

MACOMB COUNTY

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.



TOP PRODUCER

KRISTIE LOHMANN

RISING STAR:

JANELLE AINSWORTH-TATTI

RISING STAR:

DANIELLE PITTS

NOVEMBER 2024

EVENT
RECAP
INSIDE

Photo by Gina Dinverno Photography

Find a mortgage that works for you

You've found the right home. Let us find the right mortgage loan for your needs. That's what makes us a Fifth Third better®.



Call me today to learn more.
Sandi Frith • 586-749-8355
mortgageadvisors.53.com/sandi.frith
 NMLS# 564023



Loans subject to credit review and approval. Fifth Third Bank, National Association, 38 Fountain Square Plaza, Cincinnati, OH 45263, NMLS# 403245. Equal Housing Lender. Fifth Third and Fifth Third Bank are registered service marks of Fifth Third Bancorp.



PHOTO • VIDEO • DRONE • MATTERPORT
 FLOORPLANS • VIRTUAL TOURS • HEADSHOTS

Stunning photography, cutting edge video, and every tool you need to quickly sell your next listing is just a click or call away. With the largest & most talented team of real estate media professionals in Michigan, we create content that gets results.

Find out why Stylish Detroit is the preferred media company for Metro Detroit's top producing REALTORS.

STYLISH DETROIT
 STYLISHDETROIT.COM • (313) 799-3686

DAWN to DUSK RESIDENTIAL & COMMERCIAL CLEANING SERVICE

586-932-4090
DawnToDuskCleaning.com



Rewards-Driven Employees!
Based on quality reviews after every cleaning!

EXCLUSIVE OFFER:
 Enjoy \$50 off Your First
 Cleaning as a New Client!

We'll make it clean, fresh and ready to call home!

FAMILY OWNED SINCE 2006



WE KNOW PEOPLE,
 WE KNOW TITLE,
 LET US GET TO
 KNOW YOU!

CONTACT US TODAY

(313) 447-0058
 AllianceTitleMI.com
 CustomerService@AllianceTitleMI.com



Dedicated to **Plumbing Excellence**
 and **Customer Satisfaction!**

★★★★★ Over 120 5-star reviews on Thumbtack

Customer Satisfaction is our
 NUMBER ONE goal and to
 always leave you confident in
 the services we provide for
 you and your clients.

Jamyre Anderson | Owner
 (313) 920-6708
jamyreanderson726@gmail.com





This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the real estate community!

CLEANING SERVICE

Dawn To Dusk Cleaning
(586) 932-4090
dawntoduskcleaning.com

CUSTOM HOME BUILDERS

Cranbrook Custom Homes
(586) 781-2316
www.cranbrookcustomhomes.com

Lombardo Homes
(586) 781-2316
lombardohomes.com

DRONES

Great Lakes Aerial Video Services & Photography
(586) 246-4203
www.greatlakesaerialvideoservices.com

Stylish Detroit
(313) 799-3686
stylishdetroit.com

DRYWALL & PAINTING

Briteway
(586) 709-1829

FINISHED CARPENTRY

Briteway
(586) 709-1829

FLOORING

Dobb's Carpet Service
(586) 776-7352

HEATING & COOLING

VisionAir Heating & Cooling
(586) 256-7300
visionairhc.com

HOME INSPECTION

Comprehensive Property Inspection
(586) 842-4700
www.comprehensivepropertyllc.com

HHI Hodge Home

Inspections
(248) 388-4783
www.hhiservices.org

HomeTeam

Inspection Service
(586) 783-9957
www.hometeam.com

WIN Home Inspections

(586) 500-0099
newbaltimore.wini.com

HOME STAGING

Impact Home Staging Experts
(248) 591-4290
www.impacthomestagingexperts.com

INSURANCE

State Farm Insurance Agency
Aaron Seitz
(586) 992-1175
aaronseitzinsurance.com

Allstate - Lena

Yousif Agency
(586) 879-9629

Goosehead Insurance

Jessica Dodge Agency
(586) 355-4558
goosehead.com/
jessica-dodge

LANDSCAPING

Height Control Lawn & Landscape
(586) 876-3027
www.heightcontrollawnscape.com

MORTGAGE LENDER

BestRate Mortgage
(248) 310-5300
linktr.ee/bestratemortgage

Fifth Third Bank

Sandi Frith
(586) 871-8002
mortgageadvisors.53.com/
sandi.frith

First Community Mortgage

(248) 978-7989
www.firstcommunitymortgage.com/loan-officer/
jasonbock

First Team Lending Group

(586) 600-5100
firstteamlending.com

Lake Michigan Credit Union

Brent Green
(586) 697-0199
www.lmcu.org/brentgreen

Michigan Schools & Government Credit Union

(248) 260-8906
msgcu.org

Union Home Mortgage

Jennifer La Rose
(586) 855-6136
approvedwithjen.com

MOVING & STORAGE

Morse Moving & Storage
(734) 484-1717
www.morsemoving.com

PAINTING

Briteway
(586) 709-1829

C & J Painting

(586) 960-4406

PHOTO BOOTH RENTAL

Ooh Snap! Mobile Photo Booth
Chelsea Krejci
(313) 671-2997
oohsnapmobilephotobooth.com

PHOTOGRAPHY & VIDEOGRAPHY

Great Lakes Aerial Video Services & Photography
(586) 246-4203
www.greatlakesaerialvideoservices.com

Stylish Detroit

(313) 799-3686
stylishdetroit.com

PHOTOGRAPHY/BRANDING

Gina Dinverno Photography
(586) 260-9658
ginadinvernophotography.com

PLUMBING/SEWER

Delta Plumbing
(586) 918-9197

J.A. Inspections Plumbing & Sewer Services

Jamyre Anderson
(313) 920-6708

ROOFING

GC Commercial Roof Systems
(586) 961-6735
gcroofingservice.com

Just Rite Service Professionals

(586) 531-8525
michiganmobilehomerepair.com

TITLE COMPANY

Alliance Title of Michigan
Kelly Anderson
(313) 447-0058
www.alliancetitleofmi.com

ATA National Title Group

(248) 341-5077
www.atatitle.com

VIRTUAL 3-D TOURS

Stylish Detroit
(313) 799-3686
stylishdetroit.com



WE CHAMPION YOU
All the way home

\$99* mortgage processing when you apply by December 31

Save more than \$600 on closing costs, whether you're a first time homebuyer, upgrading, downsizing, or refinancing. Get personalized guidance, a market-leading rate, and a mortgage designed with you in-mind:

True Preapproval. Our approval process includes documentation so that you're prepared with your real numbers and can be ready for you in as little as one to two hours.

Interest Rate Float Down. One-time float-down option allows you to lower your locked interest rate should rates go down 0.25% prior to your loan closing.

Free Homebuyers Workshop. Level up your knowledge and save up to \$375* on your appraisal by attending our free workshop.

0% down payment mortgage for first-time homebuyers. Finance your entire mortgage without needing cash for a down payment.

We're open to all Michiganders.



Stephen D. Anderson II Ed.S.
Mortgage Consultant
NMLS #2077012
Michigan Schools and Government Credit Union
4555 Investment Drive | Troy, MI 48098
P: (586) 263-8800, ext. 286 | C: (586) 909-0994



Jeff Miller
Mortgage Consultant
NMLS #718451
Michigan Schools and Government Credit Union
4555 Investment Drive | Troy, MI 48098
P: (586) 263-8800, ext. 764 | C: (248) 515-0198

*\$99 mortgage processing fee offer available for mortgages loans originated and disclosed between 5/1/2024 and 12/31/2024 and saves \$646 on mortgage processing when you obtain a mortgage from MSGCU. Homebuyers are responsible for any third-party closing costs including but not limited to home appraisal, home inspection, title, tax, and insurance. A loan amount of \$200,000 at an interest rate of 7.000% and an Annual Percentage Rate (APR) of 7.039% has a payment of \$1,330.60 with 0 points due at closing. The payment does not include property taxes or insurances, the actual payment will be higher.

*Attend our free Homebuyers Workshop and receive a coupon worth up to \$375 to apply towards a residential real estate appraisal when you obtain a mortgage from MSGCU. The coupon credit will be applied at the time of closing.

Insured by NCUA.

Local service & great rates

Call, click or stop by today

Aaron Seitz
Agent

16392 26 Mile Road
Macomb, MI 48042-1057
Bus: 586-992-1175
aaronseitzinsurance.com



State Farm, Bloomington, IL

TABLE OF CONTENTS



04
Preferred Partners



08
Meet the Team



10
Top Producer:
Kristie Lohmann



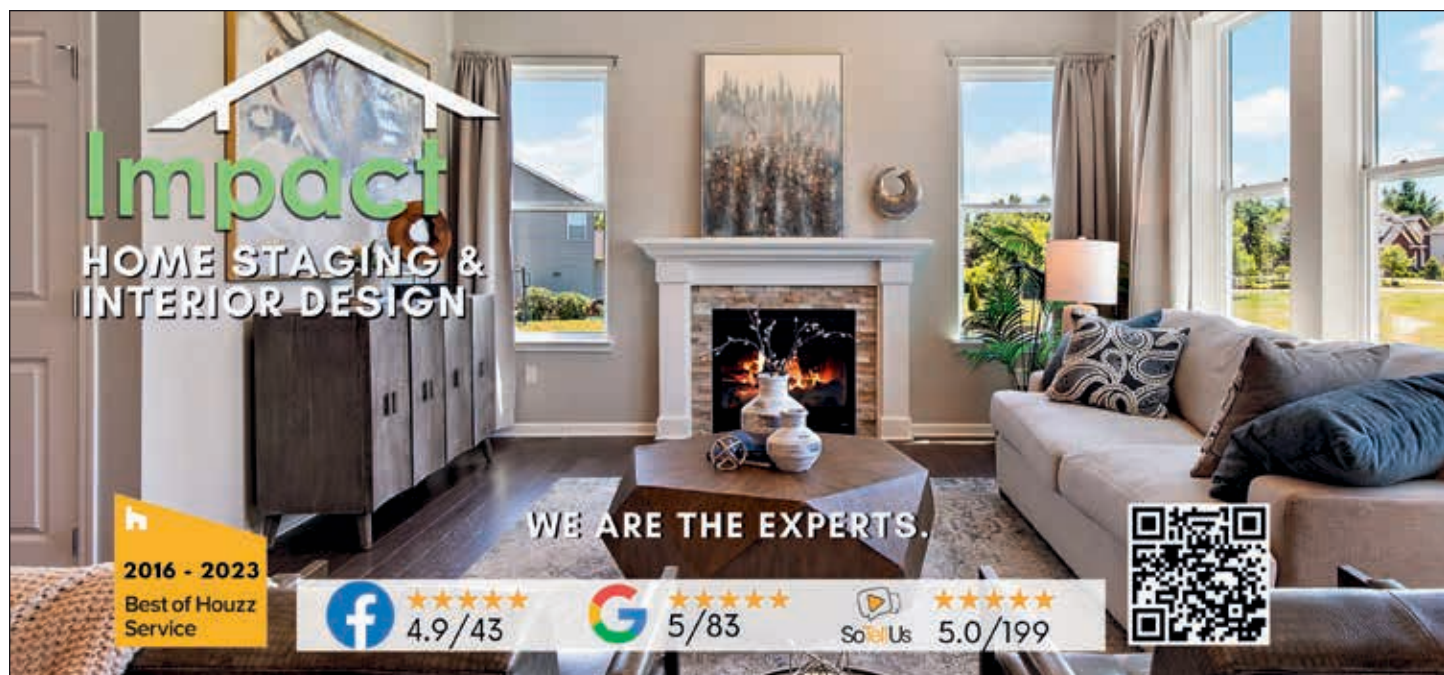
16
Rising Star:
Janelle Ainsworth-Tatti



20
Rising Star:
Danielle Pitts



26
Event Recap:
Denim & Diamonds


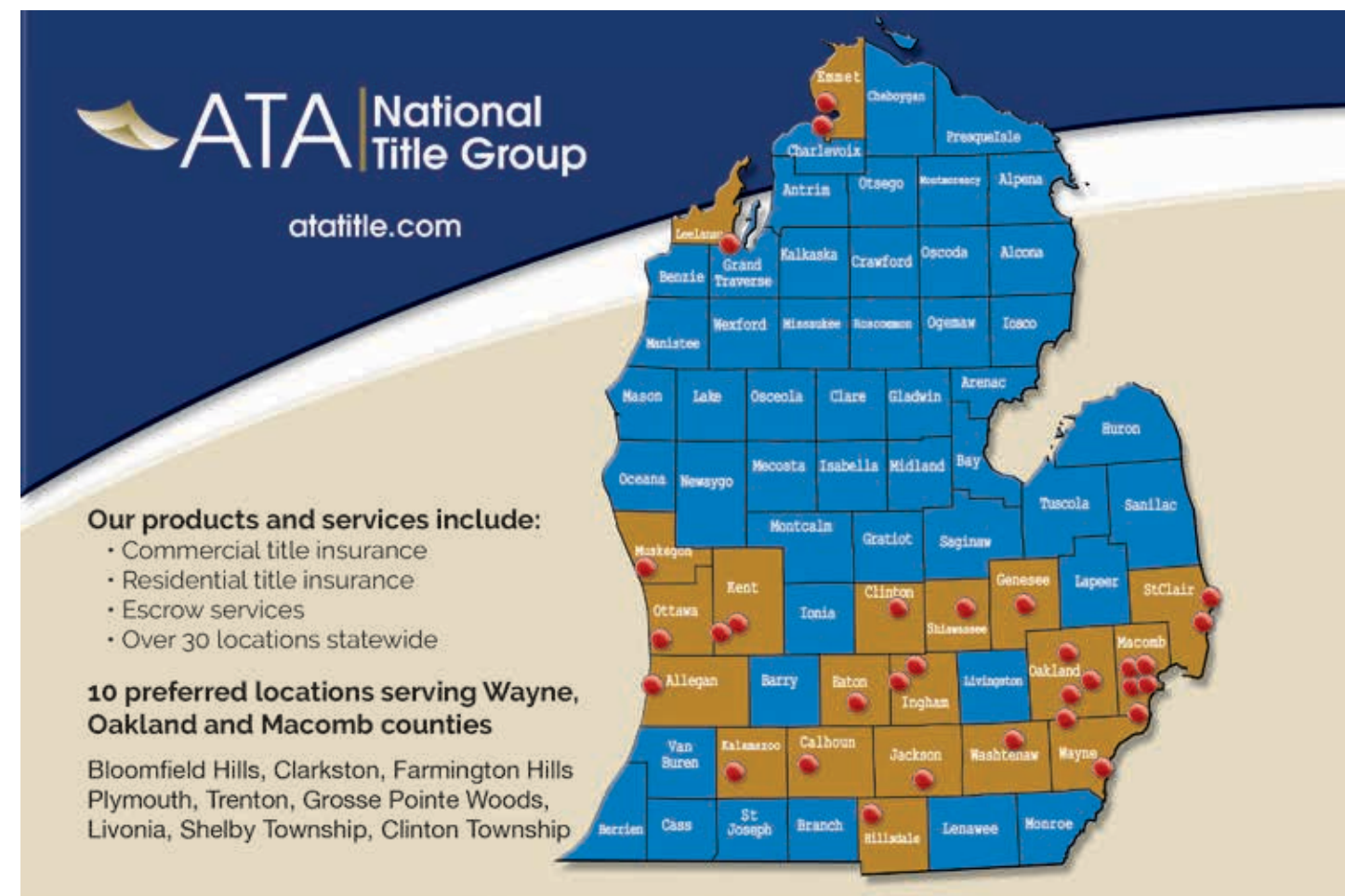


Impact
HOME STAGING & INTERIOR DESIGN

WE ARE THE EXPERTS.

2016 - 2023 Best of Houzz Service

Facebook: 4.9/43
Google: 5/83
SoRealUs: 5.0/199

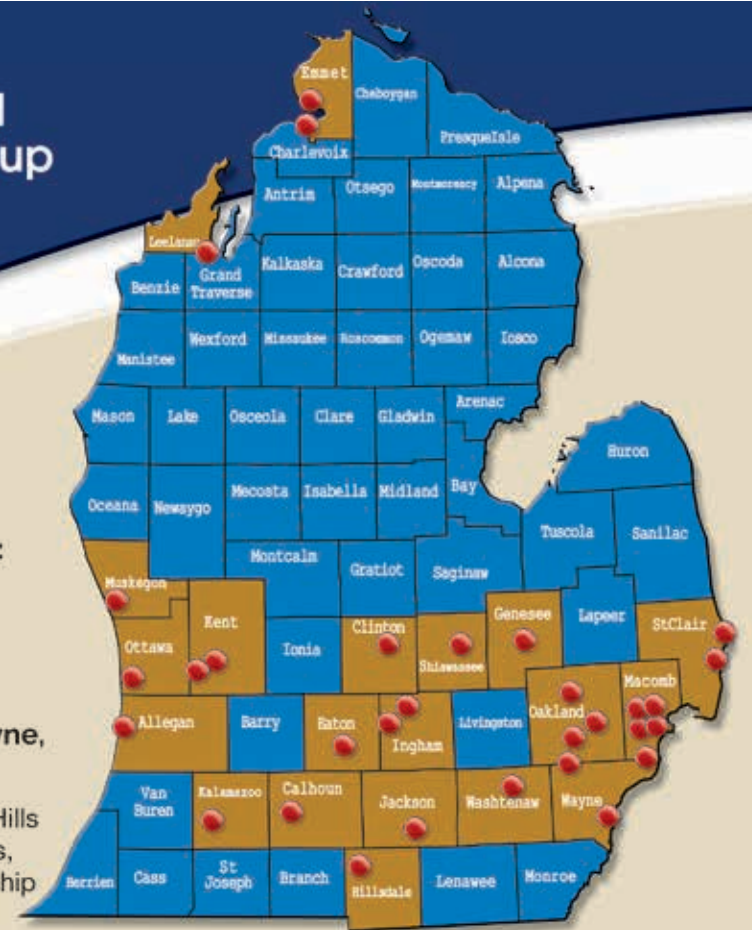
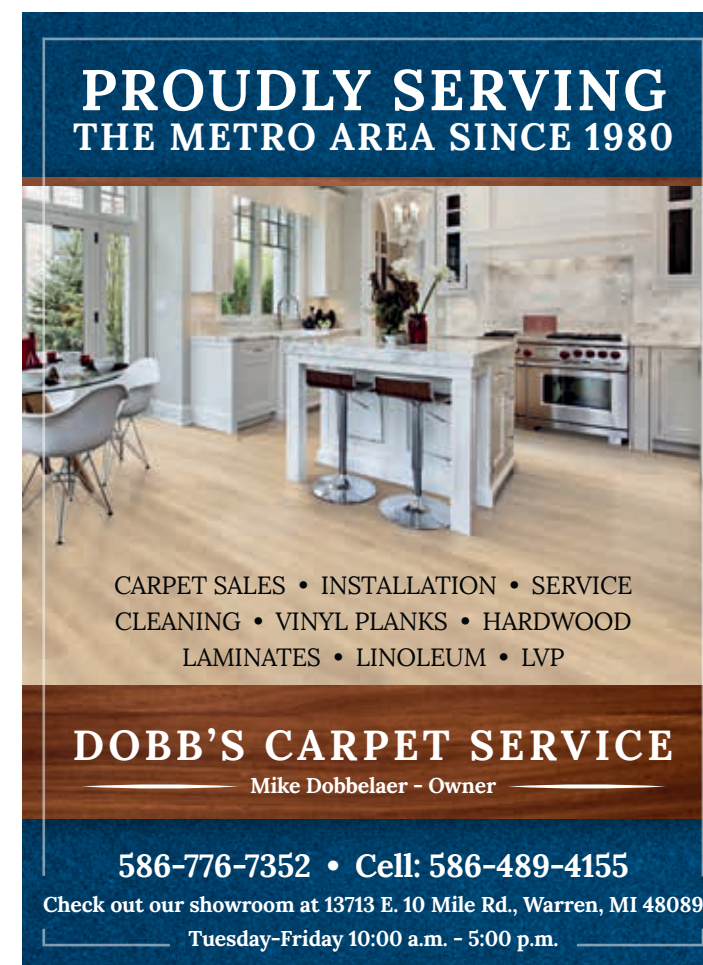
ATA National Title Group
atatitle.com

Our products and services include:


- Commercial title insurance
- Residential title insurance
- Escrow services
- Over 30 locations statewide

10 preferred locations serving Wayne, Oakland and Macomb counties

Bloomfield Hills, Clarkston, Farmington Hills
Plymouth, Trenton, Grosse Pointe Woods,
Livonia, Shelby Township, Clinton Township

PROUDLY SERVING THE METRO AREA SINCE 1980



CARPET SALES • INSTALLATION • SERVICE
CLEANING • VINYL PLANKS • HARDWOOD
LAMINATES • LINOLEUM • LVP

DOBB'S CARPET SERVICE
Mike Dobbelaer - Owner

586-776-7352 • Cell: 586-489-4155

Check out our showroom at 13713 E. 10 Mile Rd., Warren, MI 48089
Tuesday-Friday 10:00 a.m. - 5:00 p.m.



WIN HOME INSPECTION

Best Home Inspector in Clinton Township, Macomb, Roseville, and New Baltimore

No.1 Ranked Home Inspection Company in the U.S.

- Trained and Certified Inspectors
- Fast and Easy Scheduling
- Reports within 24 Hours
- Weekend Availability



Jeff and Joy Starr
(586) 500-0099
jstarr@winl.com



WIN is the Most Innovative Home Inspection Services Company

To deliver actionable insights for hard-to-access spaces such as attics, roofs, chimneys, sewer drain lines, interior walls, vents and crawlspaces, we utilize state-of-the-art tools and technologies including drones, infrared scanners, 3D and 2D imaging, scope cameras, and robotics.

MEET THE MACOMB COUNTY REAL PRODUCERS TEAM



Chris Csotty
Owner/Publisher



Terra Csotty
Owner/Publisher



April Shanne Subiera
Publishing Assistant



Ashley Streight
Content Coordinator



Elena Filimon
Relationship Manager



Kevin Jurvis
Event Coordinator/
Relationship Manager



Holly Garrish
Relationship Manager



Shenja Schlosser
Ad Strategist



Amanda Matkowski
Editor



Robbyn Moore
Writer



Andy Schwartz
Stylish Detroit
Photographer/Videographer



Jay Dunbar
Great Lakes Aerial
Video Services
Photographer



Gina Dinverno
Gina Dinverno Photography
Photographer



If you are interested in contributing or nominating someone for certain stories, please email us at terra.csotty@realproducersmag.com.

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.



BRITWAY

Painted Curb Appeal
That Closes Deals

Drywall
Painting
Carpentry
Insurance Restoration

Transform Your Listings Today!
586.709.1829
Britewayllc@gmail.com



A TEAM OF
HOME INSPECTORS
YOU CAN TRUST.



HomeTeam of Warren Michigan
(586) 783-9957
warrenmichigan@hometeam.com
hometeam.com/warren-michigan

Each office is independently owned and operated. ©2023 The HomeTeam Inspection Service, Inc. All rights reserved.

Helping You Win in the Housing Market!

Conventional • VA • USDA • FHA • Credit Boost Program

VSbrocca@FirstTeamLending.com
586.322.1070

NicoG@FirstTeamLending.com
586.292.8397

FIRST TEAM LENDING
FAST. RELIABLE. OPTIONS.

info@firstteamlending.com
586.600.5100

Service: MI, FL, PA, TX, CO, LA
Company NMLS#: 2085536

top producer

By Robbyn Moore
Photos by Gina
Dinverno Photography

KRISTIE LOHMANN

A CAREER BUILT ON THE HAPPY SIDE OF REAL ESTATE

For Kristie Lohmann, her journey into real estate began when she was negotiating short sales. “I decided to take a leap of faith and get my real estate license after I was encouraged by a real estate broker,” she recalled. “After four years of negotiating short sales from 2008-2012, I transitioned to what I describe as the ‘happy side’ of real estate. The choice proved to be perfect for my professional aspirations, because I derive immense satisfaction from assisting individuals in realizing their dream of owning a home.”

Kristie has been transforming lives through real estate for 12 years now. In 2023, as an agent at RE/MAX First, she made her mark by placing in the top 10 of approximately 900 other RE/MAX real estate professionals within the Southeastern Michigan region for the first and second quarters. More impressively, Kristie achieved this accomplishment without an assistant.

Kristie’s professional passion is fueled by her interests in decorating, home remodeling and working with people. Her dedication to assisting specific groups — such as first-time homebuyers, senior citizens and single parents — significantly contributes to her enthusiasm.

“I have an immense dedication toward my clients, which often results in strong bonds by the time we reach the closing table,” Kristie shared. “Many of my clients have become my friends.”

As an agent and REALTOR®, Kristie is currently focused on ensuring that her buyers secure a home in a competitive market. She is also dedicated to assisting sellers in receiving multiple offers and achieving the highest possible price for their homes.

According to Kristie, the most fulfilling aspect of her work is when she provides support to clients during emotionally difficult periods, such as during divorces or family estate settlements. “Estate

situations are a very emotional time for the family, and being compassionate is very important,” she said. “I am there to help my clients from start to finish — with advice on cleaning out the house and preparing it for showings, and all the way through to closing day.”

Being a single parent has played a significant role in shaping who Kristie is today. “My personal experiences taught me resilience and the ability to face challenges head-on,” she said. “My single-parent journey not only made me stronger but also created a special bond with my daughter. I have a greater understanding and compassion when I’m working with single-parent clients.”





“ To me, success is not about money. It is about being happy with your career choice, being content within yourself and your personal relationships, and being respected amongst your peers.”

Meals on Wheels to assist local home-bound senior citizens and supports the Humane Society in Shelby Township.

Kristie has successfully established strong relationships with numerous agents, a factor that is crucial in the current competitive market. “I pride myself on maintaining a positive attitude in all situations, which helps lighten the mood and alleviate stress during challenging times,” she said. “Additionally, I place great emphasis on regular follow-ups to ensure that my clients are well-informed throughout the process through closing.”

As Kristie continues to navigate her successful journey in real estate, she is a great testament to the power of resilience and dedication, and has a heart for helping others.

When Kristie first launched her career, she faced some challenges, but she overcame them by staying diligent in her work and by being true to herself. This approach helped her build a trusted clientele and gain respect among fellow agents. “To me, success is not about money,” she explained. “It is about being happy with your career choice, being content within yourself and your personal relationships, and being respected amongst your peers.”

In her personal life, Kristie and her husband, Mark, enjoy boating on Lake St. Clair, attending sporting events and concerts, traveling, and spending time with friends and family. They are proud parents to their daughter, Kadie, a graduate of Wayne State University, and their son, Drew, a student at Michigan State University.

Kristie’s commitment to making a difference extends beyond her career. She volunteers at the Anchor Bay Community Foundation (ABCF), which offers scholarships to local students. As part of ABCF’s Barbara Richards Magic Wand Fund for Children, Kristie helps local children in need throughout the school year and during the holidays by shopping and purchasing school supplies and gifts. She also volunteers for



ENSURING A

Cozy Winter

FOR OUR CLIENTS

Heating Services
Cooling Services
Air Quality Solutions

FREE ESTIMATES

24/7 EMERGENCY SERVICES

Call to Get a Free Consultation

586.256.7300

VisionAirHC.com | 33855 Harper Ave

VISION *Air* LLC
HEATING & COOLING

SEAL THE DEAL WITH *Curb Appeal!*



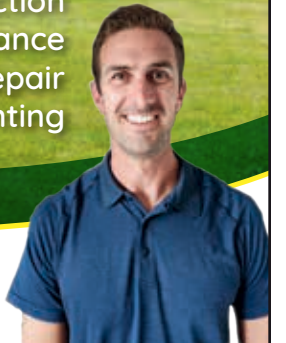
Landscape Design & Construction
Landscape Maintenance
French Drain • Sump Pump line repair
Hardscape Planting

Call to see how Height Control can boost your listings!

HEIGHT CONTROL
Lawn & Landscaping

586.876.3027

HeightControlLawnScape.com | HeightControl@gmail.com



Great Lakes
AERIAL VIDEO SERVICES
& PHOTOGRAPHY

ONE STOP SHOP

AERIAL VIDEOS • AERIAL PHOTOS
LISTING PHOTOS
WALKTHROUGH
VIDEOS
FLOOR PLANS
PROPERTY
WEBSITES
FREE MARKETING
VIRTUAL STAGING



586.246.4203

Contact@GLAerial.com



www.greatlakesaerialvideoservices.com



Serving Oakland,
Macomb, and
Lapeer counties.

DON'T LET YOUR DREAM HOME BECOME A NIGHTMARE



Erik Hodge • 248-388-4783
erikhodge@hhiservices.org • www.hhiservices.org

Home Inspection • Radon Testing
Water Quality Testing • Air Quality Testing
Thermal Imaging • Sewer Scope Inspections



HHI is an InterNACHI and ICA
Certified Home Inspector.

NACHI21041416 | ICA # 24628

BREAKING NEWS



BREAKING NEWS

(586)855-6136

j.larose@uhm.com

www.ApprovedWithJen.com

92 Mill St.
Rochester, MI 48307

@mortgage.jenlarose
NMLS #1141786

UNIONHOME
MORTGAGE



JANELLE AINSWORTH-TATTI

PROVING THAT AUTHENTICITY IS THE KEY TO SUCCESS

rising star ◀◀

By Robbyn Moore
Photos by Melissa Douglas Co.
Photos taken at Lombardo
Homes Model at Stillwater
Crossing in Macomb Township

Janelle Ainsworth-Tatti, a rising agent at Coldwell Banker Professionals in Port Huron, firmly advocates for authenticity in business. She believes that each individual's unique qualities are their most valuable assets. She also emphasizes that success should not be measured solely by sales numbers but, rather, by the value provided to clients. This includes effective communication, reliability, and the ability to foster genuine, long-term relationships. In the real estate industry, building relationships is crucial, and it's the main ingredient to Janelle's trust with her clients.

Janelle embarked on her real estate career in August of 2020. Before making the career switch, she was a full-time business development manager at St. Clair Chevrolet Buick GMC and St. Clair Chrysler Jeep Dodge Ram.

However, as her real estate business grew, she was managing two full-time jobs at once, often multitasking at her desk and during her breaks. After six months of having her real estate license, Janelle moved to part-time at the dealership, and then six months later, she committed fully to real estate full time.

From an early age, Janelle was exposed to the real estate industry through her family's work — her father owned Ainsworth Custom Construction and her mother was a real estate agent. "I spent a significant portion of my childhood at construction sites and property showings, which sparked my interest in homes," Janelle recalled. "However, taking the leap to a full-time career based only on commission can be an intimidating idea."

Upon completing high school, Janelle attended Michigan State University, where she earned a bachelor's degree in communications with a minor in public relations. "After graduation, I still wasn't sure what I wanted my career to be, but the two things I did know were that I had a passion for sales and that I wanted to help people," she said.

Eventually, Janelle took the leap and enrolled in real estate classes, driven by her determination to succeed through her own merit. "That decision was one of the best I've ever made," she said. "Being an agent has given me a real sense of direction and purpose. My passion for real estate and for helping my clients is clear from the moment you meet me. Sure, it can mean long hours, but when you love what you do, it never feels like work."

Janelle takes great pride in guiding her clients through what is often the most significant purchase of their lives. "Prioritizing their best interests is crucial in every transaction," she explained. "I didn't have this kind of support when I bought my first home, which motivates me to be that advocate for my clients. Helping someone find their space — the place where they unwind after a long day, share special moments, and build their future — is truly a privilege. It's the joy of helping people find a place they can truly call their own that fuels my passion."



Most of Janelle's business comes through referrals, a testament to the trust and satisfaction of her clients. Since starting her career, Janelle has been honored with several prestigious awards. She has been recognized in the International President's Circle, which represents the top 7% of Coldwell Banker Professionals nationwide, for 2021-2023. She has also been a Multimillion Dollar Producer for 2021-2023 and was named the Top Office Producer in 2022 and 2023. On average, she handles 40 to 50 transactions each year, driven by her commitment to her clients and their needs.

Janelle said that she is profoundly indebted to her manager, Stacy Priehs, for her professional growth. "Her mentorship has played such a big role in shaping my career, expanding my knowledge, and strengthening my confidence," she shared. "I consider her contributions to my life to be



IT'S ABOUT BEING YOURSELF. GENUINE RELATIONSHIPS AND TRUST COME FROM BEING REAL, WHETHER YOU'RE COMMUNICATING ON SOCIAL MEDIA OR INTERACTING IN PERSON.



one of the most significant blessings. Our entire team works so well together, sharing ideas, collaborating, and supporting one another. Some of our agents now feel more like family to me than co-workers. I'm proud to say this is the most fulfilling and enjoyable work environment I have experienced."

Outside of work, Janelle loves spending time with her husband, friends, and large family, especially her nieces and nephews. She enjoys being outside, caring for her house plants, taking trips, and relaxing at home with her two cats — Brady and Sully.

Janelle's number-one tip to other real estate professionals is to be authentic. "Your true value isn't in how long you've been in the business or how many deals you've closed," she said. "It's about being yourself. Genuine relationships and trust come from being real, whether you're communicating on social media or interacting in person."

Above all else, Janelle emphasized that communication is key. "Make sure you are always responding to calls, following up, and following through with what you say you will do. It's important to keep yourself in front of not only current clients but also past clients. Your community and social media is a great, cost-free way to accomplish that. It may be intimidating to step out of our comfort zone and be vulnerable on social media, but the rewards are worth it in the end. So take the leap! Lastly, never forget to stay humble and grounded, despite your successes."

ROOFING GC SINCE 1988

Residential and Commercial Roofing & Repair
586.961.6735 • GCRoofingService.com

Request a **FREE** Roof Replacement Estimate!

BestRate
MORTGAGE

**FAST QUOTES,
GREAT RATES,
INTEGRITY.**

Mike Maiorano
Mortgage Broker, MLO
NMLS #2033984
Licensed in FL and MI

248-310-5300
mikem@bestrate.one
linktr.ee/bestratemortgage
390 Park St,
Birmingham, MI 48009

► rising star

Photos by Melissa Douglas Co.
Photos taken at Lombardo Homes Model
at Stillwater Crossing in Macomb Township

Danielle Pitts

A JOURNEY OF PURPOSE



In the vibrant world of real estate, where every deal tells a story and every client's dream becomes a reality, one name shines bright: Danielle Pitts. With nearly two years of experience in the industry, Danielle has embarked on a journey from the classroom to the closing table, showing the power of perseverance and purpose.

Prior to becoming an agent, Danielle spent years molding young minds in subjects ranging from social studies to language arts, but her desire for a new challenge and a fresh avenue to make a positive impact led to her launching a real estate career in April of 2022.

"I dove in full time as soon as I chose my brokerage," she shared. "I spent a year on the Realty Consultants team before challenging myself with the adventure of going solo."

Danielle's overall career path has been diverse as well as enriching. From teaching middle school to briefly venturing into the realm of IT sales, her career trajectory was a testament to her adaptability and tenacity. However, it was a series of life-altering events and lessons that she learned in network marketing that truly propelled her toward her true calling.

"In 2015, I had a little too much fun house-hunting and became a proud homeowner," Danielle recalled, smiling. "Throughout the long process, I thought I would love doing real estate, but teaching and coaching consumed so much of my time."

Later, after a period of personal reflection amidst the chaos of a pandemic — coupled with the devastating news of her grandmother's terminal illness — Danielle was prompted to reevaluate her priorities. "After a tumultuous 13 weeks of caring for my favorite person in the world at the end of her life, I was unable to even fathom teaching again," she said. "Children deserved so much more energy and attention than I had to give while grieving so deeply."



With a newfound sense of purpose, Danielle embraced the world of real estate, drawing upon her innate compassion and unwavering commitment to serving others. "I am really passionate about helping people — always. That drives how I conduct my business each and every day," she explained. "I only want to be successful because I did right by all of my clients and treated the other side of each transaction with respect and camaraderie."

As Danielle has navigated the intricacies of the industry, she has learned to find her unique voice in a crowded market while at eXp Realty - Shelby. "Learning all of the different ways people are successful in this industry and then seeing what works for me was a lot of trial and error," she admitted. "I truly believe that the industry is always evolving, and you cannot be afraid to try a new approach, even if it hasn't been proven yet."

"Don't be afraid to explore all of the different ideas for getting business, and find what works for you," Danielle added. "Real estate and sales strategies are not a 'one size fits all!'"

For Danielle, success extends far beyond the confines of the boardroom or the closing table: It's about leaving a lasting impact, both professionally and personally. "Success, to me, is being happy with what you have and where you are in life," she said. "Ultimately, I want to be remembered for my character."



Don't be afraid to explore all of the different ideas for getting business, and find what works for you.

Real estate and sales strategies are not a 'one size fits all!'



Danielle's aspirations are as ambitious as they are heartfelt. "My biggest dream right now is to be a mom," she shared. "I love that real estate will allow me the flexibility to be present for all of the moments of parenthood while also being a successful agent."

Danielle is currently pregnant and expecting a baby girl in January of 2025, but she is already a proud auntie — or "titi" — to two adorable nieces and seven nephews. When Danielle isn't spending time with her family, she and her husband, Jordan, enjoy

traveling. "We essentially work to save money for trips," she joked. "We also both love outdoor activities, especially boating, kayaking and camping."

In her quest to redefine the traditional norms of the industry and champion a culture of kindness and collaboration, Danielle remains an inspiration for aspiring agents everywhere. With her commitment to excellence and her boundless passion for helping others, Danielle is not just a rising star in real estate — she's a powerful force.



Partner with Michigan's #1 construction lender.*



When your client is finally ready to build their one-in-a-million dream home, a bunch of numbers shouldn't get in the way. With our low rates, low down payments, one-time closing costs, and a streamlined builder activation process, we'll work with you to keep things moving.



Contact me today to get started.

Brent Green
Mortgage Sales Manager
(248) 848-7117
Brent.Green@LMCU.org
NMLS #709719

*Marketrac, January 2023.





Macomb County Real Estate MOVES FAST

Follow Macomb County Real Producers on social media to keep up.



 @realproducersofmacombcounty
 @realproducersofmacombcounty




WE DON'T INSPECT WE EDUCATE

We will teach you how your home works, how to maintain it, and how to save money.

We are a home inspection company serving our neighborhoods in Wayne, Oakland and Macomb counties in Eastern Michigan.

We are founded by former teachers who wish to educate home owners about the benefits and possible hazards associated with their largest investment; their home.



Book an Inspection Online!



Aaron Jackson
Owner and Senior Inspector

During the inspection, we complete a non-invasive walk-through of the home to assess its current condition, repair needs, operation, and maintenance requirements.

aaronjackson@comprehensivepropertyllc.com | (586) 842-4700

Unlock Exclusive Benefits for REALTORS® with



• Expert Fleet Allocation for Real Estate
 • Seamless Client Transitions & Personalized Service
 • Active Involvement in Real Estate Industry Events
 • Trusted by Top Agents for 65+ Years

Partner with Morse Moving & Storage Today to Elevate Your Client Experience



734.484.1717
morsemoving.com

USDOT 274486 | PUCO HHG#509459-HG





Color Your Listings with Excellence




C & J PAINTING

Interior & Exterior Painting

TRANSFORM YOUR LISTINGS TODAY! 586.960.4406



★★★★★
5 Star Rated Plumbers
Serving All Of Metro Detroit.

DELTA PLUMBING & MECHANICAL

(586) 918-9197 // sales@deltadetroit.com
deltadetroit.com

Magazine-Style Brand Headshots!

In today's digital world, your headshot is often the first impression you make on potential clients.



GinaDinvernoPhotography.com



COME FLY WITH US

OUR ENTIRE BUSINESS IS DESIGNED TO COMPLEMENT THE HOME-BUYING PROCESS.

Home, Auto, Life, Business, Flood

- **OPTIONS FOR EVERY TYPE OF BORROWER SITUATION**
I WILL COMPARE MULTIPLE QUOTES TO FIND THE BEST OPTION
- **WE WILL NEVER HOLD UP A CLOSING**
SAME-DAY EXECUTED BINDERS AND BINDER CHANGES
- **THE BENEFIT OF OUR MORTGAGE INDUSTRY EXPERTISE**
I KNOW YOUR PROCESS, RATIOS AND WHAT MATTERS WHEN IT COMES TO INSURANCE
- **WE REPRESENT THE BEST IN THE INDUSTRY**

BUILT FROM THE GROUND UP TO PARTNER DIRECTLY WITH LENDERS AND REALTORS



+ dozens more!



SCAN FOR A QUOTE



Jessica Dodge
Agency Owner

586.206.9500
jessica.dodge@goosehead.com
Licensed Independent Insurance Agent



When asked about the event, Kim Agemy from eXp Realty claimed, “The atmosphere was amazing! The venue was unique and had such a cool, different vibe. Food, drinks, the band and great people really made it a perfect place to network.”

Stephanie Sacco with Michigan Power Brokers said, “This event had it all! The live band and incredible food made this event a show stopper. The incredible faces and mixture of both Oakland and Macomb County Real Producers was a blast of new faces. The theme gave us lots to chat about.”

Candice Van Slembrouck from Max Broock, REALTORS® stated, “Fantastic venue, fantastic food, fantastic guests. Well-organized and no detail left behind. Great job by all vendors!”

Special thanks to our HOST Stoney Creek Stables and to our Event Sponsors — Cranbrook Custom Homes and Lombardo Homes — for hosting this event and providing food and drinks! Also, thank you to our Band Sponsor — ATA National Title Group — for providing the event with the incredible Y’All Band! Thank you to our VIP Sponsors — Changing Places Moving, Michigan Schools and Government Credit Union, and Berkshire Hathaway Home Services - Kee Realty — as well as our Support Sponsor — Becky Alley with Capital Mortgage Funding — for helping make this event possible! Thank you to Ooh Snap! Mobile Photo Booth for providing the photo booth for attendees to capture wonderful memories! Thank you to Stylish Detroit for taking photos and videos of the event for our attendees to relive this amazing experience!

▶▶ event recap

Photos by Stylish Detroit
Photo Booth by Ooh Snap! Mobile Photo Booth

Thank you for attending our
DENIM & DIAMONDS
Event!

Our Denim & Diamonds event kicked off at Stoney Creek Stables in Leonard, MI, where top real estate agents and our Preferred Partners joined together to don their best denim get-ups and have some fun mixing and mingling in the beautiful new-build barn by Sebastian Lombardo! Attendees enjoyed great food and drinks, listening to the amazing Y’All Band, as well as made connections with colleagues across the real estate industry. Thank you to our partners, without whom these events and this publication would not be possible!



If you haven’t yet, please fill out our post-event survey at rpeventsurvey.com.

We are so grateful to all of you who joined us, and we look forward to making more memories with you at our next event!

Reach out to Terra Csotty to sponsor a future event at Terra.Csotty@n2co.com.





Give us a call for a FREE insurance review. Providing high excellence of services for you, your friends and family members. We provide services for the ENTIRE state of Michigan. Call for a Free Quote!

- AUTO ▪ HOME ▪ CONDO
- RENTERS ▪ LIFE ▪ MOTORCYCLE
- BUSINESS ▪ ATV ▪ BOAT

Lena Yousif Agency

52941 Gratiot Ave
Chesterfield Twp, MI 48051
Lenayousif2@allstate.com
248-509-9022



OOH SNAP!
mobile photo booth

CONFIDENCE CAPTURED, PROFESSIONALISM DEFINED!

Book your Photo Booth Services or Luxe Professional Headshot Package today!

Chelsea Krejci, Owner
OohSnapMobilePhotoBooth.com



PRINT IS STILL ALIVE.

Celebrating two decades of print excellence, now 800 niche magazines strong (and counting).





fcm first community mortgage
FCM NMLS: 629700

BOCK
GROUP

- Rated 5-star by clients across all platforms (Scan the code below to check us out)
- Focused on communication & education
- Wide variety of loan programs including:
 - Construction
 - Renovation
 - Down Payment Assistance
 - Non QM

Contact us for your home financing needs!



Jason Bock
VP, Branch Manager
NMLS: 713743
248-978-7989



Sean Seaman

Loan Originator
NMLS#: 1461366
313-550-0205



Loan approval and terms are dependent upon borrower's credit, documented ability to repay, acceptability of collateral property, and underwriting criteria.

JR Just Rite Service Professionals



MICHIGAN'S #1 MOBILE HOME REPAIR SERVICE
MichiganMobileHomeRepair.com

CALL TODAY TO SCHEDULE SERVICE: 586.531.8525

**THE PERFECT HOMESITE
DESERVES THE PERFECT HOME.**



**YOUR CLIENTS HAVE THEIR DREAM HOMESITE.
NOW LET'S BUILD THEIR DREAM HOME.**

When your clients build on their own lot with Cranbrook Custom Homes, our team will guide them through the process from start to finish. This includes soil analysis to ensure they're building on solid ground, financial estimates for site improvements, securing permits, and site development.

By choosing Cranbrook, your clients will have the benefits of our design-build process — which helps us meet client expectations, ensure transparency, and guide clients on their homebuilding journey — while enjoying the flexibility of building exactly where they want to live. Our guaranteed fixed pricing revolutionizes the custom home building process, allowing you to know how much you'll pay at time of contract. That means no budget overages or surprises. Contact a Cranbrook Custom Homes sales manager to learn more.



248-266-2795 | CranbrookCustomHomes.com

All information contained herein was accurate at the time of publication and is subject to change at any time without notice. Please see a Cranbrook Custom Homes sales manager for more details.





20 YEARS OF
THE N2 COMPANY

INTRODUCING NEW DECORATED MODELS!



NEW DECORATED MODELS OPENING IN 2024!

Lombardo Homes is proud to introduce two new decorated models to Macomb County! Thoughtfully crafted with today's home buyers in mind, these new models showcase current design trends, as well as open floor plans, private primary suites, and work-from-home spaces. We invite you to bring your clients to tour a new Lombardo Homes decorated model this season!

The Ludington at Pembroke South in New Haven
 Located northwest off Gratiot, north of 26 Mile
NOW OPEN!

The Berkeley at Wolverine Country Club Estates in Macomb
 Located east off Romeo Plank Road, north of 25 Mile
OPENING IN NOVEMBER!

info@lombardohomes.com | LombardoHomes.com

Pembroke South | 586-738-0312 | pembrookesouth@lombardohomes.com | Located northwest off Gratiot, north of 26 Mile
 Wolverine Country Club Estates | 586-372-8278 | wolverine@lombardohomes.com | Located east off Romeo Plank Road, north of 25 Mile

