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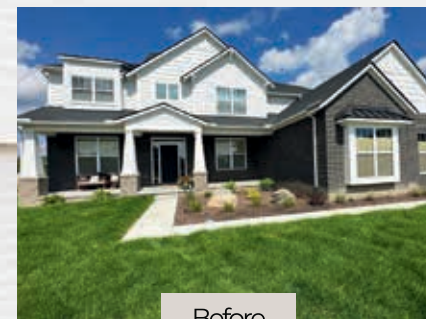
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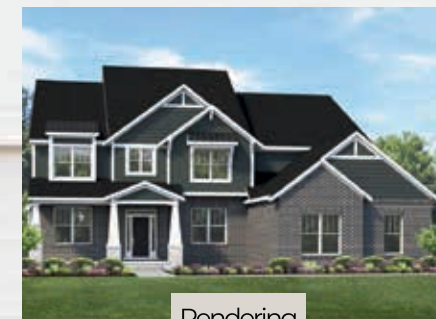
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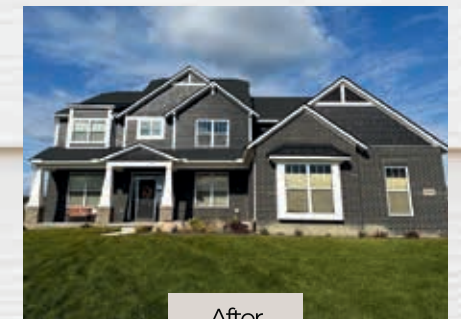
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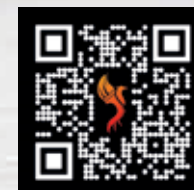
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 If you are interested in contributing or nominating someone for a feature, please email us at Chris.csotty@realproducersmag.com or Terra.csotty@realproducersmag.com.

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By Robbyn Moore
Photos by Stylish Detroit

Lindsey BROADWELL

FROM THE SOCCER FIELD TO REAL ESTATE: A WINNING COMBINATION

In March of 2016, Lindsey Broadwell began her journey into real estate with a disciplined routine. Mornings were spent for cultivating leads and afternoons were spent for coaching soccer at Northville High School. As her real estate business grew, Lindsey faced a tough decision: stick with coaching or commit fully to real estate. Ultimately, she chose to prioritize her real estate career, but her teamwork approach and disciplined nature shines through in her business.

Before delving into real estate, Lindsey spent three years as an executive assistant to David Hall, who played a pivotal role in shaping her career. David served not only as a boss but also as a mentor, consistently offering encouragement and guidance. Subsequently, Lindsey briefly worked at Top Cat Sales, specializing in the sale of Adidas products. Throughout this time, she balanced her professional endeavors with coaching soccer and various other sales positions until she finally decided to make the transition into real estate.

Lindsey's lifelong engagement in sports has played a foundational role in shaping both her character and her professional identity. From soccer to softball, basketball and volleyball, her active participation in various teams instilled a robust set of transferable skills and values crucial to her success in real estate. "Sports taught me so much



about the value of teamwork, something I encounter on a daily basis as an agent," she said. "Moreover, the competitiveness I feel in sports is what I feel in real estate, too — I just strive to be the best and help out my clients like I did with my teammates. Just as I aimed to outperform in soccer, I aim to wow my clients with my work ethic and results."



Lindsey's involvement in sports also ingrained in her the values of discipline and unwavering effort. The demanding training regimens and steadfast commitment demanded by athletics parallel the dedication she channels into her real estate endeavors. "I thrive on managing a packed schedule and handling numerous tasks simultaneously," she said.

Lindsey began her real estate journey at RE/MAX in 2016, but she recently joined REAL Brokerage in 2023. She couldn't be more excited to be part of the REAL family as she helps grow its presence with her team, REAL Michigan Life.

Currently, Lindsey is focused on expanding her business to support other agents in reaching their full potential. Her team consists of three agents and one support person, and she has aspirations to grow further.

Even with all the ups and downs of the real estate game, Lindsey and her team have stayed rock solid, scoring wins for their clients left and right. Lindsey herself has become really adept at tackling problems before they get too big and at making sure things get done quickly and smoothly. "Instead of stressing about what we can't change, we're all about finding solutions and getting things done right," she said.

Lindsey's track record speaks for itself, with a cumulative career volume of \$79 million in real estate transactions. In the past year alone, she accomplished a remarkable volume totaling \$17 million. Her outstanding achievements have garnered widespread recognition, earning her a coveted spot on Hour Detroit's Top 40 under 40 list, winning RE/MAX Chairman Club and Executive Club awards, and securing her a position among the Top 100 professionals in Oakland County.

Lindsey's known for her hard work and deep industry know-how, and she has a knack for understanding what's happening in the market. She's also great at teaming up with other agents to fix problems, making her a real go-to in the business. One of her cool projects is the construction of her family's "barndominium" — basically, turning a barn into a living and working space. "It's a blend of 'barn' and 'condominium,' and it's catching on," Lindsey explained. "I'm pumped to share what I know and get creative with anyone interested in this trend."

Outside of work, Lindsey is an impassioned dog-lover and supports the Oakland County Animal Shelter as well as Guardian Angel Medical Service Dogs. Her hope is to be able to support more organizations as her business evolves, helping more dogs find their forever homes.

Lindsey's perspective on success transcends the conventional metrics tied to financial gains. For her, success is deeply intertwined with personal fulfillment and the pursuit of one's passions. "It's about living a life that resonates with your core values, aspirations and desires," she explained. "To me, success is about finding satisfaction in what you do every day. It's about waking up with a sense of purpose and going to bed with a sense of accomplishment. It's not merely about the numbers on a paycheck but about the impact you make and the people you help along the way."





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DAVID BINKLEY

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RING, RING, SOLD!



When trends come and go like the seasons in real estate, one name stands out: David Binkley. Armed with a relentless work ethic and an unyielding dedication to his craft, David has carved out a niche for himself in the competitive market of Oakland County, Michigan. As an agent with Brookstone,

REALTORS®, David has had a meteoric rise in just a year and a half, which speaks volumes about his prowess in the field.

“I started my career in real estate working for Jeff Glover’s real estate team in April of 2022,” David said. “I spent three months in their Agent In Training program, which really set the stage for the rest of my career. I also cold-called expired listings and for sale by owners (FSBOs) six days a week from 8 a.m. to 6 p.m. Jeff Glover and Taylor Kerrigan’s time that they spent training me one on one proved to be valuable beyond words, and it really set the tone for my career.”

David found himself drawn to the world of real estate after a life-altering back injury in 2021 while he was a project foreman at a construction company. “I was looking for another position that allowed me to work with clients and make their dreams a reality,” he explained. “I love building the long-lasting relationships that I have from scratch.”

With his newfound passion, David embarked on a journey that would redefine his life. In October of 2023, he made the pivotal decision to join Brookstone, REALTORS® as a solo agent, a move that would set the stage for his unprecedented success. Since November of 2023, David has done one-on-one coaching with Brandon Mulrenin, which has also proved invaluable.



“

**Don't give up,
even when the
going gets tough.**

”

David's dedication to his craft knows no bounds. Despite the challenges of staying disciplined and consistent, he perseveres and sticks to a rigorous schedule of prospecting from 8 a.m. to 12 p.m. and then again from 3 p.m. to 6 p.m. "I simply don't quit," David said. "Cold-calling is hard, but I still show up every day to make the calls, no matter what happened or what someone said to me."

David's tenacity has paid off in spades. In just his first full calendar year in the business, he sold 48 units and achieved \$10 million in sales, which were nearly all self-generated from cold-calling. His efforts earned him the title of Top Listing Agent at the Glover Agency Team - Keller Williams in February of 2023, with 16 units listed.

For David, success isn't just about numbers: It's about making a difference in people's lives. "The most rewarding part of my business is when clients are so happy when I come over and I am brutally honest about what needs to be done to get the home sold," he shared.

David has big dreams for the future. "I hope to continue to grow a small real estate team and start investing in real estate myself to build passive income and the future I've dreamed of," he said.



According to David, being an agent is a passion, a calling, and a way of life. "I love the challenge and competitiveness that comes with prospecting expired and FSBO listings," he shared. "I love building relationships from scratch, just starting with a phone call. I love selling homes that didn't sell the first time around or clients who are struggling to sell it themselves."

As he reflects on his journey thus far, David offers a piece of advice to up-and-coming agents: "Set a schedule and stick to it, and be consistent. Don't give up, even when the going gets tough."

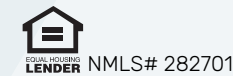
David serves as a beacon of tradition, proving that sometimes old-fashioned hard work and dedication are all it takes to achieve greatness.

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I love to try new restaurants and adventure to the unknown.
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I used to be the lead singer of a rock band!
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I am a bit of a thrill seeker. I love things that make my adrenaline go crazy!
LINDA WELLS — RE/MAX NEXUS



I was the music producer who worked with local artists for a few years. I even produced the reggae album for a Jamaican Christian band as a thank-you for the help they did in the community and in my previous business.
CAMERON BOUTROS — ANTHONY DJON LUXURY REAL ESTATE



I am a black belt in Koei-Kan Karate.
JAKE DAVIS — OHANA PROPERTIES — BROOKSTONE, REALTORS®



I was a professional Motocross racer.
LOREN HOTCHKISS — REAL ESTATE ONE OXFORD



I am learning to speak Spanish!
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I delivered my daughter during The Ohio State vs. University of Michigan football game. She ended up graduating from The Ohio State University. Can you tell I am a Buckeye?
SARAH BUDREAU — OAKLAND CORNERS REALTY



I had an audition on Star Search in 1990 and never showed up because I was too nervous.
LESLIE DORAN — @PROPERTIES - CHRISTIE'S INTERNATIONAL REAL ESTATE



I am also a licensed esthetician.
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Moe Khatib

A VISIONARY IN REAL ESTATE

In real estate, where each transaction holds the promise of new beginnings, Moe Khatib stands out as the broker of MK Realty Group. Moe's journey in real estate has been about more than just closing deals: It's about overcoming adversity with determination and about a passion for helping others find their dream homes.

"I absolutely love helping hardworking families find the house of their dreams," Moe shared. "I love selling houses for a price that people say 'is impossible.'"

Before Moe delved into the industry, his path was paved with experiences that shaped his outlook on life and business. He was born to immigrant parents from Syria, and his upbringing instilled in him the values of perseverance and excellence. "My father came to this country with nothing, and he influenced me to be the best I can be," Moe said.

Moe's educational journey led him to earn a bachelor's degree in sociology from Wayne State University, setting the stage for his future endeavors. However, it was his tenure as a residential loan officer at Rocket Mortgage that laid the groundwork for his transition into real estate. Despite closing over 1,000 loans in his career, Moe faced a significant life event that would alter his trajectory.



"During my time at Rocket Mortgage, I underwent retinal surgery and lost vision in my left eye," Moe recalled. "It was a challenging period, but it ultimately led me to reevaluate my path."

In October of 2020, Moe made the pivotal decision to leave his successful career at Rocket Mortgage and pursue real estate full time. "I took it as a sign," he shared. "Sometimes what may seem like a setback can be the catalyst for something greater."

With a newfound clarity of vision, Moe immersed himself in the world of real estate, leveraging his expertise and passion to excel in his field. "Real estate has allowed me to do something I absolutely love while providing for my family," he said.

As an independent agent with a remarkable track record, Moe is dedicated to his clients. "At this point in my business, I'm passionate about ensuring that my clients get the best client service they have ever experienced," he explained.

"This commitment to excellence not only fosters client satisfaction but also cultivates a network of referrals."

“
FOCUS ON YOUR
SPHERE OF INFLUENCE,
AND NEVER
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”



Moe faced challenges that have stemmed from his vision impairment, but his resourcefulness and adaptability have enabled him to thrive in his profession. “Having to rely on only one eye makes things quite difficult for me, but thank God for modern technology,” he admitted. “I can easily zoom in on small fonts and adjust font sizes accordingly.”

I WANT TO BE REMEMBERED FOR THE RISKS I TOOK THAT LED ME TO WHERE I AM TODAY.

Beyond his professional pursuits, Moe finds fulfillment in philanthropy and family. He and his wife, Zena, have two children — Lillian and Noah. “We like to travel with our kids and take them to new fun places. We took Lilly and Noah to Florida, New York and Chicago so far,” Moe said.

“My goal in life has always been to leave a lasting legacy,” Moe added. “I want to be remembered for the risks I took that led me to where I am today.”

Moe offers a piece of advice to aspiring real estate agents: “Always remain calm in a stressful situation and never lose your cool. Focus on your sphere of influence, and never underestimate the power of genuine connections.”

Moe’s story exemplifies the transformative power of resilience and passion in the realm of real estate. As he continues to leave a mark on the industry, his success demonstrates that, sometimes, the greatest opportunities arise from the most unexpected circumstances.



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JOHN MAYA

UNLOCKING **DREAMS**

▶ rising star

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Amidst the dynamic realm of real estate, where triumphs are tallied in transactions and honors, John Maya shines as a paragon of commitment and fervor. As a seasoned agent under the Keller Williams Domain banner, John transcends mere accolades, epitomizing the profound impact of resilience and purpose.

Before John transitioned into real estate, he had a managerial role in the retail sector and was yearning for something more gratifying. “I hit a ceiling with my career, and it was not fulfilling or rewarding,” he explained. It was a serendipitous encounter with a friend’s Facebook post about real estate that sparked a revelation within John. “For some reason, that video had my mind all over the place. It made me feel that helping people with real estate was something I needed to do,” he added.

At the end of 2020, John began his real estate career as a part-time endeavor. “Beginning in real estate was a difficult start, because of all the moving parts and the knowledge and skill set that the career requires,” he admitted. Despite the initial challenges, John found himself drawn to the rewards of the

profession. “The expression on my buyers’ faces when I let them know their offer was accepted or letting my sellers know that we have multiple offers over asking were priceless,” he said.

Driven by his innate desire to help others, John soon discovered a passion for guiding clients through the complexities of the market. “I always loved helping people. I got into real estate for some of the wrong reasons ... I thought it was a part-time job, it was easy money, and it wouldn’t require a lot of my time. I was so wrong,” he said, laughing. However, what initially began as a pragmatic career choice soon evolved into a profound calling. “I fell in love with the journey and found my passion,” John added.

John’s success is not merely defined by his professional achievements but by the values that guide his approach to business. He emphasizes the importance of perseverance in the face of challenges and for agents to focus on “mindset, consistency and dedication.” For John, success is not an endpoint but a continuous journey marked by daily determination.

As an active member of Keller Williams Domain: Luxury Homes International, John thrives in a collaborative environment where teamwork and support are paramount. “We have well over 200 agents, and we consider each other as teammates,” he explained. “We work together on many deals, and we help and educate one another.” This spirit of camaraderie underscores John’s commitment to fostering a culture of growth and collaboration within his professional community.

According to John, the greatest reward of his career is when he sees the genuine appreciation of his clients. “The most rewarding part of my business is the look of gratitude from my clients at the closing table,” he shared. “Handing them the keys to their new dream home and

“THE MOST REWARDING PART OF MY BUSINESS IS THE LOOK OF GRATITUDE FROM MY CLIENTS AT THE CLOSING TABLE.”



giving them the proceeds check from selling their home — it truly humbles me.”

John envisions a future intertwined with his passion for real estate. “Because I love real estate so much, it will be a part of my future for as long as I can manage it,” he said. Whether navigating the shifting currents of the market or guiding clients through life-changing decisions, John remains steadfast in his pledge to making a difference.

For those aspiring to follow in his footsteps, John reminds agents to be steady and determined. “You don’t have to look for a special secret no one talks about,” he said. “Your hard work will pay off in time. This is a journey, not a destination.”

“Just be yourself,” John added. “Love your job and the people you help, and you will be just fine.”

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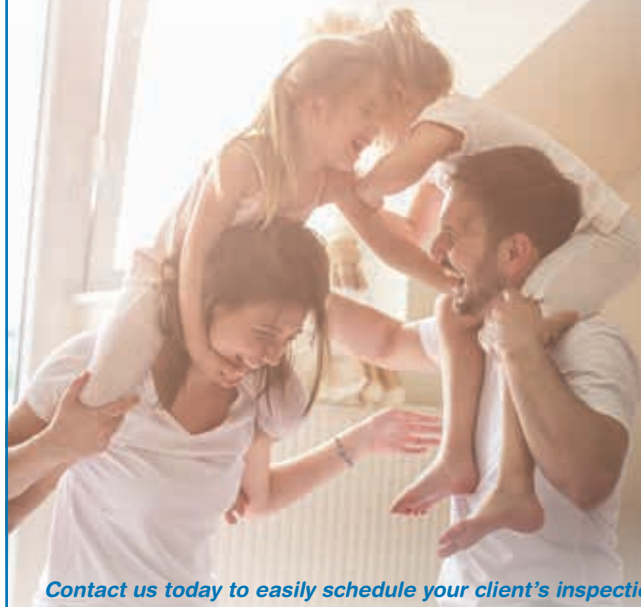
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▶▶ event recap

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!

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 Brook, 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!

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!

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