against mine. "This is where the product sells itself," I thought. The problem is, the product had apparently already sold itself in a previous appointment with a previous sales rep. She had the exact knife I was demonstrating. That didn't stop ole Remington from following the program. She cut through the rope with one pass. "Okay... now try mine". She took my knife and did the exact same thing. "See, isn't that better?" I read in triumph. Needless to say I had some skills that needed sharpening.

Nonetheless I made the sale! She bought a few knives from me to add to her collection. I drove straight home, busted down the front door and walked in the house with my chest puffed high and said, "Mom and Dad, I'm quite literally the greatest salesman in the world." They laughed and rolled their eyes.

I couldn't bask in my glory too long. My second appointment was a sure thing. My aunt and uncle were two doors down. I walked over to their house, still riding high on my last kill and did a much better presentation it being my second time and all. I even managed to make a dent in the penny this time. To my surprise, when I got to the end of the presentation and was about to collect my dues as the greatest salesman in the world, they hit me with a "no sale" and no recommendations. I walked right back to the house, opened the front door and said, "I quit".

This story is 100% factual. I really did quit that day after the first sight of rejection. It hurt. I wasn't ready for that type of pain. So I was done. If not for a few hard conversations with my father about perseverance and overcoming obstacles, I might still be nursing my wounds. But I woke up the next day and made a sale and was back to GOAT status.

Sales are emotional. And sales are personal. No matter what anyone says.

I was speaking with a real estate agent who had broken the all time record in Indiana for a year of sales. He had every accolade you could imagine and had been doing it for 30 years. So I was surprised when he told me that the week before, he had lost a deal. "It was a sweet older lady and she looked at me and said I'm going with the other guy because he thinks my house is worth more." This is the interesting part. He said, "and that really hurt". Here is someone who can lose more deals in a year than most people make and he was still emotional about the rejection.

This told me 2 things. The first is that the feelings never go away. It is normal to feel a little emotional when rejection of any kind is felt in the business world. The second is that for the elite among us, the defining factor is how long we dwell on those feelings and that situation. In time I realized that it is okay to feel a little let down if you gave it your all and it didn't pan out. However, the ability to put that behind and strive forward is what propels us into success.

One of my favorite passages of scripture is from Paul in Philippians 3. He says "forgetting what lies behind and straining forward to what lies ahead.... Let those who are mature think this way."

In time, I was able to mature in the sales world. I became less emotional about each individual appointment and focused on what I could control and how hard I worked. I still bust down my parents door from time to time in order to remind them how great of a salesman I am. They are my biggest fans. They are also my biggest customer as my mother reminds me every time I get a big head.



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SUSAN Yeley

By Kelsey Ramsey

▶▶ partner spotlight - susan yeley homes

Crafting Homes with Heart: The Purposeful Artistry of Susan Yeley Homes

In the bustling world of interior design, where trends come and go, Susan Yeley Homes stands as a beacon of authenticity and personalization. Founded by Susan Yeley, an individual fueled by a deep-seated passion for creating meaningful spaces, SYH embodies a philosophy deeply rooted in the belief that good design has the power to transform lives.

At SYH, the team's commitment to the transformative potential of design is palpable in every project they undertake. "We believe in the power of good design to change the way you feel and function in your home," asserts Susan Yeley. She has the perfect team to do just that, with Susan Rudd as Interior Lead, Architectural Designer Leslie Noggle, Studio Manager Caitlin Hughes-Whitaker, Project Manager Keri Jean Miksza, and Brianna Alexander as Studio Procurement Assistant. With a comprehensive approach that integrates both architectural and interior design services, this company specializes in crafting homes that exude depth, texture, and warmth.

Susan's journey into the world of design was one of self-discovery and passion. With a background in liberal arts and a brief stint in Change Management, Susan found herself at a crossroads, longing for a career path that resonated with her soul. It was a pivotal moment when a career test

revealed interior design as her true calling. Looking back she realized she had found joy in home design and decor from the beginning, spending most of her time as a child playing with the furniture for the dollhouses her dad had built. Embracing this revelation, Susan embarked on a journey of exploration, honing her craft with early jobs at a furniture showroom and a high-end residential firm in Chicago, and eventually founding SYH in 2012.

What sets SYH apart is their unwavering commitment to creating spaces that are as unique as the individuals who inhabit them. "We connect our work with the people who use it. Design is art with a purpose, so the art we do cannot be separated from the lives of the homeowners who live there." With a background steeped in philosophy and literature, Susan brings a depth of understanding to each project, ensuring that every space tells a story that resonates with its occupants.



Central to SYH's approach is their dedication to listening and understanding their clients' needs. "We are very accessible as a staff, good at listening," Susan notes. "What sets us apart is our ability to translate our clients' vision, budget, and goals into art." Each client receives a personalized experience, starting with an in-person consultation with Susan herself. This personalized touch ensures that every project is imbued with the client's unique personality and vision from the outset.

For Susan, success is not merely measured by financial metrics but by the impact her team has on the lives of its clients and team members. "True success is when all stakeholders can walk away feeling they were part of something important and impactful," she reflects. By creating a collaborative and stress-free experience, SYH strives to make the journey of home transformation as joyful and meaningful as the end result.

Outside of the studio, Susan finds solace and joy in her family life, cherishing moments spent with her husband and three children. From hosting lively gatherings to embarking on adventures abroad, the Yeley family values connection and togetherness above all else. She also enjoys yoga and hiking with her husband, who leads the Gift Planning Department at Indiana University.

Susan Yeley Homes stands as a trusted partner for top-producing realtors, offering unparalleled design expertise and a commitment to excellence. With an innate ability to create homes that resonate deeply with clients, SYH elevates every project to a work of art. "We are exceptional at what we do. We listen really deeply to what our clients want and bring an unexpected artistry to their homes."

In a world where every space tells a story, Susan Yeley Homes invites you to embark on a journey of transformation, where every corner is infused with love, purpose, and connection. With SYH, your dream home is not just a destination but



a reflection of who you are and what you hold dear. "Life is too short to not love your home." To schedule a consultation for a total home design or even to redecorate a single room, visit <https://susanyeleyhomes.com/contact-1>.



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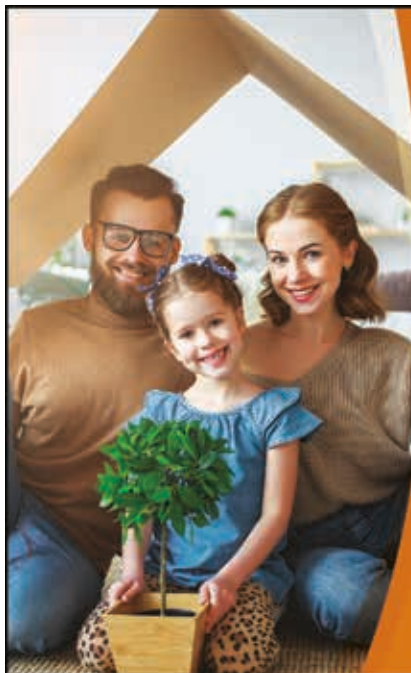


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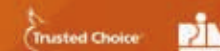
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my Opinion

► home inspection

By Phil Thornberry

I try to base most of my articles on facts. This article is different, I am going to give you my opinion on certain products and choices you have in your home. These opinions are based on 40 years in the home inspection business and the money owners have had to spend due to failures. I have changed these opinions multiple times over the years and may do so again. Sometimes, because new products are simply better than some of the old, and sometimes because of continuing issues we find in the field. Please do not take these opinions as an indication of what not to buy. My home turned 50 this year and has many components that I would not choose if I were building a new home. I can, however, make choices when remodeling or replacing major components. Even then, budgets can prevent purchasing what I consider ideal.

Let's start with windows. Given the choice between wood (Cladded or not) windows or vinyl windows, I would choose vinyl. The new mid to upper end vinyl windows should last many years without ever rotting or needing paint.

Siding has many choices. Wood and composition siding are less than ideal due to rot, deterioration, and the need for paint regularly. Fiber cement is better, but still has issues with deterioration due to freezing and water, and the need for paint. Real brick is preferred but not an option on an existing home when replacing siding. There are now some high-end vinyl products that, when installed properly, look great and hold their color and even help with insulation values. This is not the product you buy at big box stores.

Fireplaces that actually have a flame when used waste energy and the area around them can be cold. This includes wood burning, and gas fireplaces. The only type that doesn't is ventless and those have an odor and humidity side effect. The chimneys whether masonry or frame eventually have issues and those repairs can be expensive.

Concrete vs asphalt drive. Asphalt is less expensive to install but needs resealing periodically and deteriorates over time. Concrete if put in properly has a longer life with lower maintenance.

Concrete patio versus deck. If installed at ground level, the concrete is much lower maintenance over time. Of course you may have to install a wood

structure for an elevated deck or balcony. The structure itself will be made of treated wood. The planks are where you can keep the maintenance in check by using a composite product. These do not warp, split or need paint. Use railings made of PVC to round out a maintenance free space. Brick pavers are also a choice for patios and drives. They look great when new but they do tend to move and fade. Stamped and colored concrete are also available. These tend to fade over-time as well. I stick with standard white concrete and decorate with furniture, planters and outdoor rugs.

Basement, crawl or slab? I prefer slab. They can't flood. Some lots make you choose crawl space. If so, encapsulate it up front or install a concrete floor. It'll make great storage. Today's basement contractors are very good and water problems are not the norm. That said, you are still underground and there is always some risk. Consider putting the rec room or theater above grade. Possibly above that three car garage. This is what they do in Florida where basements do not exist. They are beautiful homes and work well.

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Years in real estate (licensed in)

3 years total (1st year part-time, 2 full-time)

Q. What recognition have you enjoyed?

- Top 400 out of 8000 agents according to Real Producers
- eXp Certified Mentor

Q. Career Volume

106 Transactions - \$34.621,717

Q. Last year's total volume

43 transactions - \$14M

Q. Any other accomplishments?

I saved a lot of money by switching to Mark Wenclewicz Insurance!

Q. How early did you know that you wanted to be a real estate agent?

Finals week at University of Indianapolis. I realized all that knowledge I soaked up at school would be of good use in Real Estate. So I picked up The "Million Dollar Real Estate Agent" and went to work. And I failed. Miserably. I had all the ambition in the world but no idea how to truly run a business let alone do anything in the business world. So I dragged myself back to campus and finished my 5th year of eligibility for football, and restructured my thoughts on the future. But I still knew someday I would return to Real Estate. 20 years later...here I am!

Q. What people influenced you the most?

My Dad for sure - he worked his tail off and would come home and coach both my brother and I. Being a Dad now, I have way more respect and awareness for how much he's actually done for me and the example he showed. He was big on hard work - but would always leave me with "Have fun!" Both of which I take very seriously.

9 years in Recruiting and Staffing was a major influence on my life both personally and professionally - there's too many people to name, but my former company Aerotek has built and produced so many phenomenal leaders

across the country. I've taken bits and pieces from numerous people, a lot of whom I still stay in contact with. That company and the people I worked with taught me so much about business, how to be a professional and how to build a business. I'm eternally grateful for all of them.

Drew Schroeder without a doubt has been a phenomenal mentor to me and I'm extremely grateful of everything

I've learned from him getting started in the biz. He's always been there for me and was a huge factor in flattening the learning curve.

Q. What college did you attend, and what did you study (degree)? (if applicable)

- University of Indianapolis (Uindy)- GO HOUNDS.
- Double major - Bachelors Degrees in Marketing and Management.



Q. Have you discovered anything from that time that helps you in real estate?

After failing miserably at my first go-round in Real Estate, I knew I had to have guidance & mentorship in whatever I'm doing. It was a humbling experience for sure but one that I'm grateful for because it brought me back to football and subsequently I spent another 5 years playing football in the Arena Football League for a few teams while I figured out what I wanted to do. Not a bad gig.

Q. What are the positives/rewards of what you do?

I get the opportunity to serve friends, family, co-workers and others referred to me and I truly truly enjoy guiding them through the process of buying or selling their home.

I'm extremely grateful that this career offers me the ability to take my kids to school or fit work in around my family schedule. I do struggle with that at times, but I'm working on it!

This is also a job where you learn something new every day. Each house, Each client serves up new problems to solve and I thrive on finding solutions for my people.

Q. What are the negatives / challenges of what you do?

There seems to be a lot more math involved than I originally thought. ;) Still trying to figure out how many square feet are in an acre. If anyone can help me with that, please text me.

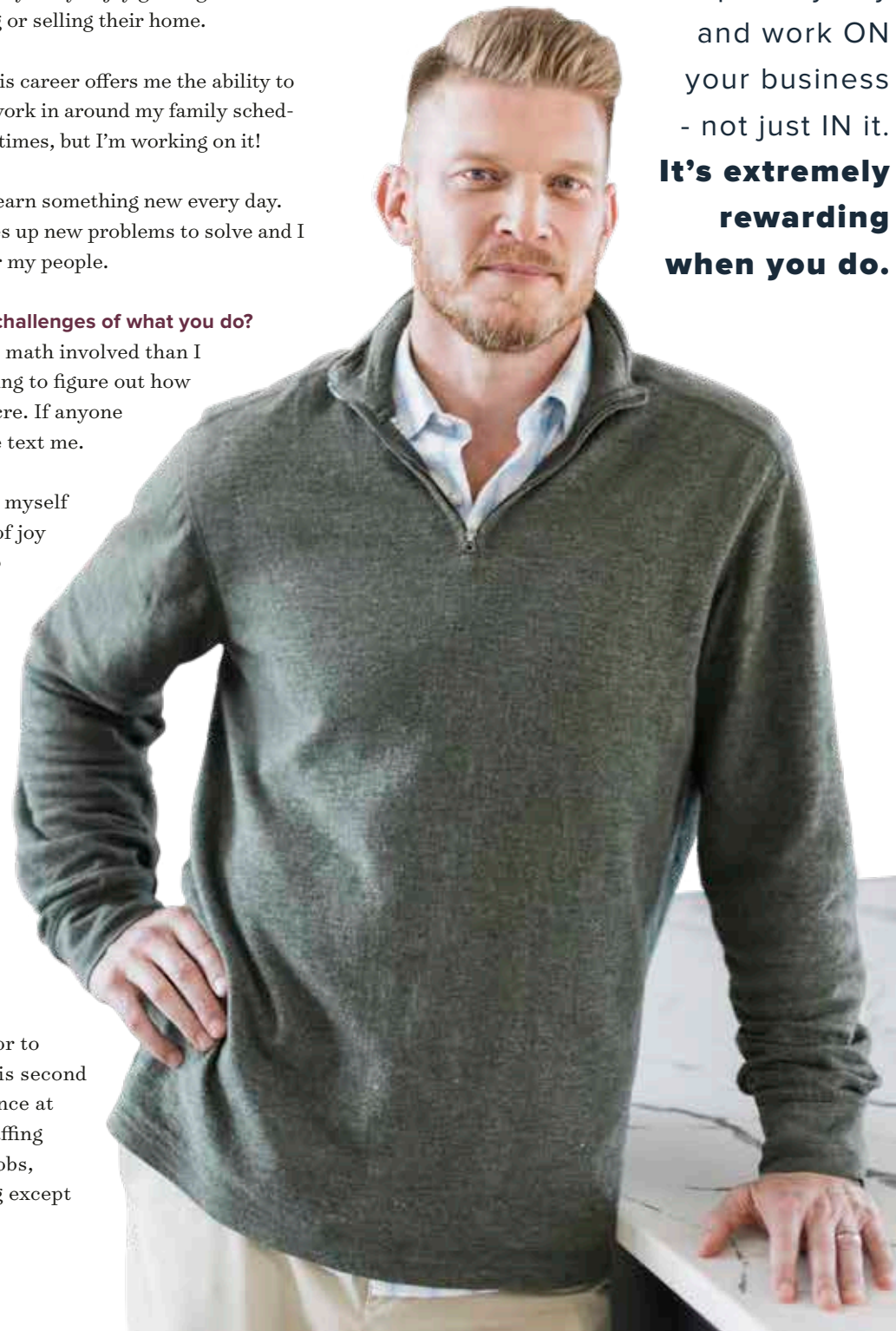
All kidding aside - reminding myself that comparison is the thief of joy and not to compare myself to others in the industry. I'm ultra competitive though, so this is often a struggle.

Q. What has contributed to your quicker success?

Failing my way to success. I got my license right out of college and failed as I already mentioned. Then went back to play football and hoped to get a shot at the NFL & failed. The Arena Leagues were pretty fun.

I think the biggest contributor to my success in Real Estate this second time around was my experience at Aerotek - Recruiting and Staffing sales is placing people into jobs, Real Estate is the same thing except

“ You have to have the discipline within yourself to show up every day and work ON your business - not just IN it. **It's extremely rewarding when you do.** ”



obviously people into homes. I take the same approach as I did with Recruiting into Real Estate.

Q. What about your family life today?

My wife Whitney and I have been married 6.5 years and we have 2 beautiful miracle babies - Georgia (3.5) and Preston (2.5). We also have two dogs - Jose the Frenchie and Bill who is a rescue (they think Lab/ Great Dane mix). It's a busy household. We love trying out new restaurants in town or a walk down to Bottleworks / Garage to get the kiddos out and about.

Q. What other interests do you have?

Big sports guy, Indy Sports fan for sure. Football is #1 but I love a good championship game in any sport!

I love a good round of golf.

Q. If you could change one thing in your industry right now, what would it be?

Probably the appraisal process. One opinion can potentially make or break a transaction. Why just one? Why not 2 or 3?

Q. What advice would you give to those considering real estate?

2 things - 1) Brush up on your math skills and 2) don't forget how many square feet are in an acre.

Honestly - People get into Real Estate for the freedom, but they leave because of the freedom. You have to have the discipline within yourself to show up every day and work ON your business - not just IN it. It's extremely rewarding when you do.



Photo by: Sarah Shields

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Kristen Olsen (Women's Council of Realtors, Indiana 2024 State President)

READING BETWEEN THE LINES

interpreting the hidden meanings of what people say

Have you ever thought about what it would be like if we knew exactly what people were really thinking?

Reading between the lines, or interpreting the hidden meanings of what people say, is an invaluable skill that will help you navigate your daily life. While you may not be able to figure out exactly what was meant, you can get a good idea and that's half the battle. Think of it like this, you meet a new client and you spend 45 minutes with them and you're ready to finish up and you're not sure what the last 45 minutes was really about. You took detailed notes and they talked about the property and all of the amenities they are wanting, yet you didn't really listen to what they were saying. You sit reviewing the notes you wrote and it's the same information you normally collect from each client. As you start to review your appointment, you look at the information you thought was important, which included:

1. Price - up to 625k
2. Bed/Bath - at least a 3/3
3. Location - Northside

But what you failed to do was read between the lines. Had you leaned in and really listened, the appointment might have looked more like this:

1. Price

\$625k, our budget is somewhat limited due to me cutting back my work hours totake care of our special needs child. We might be able to afford a more expensive home if we receive a gift from our parents.

2. Bed/Bath

3+ full baths. I need one bathroom with a tub for the children and for the others I'd prefer a walk in shower (mother-in-law can't step up), ideally we would like 5 bedrooms or 4 with an option for an office (I may have to work from home at some point)

3. Location

Northside of the city, so we can be in the best school districts and nearer to medical facilities.

In the real estate profession, the ability to be a good listener cannot be overstated. Good listening skills allow

you to read between the lines, meaning you become more in sync to what the client is wanting and sometimes having trouble expressing. You are better able to ascertain exactly what it is they are expecting and wanting in their transaction. It is extremely important to listen to your clients objectives, needs and wants to create the most positive experience possible.

Reading between the lines allows you to understand their situation and needs more clearly. The realtor/client relationship therefore becomes much more refined. When it's done right, active listening — fully listening to the speaker and providing verbal and non-verbal feedback — can help you to draw people out, avoid misunderstandings, foster workplace collaboration, settle disagreements and gain people's trust. Sometimes we get into such a hurry we overlook items that are of importance to our clients. Take your time, lean in, be present and always listen intently to others.

“Wisdom is the reward you get for a lifetime of listening when you'd have preferred to talk.” --Doug Larson

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2 Familiarize Yourself with the API:
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3 Write an effective prompt:

- A prompt is a message or instruction that you send to the model to get a response.
- Craft prompts that are clear, specific, and contextually relevant to get the desired information.
- Experiment with different phrasings to see what works best.

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By Dawn Adams

The REALTOR® Foundation Update

As the summer sun beats down, the plight of homelessness takes on an even more challenging dimension. While many associate homelessness with the harsh winter months, the summer brings its own set of hardships for those without shelter. The scorching heat can pose serious health risks, such as dehydration, heat exhaustion, and heat-stroke, especially for vulnerable populations like the elderly and children.

One of the primary concerns for homeless individuals during the summer is finding a safe place to escape the heat. Public facilities like libraries and community centers may offer temporary relief, but access to these spaces can be limited, and some may have restrictions or limited hours. Additionally, shelters may be overcrowded or have strict rules that make them inaccessible to some individuals.

The lack of access to proper hygiene facilities is another significant issue faced by those unhoused during the summer. Maintaining personal hygiene is essential for staying healthy, especially in hot weather. However, without access to showers and clean clothes, homeless individuals are at a higher risk of skin infections and other ailments.

Furthermore, the summer months can exacerbate mental health issues among the homeless population. The isolation and stress of homelessness can be especially challenging during a time when others are enjoying the outdoors and socializing. The summer heat can also make it more difficult for unhoused individuals to travel to find employment, further perpetuating the cycle of homelessness.

Considering these challenges, it is crucial for communities to come together to support our neighbors experiencing homelessness during the summer months. This can include providing access to cooling centers, distributing water and other essentials, and offering mental health support services. By addressing these needs, we can help ensure that everyone has a safe and healthy summer, regardless of their housing situation.

The REALTOR® Foundation recognizes the importance of a secure home, regardless of the season. Our focus is on ensuring that everyone in our communities has access to safe housing, supporting local nonprofits that provide shelter, stability, and care. By doing so, we help our most vulnerable neighbors heal, grow, and find stability. You can support access to safe housing this summer by donating at realtorfoundation.org.



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THE BENEFITS OF HOME AUTOMATION FOR AIRBNB HOSTS

In the competitive landscape of short-term rentals, Airbnb hosts are constantly seeking ways to enhance the guest experience while optimizing the management of their properties. Home automation has emerged as a game-changer, offering hosts a range of benefits that not only elevate the guest experience but also streamline property management. From increased security to energy efficiency, here's a closer look at the advantages of integrating smart home technology into your Airbnb property.

Enhanced Security

One of the top concerns for hosts and guests is the safety and security of the property. Home automation allows Airbnb hosts to implement advanced security features such as smart locks, doorbell cameras, and motion sensors. With a smart lock system, hosts can provide guests with unique access codes that expire after their stay, eliminating the need for physical keys. Doorbell cameras and motion sensors enhance security by providing real-time alerts and allowing hosts to monitor the property remotely, ensuring a secure and worry-free environment for guests.

Motion sensors installed in homeowner restricted areas help protect these areas that are off limits to guests. Exterior cameras reduce the risk of unauthorized parties and noise complaints and expensive community violation fines.

Convenience for Guests

Home automation introduces a new level of convenience for guests, enhancing their overall experience. Smart thermostats, lighting systems, and entertainment centers can be easily controlled through a centralized smart home hub or mobile app. Imagine guests arriving to a well-lit and comfortably temperature-controlled space – all at the touch of a button.

Energy Efficiency

Smart home automation enables hosts to optimize energy consumption by regulating lighting, heating, and cooling systems. Automated thermostats can adjust the temperature based on occupancy, ensuring energy is not wasted when the property is unoccupied. This not only reduces utility costs for hosts but also contributes to an eco-friendlier hosting approach.

Time and Cost Savings for Hosts

Managing an Airbnb property involves many tasks, from check-ins to routine maintenance. Home automation systems can automate many of these processes, saving hosts time and money. Automated check-in and


check-out processes, for example, eliminate the need for hosts to be physically present, streamlining the guest experience. Additionally, remote monitoring and control of home systems allow hosts to address issues promptly and efficiently, reducing the likelihood of high-cost maintenance emergencies.

Competitive Edge in the Market

In a saturated market, you want to stand out to attract guests. A home equipped with smart technology and home automation tells potential guests that the host is invested in providing a top-notch experience. This can be a deciding factor for guests when choosing between multiple listings.

The integration of home automation into Airbnb properties goes beyond mere convenience – it's a strategic investment that enhances security, energy efficiency, and overall guest satisfaction. As technology continues to evolve, hosts who embrace these smart solutions are likely to see increased bookings, positive reviews, and a more efficient property management experience.


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THE REMMYS

2024

Photos by Rick Ramsey & Kelly Klemmensen



The 5th annual Remmy's welcomed almost 300 guests this year, our largest crowd so far. The Scottish Rite Cathedral was an idyllic location for this epic event. Realtors and partners enjoyed the happy hour, photo booths, delicious meal, awards ceremony, and dancing.

Congrats to all of the Volume Awards, you continue to inspire all of us with your dedication and innovation in Real Estate. Our Remmy's winners this year were Rachel Patterson, Sean Daniels, Cam Buening, Justin Steill, Chris Dykes, Tiffany Dearman, Lynn Wheeler, and Realtor of the Year Brian Wignall. Brian got to take home a

Bentley for the weekend thanks to our partners at Bentley Indianapolis. Our Sponsors chose their Champion awards, and those winners were Jordan Moody, Manzil Kohli, Steve Lew, and Katrina Matheis.

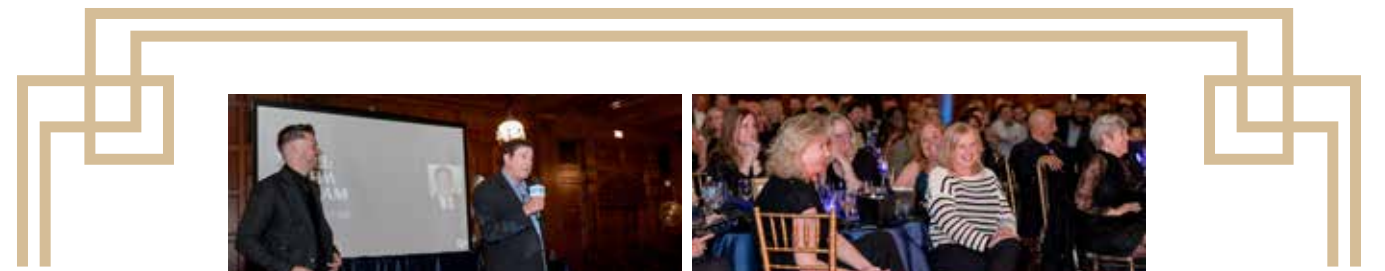
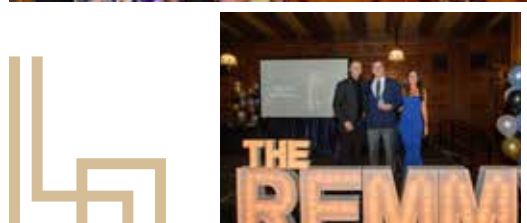
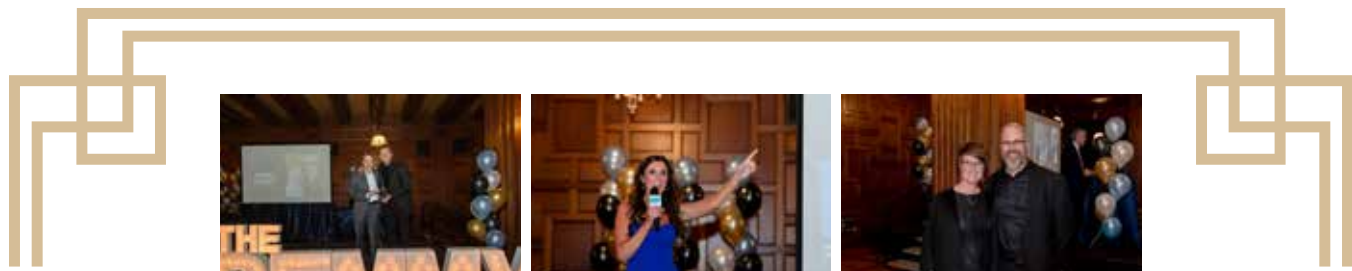
This year Remington added a special loyalty award for our partners who have been with the magazine for 100 issues and more. He gave an emotional speech about how these companies and individuals believed in him since day 1, and have stayed dedicated ever since. They believe in the power and impact of Real Producers, they are the "boys in the boat."

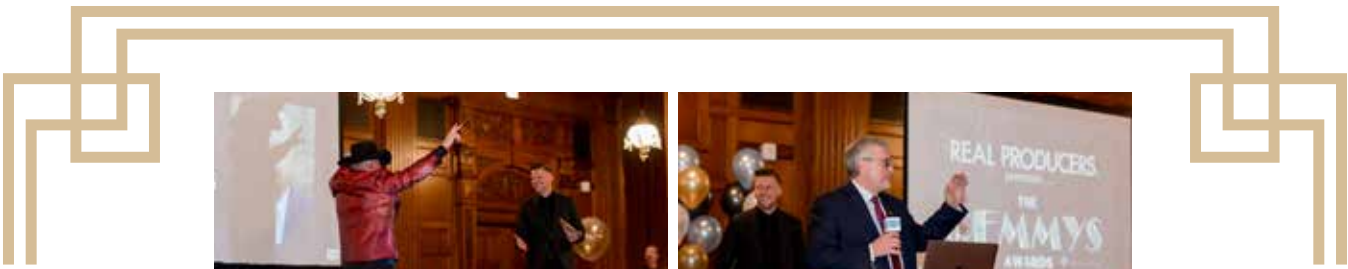
Of course, the event would not be possible without our amazing sponsors, Bailey & Wood, David Weekley Homes, Home

Experts of Indiana, Nest Mortgage Group, champagne sponsor Epcon Communities, and 360 photo booth sponsor Indy Sky Pics. You made the night extra memorable and we are ever grateful for your partnership and impact.

N2 Publishing President Earl Seals wrapped up with details about the organization we were raising money for to fight human trafficking. Thank you to everyone who donated at the event. Our company donates 2% of all sales to this fight, with \$7,508 just from Indianapolis partners alone last year.







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ANNA

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refusing to sink

Dr. Brian Ramsey

“Ships don’t sink because of the water around them; ships sink because of the water that gets in them. Don’t let what’s happening around you get inside you and weigh you down.”

(unknown)

Anna Brennan is a managing broker, and she is always poised to move the needle forward. She has a simple mantra: “I refuse to sink,” and she has proven it over her personal and professional journey. For her, success is about leaving her community, team, and family in a better place as she plots a course to face life with them.

Anna married her high school sweetheart, and because of his military service, she moved often. She learned a lot about the process, and later she was able to apply those lessons to her career. She navigated life’s circumstances – learning later how to work as a single mother and how to be a help to her father who is deaf. Her skills with ASL have proven to be quite helpful to clients and others who need her assistance. She met her husband, Devin, at the Ferris Property Group, and now they work together and come alongside the lives of their blended family that includes five teenagers.

One of her early challenges was moving to central Indiana where she had not lived for thirteen years and developing her sphere. Her aunt helped Anna market herself and establish a brand. She learned that “you need to sell yourself, and the rest will follow.” Anna sought to find a rhythm in her work and improve her skills by listening to her peers, dealing with concerns, being open to innovative ideas, and always talking through her problems and solutions.

She has observed that the best agents understand that they are their own boss, but they also have a knack for leveraging their schedule to meet all the demands placed upon them. The better agents are not scared to fail, and they work on their self-motivation each day. “I can always tell when a new agent is showing signs of greatness when I see how much they are willing to meet with me to learn what they should do and how to be consistent in doing it,” she quips.



**YOU NEED
TO SELL
YOURSELF,
AND THE
REST WILL
FOLLOW.**

Anna teaches agents how to ask challenging questions, put in the appropriate time for their work, think through all issues, and learn to become entrepreneurs. Though she has years of experience, Anna is vitally aware that she needs a fresh perspective. She wanted to make t-shirts for a promotion, so she called her eighteen-year-old in the office and asked what kind to get. Staying relevant, real, and relational is what drives her passion.



Devin and Anna have remarkably busy lives outside of real estate as they follow the interests of their children, including basketball, rugby, orchestra, track, and band to name a few. Their clan includes Blake (18), Emma (16), Cole (15), Sophia (15), and Max (12). The Brennans love to travel to see and experience different things, and they seek to get away one to two times a year to reset their lives.

find happiness and success. She never sees the industry of real estate as a “dog-eat-dog” kind of world but rather a community that seeks to foster growth, and she will continue to move the ship forward to that end. After all, sinking is never an option!

Anna advises newer agents to never give up, and she tries to get them to make a three-year commitment to their career choice. “I tell them to put in the appropriate work and do what we discuss, and that is usually a formula for great things,” she notes. She also challenges seasoned agents to realize that everyone has hardships, and all are feeling the pain of navigating a difficult industry; they must ask how things could become better and then work with others to make it so.

Anna Brennan has her sights set upon becoming number one in the area and of becoming the best of the best. She knows that when people find a place to invest in them and provide help, they will





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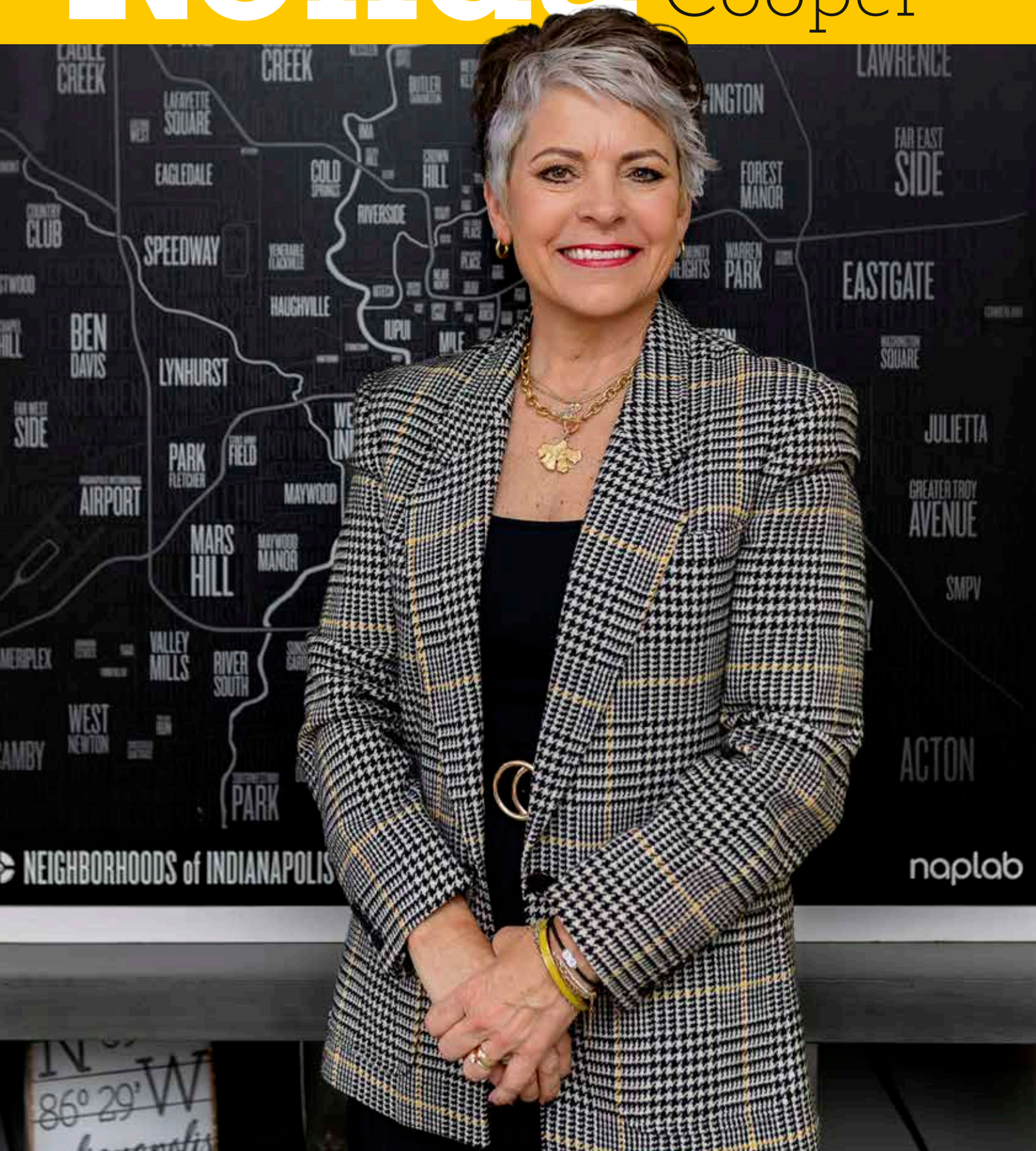
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Ronda Cooper



HELPING OTHERS GROW AND SUCCEED

The casual observer might look at Ronda Cooper’s resume and find her career choices to be varied, but a deeper dive and analysis would reveal that she has never wavered from her passion: helping others grow and succeed.

Ronda grew up on the southside of Indianapolis, and other than a brief stint in Alabama, she has spent almost six decades in the same town; she knows her Indy city. Ronda pursued a teaching degree in college and eventually taught at a small Christian school with her husband. She taught and coached, and her husband, Terry, also coached and served as an Athletic Director as well. They served a local church in youth ministry, and life at the Cooper home was fast-paced and fulfilling. They even owned a Chick-fil-a franchise for about two years.

When the youngest of her four children was about three years old, Ronda was asked by a friend in new home construction to cover him at the model home one weekend. He motivated her by offering \$50 for a scheduled appointment and \$500 if the family purchased a home. Simply put, that was all it took to become a game-changer for her. “I really enjoyed it, and it gave me the ‘bug’ to sell real estate,” she observes.

Ronda had always done well in sales contests when selling things for her school - like chocolate. When the friend later became sales manager for another builder, he asked Ronda to come to work with him. She would not commit at first, but eventually, she enrolled in the accelerated class of real estate and began helping families navigate the world of new construction. When she took the license exam

(1998) on a brisk Saturday morning, she had already set an appointment for later that day - revealing her confidence. For about 14 years, Ronda sold new construction, including a brief time in Alabama where she was recruited when the economic crash (2008-09) took its toll. She later returned home to Indiana and opened her own brokerage / company in 2013.

Ronda is not only enthusiastic about the business she loves, but she is very thankful for her career path. “Sales and real estate changed the trajectory of my life,” she notes, “and I believe home ownership can change the trajectory of the lives of others.” Cooper has always been committed to her role as a mother, and a home is the special place where those memories are made. Today, she longs for every “Family Day” when all the children and grandchildren gather to spend time as a family. She finds immense value in helping others do the same.

Education is a tool that she has honed over the years; she even helped her son buy a home at the age of twenty. He purchased one for \$85k and sold it four years later for \$165k. Helping people with the concepts of equity and generational wealth is not only fun, but it is vital to a person’s personal and professional growth. Ronda remembers listening to anyone and everyone in the early days, seeking to grasp any tiny morsel of information that would help her in her craft.

▶▶ cover story from cooper group indy, weichert realtors

By Dr. Brian Ramsey • Photos by Kelly Klemmensen

It may sound easy, but Ronda remembers many tears. She had a mentor teach her that the beginning is full of work while a salesperson is unconsciously incompetent. After two years in the business, she felt herself become consciously incompetent. After some humbling experiences, a few mistakes, and several stomach aches, she became consciously competent, and now she trains agents how to eventually become unconsciously competent. Selecting a personal coach was vital, and Ronda is the type of person to write extensive notes; nothing is lost or discarded with her.

For Ronda, success is about creating a company that provides value to clients and agents alike. She wants to help those around her to grow and succeed, and she knows too well that work / life balance is elusive. She finds that there are seasons of life, and with focused effort, she can obtain the kind of balance that pushes her to reach her personal, financial, and professional growth.



“
Sales and real estate changed the trajectory
of my life, and I believe home ownership can change the
trajectory of the lives of others.
”



Cooper admits that many changes in her journey positioned her later for success. She switched industries, which can be difficult but rewarding, but the real game-changers came when she was tasked to create a “sales machine” in Alabama. Although it did not end as she would have hoped, she was able to leverage the lessons learned and skills achieved for the start of her own brokerage. She wants people to someday remember her as someone who was invested in the lives around her. It is about impact!

Ronda and her husband, Terry, have four children: Cassidy (37), Kylee (33), Kourtney (31), and Kameron (28) and five grandchildren. She enjoys working with Habitat for Humanity Women’s Build, and she is training to run a triathlon this summer. She loves to study about growth mindsets, and she is completely committed to time and fun with her family.

Cooper enjoys motivational sayings – like “know the value of knowing your value” or “if you do everything on price, it is a race to the bottom.” She is a

strong woman, and she loves to work for the empowerment of other strong women. She always seeks to hire agents whom she thinks are better or could be better than she is. They must be lifelong learners and committed to the company culture and DNA. If she had chosen any other job in this world and been successful, she would have chosen to be an attorney, because she has a heart for the underdog. Ronda Cooper may wear a lot of hats, but the accessories (life skills and professional tools) make the package alluring!

After some humbling experiences, a few mistakes, and several stomach aches, she became consciously competent, and now she trains agents how to eventually become unconsciously competent.

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TOP 200 STANDINGS

Teams and Individuals Jan. 1, 2024, to March 31, 2024

Rank	Agent Name	Brokerage	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
1	Frances Williams	DRH Realty of Indiana, LLC	106	0	106	\$37,526,202
2	Mike Deck	Berkshire Hathaway HomeServices Indiana	17	6	29	\$28,289,805
3	Mike Scheetz	Century 21 Scheetz	62	0	62	\$27,242,913
4	Matt McLaughlin	F C Tucker Company	28	1	30	\$23,794,896
5	Lindsey Smalling	F C Tucker Company	57	4	65	\$18,951,544
6	Steve Metarelis	Offerpad Brokerage, LLC	60	0	60	\$17,597,041
7	Kevin Hudson	Ridgeline Realty	27	12	51	\$17,514,961
8	Justin Steill	Berkshire Hathaway HomeServices Indiana	20	1	22	\$15,429,650
9	Eric Forney	Keller Williams Indy Metro Northeast	41	0	41	\$14,345,495
10	Stephen Clark	Compass	26	1	28	\$13,408,228
11	Michelle Chandler	Berkshire Hathaway HomeServices Indiana	25	11	47	\$12,859,396
12	Erika Frantz	Berkshire Hathaway HomeServices Indiana	30	0	30	\$12,853,595
13	Allen Williams	Berkshire Hathaway HomeServices Indiana	25	2	29	\$12,566,395
14	Mark Linder	Century 21 Scheetz	15	0	15	\$12,301,924
15	Mike Feldman	Compass	14	3	20	\$11,659,750
16	Alex Montagano	eXp Realty	32	2	36	\$10,959,300
17	Shelby Farrar	Opendoor Brokerage LLC	37	0	37	\$10,761,000
18	Kelly Dather	Keller Williams Indy Metro NE	22	1	24	\$10,495,995
19	Amber Greene	Greene Realty	10	7	24	\$10,259,320
20	Stephanie Evelo	Keller Williams Indy Metro Northeast	33	0	33	\$10,099,629
21	Christi Coffey	F.C. Tucker Company	6	3	12	\$9,832,980
22	Bif Ward	F C Tucker Company	13	0	13	\$9,573,950
23	Eric Wolfe	Prime Real Estate Group	27	10	47	\$9,163,933
24	James Robinson	Exp Realty LLC	12	2	16	\$9,061,900
25	Carrie Holle	Compass	16	0	16	\$8,928,602
26	Steve Lew	Steve Lew Real Estate Group LLC	28	2	32	\$8,827,200
27	David Brenton	David Brenton's Team	25	2	29	\$8,782,267
28	Chandra Sekhar Alokam	Keller Williams Indy Metro Ne	26	0	26	\$8,654,289
29	Shannon Gilbert	Highgarden Real Estate	20	0	20	\$8,463,319
30	Denis O'Brien	Keller Williams Indy Metro South	29	1	31	\$8,252,250
31	Laura Turner	F.C. Tucker Company	18	0	18	\$7,956,593
32	Scott Chain	Compass	24	3	30	\$7,715,090
33	Robbin Edwards	Encore Sotheby's International Realty	8	0	8	\$7,599,900

Rank	Agent Name	Brokerage	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
34	Laura Heigl	Century 21 Scheetz	7	0	7	\$7,564,530
35	Summer Hudson	eXp Realty, LLC	24	0	24	\$7,256,500
36	Gregory Leugers	Keller Williams Franklin	5	4	13	\$7,131,950
37	Lora Reynolds	Indy Homes Realty Group Llc	29	0	29	\$7,068,500
38	Leigh Burchyett	Berkshire Hathaway Homeservices Indiana Realty - Columbus	13	1	15	\$7,004,715
39	Jared Cowan	Exp Realty	11	3	17	\$6,971,650
40	Steven Rupp	Keller Williams Indianapolis Metro North	18	0	18	\$6,906,165
41	Jennifer Shopp	Compass	18	0	18	\$6,847,771
42	Mamadou Gueye	Coldwell Banker Kaiser	18	0	18	\$6,823,500
43	Jenny Lauck	Encore Sotheby's International Realty	20	0	20	\$6,777,932
44	Andre Grimes	F.C. Tucker Company	25	0	25	\$6,740,725
45	Susan Falck-Neal	ERA Integrity	12	3	18	\$6,576,937
46	Jennifer Brammer	Keller Williams Elite	9	0	9	\$6,563,500
47	Brigitte Nolting	CENTURY 21 Breedon REALTORS®	11	1	13	\$6,477,000
48	Luis Coronel	Trueblood Real Estate	40	2	44	\$6,395,400
49	Jamie Boer	Compass	12	1	14	\$6,288,675
50	Devon Shaw	T&H Realty Services	29	0	29	\$6,111,200

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TOP 200 STANDINGS

Teams and Individuals Jan. 1, 2024, to March 31, 2024

Rank	Agent Name	Brokerage	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
51	Jennifer Goodspeed	CENTURY 21 Signature Realty	10	0	10	\$6,099,300
52	Bina Ahluwalia	Bina Real Estate	11	2	15	\$5,946,970
53	Fred Nelson	RE/MAX Advanced Realty	7	2	11	\$5,891,000
54	Garrett Brooks	United Real Estate Indpls	23	0	23	\$5,879,070
55	Molly Hadley	Sweetwater Realty LLC	14	1	16	\$5,874,300
56	Peter Stewart	Redfin Corporation	24	1	26	\$5,833,100
57	Troy Dixon	Red Bridge Real Estate	15	0	15	\$5,761,745
58	Chris Schulhof	Re/Max Realty Services	8	2	12	\$5,761,000
59	Stephanie Scott	F.C. Tucker Company	1	2	5	\$5,755,000
60	Mary Wernke	Encore Sotheby's International	4	0	4	\$5,725,000
61	Patrick Tumbarello	F C Tucker Company	13	0	13	\$5,699,900
62	Laura Waters	Keller Williams-Morrison	16	1	18	\$5,636,000
63	Carrie Abfall	Re/Max Real Estate Professionals	6	2	10	\$5,633,430
64	Steve Silver	Keller Williams Indpls Metro N	16	4	24	\$5,608,345
65	Argenita Miller	Highgarden Real Estate	3	0	3	\$5,600,000
66	Brian Sanders	Century 21 Scheetz	8	0	8	\$5,548,000
67	Sai Lakshmana Vankayala	Trueblood Real Estate	16	2	20	\$5,506,000

Rank	Agent Name	Brokerage	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
68	Jennifer Turner	Carpenter, Realtors	11	2	15	\$5,434,700
69	Staci Woods	Keller Williams Indy Metro Northeast	11	1	13	\$5,414,900
70	Tim O'Connor	Berkshire Hathaway HomeServices	13	0	13	\$5,381,200
71	Carl Vargas	F C Tucker Company	10	0	10	\$5,361,300
72	Lisa Graham	Keller Williams Indy Metro Ne	2	0	2	\$5,280,760
73	Meighan Wise	T&H Realty Services	8	1	10	\$5,246,000
74	Phyllis Gillingham	Red Dog Realty LLC	9	1	11	\$5,225,497
75	Kristin Glassburn	@properties	12	0	12	\$5,209,000
76	Matthew Meyers	@properties	5	1	7	\$5,132,365
77	Kirby South	eXp Realty	1	0	1	\$5,100,000
78	Matthew Kressley	MY Agent Realty	7	0	7	\$5,044,500
79	David Baird	Honor Realty	2	2	6	\$5,026,018
80	Basim Najeeb	F.C. Tucker Company	16	1	18	\$5,017,000
81	Zeida Suljkanovic	Berkshire Hathaway HomeServices	15	0	15	\$5,012,855
82	Drew Wyant	Berkshire Hathaway Homeservices	16	2	20	\$5,010,356
83	Jeremy Sandlin	F C Tucker Company	18	1	20	\$5,009,300
84	Rachel Patterson	Century 21	10	0	10	\$4,951,930
85	Scott Smith	A & B HOMES	22	1	24	\$4,938,400
86	Julie Preston	Trueblood Real Estate	13	0	13	\$4,881,800
87	Manzil Kohli	Vylla Home	13	0	13	\$4,872,385
88	Tina Smith	In-Homes realty Solutions	4	0	4	\$4,859,000
89	Arjun Dhital	Highgarden Real Estate	13	1	15	\$4,857,900
90	Dean Glascock	F C Tucker Company	6	3	12	\$4,802,000
91	Philip Aaron	Location Realty	1	1	3	\$4,799,900
92	Jeffrey Paxson	eXp Realty, LLC	15	0	15	\$4,797,150
93	Joseph Wootan	Listwithfreedom.com LLC	15	0	15	\$4,756,300
94	Ross Graham	Berkshire Hathaway HomeServices	18	0	18	\$4,737,900
95	Chris Harcourt	Berkshire Hathaway Homeservices Indiana Realty - Fishers	13	5	23	\$4,737,700
96	Corina Jones	Mark Dietel Realty, LLC	12	1	14	\$4,694,100
97	Jeneene West	Century 21 Scheetz	17	1	19	\$4,688,300
98	Sena Taylor	Keller Williams Indy Metro S	15	0	15	\$4,680,395
99	Renee Peek	F.C. Tucker Company	9	0	9	\$4,647,227
100	Jacilynn Ferris	F.C. Tucker Company	19	0	19	\$4,610,900

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TOP 200 STANDINGS

Teams and Individuals Jan. 1, 2024, to March 31, 2024

Rank	Agent Name	Brokerage	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
101	Jeffrey Cummings	Highgarden Real Estate	14	1	16	\$4,603,695
102	Kyle Williams	Compass	9	0	9	\$4,552,000
103	Rick Elson	Highgarden Real Estate	7	0	7	\$4,525,000
104	Wendy Zin	Keller Williams Indianapolis Metro North	14	0	14	\$4,524,395
105	Sean Daniels	Century 21 Scheetz	12	0	12	\$4,522,400
106	Chad Hess	Trendify Realty	14	7	28	\$4,480,550
107	John Long	Coldwell Banker Kaiser	8	0	8	\$4,469,000
108	Terry Young	Red Bridge Real Estate	40	0	40	\$4,429,800
109	Lisa Batts	@properties	8	1	10	\$4,421,300
110	Eli Skinner	Fathom Realty	18	0	18	\$4,420,400
111	Max Moore	F.C. Tucker Company - Keystone at the Crossing	13	1	15	\$4,414,065
112	Jennil Salazar	Compass	3	2	7	\$4,412,000
113	Derek Gutting	Wilson Realty Partners	7	1	9	\$4,401,400
114	Patrick Keller	CrestPoint Real Estate	13	0	13	\$4,375,947
115	Ryan Orr	CENTURY 21 Scheetz	24	1	26	\$4,373,150
116	Elizabeth Marks-Strauss	F C Tucker Company	7	1	9	\$4,359,154
117	Heather Upton	Exp Realty LLC	15	2	19	\$4,315,685

Rank	Agent Name	Brokerage	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
118	Timothy McCulloch	Scheerer McCulloch Real Estate	1	9	19	\$4,302,500
119	Amy Spillman	CIRCLE REAL ESTATE	12	0	12	\$4,261,780
120	Timeko Whitaker	F C Tucker Company	17	0	17	\$4,244,399
121	Donald Wilder	Wynkoop Brokerage Firm, LLC	11	0	11	\$4,202,680
122	Kevin Elson	Ferris Property Group	10	2	14	\$4,197,350
123	Radmila Adams	Keller Williams Indy Metro S	8	0	8	\$4,183,265
124	Christopher McGuire	Redfin Corporation	12	0	12	\$4,182,700
125	Dawn Whalen	F.C. Tucker Company	14	0	14	\$4,126,855
126	Matthew Reffeitt	Keller Williams Indy Metro S	13	0	13	\$4,120,000
127	Allison Steck	eXp Realty, LLC	2	1	4	\$4,113,000
128	Chris Duke	Level Up Real Estate Group	4	1	6	\$4,094,000
129	Angela McComiskey	Keller Williams Indpls Metro N	9	0	9	\$4,087,500
130	Lisa Stokes	RE/MAX Centerstone	11	1	13	\$4,052,300
131	Joel Mathews	@properties	8	4	16	\$4,036,600
132	Brian Heaney	Mark Dietel Realty, LLC	13	0	13	\$4,036,125
133	Jennifer Marlow	F.C. Tucker Company - Keystone at the Crossing	11	1	13	\$4,033,100
134	John Wischmeier	Realty One Group Dream	11	1	13	\$4,025,000
135	Michael Lyons	Keller Williams Indpls Metro N	9	0	9	\$3,998,814
136	Michael Price	Re/Max Centerstone	15	0	15	\$3,993,000
137	Jason Williamson	Scheerer McCulloch Real Estate	13	0	13	\$3,933,241
138	Drew Schroeder	Encore Sotheby's International Realty	8	0	8	\$3,870,464
139	Jason Hess	Encore Sotheby's International	14	0	14	\$3,860,400
140	Eric Rasmussen	Century 21 Realty	6	0	6	\$3,854,900
141	Craig McLaurin	Redfin Corporation	11	0	11	\$3,851,900
142	Lindsay Sears	Engel & Völkers Indianapolis	4	1	6	\$3,848,540
143	Patrick Daves	Bear Real Estate Sales	14	0	14	\$3,840,300
144	Erica Shupert	F.C. Tucker Company - Crosspoint	12	0	12	\$3,829,825
145	Natalie Clayton	F C Tucker Company	9	0	9	\$3,814,500
146	Todd Ferris	Ferris Property Group	7	0	7	\$3,808,317
147	Mark Dudley	Re/Max Realty Group	17	1	19	\$3,807,520
148	James Smock	Hoosier Realtors	15	0	15	\$3,774,000
149	Dan Huber	Century 21	7	1	9	\$3,770,000
150	Michelle West	eXp Realty	15	0	15	\$3,745,362

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TOP 200 STANDINGS

Teams and Individuals Jan. 1, 2024, to March 31, 2024

Rank	Agent Name	Brokerage	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
151	Chad Renbarger	Hoosier Realtors	1	3	7	\$3,730,840
152	Amber Wilson	Red Dog Realty LLC	10	0	10	\$3,729,500
153	Aaron Hazel	F C Tucker Company	5	0	5	\$3,729,400
154	Preeti Kaur	Keller Williams Indy Metro S	9	2	13	\$3,722,948
155	Jerry Lamb	Coldwell Banker Martin, Miller, Lamb Realty	8	3	14	\$3,687,000
156	Devin Brennan	Ferris Property Group	12	0	12	\$3,678,185
157	Greg Morrison	Smythe & Co, Inc	5	0	5	\$3,676,400
158	Jeff Kucic	Engel & Völkers Indianapolis	6	0	6	\$3,671,500
159	Mark Studebaker	F.C. Tucker Company, Inc	6	4	14	\$3,666,500
160	Derek Manis	Carpenter Realtors	8	1	10	\$3,651,931
161	Emily Huskey	Carpenter Realtors	11	0	11	\$3,636,900
162	Baljinder Singh	Keller Williams Indy Metro Ne	8	0	8	\$3,622,352
163	David Charles	RE/MAX Centerstone	8	2	12	\$3,604,800
164	Heather Bottorff	Doc Real Estate	6	0	6	\$3,603,104
165	Honor Realty	Honor Realty	14	0	14	\$3,600,766
166	Todd Cook	@properties	12	0	12	\$3,574,500
167	Leslie Ramsey	Century 21	7	0	7	\$3,566,810

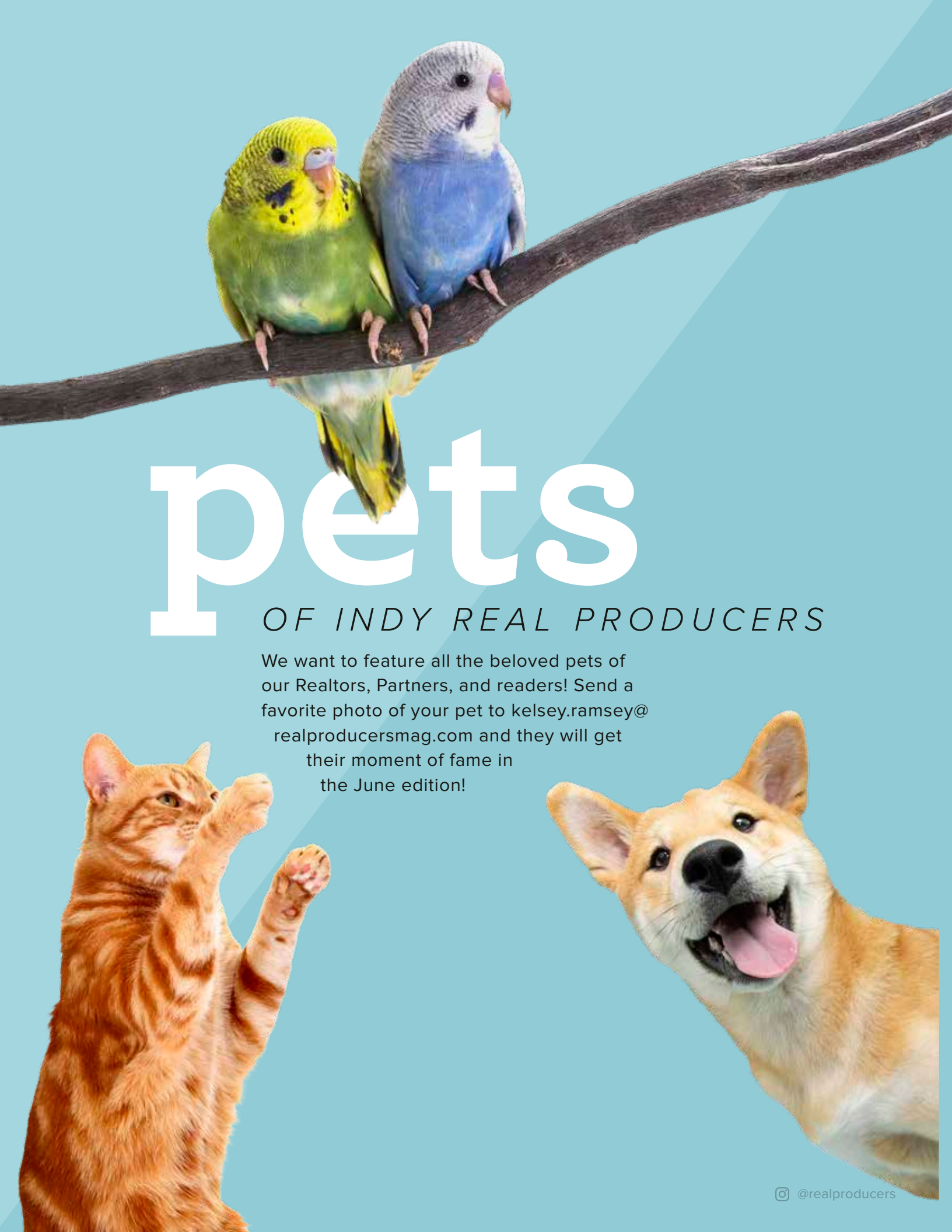
Rank	Agent Name	Brokerage	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
168	Val Hooton	Traditions Realty, LLC	5	0	5	\$3,537,500
169	Steve Slavin	CENTURY 21 Scheetz	15	0	15	\$3,534,300
170	Carrie Clark	Daniels Real Estate	6	1	8	\$3,531,985
171	Mark Lopez	F C Tucker Company	7	0	7	\$3,522,400
172	Michael Johnson	eXp Realty	5	0	5	\$3,518,820
173	Rodney Sneath	F.C. Tucker Company	10	5	20	\$3,516,015
174	Melody Jones	F.C. Tucker Company	1	3	7	\$3,500,000
175	Katy Zirkelbach	Berkshire Hathaway HomeServices	11	0	11	\$3,498,025
176	Amy Sutherland	Berkshire Hathaway HomeServices	6	3	12	\$3,493,900
177	Nathaniel VanPelt	Highgarden Real Estate	11	0	11	\$3,488,000
178	Jonathan Bell	RE/MAX Real Estate Solutions	8	0	8	\$3,486,700
179	Lori Davis Smith	Tomorrow Realty, Inc.	10	0	10	\$3,477,900
180	Kurt Meyer	F.C. Tucker Company,	6	2	10	\$3,473,700
181	Patsy Coffey	Keller Williams Indy Metro S	9	1	11	\$3,467,900
182	Kristie Smith	F.C. Tucker Company	4	1	6	\$3,464,900
183	James Embry	Keller Williams Indpls Metro N	11	0	11	\$3,457,875
184	Katrina Matheis	F.C. Tucker Company	12	1	14	\$3,433,665
185	Patrick Ploughe	F C Tucker Company	10	0	10	\$3,431,000
186	Rochelle Perkins	Keller Williams Indpls Metro NE	14	0	14	\$3,425,000
187	Deborah Abel	Luxcity Realty	7	1	9	\$3,418,300
188	Jane Wells	White Stag Realty	4	0	4	\$3,409,000
189	Kristie Blankenhorn	RE/MAX Centerstone	6	0	6	\$3,407,660
190	Tony Janko	Maywright Property Co.	11	0	11	\$3,393,413
191	Kristian Gaynor	F. C. Tucker Company	5	0	5	\$3,392,500
192	Mallorie Wilson	Highgarden Real Estate	9	0	9	\$3,371,850
193	Clay Burris	Home Indy Realty & Services	7	1	9	\$3,356,400
194	Doug Anderson	Carpenter Realtors	10	0	10	\$3,356,399
195	Debra Young	F C Tucker Company	4	0	4	\$3,355,356
196	Denise Fiore	RE/MAX Real Estate Prof	5	0	5	\$3,334,900
197	Kate Tuttle	@properties	6	0	6	\$3,328,900
198	Chukwudi Ikechukwu	CENTURY 21 Scheetz	9	1	11	\$3,327,895
199	Sarah Sanders	F.C. Tucker Company	12	0	12	\$3,327,350
200	Dennis Weaver	MY Agent Realty	10	0	10	\$3,317,750

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 may report each agent individually. *Indy Real Producers* does not alter or compile this data, nor claim responsibility for the stats reported to/by MLS. Data is based off of Mibor counties.

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Ben Jones

For almost 17 years, Ben has been honing his craft of working in real estate, and the people have been his greatest joy. "Everyone has a story, and the homes have one too," he quips, "so it is easy to love making new friends and join them on their journey of home ownership." He is always learning, and he enjoys educating clients – especially first-time buyers. Along his journey, Ben has had a few game-changing moments. The first, was in high school, when he decided to become very healthy and lose a lot of weight. Later, his time playing football at Purdue helped him to realize that people are on stage all the time and need to be ready to answer others in a clear, cogent way. Then professionally, when he sold his first luxury property he realized that he could do this job.



▶ cover rewind - may 2023



FAQ

WE HAVE THE ANSWERS TO YOUR QUESTIONS

Q. Who receives this magazine?

A: The top 500 real estate agents based on last year's volume. It takes 10.3million in sold volume to be in this select group of REALTORS®.

Q. Do real estate agents have to pay for magazines or events?

A: NO! The magazine and the events are FREE to the agents and paid for by the partners who advertise.

Q. When are the events?

A: We typically have one event per quarter. These are mostly social events where we give out food and prizes and celebrate the success of those who have been featured.

Q. How do I become a partner of the magazine?

A: Contact Remington Ramsey or someone on the *Indy Real Producers* Magazine team to discuss becoming a partner. Partners have access to the

top agents via events, the monthly magazine, and social media.

Q. How do I advertise?

A: We have options for advertising in our partnership agreements. All of our partners are personally vetted by the *Indy Real Producers* team. Email indyteam@realproducersmag.com to learn more.

Q. Can I nominate someone or be nominated for a featured article?

A: YES! - Reach out via email for us to send you a form.

Q. How did this magazine start?

A: Real Producers is a local magazine currently found in over 120 markets nationwide. It started in Indianapolis as a concept to highlight top-producing agents regardless of brand and connect them to the best vendors in town. Follow us on social media and reach out to find out how you can become a part of the platform.

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