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LEADERSHIP FEATURE

Bob Steedman of Yarrow Bay Windermere

SKCR FIRST CITIZEN RECIPIENT

Tod Leiweke

NOTABLE HOME PRESENTED BY

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Windermere Shoreline

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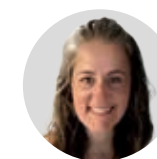
About Michael

As a seasoned mortgage originator with over two decades of experience and a profound connection to our community, I have a genuine passion for the lending process. I consider myself fortunate to play a role in positively impacting lives and contributing to the betterment of our local community by providing education and support to homebuyers.

Having the honor of assisting clients with what could potentially be one of the most significant financial decisions of their lives is truly a privilege.


Michael Colagrossi

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NOTE PUBLISHER'S

Welcome to the May issue of Seattle Real Producers!

We have seen a lot of changes in our Spring weather, as well as the real estate market. We've had some amazing events the last few months, and through collaboration between quality brokers, as well as our partners, there has been a lot of value exchanged amongst like minded real estate professionals. There is nothing more powerful in this industry than true collaboration. This month we are taking it to a whole new level! Our goal each month is to make an impact on the real estate community. Please make sure to check out the event invite for our **Real Impact** event. We'll be featuring 6 local non profits that all tackle a different issue in our community and beyond. This will be the most powerful event we have ever hosted and we want to fill the room with as many amazing people as possible!

Additionally, we bring you more incredible stories of successful and thriving agents and the impact they make in their community. Our cover feature Heather Maddox with Windermere found her stride in 2023. While many others around her were struggling, Heather had her best year ever in real estate, and she continues to soar!

Our Rising Star Brandon Tuttle of Sash Realty has hit the ground running and found a niche helping clients navigating change.

We also highlight the First Citizen award presented by Seattle King County of Realtors. This year's recipient Tod Leiwewe, not only does an amazing job running major sports franchises, but he pours his heart and soul into giving back to his community and making an impact wherever he goes.




We recap the YPN Brunch at the WAC in Seattle where many talented brokers got to hear from Tere Foster, Craig Gaudry and Renee McGahan. All of which bring a different dynamic to real estate.

Finally, we have an incredibly unique and sophisticated Notable Home presented by Mike Moghaddas of Compass.

Our goal this month, make an impact, and we can't wait to see it all come together!

Warm Regards,
Shea Robinson


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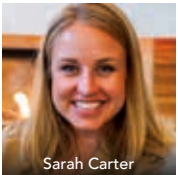
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Real Impact Event

Gathering Together to Make a Positive Impact in our Community

On May 22nd, from 6-8:30PM we invite you to join us for a night of education, awareness and impact. Whatever your path has been in real estate there is a 100% chance that you have positively impacted someone's life. Our goal for this event is to highlight 6 local non-profit organizations that all tackle a different issue in our community. The inspiration behind this event is completely organic and authentic. Many agents in our community strive to do more, but haven't found something that truly speaks to them. The term "giving back" can be thrown around very nonchalantly. There will be nothing cliché, or cavalier about this event. We will make a Real Impact.

We have spoken to countless agents who are heavily involved in charitable organizations, give a percentage of their commission or have even founded their own non profit. We want to continue to celebrate those brokers and support them in their cause. Additionally, we want to give brokers an opportunity to see how they can give back and impact those who need it most.

Our mission is to have each and every person leave the winery with a plan of action full of inspiration and purpose.



Our gracious host Mark Ryan Winery will be providing delicious wine and an incredible space for us to join together, learn from one another, celebrate with those who spend each day making a difference in the lives of those who need it most.

The food will be provided by an amazing locally owned restaurant: In the heart of Woodinville Wine country, **Heritage Bar and Restaurant** is a come-as-you-are kind of restaurant/bar that you'll love. Woodinville resident chef/owner Breanna Beike will showcase her talent and passion for exquisite cuisine. Heritage is family friendly, great for date night, and a wine-tourist "not to be missed" location.



Friends | Family | Food

A majority of the proceeds from the ticket sales will be evenly distributed among all 6 organizations.

Win A Trip!! To sweeten it up we will be raffling off a 7 day, 6 night stay in Cabo San Lucas, Mexico!! Someone will win a trip for 2 for 7



days and 6 nights at Pueblo Bonito Sunset Beach. Extensive grounds and with a private beach, this luxury hotel is on the Baja Peninsula. It features 6 outdoor pools, a European spa and tennis courts. Every suite at the Pueblo Bonito Sunset Beach resort has a private balcony or terrace. The suites are furnished with a formal living room and a kitchenette. Bathrooms are spacious and include bathrobes and deluxe amenities. Sunset Beach Resort's award-winning spa has 19 treatment rooms with a wide variety of body and beauty treatments. A modern gym is also on site. With over 10 restaurants and four bars on site, it provides a variety of entertainment and specialty drinks. Sunset Beach Pueblo Bonito provides a free shuttle service to El Medano beach and sister properties Pueblo Bonito Rosé and Pueblo Bonito Los Cabos.

Read here to learn about the non-profits we'll be featuring.



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is a confidence-building program for middle school girls. Every program is led by a professional female athlete who teaches the girls how to develop a growth mindset, build self-worth, take on challenges and learn from failure, and advocate for themselves. To learn more visit zgirls.org



Humble Design- At Humble Design Seattle, hearts do the heavy lifting by offering a fresh start and designing a life-changing space. Their mission is to change lives and

communities by transforming houses into homes for those emerging from homelessness. With warehouses filled with donated furniture and household goods, they turn empty houses into clean, dignified, and welcoming homes for the recently homeless so that families can begin again. Their services help provide our clients with sanctuary, stability, and hope -- a critical element in ending the cycle of homelessness. For more information visit humbledesign.org

Forefront Suicide Prevention- Forefront was founded in 2013 by two UW School of Social Work professors, Sue Eastgard, MSW, a national leader in youth suicide prevention, and Jennifer Stuber, PhD, a public health policy expert, to address suicide prevention at a policy and systems level, after Dr. Stuber's husband died by suicide.

To date, they have championed 11 Washington state laws supporting suicide prevention through a range of approaches: establishing and refining training requirements for health care providers, reducing access to items like medications and firearms (i.e. "lethal means safety" counseling for individuals), and providing funding for training and technical assistance to organizations serving those at greater risk of suicide. To learn more visit intheforefront.org

This is an event you are not going to want to miss. Make sure to RSVP and we will see you there!



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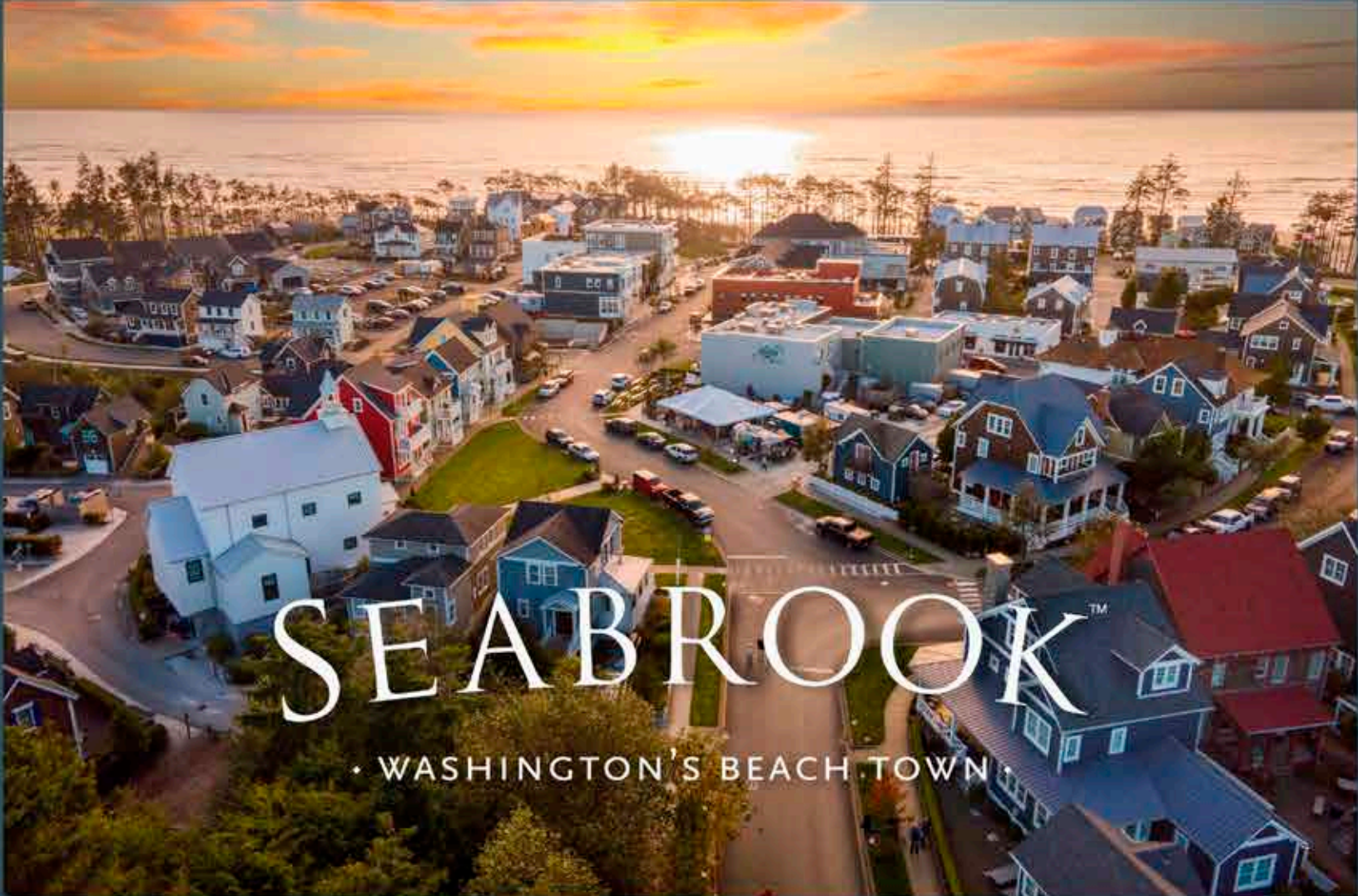
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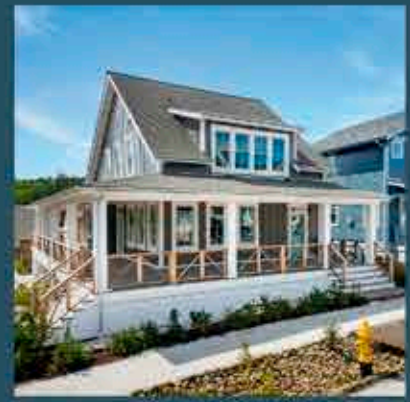
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FROM **BANKER** TO **BROKER**

Bob Steedman was happy as a banker. His coworkers were kind and smart, and Wells Fargo was the type of company you could spend your entire career with. When Bob and his ex-partner adopted their first son, Zach, from Guatemala, it made sense for Bob to take paternity leave from Wells. After three months caring for his new son, Bob retired from banking to take on a more important role as stay at home dad. Soon, the small family of three expanded with the adoption of Elias, their second son. Bob got involved in the PTSA, school committees, and immersing himself in charity work, organizing supplies and funding for a local homelessness project.

After eight years caring for his young boys and a divorce, Bob knew it was time to go back to work. Wells Fargo happily welcomed him back, but this time it was different - many of his previous coworkers had moved on and his job wasn't the same as before. After a year, Bob decided it was time for a career change. Having always had a passion for real estate, his new partner, David, a real estate broker himself for 30 years, convinced him to take the plunge. It was Memorial Day Weekend 2012, and Bob decided to enroll in a real estate license class which started 3 days later on June 2nd. By July 2nd, he was fully licensed and started his career at Coldwell Banker in Capital Hill. He was officially on a new path!

Barb Hindle, Managing Broker at Coldwell Banker Capital Hill, took Bob under her wing. She taught him the ins and outs of Real Estate contracts and negotiation. After about 15 months, Barb encouraged Bob to enroll in their management program. With his background in financial services and management as a former VP of Wells Fargo, he was uniquely qualified to be a Managing Broker. Before long, the President of Bain called Bob. He wanted to know if Bob would consider the Assistant Managing Broker position at their Bellevue Office. Terrified and thrilled, Bob took the job and got his managing broker's license within six months. For six years Bob built relationships with his brokers, listened, and helped guide them and the entire office to success. He loved his job, his brokers, and his staff, and had plenty of time for his family.



He loves his job, working with some of the most respected and successful brokers in the business.



In 2021, Lew Mason called. Lew was a legend in the Eastside Real Estate market, overseeing the top-producing Windermere office in the state. Lew was retiring and asked to find his own replacement as Managing Broker at the Yarrow Bay Windermere office. Bob had always admired Windermere as a company and the Yarrow Bay office, and always knew one day, he'd join that company.

When Lew asked to meet for coffee Bob jumped at the opportunity and after a few meetings, was offered the role and has been the managing broker at Yarrow Bay since. He makes sure he is always available to all brokers—from the seasoned veterans to the ones only in the biz a few years. He loves his job, working with some of the most respected and successful brokers in the business. Bob makes it his business to return calls from his brokers as soon as possible, making himself as available as possible to help support them in their success. The collaborative spirit of the Yarrow Bay office is amazing; Bob notes that his brokers support one another as peers and coworkers. It's the Windermere culture he nurtures and cherishes—his “why” statement when asked about his work.

When not bonding with his brokers and coworkers in Yarrow Bay, Bob enjoys traveling with his partner, David, also a Yarrow Bay broker. He and David make it a priority to get out of the country every September. They travel light—carry-on only—without a rigid travel itinerary. This allows them to live like the locals, leveraging local public transit, Ubers, and Airbnb to get fully immersed in the destination. They were in Edinburgh, Scotland when Queen Elizabeth passed away. They lived like Parisians in the third Arrondissement, and quickly fell in love with all things French. And in September 2022, they visited what quickly became one of their favorite cities in Europe thus far, Madrid, Spain. There, they enjoyed the history, the people, and the amazing food at “hole in the wall” and ancient restaurants scattered all over the city. They have visited eight countries, a few multiple times, and continue to tick off countries they have not visited.

Bob appreciates everything about his life; his wonderful family, his amazing annual travel, and a career in real estate that has fulfilled him and enabled him to flourish in the other aspects of his life as well.

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Seattle King County First Citizen Award Recipient

Tod Leiweke



Presented by Seattle King County REALTORS®

“Our best days are in front of us.”

Sports innovator. An inspirational visionary. A champion for inclusion. Acclaimed humanitarian. Compassionate. Appreciative.

Those are just a few of the words that colleagues use to describe Tod Leiweke, who has been named 2024 Seattle King County First Citizen. Not only is he known for being one of the top sports business leaders in the country, but he is also admired for his passion for inclusivity and for his deep understanding of the positive impact that sports can have on communities. “Our community needs heroes and extraordinary individuals like Tod Leiweke. We can rally around them, highlight them to young people, and be inspired by them,” said Michael Orbino, 2024 president of Seattle King County REALTORS®.

As the 86th “First Citizen,” Leiweke joins a list of distinguished honorees from the public and private sectors. Past recipients include individuals, couples, families, and organizations involved in humanitarian, health, education, the arts, environmental, and other causes. SKCR’s First Citizen Selection Committee singled him out for his altruism, philanthropy, and accomplishments as a leader in business, sports, and civic concerns.

In discussing how the Kraken and Climate Pledge Arena give back, Leiweke points to One Roof Foundation, their joint philanthropic arm. The foundation’s work focuses on three pillars: youth homelessness, access to play and environmental justice. “We believe all kids growing up should have a roof over their heads, clean air to breathe and water to drink, and access to play and be kids,” added Leiweke, a father of two adult children.



Among many charitable endeavors, Leiweke chaired the 2008-2009 United Way of King County annual campaign, raising more than \$100 million during the Great Recession. He helped form the Seahawks Spirit of 12 program that helps raise money for organizations supporting and empowering local youth. He is also credited with being instrumental in launching the annual PGA TOUR’s Boeing Classic golf tournament in 2005. Since then, that event has raised more than \$8.5 million for Benaroya Research Institute (BRI) at Virginia Mason Franciscan Health.



“Much like esteemed First Citizen predecessors, Mr. Leiweke has elevated the quality of life in our community and beyond in numerous ways,” commented Michele Liang, chair of the First Citizen Committee. “He exemplifies being an inspiring mentor, devoted volunteer, and accomplished business executive. We are genuinely thrilled to honor and thank this exceptionally deserving and generous philanthropist and community leader,” added Liang, a real estate principal broker at Compass Kirkland.

Born in St. Louis, Tod has spent much of his professional life in the Pacific Northwest and is a big champion of Seattle. “Seattle is a place where big ideas have been launched,” he commented. Leiweke, 64, and his wife Tara, currently reside in the Queen Anne neighborhood of Seattle. They are part-owners of the Kraken and Seattle Sounders FC.

“Tod is an incredible leader, and we would not be where we are today with the Kraken and Climate Pledge Arena without him. Undoubtedly, his greatest passion is giving back and creating long-lasting community impact through sports and entertainment, and he truly leads by example,” said Sam Holloway, Kraken owner.

What is the First Citizen Award

The Realtors established the First Citizen award – believed to be the region’s oldest such recognition -- in 1939, during the Great Depression. It was created to focus

attention on positive community and civic work being done to enhance the region’s well-being.

Leiweke, CEO of the Seattle Kraken, will be honored at a civic banquet on Thursday, May 16th at The Westin Bellevue. The Seattle King County First Citizen Award salutes “giving back” whether by “time, treasure, or talent” and civic engagement that enhances the region’s quality of life. Past recipients hail from both the public and private sectors, ranging from humanitarian groups, corporations, charitable, health, and educational

institutions, to various arts, environmental, and civic organizations.

Tickets for the May 16th not-for-profit civic celebration to honor First Citizen Leiweke, which includes a reception and banquet, are available online at SeattleFirstCitizen.org. This year’s event is presented by Seattle King County Realtors (SKCR) in partnership with Windermere Real Estate, Zillow, and media sponsor Cascade PBS. Sponsorship information is available by contacting Darla White at the SKCR offices in Bellevue, 425-974-1015.



2024 First Citizen Committee

The First Citizen Award Gala is planned every year by a team of REALTORS®, Affiliates, and staff of Seattle King County REALTORS® and partners who volunteer their time to make each celebration unique to the recipient. Thanks so much to our 2024 committee for making the 86th event spectacular!

- | | | | |
|------------------------------------------|----------------------------------------------------------------------------------|----------------------------------------------------------------------------------|------------------------------------------------------------|
| Michele Liang,
<i>Committee Chair</i> | Tammy Green
Lysa Griffith
Jacqui Haist
Michele Hunt
Cassandra Joyner | Sarah Levinton
Michael Orbino
Shelley Rossi
Savannah Scott
Sandy Sun | Maria Reese
Darla White
Judy Nageli
Russ Hokanson |
|------------------------------------------|----------------------------------------------------------------------------------|----------------------------------------------------------------------------------|------------------------------------------------------------|

The First Citizen Award Gala is supported each year by our amazing longtime partners and sponsors each year. Without their generous donations we would not be able to honor our amazing First Citizen each year.

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The Heart of Real Estate: HEATHER MADDOX'S Commitment to Clients and Community

Looking back to 2008, Heather Maddox of Windermere Real Estate / PSR Inc. Renton recalls: "Every client from my first two years has since bought and sold more homes with me. I laid the foundation of my business then, creating raving fans who would continue to share my name, and come back to me themselves."

After growing up in Renton, Heather attended Western Washington University (WWU) in Bellingham, graduating with her BA in Law and Justice. Seeking an adventure led to a poker bet - and as a result, she and her best friend moved to Chicago, where she continued her studies at John Marshall Law School and worked at Perkins Coie LLP. Through friends visiting from Kirkland, Heather met her future husband: "we immediately hit it off and dated long distance," she explains, "and after about a year I realized that I was more interested in this guy than I was in law school - and so I moved back home to be closer to him and my family."

Back in Renton at 25, Heather found her opportunity in real estate. "I got a job with Bryan Loveless, who was then (as now) a top producing agent. I helped and shadowed him, getting a paid education in a business I found interesting, fun, and fast-paced," she continues. Realizing that Heather was developing a desire to be her own agent, Brian mentored her, empowering her to take on her own clients and build her contacts. "He eventually kicked me out, telling me - it's time, you are ready to be on your own, you are going to be great, and you don't need me. But I was terrified," she remembers.

So, in March 2008 Heather went out on her own. That July, she married, and she and her husband bought a second home, turning their first into a rental property - and then the recession hit. Her first years in the business taught Heather lessons critical to how she still runs her business today: "my husband was in banking, also hit by the recession. We ran a super strict budget to pay



“

My focus is the people. My price range is wide,”



our bills. Anything else got set aside for the next month, and we lived off what we truly needed.” A further lesson was how to adapt to the market. “The recession was an opportunity to buy at a reduced price, so I started talking to everybody I could find that wasn’t already a homeowner, explaining why this was a wonderful time to buy,” Heather says, “and I explained their leverage, including getting their closing costs covered. I had two decent years in 2008 and 2009 primarily with first time buyers. That experience laid the foundation for a business with longevity, pivoting as market conditions change over time.” This was Heather’s springboard and taught her to adapt to the conditions and challenges of the market. She continues to do a lot of business in this segment. “Even in 2023 when interest rates were high, I had 21 first time buyers,” she says, “and despite the record high interest rates, it was still a fantastic time to take advantage of the shifting market.”

Today her business is diversified, 50/50 between buyers and sellers. “My focus is the people. My price range is wide,” she explains, “and I can list properties for \$275,000 or \$2,000,000+ in the same week. Everybody gets the same service, staging, photos and, above all, excitement. It’s all about my clients. I want them to be happy with their purchase, never to feel they were rushed into something, and always to know they have made a worthwhile investment with a house earning money all the time.” It can be no surprise that 95% of Heather’s business comes



from referrals. She has always operated as a solo agent and is now supported by two assistants. Last year, however, continuing to sell 50 to 55 homes a year, she brought in another agent, Brandi, to join her. Similarly to how she entered the profession, Heather is encouraging Brandi to build her own business over time.

With a husband in an equally demanding job at Amazon, Heather emphasizes how the couple pulls together to parent their three kids who are aged five, nine, and 12 – as well as running their household. The couple are mutually respectful of the other’s career and support each other with the help of a full-time nanny, as well as family, especially grandparents. The demands of real estate are a reality that Heather shares with other agents. “A lot of people get into real estate thinking it’s a flexible career,” she says, “but I would say the opposite. It’s only easy and flexible until you’re selling enough homes to make a living. I’ve always had childcare and worked regular business hours. You will find me in the office from 8:30 to 5:30, Monday through Friday



unless I am client facing. My kids have never known anything different, and they are proud to have a successful working mom.”

Sports are an important aspect of family life. “My oldest daughter is on the ski team at Alpentel. My middle daughter also skis and is on every sports team she can find - soccer, softball, and basketball. My five-year-old just started playing T-ball. I coach the girls’ softball team,” Heather enthuses, “we work hard to support our kids in whatever they are passionate about. We can’t make it to everything, but we do our best.”

Heather’s definition of success is spending time with her family, and doing the things she loves (one of which might be surprising - playing poker where she revels in the strategy of the game). Recently she discovered a new kind of joy and passion in educating other agents. “I am speaking to a group at Bellevue College for kids interested in real estate. I love my job. We help people with their most significant asset, and the biggest purchase or sale of their life,” she concludes, “but we have a reputation of being an unprofessional industry and I want to see that change. Perhaps this younger generation can take this in a different direction.”



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Networking Brunch & Learn with

YPN

Photos by Jackie Phairow

On March 20th members of YPN gathered at the Washington Athletic Club for a “Brunch and Learn.” With a room full of talented up-and-coming agents in attendance, they were extremely fortunate to hear from a panel of speakers including, Tere Foster of Compass, Craig Gaudry of Windermere and Renee McGahan of Keller Williams. Each of these seasoned and successful agents talked through their real estate career and what milestones brought them to where they are today. Knowing that is nothing is given in real estate, and everything must be earned, it was really fun to see how much passion there is in the industry, whether you are a newer agent or someone that has been doing it for over 35years.

YPN continues to grow and elevate the real estate industry in our area, and we look forward to collaborating on future events!



▶▶ rising star

Written by Barbara Pearson
Photos by Pics By Pix Photography



Brandon TUTTLE

Brandon has always had a heart for homes, owning his first fixer upper at the age of 20 and remodeling it himself with the aid of his parents. Fast forward 13 years, and he has owned five homes and started a bustling real estate career.

Professionally, he calls SASH his home, a brokerage with culture and services dedicated to the senior market. As he explains, “My first experiences were in hospitality, and I was always more relationship focused rather than transactional. At SASH we deliver a patient-pending concierge service dedicated to seniors who want to be more hands-off than younger buyers and sellers.”

Born and raised in the South Everett Mill Creek area, Brandon attended Cascade High School, followed by the Art Institute of Seattle where he studied Culinary Arts and Hospitality Management. Starting out in small businesses, he worked across the sector in food and beverage, rooms operations, and eventually became a senior banquet manager at an international luxury hotel chain.

Explaining his career change, Brandon says, “During the pandemic I dove in head-first into real estate, a business my partner at the time knew well. I obtained my license and was drawn to SASH because of its services to the senior market based on people’s needs rather than a dog-eat-dog transaction business.” At SASH, he helps clients with all their needs, from starter homes to urban condos, to large estates.





Enthusiasm about why he gravitated to this segment of the market and how he finds satisfaction in working at SASH, Brandon says, "In hospitality, seniors were always my favorite customers, and at SASH we provide a unique service to all of our clients. We can help fund packing, downsizing, moving, and unpacking at their new space. In some cases, we can even provide a cash advance on their net proceeds. We have a general contractor license and can manage repairs and renovations to their home with contractors we thoroughly vet. We function as their house managers." The working environment at SASH motivates Brandon: "We work as solo agents, but with a team mentality, and are always there to help each other."

Despite a busy professional life, Brandon finds time for hobbies and extensive charity work. His passions include bowling (he's bowled a 300 game, twice), cooking and baking (leveraging his trained culinary skills), and hiking and camping (he says to send him any recommendations!). He understands the importance of relaxing and recharging his batteries. "We can get worn out in this industry, so it's important to take time for ourselves," he says. "Go to the spa, go wine tasting with friends, try new happy hours and restaurants."

Most passionately, Brandon is dedicated to fundraising and community services for local underprivileged communities. "I'm on the North County Regional Board of Directors for Housing Hope, a nonprofit in Snohomish County providing affordable housing. All of our beneficiaries earn less than 50% of the median income, with 50% of the homes housing people facing homelessness. They come to us through the state and associated programs," he explains. Talking about the challenges their clients face, Brandon describes a vicious circle: "If

you've been incarcerated, you don't have a home. If you don't have a home, you don't have a job. If you don't have a job, you can't get a home." He sees his role as helping people build the skills necessary to maintain a steady life, often in the face of addiction. "That's a difficult subject. A lot of the clients we work with struggle with addiction," he says, "and even when they are recovering, circumstances can put them around active addicts. They get pulled back in, making it hard to maintain their sobriety and cleanliness."

Brandon is eloquent about the many others, including the social workers, with whom he works: "We all work to get people back on the right path. We have grant writers to secure money from the state. We raise funds through galas, public donations, and foundations set up by significant donors." He is excited by a new community project. "It's being built in Bothell. A church had a chunk of land next door, and we are building a community there. It's hard work for all involved, but rewarding to make it happen," he says proudly.

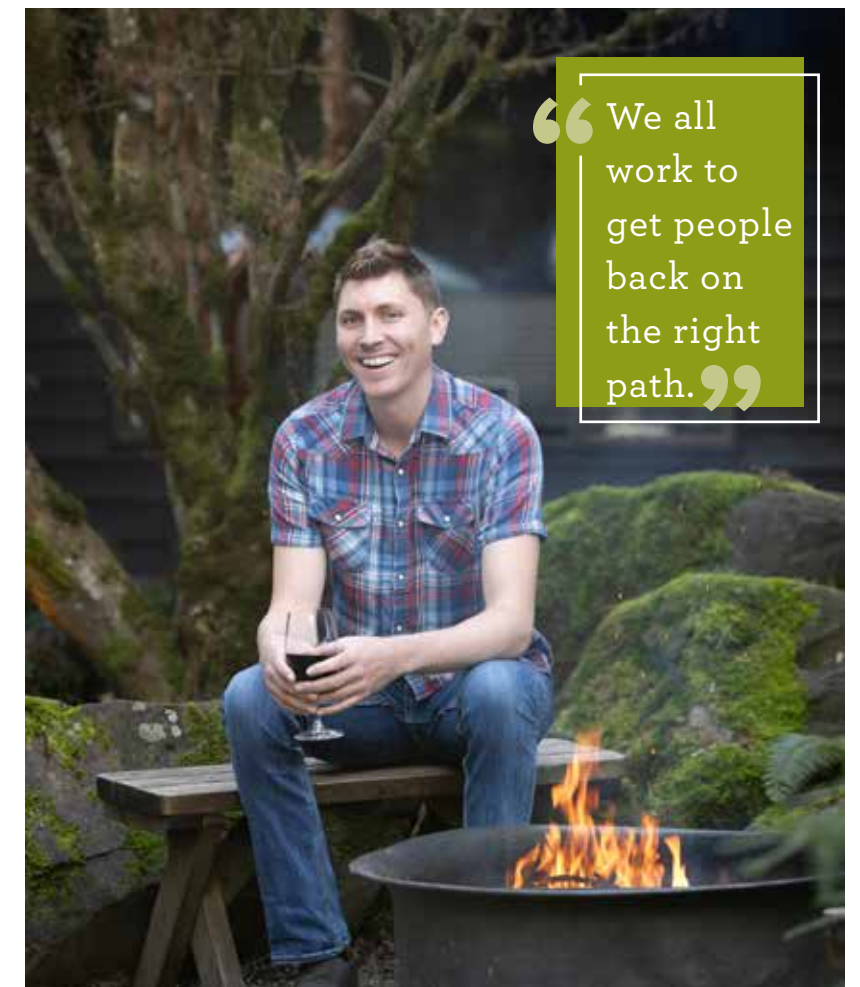
In a further commitment, Brandon has been deepening his involvement with Bellevue-based LifeWire, a nonprofit supporting domestic violence survivors and those escaping it. "A friend is on the board of directors, and I've been a sponsor at their galas," he says. "It's another difficult subject and I want to do more, ideally joining the board of directors." Brandon also pledges to causes like St Jude Children's Hospital and Seattle Children's Hospital, and urges others to join him.

In his professional life, Brandon attributes his success to the referral network he has built with the guidance of SASH. "We network with senior living communities and elder care providers," he explains. "I tour communities throughout King and Snohomish Counties, participate in their networking events, and work with their senior living and elder care professionals. I've built a very strong

reputation; people know SASH but also want to trust their realtor to serve their residents well."

Looking to the future, Brandon hopes to expand his focus to invest in rental properties and create a passive income for himself. But his priority will always be his

reputation and satisfaction with his work and clients. As he concludes, "Everybody wants to make money, pay the bills, and live the life we want. But there's more to life than that. Are your clients satisfied with your work? What's your reputation in the community? How does success relate to your own happiness?"



“We all work to get people back on the right path.”

FAQ

ABOUT REAL PRODUCERS

Real Producers magazine started in Indianapolis in 2015 and is now in over 100 markets across the nation and spreading rapidly. *Seattle Real Producers* launched in August 2019. Name a large city, and we are there or will be soon! In every market, we take the top 500 agents, based on the MLS production, and build an exclusive magazine around those agents. We share their stories, successes, market trends, upcoming events — really, anything that will connect, inform and inspire, we put in the monthly publication. We strive to inform and inspire the top-producing real estate agents in the local market and connect them socially. The secondary focus is to provide an avenue for our affiliate partners to create relationships with these top performers on a level that they might not be able to achieve on their own.

Q: Who receives *Seattle Real Producers* magazine?

A: The top 500 agents in King and Snohomish counties. The list will reset at the end of every year and will continue to update annually.

Q: What is the process for being featured in this magazine?

A: It's really simple — every feature you see has first been nominated. You can nominate other REALTORS®, affiliates, brokers, owners or

even yourself! Office leaders can also nominate REALTORS®. We will consider anyone brought to our attention who is in the top 500 because we don't know everyone's story, so we need your help to learn about them. It could be they have an amazing story that needs to be told — perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, they give back to the community in a big way, etc. The next step is an interview with us to ensure it's a good fit. If it all works out, then we put the wheels in motion for our writer to conduct an interview to write the article and for our photographers to schedule a photo shoot.

Q: What does it cost a REALTOR®/ team to be featured?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! We are not a pay-to-play model. We share real stories of Real Producers. Our goal is to showcase the best and brightest and to collaborate. Elevate. Inspire.

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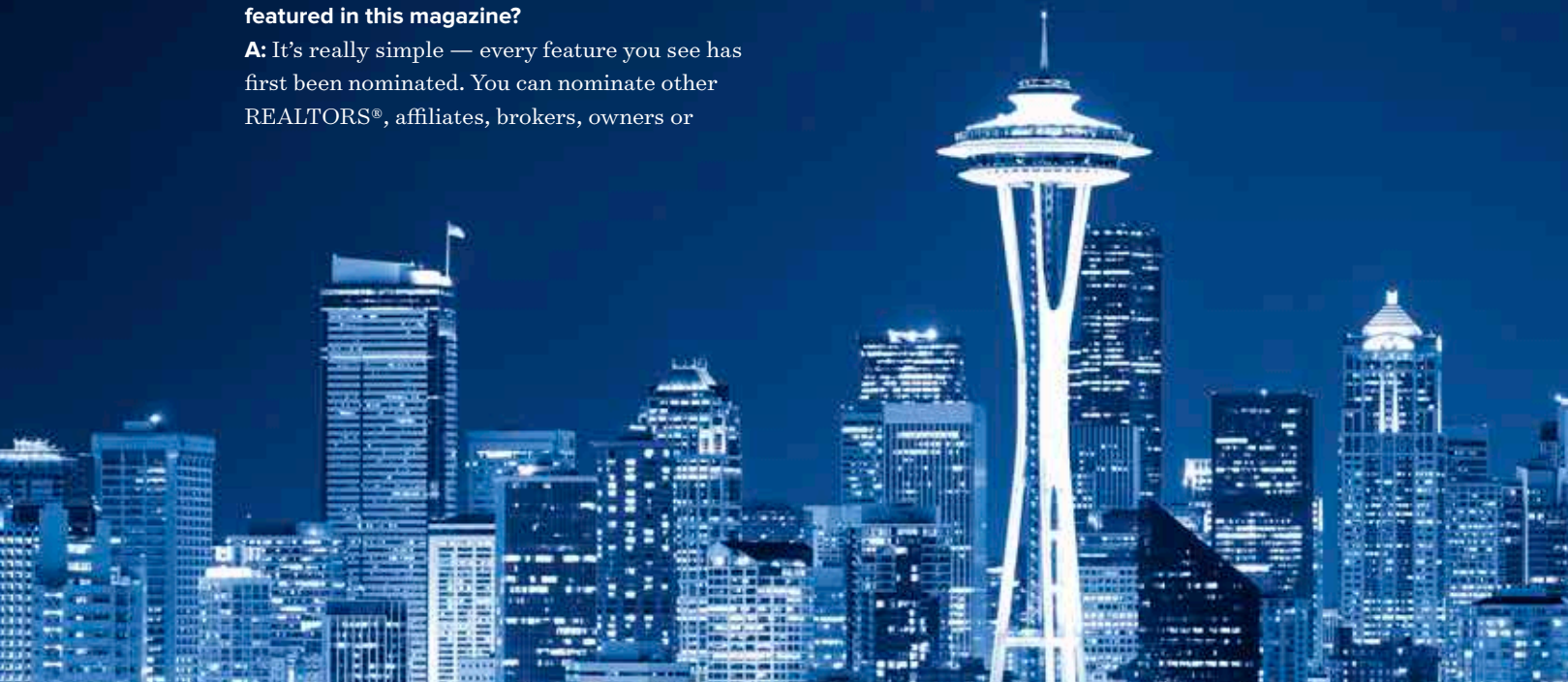
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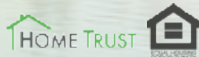


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