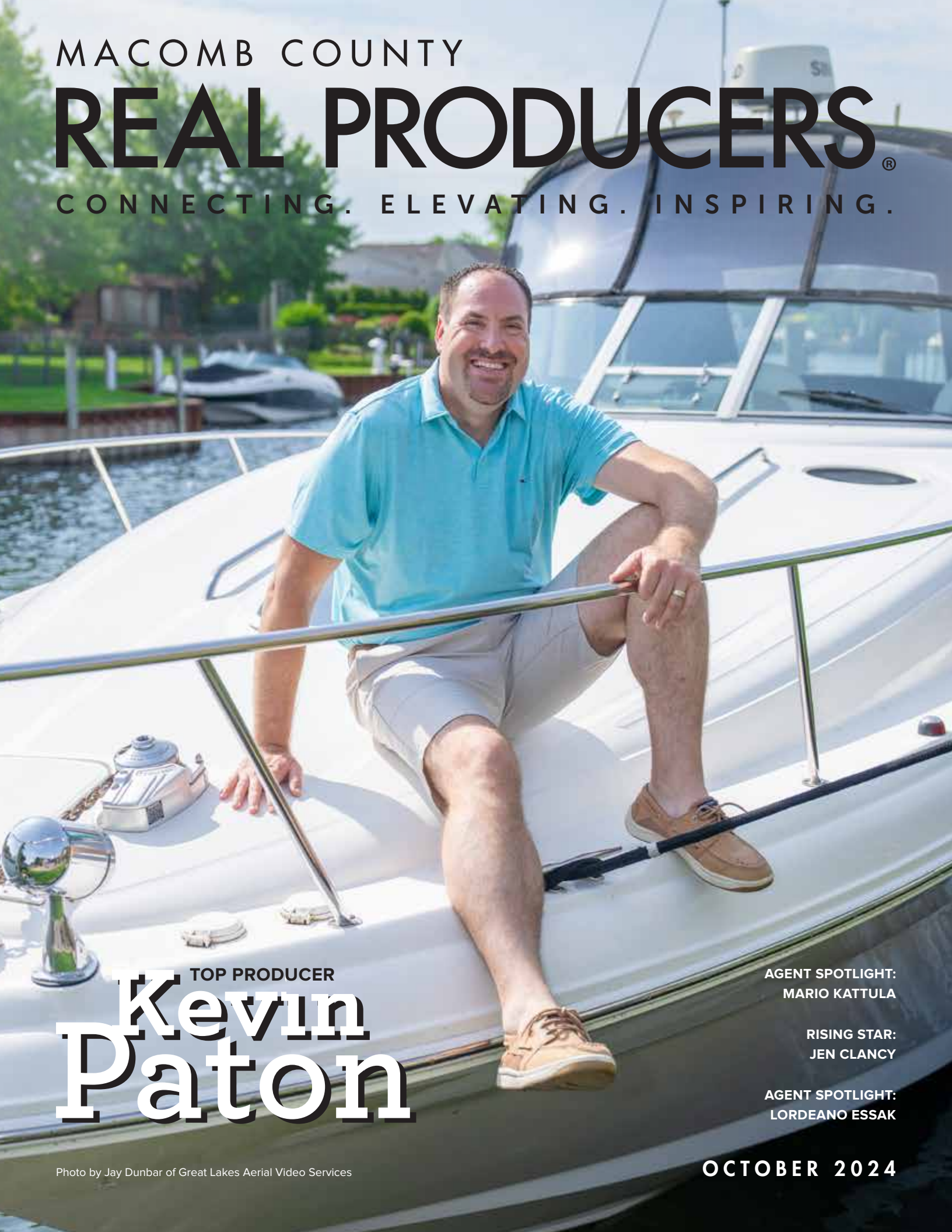


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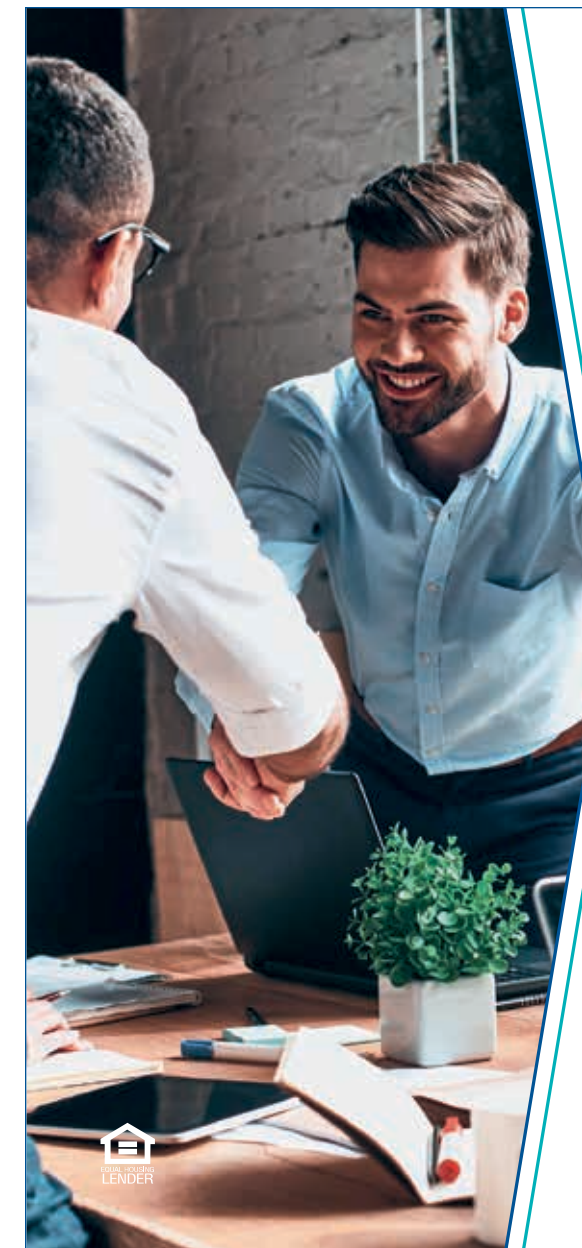


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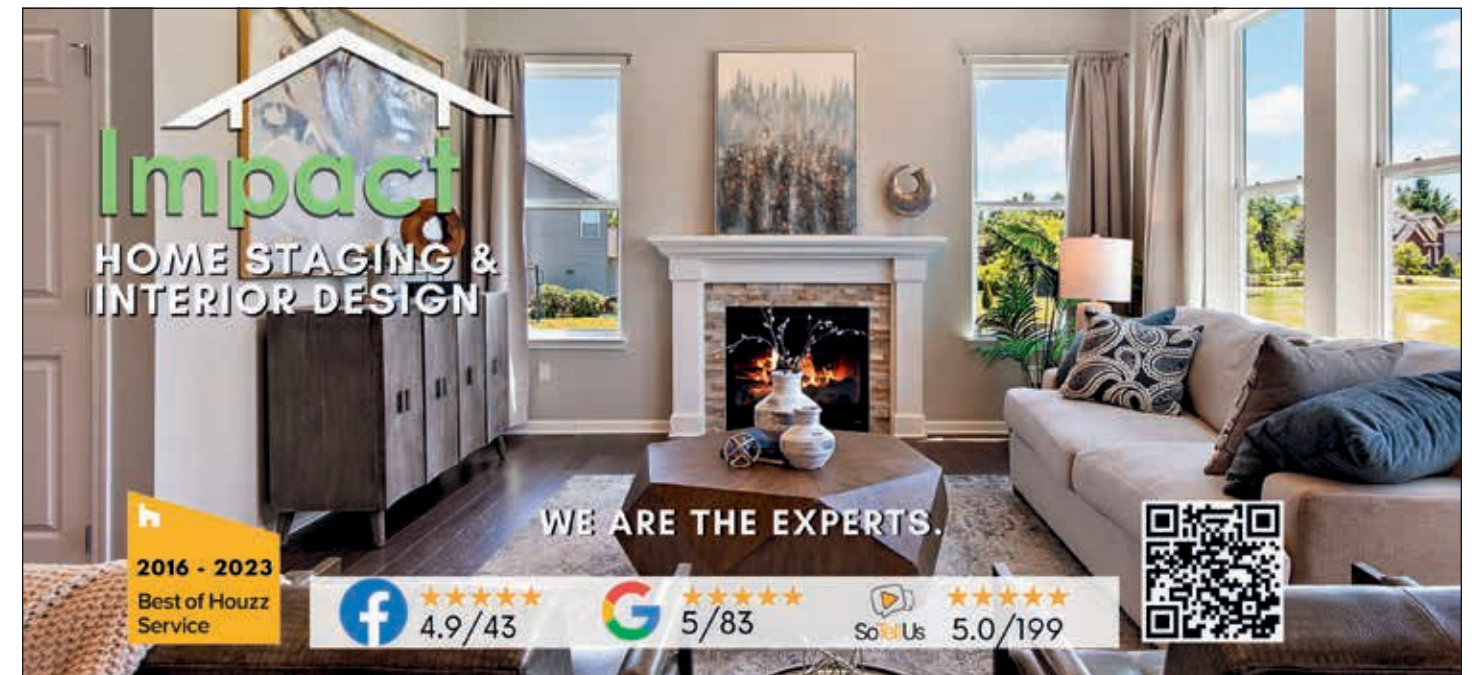
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event recap

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A man with a beard and mustache, wearing a dark blue suit jacket over a light blue button-down shirt and light blue trousers, is smiling and leaning on a weathered wooden post. He is standing next to a white boat with a black canopy. The background shows a blurred outdoor setting with greenery and a building.

» top producer

By Robbyn Moore
Photos by Jay Dunbar of Great
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Kevin Paton

A LIFELONG AMBASSADOR TO THE COMMUNITY

At the youthful age of 20, while still a college student, Kevin Paton became a licensed real estate agent. His days were occupied with real estate duties while his nights were dedicated to academic pursuits. His journey into the professional world, however, began even earlier. Kevin graduated from high school ahead of schedule, thanks to an apprenticeship program with a prominent local tool and die and stamping company. They sponsored his education to become an EDM operator, a role that would significantly shape his work ethic.

As an EDM operator, Kevin spent up to eight hours a day in solitude, operating parts in the confines of an office. “Despite the loneliness of the role, it taught me self-reliance and how to make the best use of my time — even if it meant becoming an expert at computer solitaire,” he said jokingly. “Curiosity and a desire for connection often led me to explore the shop, engaging with other workers and learning about the various parts that were being operated. In moments of idleness, I didn’t hesitate to grab a broom and tidy up the workspaces of others, emphasizing my proactive nature and willingness to contribute to a positive work environment.”

Twenty-four years later, Kevin’s no longer sweeping up workspaces or sitting alone in an office. Rather, he has established himself as an associate broker at Coldwell Banker Realty, and a friend and neighbor in his hometown community of Harrison Township. As a lifelong resident of Harrison Township, Kevin has deeply ingrained himself in his local community — he even wrote numerous college papers on the history of the area. “I believe in the importance of having an intimate understanding of the area where I live and work,” he shared. “I have built a strong reputation within the community, and I am an expert in the local market.”

Kevin’s commitment to his community extends beyond his professional endeavors: He also actively supports his children’s school and frequently sponsors local events. “Whether it’s backing a neighborhood child’s sports team or contributing to a fundraising golf outing, I am always ready to lend a hand,” he said. “I firmly subscribe to the philosophy of reciprocity, recognizing that small acts of generosity often yield substantial returns, thus creating a full circle of giving and receiving.”

At the heart of Kevin’s profession is a profound affection for meeting new people. He embraces every opportunity to hear his client’s unique

narratives, learning about their lives and gaining insight into their life experiences. “Each individual comes with a story and achievements that bring a fascinating dimension to my work,” he said. “A significant aspect of my role involves assisting those who are seeking a fresh start. Whether they are buying their first home, transitioning to a new city, or downsizing for retirement, I have the utmost respect for their courage and determination. It is a privilege to guide them through these pivotal moments, to support them as they embark on new chapters in their lives.”

“THE MOST REWARDING PART OF MY BUSINESS, UNDOUBTEDLY, IS HELPING MY CLIENTS CROSS THE FINISH LINE.”



Kevin currently holds a board position for the Macomb-Lake St. Clair chapter of Ducks Unlimited, where he is actively involved in fundraising for conservation efforts. He has also served on the board for Special Olympics Michigan with the Hulbert Haulers snowmobile group, focusing on raising funds for Area 35 in the Upper Peninsula Sault Ste. Marie chapter. Kevin and his team even annually volunteer their

time and efforts to work with Habitat for Humanity, further demonstrating his commitment to community service and philanthropy.

Kevin and his wife, Dawn, a dedicated professional at ATA National Title, have been happily married for 24 years. They have two sons: Blake, a 13-year-old who stands at 6’2”, has a passion for basketball and soccer, and is a multi-instrumentalist in his school’s jazz band; and Alexander, an 8-year-old outdoor enthusiast. Their family extends to a diverse array of pets, including a Holland lop, two sugar gliders, a bearded dragon, a miniature long-haired dachshund, a chocolate Labrador, a pet fish, and two hermit crabs. The family cherishes outdoor activities — from boating and rock hunting to fishing, hunting, snowmobiling, and hiking. They enjoy exploring the beautiful landscapes of Michigan as well.

“The most rewarding part of my business, undoubtedly, is helping my clients cross the finish line,” Kevin said. “The culmination of the real estate process is not just a transaction but a celebration of a significant milestone. The joy and excitement that radiate from my clients on closing day are immeasurable. It’s a testament to their journey, their dreams realized, and a reminder of why I treasure what I do.”

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▶▶ agent spotlight

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MARIO KATTULA

Kickin' Goals and Makin' Deals

Mario Kattula has a passion for sales and is dedicated to providing top-notch customer service. Originally from Iraq, he has carved a remarkable niche as an agent in the competitive real estate markets of Michigan and Northern Ohio. An active member of Keller Williams Lakeside, Mario has consistently demonstrated his prowess in the field, amassing an impressive career volume of approximately \$60 million during his seven-year tenure. Despite facing initial hurdles, his journey exemplifies resilience, adaptability, and a commitment to excellence.

Before Mario entered real estate, he was a franchisee of a BBQ restaurant and was a partner in cellphone stores. Eventually, he sought a change that would align more closely with his innate passion for sales and customer service. "I always loved giving advice and educating my clients about the product that I sell," Mario explained. "I wanted to take my customer service to the top level, and real estate seemed like the perfect avenue."

One of Mario's most notable accomplishments in real estate came in 2017 when he was awarded Rookie of the Year — an early validation of his talent and dedication to his craft. Since then, Mario has continued to shine, clinching the title of Top Solo Agent in his office multiple times and even securing seventh place as a Keller Williams Solo Agent in the highly competitive Michigan and Northern Ohio regions in 2022.

For Mario, success is about building meaningful relationships and delivering exceptional experiences to his clients. "The most rewarding part of my business is building great relationships with a lot of people," he said. "The level of love and respect that I see and feel from them is truly heartwarming."



Central to Mario's success is his commitment to his clients' needs. He emphasized the importance of patience, listening, and continuous education as crucial elements in overcoming challenges and delivering superior service.

When he's not working, Mario finds joy in spending quality time with his loved ones. He and his wife, Flora — who is a dental assistant — have four children: Markail, Mateo, Manuel, and Elaina. Whether Mario is cheering on his kids at soccer matches or enjoying family movie nights, he cherishes these moments outside of the hustle and bustle of the real estate world.

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In addition to his professional endeavors, Mario is an avid soccer fan and enjoys watching as many games as possible. He also makes time to support his children's interests. His sons are deeply immersed in soccer whereas his daughter is passionate about dancing.

When asked about his advice for up-and-coming agents, Mario mentioned the importance of doing follow-ups, authentically caring for clients, and participating in continuous self-education. "I try to take care of my clients by giving them the best advice and not pushing them to do something they don't feel comfortable with," he shared. "Success is a journey, and every day that's better than yesterday is a great day."

Mario envisions a future filled with continued growth, both personally and professionally. Through his exemplary work ethic and integrity, he has not only established himself as a top agent but also as a trusted advisor and a pillar of his community — a legacy he hopes to be remembered for as a good, honest person.

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JEN CLANCY

TURNING HOMES AND HEARTS

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Photos taken at Oakland Hunt
Model in Oakland Township



Jen Clancy began her venture into real estate when she earned her license in December of 2021. She initially worked part time while she balanced her burgeoning career with the demands of motherhood, and before that, she worked in the world of fitness and wellness. Once her daughter started preschool in the fall of 2023, Jen then seized the opportunity to transition into a full-time agent.

Before entering the real estate realm, Jen served as the health and fitness director at the Boll Family YMCA of Metropolitan Detroit from 2017 to 2020. Her role extended beyond the gym, encompassing health and wellness programming for both YMCA members and the wider Detroit community. Jen expresses deep appreciation for the relationships she formed with the staff, members, and volunteers.

Jen's life took an unexpected turn in March of 2020 when the state implemented shelter-in-place measures. She suddenly found herself stepping into the roles of a stay-at-home mom to a 1-year-old and of a 3rd-grade teacher to her older child. It was during this time that the seed of a new career took root.

"As soon as I noticed someone I admired finding success as an agent, I impulsively called her. That conversation gave me the confidence to explore this as a potential career," Jen shared.



With the support of her husband — who is a mortgage loan originator — Jen swiftly undertook the necessary coursework and became a licensed agent within three months.

For Jen, becoming an agent was about making a difference. "I became an agent to be a difference-maker — not only in my client's future but also throughout the entire process," she said. The inherent qualities of a successful agent — which include being sales savvy and having clear communication and a solution-focused mindset — resonated with her desire to positively impact others.

Jen's journey reflects a commitment to continuous learning and growth. She actively participates in educational events, networks with professionals, and stays abreast of real estate trends. "Becoming a vault of knowledge for my people" is how she describes her current focus in the business.

While Jen operates as a solo agent at CENTURY 21 Town & Country in Clinton Township, she emphasizes the importance of her support team. During her first year, she worked alongside a mentor and currently collaborates with a real estate coach for business productivity. Her admin team provides a vast amount of support, and she values the camaraderie with fellow agents in her office.



“If they remember me for trying to make them laugh, for caring about what they were going through, or for just making them feel important — that’ll make the memory of me last.”

One of Jen’s challenges in the real estate industry is to wait for clarity. However, she has developed a strategy to address it. “I identify what is worrying my clients the most, troubleshoot a solution, and then tell them that they are transferring ownership of these worries to me,” she explained. Building trust and assuring clients that their concerns are in capable hands have been keys to her success.

Beyond her professional life, Jen is a devoted wife and mother. She and her husband, Brian, have two children — Will and Caroline — with whom they enjoy family adventures and outdoor activities. Outside of real estate, Jen’s life has been steeped in performance. She is part of a professional group called BEYOND Choir, showcasing her passion for music and the arts.

Jen sees real estate as the perfect puzzle piece for personal and family growth. “I am confident that I will always find new ways to soar into new heights, all the while accommodating the season of life we are currently in,” she shared.

In defining success, Jen believes that it’s about achieving a goal that wouldn’t have been otherwise accomplished. As for her own legacy, she keeps it simple: “I want to be remembered as someone who was funny or caring. If they remember me for trying to make them laugh, for caring about what they were going through, or for just making them feel important — that’ll make the memory of me last.”

As Jen continues to write her real estate story, one can’t help but be inspired by her dedication to growth — both personally and professionally.



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▶▶ agent spotlight

By Robbyn Moore
Photos by Robin
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Lordeano Essak embarked on his journey into the world of real estate in August of 2018. Despite initial hardships, his passion for the field remained unwavering. “I always envisioned myself as a self-made entrepreneur, and real estate presented the ideal opportunity,” Lordeano said. “As an agent, I guide and assist clients through significant life events, positively impacting their lives. Running my business empowers me to make decisions, implement strategies and build a brand that reflects my vision.”

Before his transition into real estate, Lordeano assisted his parents in running their bakery, Sweet & Sweeter Bakery, in Sterling Heights, when he was freshly out of high school. “As an entrepreneur himself, my dad encouraged me to pursue a career in real estate, and it was a brilliant idea,” he said.

In addition to his father’s prompting, Lordeano was inspired to become an agent from when his family moved from his beloved childhood home when he was just 12 years old. “We lived in the vibrant community of Fox Hill in Sterling Heights,” he shared. “The close-knit neighborhood felt like an extended family, which sparked my interest in helping others find their perfect home.”

Today, Lordeano is a successful agent and REALTOR® at the House of REALTORS® by Community Choice Realty, where he boasts a career volume of \$78 million and was honored with the title of Fastest Growing Agent in Macomb County. Besides his stellar professional credentials, Lordeano also holds a double major in health science and psychology from Oakland University.

According to Lordeano, the most rewarding aspect of his career is the joyous moment when clients receive the keys to their new home. “This emotional fulfillment ties in beautifully with my real estate business and fuels my passion,” he said. “I deeply appreciate the trust my clients place in me, and I recognize the seriousness of their decision to buy a home — it’s a life-changing decision that I don’t take lightly.”

With a self-imposed strict working schedule, Lordeano is dedicated to leading his business

LORDEANO

ESSAK

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“Real estate is a roller coaster of highs and lows. However, I believe in staying true to building lifelong relationships with clients and colleagues through ethics and honesty.”

toward positive outcomes, which is coupled with numerous closed transactions and hundreds of satisfied families across the Metro Detroit area. “Real estate aligns perfectly with my future aspirations of becoming a landlord and owning properties across various states,” he explained. “I see real estate as an everlasting market, because everyone has a vital need for housing. I envision myself thriving in this field for a long time.”

Family life plays an integral role in Lordeano’s life. As one of five siblings, he often helps at the family bakery or spends time working out with his younger brother. Lordeano also supports the Wounded Warrior Project in Oakland County, a testament to his respect for military members’ sacrifices.



“My advice to aspiring real estate professionals is to stay consistent and never give up,” Lordeano said. “Real estate is a roller coaster of highs and lows. However, I believe in staying true to building lifelong relationships with clients and colleagues through ethics and honesty. These values have undoubtedly contributed to my success.”

BREAKING NEWS



BREAKING NEWS

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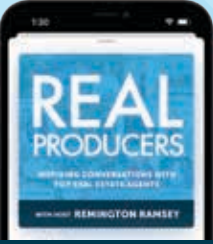

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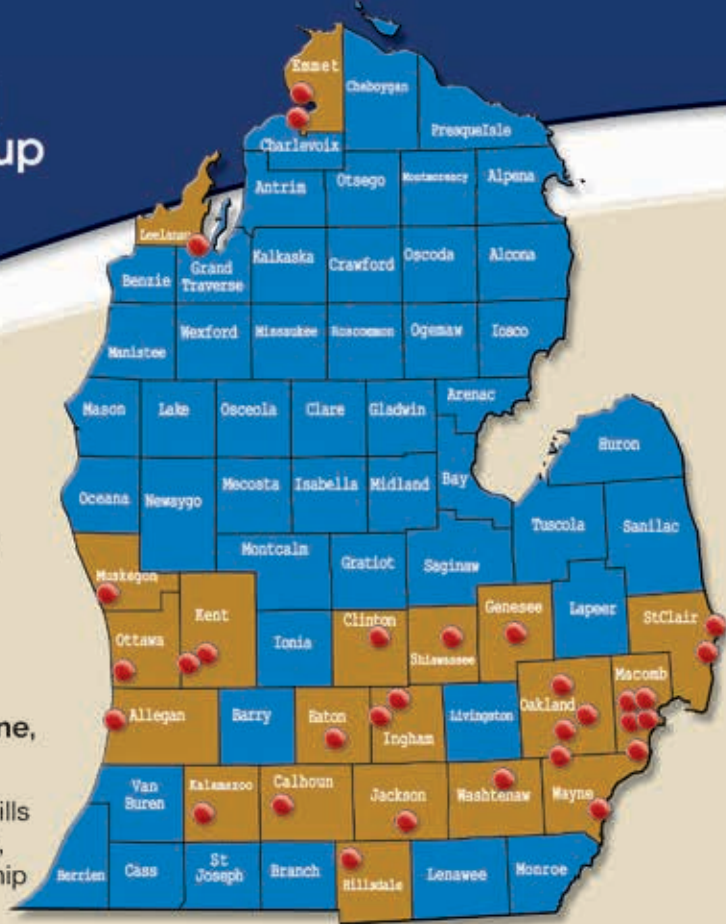
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