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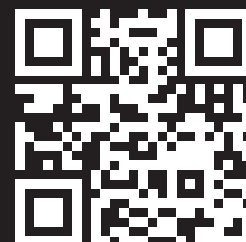
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THE INSPIRING JOURNEY OF AMI WEBSTER

Ami Webster, the dynamic owner of Webster & Associates LLC, has quickly established herself as a rising star in the insurance industry. With three years at the helm of her own agency and 15 years of industry experience, Ami's journey has been defined by her unwavering commitment to her clients and her community. Her dedication has earned her a remarkable array of awards, including the 2023 American Family Indiana Rising Star Award, recognizing her as the top new agent within her first five years. In 2022, she was honored as the American Family Indiana Agent of the Year, distinguishing her as the leading agency owner among 129 agents. Her agency is also recognized as an American Star Certified Agency and has consistently earned the AFLIC Life Persistency Award for the past two years. Ami's exceptional work in life insurance has been celebrated with the Distinguished Life Diamond Award and the All American Award for three consecutive years.



However, it is the Indiana State Community Impact Award that holds the most significance for Ami. Awarded by her peers in 2021, this recognition reflects her deep involvement in the Fort Wayne community, where she volunteers her time and raises funds for causes she is passionate about. Ami is actively engaged with Wellspring Interfaith Ministries, teaches high school economics through Junior Achievement, and serves on the board of Bring It Push It Own It, a local nonprofit. Her commitment to community service is a cornerstone of both her professional and personal life.

Ami's approach to insurance is as unique as it is effective. At Webster & Associates LLC, the philosophy is simple: "We don't sell insurance; we protect dreams." This motto encapsulates Ami's dedication to providing more than just policies; she



offers peace of mind. Her extensive knowledge of the industry, combined with her ability to connect with clients on a personal level, sets her apart from the competition. She treats each client as a friend, ensuring they fully understand their insurance coverage and why it's essential. Rather than seeing herself as a salesperson, Ami views herself as a problem solver dedicated to educating her clients and safeguarding their dreams.

In addition to her work with individual clients, Ami specializes in providing comprehensive insurance solutions tailored for realtors and their clients. Her agency offers homeowners, auto, and life insurance, along with personalized service that meets the unique needs of each client. Ami's dedication to education extends to her partnerships with realtors, providing resources to help them enhance their professional expertise.

Despite the success, Ami's journey in the insurance industry has not been without its challenges. This year has been particularly difficult, testing her ability to navigate factors beyond her control. Nevertheless, she has risen to the



WITH A CLEAR VISION OF SUCCESS THAT GOES BEYOND FINANCIAL METRICS, AMI IS SET TO CONTINUE MAKING A DIFFERENCE IN THE LIVES OF HER CLIENTS.



occasion, finding creative ways to grow her business and assist her clients. This resilience is a testament to her leadership and problem-solving skills, qualities that have significantly contributed to her success.

For Ami, success is not just about building a thriving business; it's about making a lasting impact on her community. Her involvement in local causes, such as Junior Achievement and NeighborLink, underscores her belief that a successful business is one that gives back and stands the test of time. Outside of her professional life, Ami is a dedicated wife and mother. She has been married to her husband Chad for over ten years, and together they have a nine-year-old daughter, Caitlin, as well as two adult children, Haleigh and Caden. The Webster family is also deeply involved in the local sports community, serving as a billet family for the Fort Wayne Spacemen hockey team. This role has been particularly rewarding for Ami, who, as an only child, cherishes the extended family experience.



Ami's commitment to health and fitness is another key aspect of her life. She enjoys working out and lifting weights, a passion that led her to become a trainer with Derreck Eby and his team at Hercules. Earlier this year, Ami earned her credentials as a nutrition and weight loss specialist with the National Academy of Sports Medicine (NASM). Through coaching, Ami continues to help others, this time by guiding them toward their health and fitness goals, offering a different but equally fulfilling way to make a positive impact.

As Ami Webster looks to the future, she remains focused on continuing to grow her business while deepening her involvement in the community. Her passion for helping others, both through her work in insurance and her community service, is evident in everything she does. With a clear vision of success that goes beyond financial metrics, Ami is set to continue making a difference in the lives of her clients and the Fort Wayne community for years to come.

WEALTH: PART 2

(See last month's issue for Part 1)

In the last issue, we discussed the importance of creating a financial vision. This is the foundation of all success. As the good book says, "Without a vision, people perish." If you haven't yet crafted your vision, take some quiet time to do that work.

This part of the journey starts with getting control of professional finances. I used to wonder why so many real estate agents earn \$100,000+ a year yet have little to show for it. After becoming one myself, the reason became clear. We're taught how to make money but not what to do with it once it's made. Realizing this, I went to work.

The first step was changing my mindset. I learned there's a role in business specifically for managing finances: the CFO. I studied the role and thinking of a CFO and even sought advice from clients who were CFOs. After a few months, I had a plan.

A system was essential to manage my money effectively. Without it,

I would likely end up like many others, far from achieving my vision. So, I created what I call my "Wealth Machine"—a system designed to ensure my money is well-managed and working for me.

I quickly learned that after properly managing money, there isn't much left over. This led me to scrutinize my expenses. I discovered a clear distinction between money that was spent and money that was invested. Identifying this allowed me to eliminate unnecessary spending, giving me a bit of a cushion for when finances got tight.

The final realization brought everything full circle from my initial work. Being the best CFO for my business required investing time in my finances. It became apparent that if you keep pouring water into a bucket with a hole, it will never stay full. I decided it was time to fix the bucket. In real estate, no one teaches you this; it's always about making money, not managing it. Perhaps that's why so few real estate agents truly retire.

Part 3/3 continues next month...

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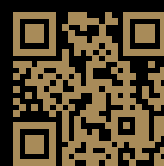
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ALYSSA LINDSTRAND

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WHAT IS YOUR CAREER VOLUME AS A REALTOR?

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WHAT WAS YOUR TOTAL VOLUME LAST YEAR?

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WHAT AWARDS HAVE YOU ACHIEVED AS A REALTOR?

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WHEN DID YOU START YOUR CAREER IN REAL ESTATE?

I started my career in real estate just under a year after my son Lincoln was born. When he was 5 months old, in frigid early January... I decided what better time to invest in taking the real estate course and to be ready to hit the ground running once summer hit!

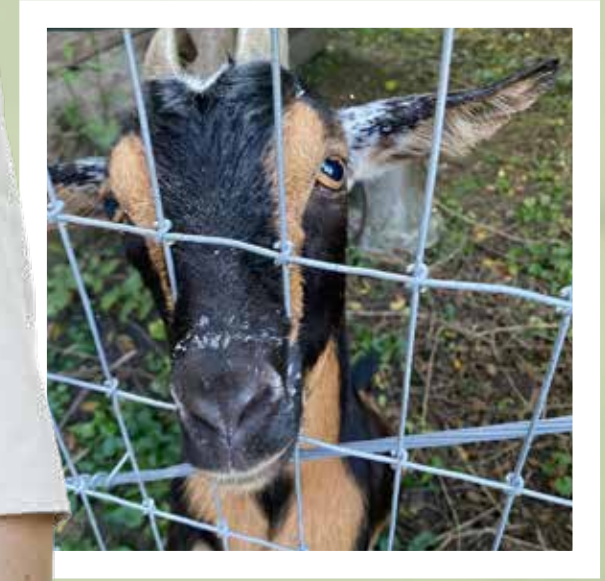
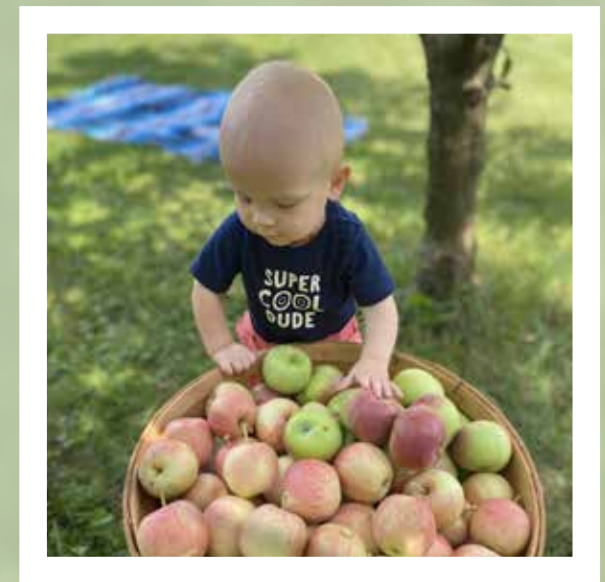
WHAT DID YOU DO BEFORE YOU BECAME A REALTOR?

Prior to real estate, I filled many different roles all focusing on sales, public relations, and customer service. I catered weddings and was a waitress all throughout high school and college as well as coaching Wildcat Baseball during the summers. It was a great way to earn some extra money while playing 3 sports in High School and during the intensive training/playing schedule while playing Collegiate Softball. During my Junior year in college, I worked at Ace Hardware and took on a job as a dispatcher working for a local trucking company, quickly working my way up to the office and account manager. I learned many great skills during my few years with Elite Freight Services, but then received an offer as

an office administrative recruiting manager for the Greater Fort Wayne Area working for the Fortune 500 Company, Robert Half. I absolutely loved everything about the inside and outside sales aspect of the job plus I was helping not only businesses find solid workers but helping people who were struggling to find jobs, improve their skills and get hired! After covid hit and a long furlough period with the company, I accepted a job opportunity with Sleep Number as a Sales Representative which quickly turned into filling a second role as their Regional Sales Trainer for their 16 Midwest stores! What a thrill that was... but then... it was time to start a family and my son, Lincoln, was born. So, I rather quickly realized I wanted and needed to be more of a “work from home mom.” That’s when I decided: What better time to get into Real Estate, and see what I can do.

WHAT ARE YOU PASSIONATE ABOUT RIGHT NOW IN YOUR BUSINESS?

Wow... What am I *not* passionate about in the real estate industry...it's *all* so exciting! Real Estate is all about collaborating and helping others out whether it be Sellers, Buyers, other Realtors, Builders, or Industry Partnered Businesses. I especially love New Construction, Country Living, Lake Properties and the opportunity to bring people together to Help Make Dreams Come True. The best way that I know how to help is to continually work to become better educated and

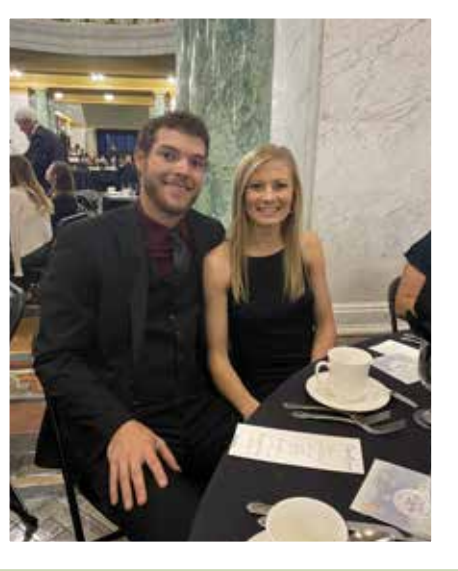




knowledgeable about everything real estate related. I am very passionate about education and am focused on acting as a sponge to soak up and gain as much knowledge and experience as I possibly can to be the best Realtor I can be for my clients.

WHAT HAS BEEN THE MOST REWARDING PART OF YOUR BUSINESS?

The most rewarding part of my business is helping my buyers and sellers negotiate their offers to make sure that they accomplish their needs and wants. It sure does feel good when you can make that call and deliver good news to your buyers that their offer was accepted or when you're working with a seller, calling to let them know they have multiple offers and that they get choose the best one for them! At the end of the transaction, I love seeing clients at the closing table with cheerful faces and pure joy when they walk away.



WHAT WAS YOUR BIGGEST CHALLENGE AS A REALTOR?

My biggest challenge as a Realtor has been being a mother to two wonderful babies under 2 while juggling my new career responsibilities. While I want to be present and raise my kids in my own home, cared for by me, I also want to have a full-time challenging and rewarding career. It has been a bit of a challenge to juggle both, but I have an awesome support team behind me with my husband, dad (the majority of the time) and my brothers and sisters as well who are always there to help make it all possible.



HOW DOES REAL ESTATE FIT INTO YOUR DREAMS AND GOALS?

I have always wanted to follow in my dad's footsteps, as he has been a Realtor for over 40 years. Growing up with a dad in real estate, tagging along to showings, listing appointments, closings, etc. are some of the best childhood memories I have. My dad has always been my role model because





he was the hardest working man I ever knew and the best dad to me and my 10 siblings. I admire his work ethic, dedication, attention to detail and pleasant character. After a year of being in the industry and starting a family of my own, he sure did make it look a lot easier than it actually is, but I am loving it!

WHAT'S YOUR FAVORITE PART OF BEING A REALTOR?

My favorite part of being a Realtor is networking. I have always enjoyed social events, working with people and creating long lasting friendships. During my short time as a Realtor, I have met so many incredible, outstanding

people from other Realtors to Builders, to clients, to loan officers, to closers and to my clients', family's and friends' referrals... All of which I am truly grateful for! It has been an exciting year and journey thus far and I cannot wait to see what the future holds with who else I will have the pleasure of meeting and getting to know!

DEFINE SUCCESS.

Success to me is living a well-balanced life filled with purpose, passion, love and joy.

TELL US ABOUT YOUR FAMILY.

It's big... REALLY BIG... In addition to my wonderful husband TJ and our two little

ones, Lincoln and Gracie, I have 4 sisters and 6 brothers... aunts, uncles, cousins, nieces and nephews galore. We pretty much ALL love to eat great food, MOST love to cook and bake, we all love to play sports and have loads of FUN together! We work hard and play hard and are always there for each other.

FAVORITE BOOKS?

Hmmm... right NOW? Well, maybe... The Wheels On The Bus Go Round and Round???

ARE THERE ANY CHARITIES OR ORGANIZATIONS YOU SUPPORT?

Gigi's Playhouse is an incredible non-profit organization that aims to change the way the

SUCCESS TO ME IS LIVING A WELL-BALANCED LIFE FILLED WITH
**PURPOSE,
PASSION,
LOVE & JOY.**





in my neighborhood association... and man-o-man... can I ever sing Karaoke... like a cow in the pasture!

GIVEN YOUR STATUS AND EXPERTISE, WHAT IS SOME ADVICE YOU WOULD GIVE THE UP AND COMING TOP PRODUCER?

Never stop learning, work hard, work together, be grateful for all the opportunities AND the bumps and bruises along the way (they make us wiser and stronger), Never Give Up, Never Surrender... and *most of all...* HAVE FUN!

IN CLOSING, IS THERE ANYTHING ELSE YOU WOULD LIKE TO COMMUNICATE USING THIS FT. WAYNE REAL PRODUCER PLATFORM?

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world views Down syndrome and send a global message of acceptance for all. Their mission is to create a world where people with Down syndrome are embraced in their families, schools, and communities. Gigi's has been a blessing to so many people with Down syndrome including my awesome sister, Anna.

WHAT ARE YOUR HOBBIES AND INTERESTS OUTSIDE OF THE BUSINESS?

I love cooking, baking, playing all sports, coaching youth sports, live

music, dancing, landscaping, remodeling and new construction projects, organic gardening & farming (we raise our own beef, pork, chicken/eggs, turkeys, have 20 beehives for lots of honey and over 100 fruit trees of all kinds on our family farm), driving tractors and operating farm equipment, bonfires, hayrides, lake life, volunteering... being on the board of the 3 Rivers Natural Grocery and Co-op, being the co-chair of the Northeast Indiana Beekeeper's Association Annual Field Day for several years, and being active

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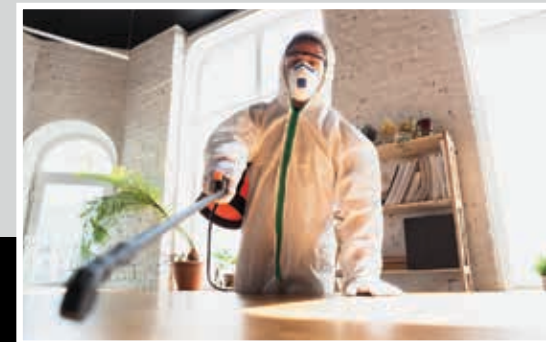
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» partner profile

Flying Dutchmen Inc.

Your Go-To Solution for All Things Unconventional



Flying Dutchmen



In just three years, Flying Dutchmen Inc., led by Taylor Sorg, has carved a unique niche in the real estate and construction industries. The company's tagline, "Need Clutch; Call Dutch," perfectly encapsulates its ethos—when others falter, the Flying Dutchmen rise to the occasion.

THE BIRTH OF A UNIQUE SERVICE PROVIDER

Flying Dutchmen Inc. was founded with a singular vision: to serve the specific needs of real estate professionals and general contractors. Taylor recognized that real estate professionals often face challenges that require more than just standard services; they need a partner who can handle the unexpected and the unconventional. With this in mind, Flying Dutchmen Inc. was designed to be that reliable partner who can step in and take on the toughest tasks with confidence.

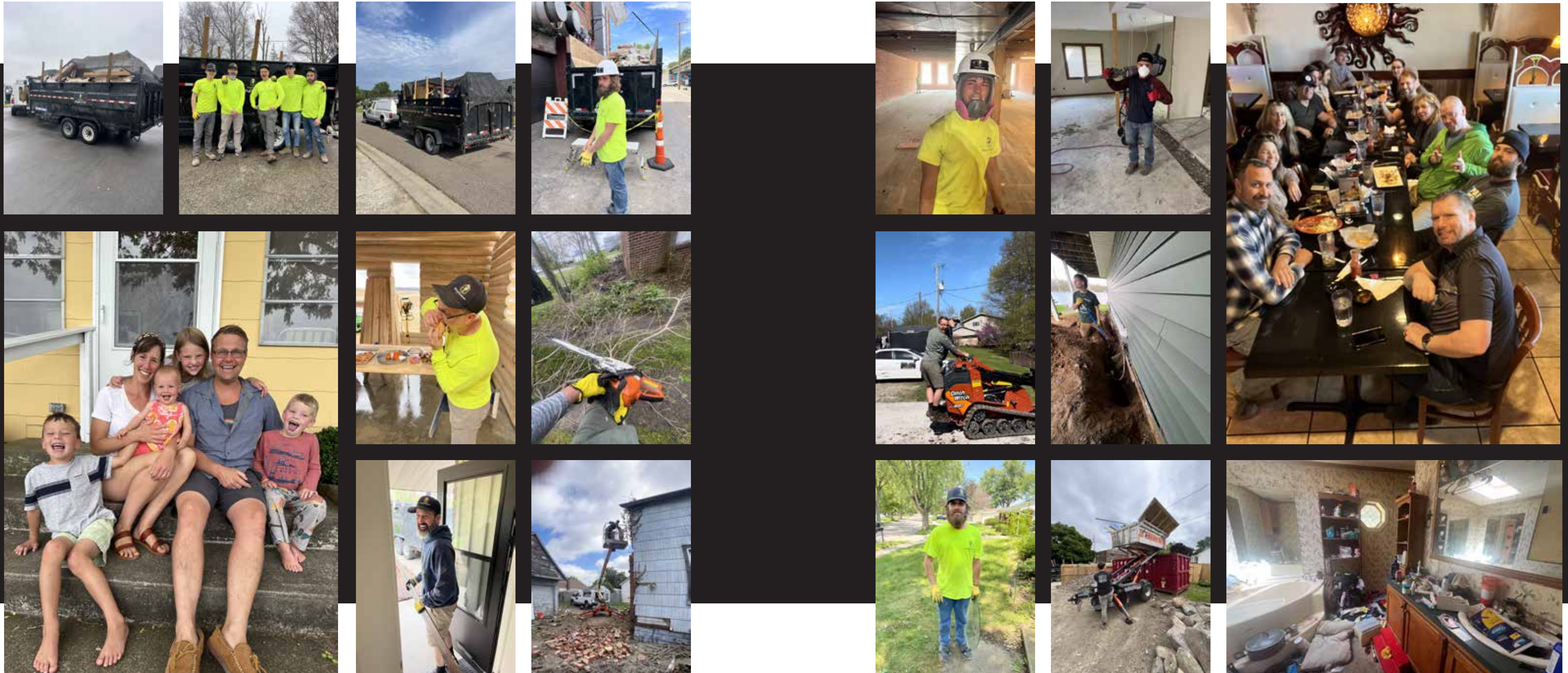
COMPREHENSIVE SERVICES TAILORED FOR REALTORS

Flying Dutchmen Inc. offers an extensive range of services that cater specifically to the needs of realtors. Understanding the unique demands of the real estate industry, the company has developed expertise in several key areas:

- **TRASH OUTS:** Clearing out properties, whether it's preparing for a new sale or post-eviction, is a task that Flying Dutchmen handles with efficiency and thoroughness. They ensure that properties are clean and ready for the next steps, saving realtors valuable time and effort.
- **TEAR DOWNS:** When a property requires demolition, whether partial or complete, Flying Dutchmen steps in to manage the entire process. Their team ensures that the teardown is conducted safely, efficiently, and in compliance with all relevant regulations.

- **LOT CLEARING:** Preparing a lot for new construction or sale often requires clearing overgrowth, debris, and other obstacles. The Flying Dutchmen team is equipped to clear lots quickly, ensuring that they are ready for development or presentation to potential buyers.
- **TRIM WORK:** First impressions matter in real estate. Flying Dutchmen provides trim work to enhance the aesthetic appeal of properties, ensuring they are presented in the best possible light to potential buyers.
- **REMODEL DEMOLITION (COMMERCIAL AND RESIDENTIAL):** Whether it's a residential home or a commercial building, Flying Dutchmen handles all aspects of remodel demolition. They remove old materials and structures with precision, preparing spaces for the next phase of renovation.

- **FLOORING REMOVAL:** Old flooring can be a significant obstacle in property renovation. The team at Flying Dutchmen specializes in the careful removal of flooring, allowing for new installations to proceed without delay.
- Beyond these core services, Taylor and his team are known for stepping in when others won't. They've taken on unique challenges that go beyond the usual scope of work, such as:
- **REMOVING 5,000-POUND SAFES:** When a massive, immovable object needs to be taken out, Flying Dutchmen has the expertise and equipment to get the job done.
 - **PUMPING OUT FLOODED BASEMENTS:** Water damage can be devastating to a property. Flying Dutchmen provides emergency services like pumping out flooded basements, helping to mitigate damage and prepare the property for restoration.



- **MOVING CLIENTS ACROSS STATE LINES:** Realtors often deal with clients who are relocating. Flying Dutchmen steps in to assist with these moves, ensuring that the process is smooth and stress-free for both the realtor and the client.

WHAT SETS FLYING DUTCHMEN APART

In an industry where reliability and responsiveness are paramount, Flying Dutchmen Inc. stands out by consistently delivering high-quality service with a personal touch. Taylor has built the company's reputation on being a trusted partner who is not just competent

but also deeply committed to the success of his clients. This is not just about completing tasks; it's about owning the challenges faced by their clients and going above and beyond to provide solutions.

A TEAM OF PROBLEM SOLVERS

The strength of Flying Dutchmen Inc. lies in its team—an eclectic group of individuals who bring their unique talents and quirks to the table. Zak, one of the longest-serving members, joined even before the company began taking on external clients. His knack for finding treasure among trash is legendary, with stories of discovering items like a prosthetic

leg he dreams of turning into a lamp and a tube sock full of quarters that funded a wedding ring.

Wes, another vital team member, joined during his senior year of high school and has been with the company for three years. A natural athlete, Wes's energy and work ethic set him apart, making him an invaluable asset to the team. Then there's Alex, affectionately nicknamed Quartermain for his soap opera star-like appearance. Alex is not only a meticulous painter but also a bit of a conspiracy theorist, adding a touch of intrigue to the team dynamics. The newest member, Sydney, fresh out of high school, has already impressed the team with impeccable manners and a strong work ethic.

THE PHILOSOPHY BEHIND THE SUCCESS

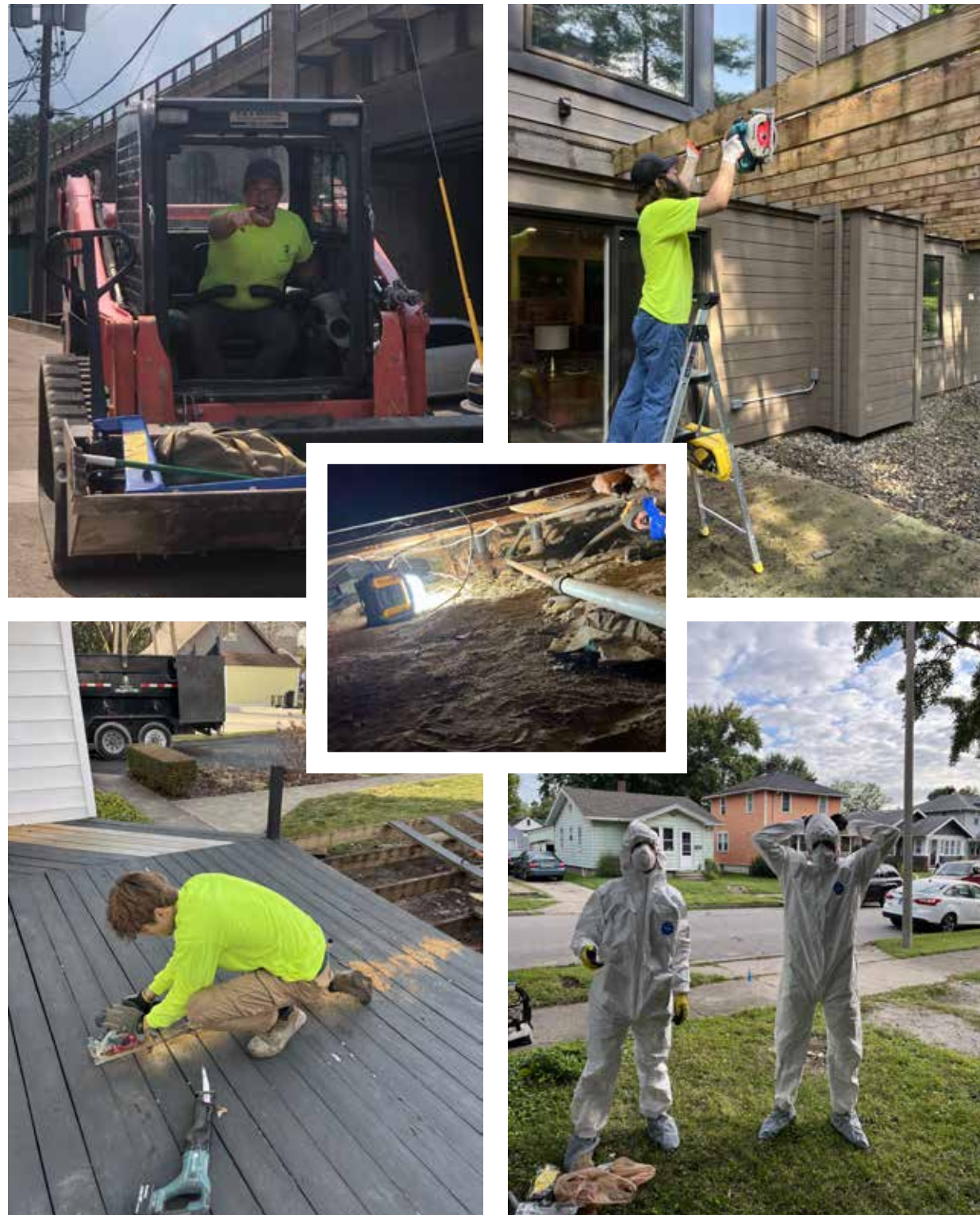
For Taylor, success is not just about financial gain or industry accolades; it's about being present and purposeful in every task. The company believes in the ancient practice of breaking bread together—often sharing meals or coffee with clients and partners, reinforcing the bonds that make for good business. This sense of community and shared purpose is a cornerstone of the Flying Dutchmen philosophy.

LOOKING TO THE FUTURE

Despite their success, Flying Dutchmen Inc. remains committed to innovation and growth. If there's one thing Taylor would like

“ NEED CLUTCH;

CALL DUTCH. ”



to see change in the industry, it's the creation of a "Trash Olympics" where trash crews could compete to determine the ultimate "trash master." This whimsical idea reflects the company's fun-loving yet competitive spirit, always striving to be the best at what they do.

Flying Dutchmen Inc. is more than just a service provider; they are a team of dedicated professionals who take pride in tackling the toughest challenges. With their unique blend of skills, a strong sense of community, and an unwavering commitment to their clients, Flying Dutchmen Inc. is poised to continue making waves in the industry for years to come. Whether you're a realtor in need of a reliable partner or a contractor looking for a team that can handle the unexpected, Flying Dutchmen Inc. is the name to remember— "Need Clutch; Call Dutch."





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TODD STOCK

RE/MAX Results

Todd Stock, a respected leader in the real estate industry, has built an impressive career as the Broker/Owner of RE/MAX Results. Since being licensed in 1991, Todd has dedicated over three decades to real estate, amassing a wealth of experience and recognition. His accolades include induction into the RE/MAX Hall of Fame, the prestigious RE/MAX of Indiana Broker/Owner of the Year award in 2003 and 2008, and the RE/MAX Eagle Award. His influence extends beyond sales volumes, demonstrated by his role as a top contributor to the Children's Miracle Network in Indiana and his leadership positions as past Chairman of the Board for the Steuben County Community Foundation and a board member of UPSTAR and the Northeast Indiana Board of Realtors.

From a young age, Todd felt the pull towards real estate, a passion that became evident during his high school years. His journey into the field was influenced by several key figures: his parents, his grandfather, and his former business partner Larry Phillips, who





served as a mentor. Additionally, motivational speaker Jim Rohn made a significant impact on Todd during his early twenties, shaping his mindset and approach to business and life.

Educationally, Todd started at Hillsdale College, where he played basketball and tennis, before transferring to Indiana University, where he earned a degree in History. His time in college also provided a formative professional experience, working as a personal assistant for the Broker/Owner of RE/MAX in Bloomington, Indiana. This role, which involved supporting a prominent commercial broker and community leader, gave Todd a unique insight into the industry and a significant head start when he began his full-time real estate career.



Todd finds the most rewarding aspect of his role in leadership is the ability to impact lives positively. He thrives on coaching and developing his agents, helping them achieve new heights in both their professional and personal lives. Navigating the challenges of the 2008-09 recession and the evolving market dynamics of recent years, including increased competition and industry changes, have tested Todd's resilience and strategic acumen. Yet, under his leadership, RE/MAX Results has continued to grow, adapting and thriving despite these pressures.





sophomore at Indiana University studying Tourism, Hospitality, and Event Management; and Caroline, a senior at Homestead High School who is active in tennis and student leadership and is currently deciding on her college path. Melyssa, a dedicated Language Arts teacher at Summit Middle School, is deeply involved in her daughters' lives and enjoys working out and socializing with friends.

Outside of his professional commitments, Todd maintains an active lifestyle. He works out almost daily and enjoys a variety of sports, including golf, tennis, pickleball, and skiing. He is also an enthusiastic cyclist, often seen riding either on the road or on his Peloton. Todd and his family have a passion for travel, having explored Europe multiple times and visited many regions across the United States.

Todd attributes his success to a combination of factors, including his faith, family, and an unwavering support system. He emphasizes the importance of perseverance and grit, qualities that have been crucial in overcoming the numerous challenges he has faced. He is also a firm believer in lifelong learning and has always sought to surround himself with talented individuals who contribute to the company's collective success. To Todd, success is measured not by the endpoint but by the progress made from the starting line—a philosophy that reflects his commitment to growth and improvement.

Todd's leadership philosophy is reflected in the unique culture of RE/MAX Results. He attributes the company's success to the commitment and energy of its agents, describing a collaborative, supportive environment where everyone is deeply invested in each other's success. This high level of engagement and dedication has made their training sessions so popular that they often reach standing-room-only capacity, illustrating the team's shared drive and enthusiasm. Todd's vision for the

Family plays a central role in Todd's life. He and his wife, Melyssa, have been married for 25 years and share three daughters: Maggie, who is pursuing a career in orthodontics as a senior at Miami of Ohio; Molly, a



company is clear: “My goal for our company is to be THE place top producing agents want to be and work. From training, resources, support staff, facilities to leadership and culture, I want great people who are committed to real estate as their profession to want to be associated with our company because we make their lives and businesses better.”

As part of this vision, Todd is spearheading an exciting new development for RE/MAX Results in Fort Wayne. He plans to merge the company’s two current offices into one state-of-the-art facility on Illinois Road, a location chosen for its easy access and visibility for agents. The new mixed-use space will feature a modern training facility capable of accommodating events for both agents and the company. “The opportunity to help our agents grow their businesses and for RE/MAX to grow in the market with a new facility is exciting, and we are very much looking forward to making that a reality. A new facility is the last piece of our strategic plan to have a company that is different in every way from what agents are used to experiencing,” Todd explains.

Looking ahead, Todd envisions a real estate industry with higher barriers to entry, advocating for increased educational requirements and professional standards. He believes that elevating these standards would enhance the professionalism of the industry and improve the level of service provided to consumers. Reflecting on his journey, Todd expresses that if he could change anything, he would have embraced failure faster, recognizing it as a critical driver of growth and learning.

For those considering a career in real estate, Todd’s advice is clear: embrace the relational aspect of the business, prioritize service, and be a self-starter. His story is a testament to the power of dedication, strategic leadership, and a commitment to helping others succeed. Todd Stock’s legacy in the real estate industry is not just about sales figures and awards but about the lasting impact he has made on the lives of those around him.





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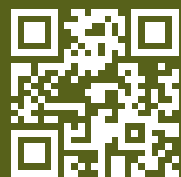


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▶▶ cover story

JAMES FELGER


A DECADE OF EXCELLENCE

In the competitive world of real estate, success is often measured by the size of deals closed or the awards collected. But for James Felger, a top Realtor at Cornerstone Home Advisors, success is defined by much more than numbers—it's about the relationships built, the legacy left behind, and the team he's cultivated over a decade-long career.

Photo Credit: Dustin McKibben

From the outset, James knew real estate was his calling. "I have always wanted to be a Realtor," he recalls. "After many years in upper management, I took the plunge and have never looked back." This wasn't just a leap of faith; it was a calculated move supported by years of experience in business management and a strong educational background from Trine University, where he earned his Business Degree. His education and previous career in management have been pivotal in helping him grow a thriving business. "Education has allowed me to grow a thriving business in an industry full of continued learning. My years spent in




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management equipped me to oversee my team while steadily increasing volume,” he explains.

Since entering the real estate industry, James has built an impressive portfolio. His accomplishments in 2023 alone, with \$18 million in closed sales, add to a career total of \$93 million—a figure that speaks to his expertise and commitment. But James is quick to emphasize that these numbers are not what drive him. “I strongly feel awards and recognition in this industry can often be given to those seeking

awards. My biggest accomplishment in real estate has been building a team of successful agents who maximize their potential,” he says.

The cornerstone of James’s approach to real estate lies in the relationships he forms with his clients. Unlike some Realtors who rely on aggressive marketing tactics, James’s business thrives entirely on referrals. “The relationships I have built with incredible people while helping them to buy, sell, and invest are the most rewarding aspects of my career,” he shares.

“I work entirely by referral, and referrals from my people will always be my greatest compliment.”

However, the path to success hasn’t been without its hurdles. Over the past decade, James has navigated a real estate market that has been significantly influenced by historic events, requiring him to adapt to rapid changes in procedures while continuously building his business. “The market has been greatly affected by historic events over the last decade. Navigating through rapid procedure



I WORK ENTIRELY BY REFERRAL, & REFERRALS FROM MY PEOPLE WILL ALWAYS BE MY GREATEST COMPLIMENT.



scaled my business year over year,” he notes. For James, success isn’t just about financial gain—it’s about leaving a lasting impact. “Success is happiness. Success is legacy.”

Central to James’s legacy is the team he has built at Cornerstone Home Advisors, a firm that stands out in the crowded real estate market. Alongside his business partner, Darlene Bullock-Sterk, James

changes alongside tirelessly building a business was extremely challenging. Each challenge has been a building block of my professional and personal character,” he reflects.

A key factor in James’s success has been his unwavering commitment to integrity and respect in every transaction. “My success is a testament to hard work and dedication. Dealing in truths, facts, and mutual respect is the very driving force that has successfully





has created a support system that is unparalleled. “Darlene has been an asset in helping me structure a flawless blueprint that can guarantee success for new agents,” James says. “The support system we have created for our team is truly bar none, and I couldn’t be happier with the well-oiled machine we have built.”

This commitment to team-building extends to James’s vision for the industry. He is passionate about addressing the disconnect in training that many new agents experience. “Too many agents aren’t receiving enough hands-on training. I take great pride in knowing my team is being provided with the tools and support to be the best,” he says. This dedication to nurturing talent is part of what makes Cornerstone Home Advisors a standout firm in the region.

When asked if there is anything he would change about his journey,

James is unequivocal. “Hindsight is 20/20. I wouldn’t change a single thing that has led me to where I am today,” he affirms. His advice to aspiring Realtors is clear and practical: “It is the hardest yet most rewarding career you could imagine. You have to show great discipline and hustle to be successful. I strongly recommend finding a group of people that can help you reach your potential. If you aren’t getting the support you need to grow, find a better group.”

Beyond his professional life, James is deeply connected to his family and community. A Fort Wayne native, he cherishes time spent with his two daughters, Hannah and Rebecca, and his grandson, JJ, who has “stolen my heart.” When he’s not closing deals or mentoring his team, James enjoys his passion for sport and luxury cars, often taking leisurely drives or exploring the Fort Wayne trails.

As James looks to the future, his focus remains on growing his business while helping others achieve their potential. “We are always looking to grow Cornerstone Home Advisors and would love to continue to help new or struggling agents reach their full potential,” he says. In a field where many are focused solely on the bottom line, James Felger’s story is a powerful reminder that true success is about much more than numbers. It’s about building relationships, fostering growth, and leaving a lasting legacy.



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The REAL Update

Jon Good

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

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

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

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

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

What's in it for our partners? The struggle is real. How do we connect with influential, top-producing agents in our market? How do we cultivate relationships with this group? Our partners get constant exposure through the monthly magazine and the quarterly events. The hard work is done. Partners just need to show up!

What's in it for the publisher? Our publishers have the unique ability to connect with a group of people that is otherwise pretty difficult to get in front of. We are all busy building our own businesses. Our publishers are entrusted with featuring top agents, connecting our partners and producing quality content regularly.

Where do you fit in all this? It's simple. Connect us with people. Who should be on the next cover? What business is catering to REALTORS® at a high level? Who should be our next publisher to launch a *Real Producers* magazine in a new market?

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Employee Spotlight



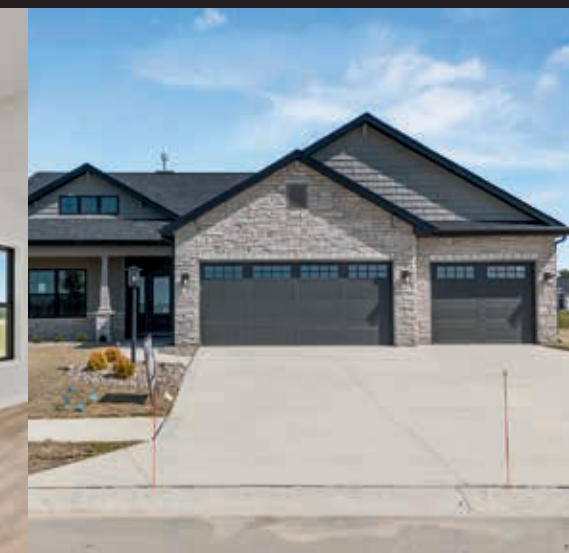
Connor Western

This month, we shine the spotlight on Connor, a talented photographer and videographer who has been a vital part of our team for the past year. With a keen eye for detail and a dedication to his craft, Connor has made significant contributions to our company.

Outside of work, he's an avid snowboarder, enjoying the thrill of the slopes, and he also brings a rich background in street photography from his time in New York. Connor's determination and passion for his work makes him an invaluable asset to our team. We're thrilled to have him on board and look forward to seeing his continued success!

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TOP 100 STANDINGS

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

#	Agent	Office	Units	Volume	Average
1	Chad Metzger	Metzger Property Services, LLC - UPMEPS	85	\$25,228,347	\$296,804
2	Leslie Ferguson	Regan & Ferguson Group - UPREFE	32.5	\$22,661,070	\$697,263
3	Heather Regan	Regan & Ferguson Group - UPREFE	32.5	\$22,661,070	\$697,263
4	Elizabeth Urschel	CENTURY 21 Bradley Realty, Inc - UPBRAD	48	\$20,520,805	\$427,516
5	Tim Haber	CENTURY 21 Bradley Realty, Inc - UPBRAD	57	\$19,543,943	\$342,876
6	Beth Goldsmith	North Eastern Group Realty - UPNOEA	35	\$18,464,800	\$527,565
7	Brandon Steffen	Steffen Group - UPSTEF	25	\$17,383,025	\$695,321
8	Bradley Noll	Noll Team Real Estate - UPNTRE	46.5	\$17,221,989	\$370,365
9	Timothy McCulloch	Scheerer McCulloch Real Estate - UPSMRE	70	\$16,712,032	\$238,743
10	Geoff Cavender	eXp Realty, LLC - UPEXPR	41	\$15,677,450	\$382,376
11	Gregory Brown	CENTURY 21 Bradley Realty, Inc - UPBRAD	40	\$15,558,160	\$388,954
12	Evan Riecke	Encore Sotheby's International Realty - UPENSO	32	\$15,444,400	\$482,637
13	Brandon Stone	CENTURY 21 Bradley Realty, Inc - UPBRAD	106	\$13,913,350	\$131,258
14	Stacie Bellam-Fillman	Orizon Real Estate, Inc. - UPORIZ	51	\$13,810,500	\$270,794
15	Brandon Ferrell	Keller Williams Realty Group - UPKEPR	44.5	\$13,708,456	\$308,055
16	Candice Everage	CENTURY 21 Bradley -Kendallville - NE2236	53	\$13,588,300	\$256,383
17	Warren Barnes	North Eastern Group Realty - UPNOEA	50	\$12,580,171	\$251,603
18	James Felger	Mike Thomas Assoc., Inc - UPMTAS	51	\$12,552,349	\$246,124
19	Wendy France	CENTURY 21 Bradley Realty, Inc - UPBRAD	31	\$11,778,950	\$379,966
20	Bradley Stinson	North Eastern Group Realty - UPNOEA	28	\$11,729,600	\$418,914
21	Jessica Arnold	North Eastern Group Realty - UPNOEA	35	\$11,612,385	\$331,782
22	A.J. Sheehe	CENTURY 21 Bradley Realty, Inc - UPBRAD	22	\$11,432,700	\$519,668
23	Kelly York	North Eastern Group Realty - UPNOEA	42	\$11,377,852	\$270,901
24	Richard Fletcher	North Eastern Group Realty - UPNOEA	29.5	\$11,246,690	\$381,243
25	Cecilia Espinoza	Espinoza Realtors - UPESRE	52	\$11,157,250	\$214,562
26	John Garcia	Impact Realty LLC - UPIMPA	28	\$11,055,575	\$394,841
27	Mary Sherer	ERA Crossroads - UPSHAA	43	\$10,592,984	\$246,348
28	Scott Pressler	Keller Williams Realty Group - UPKEPR	30	\$10,573,500	\$352,450
29	Gregory Fahl	Orizon Real Estate, Inc. - UPORIZ	45.5	\$10,251,841	\$225,315
30	Trevor Gray	Krueckeberg Auction And Realty - UPKRAU	31	\$10,102,451	\$325,885
31	Joseph Wootan	List With Freedom.com LLC - NE2283	41	\$9,775,550	\$238,428
32	Tina Stuckey	RE/MAX Results - UPREMX01	35	\$9,742,950	\$278,370
33	Justin Walborn	Mike Thomas Assoc., Inc - UPMTAS	28.5	\$9,725,400	\$341,242

#	Agent	Office	Units	Volume	Average
34	Barbara Hendrick	Coldwell Banker Real Estate Group - NE9	16.5	\$9,697,135	\$587,705
35	Raylene Webb	eXp Realty, LLC - UPEXPR	55	\$9,552,045	\$173,673
36	Jordan Wildman	eXp Realty, LLC - UPEXPR	46	\$9,503,663	\$206,601
37	John-Michael Segyde	Coldwell Banker Real Estate Group - UPRWGR06	35	\$9,502,018	\$271,486
38	Jim Owen	CENTURY 21 Bradley Realty, Inc - UPBRAD	38	\$9,465,230	\$249,085
39	Tyler Jackson	Fort Wayne Property Group, LLC - UPFOPR	43	\$9,170,030	\$213,256
40	Kerri Morningstar	CENTURY 21 Bradley Realty, Inc - UPBRAD	26	\$9,166,300	\$352,550
41	David Springer	Mike Thomas Assoc., Inc - UPMTAS	19	\$9,014,800	\$474,463
42	Lori Stinson	North Eastern Group Realty - UPNOEA	29	\$8,843,742	\$304,956
43	Daniel Orlando	Mike Thomas Associates - NE341	25	\$8,808,201	\$352,328
44	Brecken Kennedy	Mossy Oak Properties/Indiana Land and Lifestyle - NE2272	27	\$8,794,404	\$325,718
45	Andrea Shepherd	Mike Thomas Assoc., Inc - UPMTAS	32	\$8,756,850	\$273,651
46	Alan Scherer	North Eastern Group Realty - UPNOEA	17.5	\$8,627,100	\$492,977
47	Ginger Miller	CENTURY 21 Bradley Realty, Inc - UPBRAD	24	\$8,619,721	\$359,155
48	Martin Brandenberger	Coldwell Banker Real Estate Group - UPRWGR09	19	\$8,580,500	\$451,605
49	Michael Kirchberg	Uptown Realty Group - UPUTRG	27	\$8,449,230	\$312,934
50	Mark Bock	Mike Thomas Associates - NE344	31	\$8,390,595	\$270,664

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TOP 100 STANDINGS

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

#	Agent	Office	Units	Volume	Average
51	Frank Shepler	CENTURY 21 Bradley Realty, Inc - UPBRAD	20	\$8,293,833	\$414,691
52	Leah Marker	Mike Thomas Assoc., Inc - UPMTAS	15	\$8,256,600	\$550,440
53	Erin Poiry	Mike Thomas Assoc., Inc - UPMTAS	19.5	\$8,146,541	\$417,771
54	Son Huynh	CENTURY 21 Bradley Realty, Inc - UPBRAD	25	\$8,125,907	\$325,036
55	Jami Barker	RE/MAX Results - UPREMX01	24	\$8,079,100	\$336,629
56	Keri Garcia	Mike Thomas Assoc., Inc - UPMTAS	17	\$8,047,365	\$473,374
57	Heather Sanders	eXp Realty, LLC - UPEXPR	28	\$7,908,595	\$282,449
58	Lynette Johnson	North Eastern Group Realty - UPNOEA	17	\$7,850,301	\$461,782
59	Emily Ganshorn	CENTURY 21 Bradley Realty, Inc - UPBRAD	50.5	\$7,837,920	\$155,206
60	Tyler Secrist	CENTURY 21 Bradley Realty, Inc - UPBRAD	28	\$7,813,340	\$279,047
61	Alyssa Schendel	North Eastern Group Realty - UPNOEA	36	\$7,810,000	\$216,944
62	Noel Frost	Coldwell Banker Real Estate Group - UPWGR09	27	\$7,746,540	\$286,908
63	Isabella Reed	Keller Williams Realty Group - UPKEPR	24	\$7,708,225	\$321,176
64	Cindy Bluhm	Mike Thomas Assoc., Inc - UPMTAS	22	\$7,624,754	\$346,579
65	Ray Smith	American Dream Team Real Estate Brokers - UPADTR	28	\$7,610,695	\$271,810
66	Beth Walker	Fairfield Group REALTORS, Inc. - UPFAGR	28.5	\$7,598,950	\$266,629
67	Troy Wieland	Wieland Real Estate - UPWREE	20	\$7,585,524	\$379,276
68	Anita Hess	CENTURY 21 Bradley -Kendallville - NE2236	28	\$7,503,405	\$267,978
69	Kimberly Ward	North Eastern Group Realty - UPNOEA	84	\$7,460,834	\$88,819
70	Matthew Hawkins	Wieland Real Estate - UPWREE	28	\$7,457,520	\$266,340
71	Jackie Clark	Coldwell Banker Real Estate Group - UPWGR09	20	\$7,439,950	\$371,997
72	Emily Ewing	North Eastern Group Realty - UPNOEA	25.5	\$7,380,700	\$289,439
73	Kaleefa Simpson	eXp Realty, LLC - UPEXPR	42	\$7,361,600	\$175,276
74	Jeffery Holtsclaw	CENTURY 21 Bradley Realty, Inc - UPBRAD	27	\$7,339,700	\$271,840
75	Johanna Pardon	Mike Thomas Assoc., Inc - UPMTAS	16	\$7,273,915	\$454,619
76	April West	Scheerer McCulloch Real Estate - UPSMRE	40	\$7,264,200	\$181,605
77	Courtney Ousley	North Eastern Group Realty - UPNOEA	21	\$7,228,050	\$344,192
78	Kyle J. Ness	Ness Bros. Realtors & Auctioneers - UPRLNB02	23	\$7,220,100	\$313,917
79	Linda Williams	Coldwell Banker Real Estate Group - UPWGR09	29	\$7,205,754	\$248,474
80	Michael McKinney	Mike Thomas Assoc., Inc - UPMTAS	19	\$7,166,700	\$377,194
81	Wade Griffin	North Eastern Group Realty - UPNOEA	15	\$7,127,170	\$475,144
82	Matthew Donahue	CENTURY 21 Bradley Realty, Inc - UPBRAD	27	\$7,085,113	\$262,411
83	Andy Zoda	Coldwell Banker Real Estate Group - UPWGR05	35	\$7,068,000	\$201,942

#	Agent	Office	Units	Volume	Average
84	Corey Malcolm	RE/MAX Results - UPREMX01	22	\$6,996,343	\$318,015
85	Jody Holloway	Coldwell Banker Holloway - UPCOHO	35	\$6,975,709	\$199,305
86	Andrea Gates	Coldwell Banker Real Estate Group - UPWGR09	28	\$6,868,630	\$245,308
87	Brittany Fischbach	Keller Williams Realty Group - UPKEPR	23	\$6,862,422	\$298,366
88	Randy Harvey	Coldwell Banker Real Estate Group - UPWGR06	33	\$6,846,198	\$207,460
89	Christy Thomson	RE/MAX Results - Angola Office - NE30	24	\$6,831,600	\$284,650
90	Ian Barnhart	Coldwell Banker Real Estate Group - UPWGR05	22.5	\$6,811,650	\$302,740
91	Patty Couperthwaite	Coldwell Banker Real Estate Group - NE9	14.5	\$6,781,450	\$467,686
92	Dana Botteron	CENTURY 21 Bradley Realty, Inc - UPBRAD	26	\$6,780,525	\$260,789
93	Justin Longardner	CENTURY 21 Bradley Realty, Inc - UPBRAD	25	\$6,759,000	\$270,360
94	Har Mee Dar	JM Realty Associates, Inc. - UPJMRA	32	\$6,740,400	\$210,637
95	Lacey Caffee	Ideal REALTORS - UPREID	21.5	\$6,660,913	\$309,809
96	Matthew Leckner	Coldwell Banker Real Estate Group - NE9	14.5	\$6,626,300	\$456,986
97	Charity Middleton	Noll Team Real Estate - UPNTRE	18	\$6,624,700	\$368,038
98	Timothy Green	Sterling Realty Advisors - UPSTAS	24	\$6,599,300	\$274,970
99	Joelle Ruefer	Encore Sotheby's International Realty - UPENSO	14	\$6,538,700	\$467,050
100	Josh Krueckeberg	Krueckeberg Auction And Realty - UPKRAU	12.5	\$6,437,900	\$515,032

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