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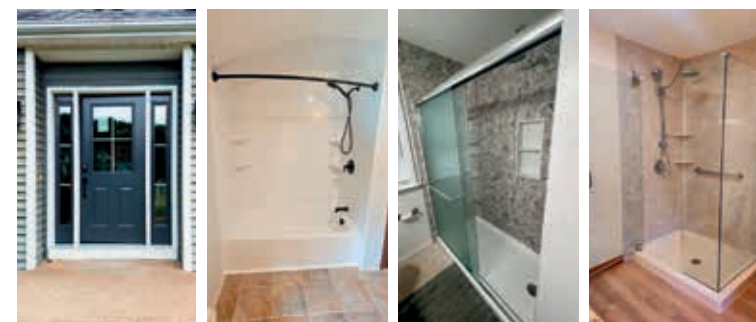


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MEET THE NEW HAVEN & MIDDLESEX REAL PRODUCERS TEAM



Sam Kantrow
Owner/Publisher



Ed Bermudez
Photographer



George Grotheer
Content Writer



Jack Ardrey
Operations Specialist

If you are interested in contributing or nominating REALTORS® for certain stories, please email us at sam.kantrow@realproducersmag.com.

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Hey everyone!

We're excited to invite you to the New Haven & Middlesex Real Producers Launch Party! Join us at the fabulous new Volo restaurant in North Haven on October 10th from 5:30 to 7:30 pm for an evening filled with great company and great conversations.

This is the perfect chance to mingle with the top real estate agents in our area and connect with some of the best affiliates who support our magazine—think lenders, inspectors, builders, and more. It's all about building relationships, collaborating with like-minded professionals, and strengthening the ties that make our industry thrive.

Here's what you can look forward to:

- Meeting new, up-and-coming real estate stars and catching up with old friends.
- Building meaningful connections with successful agents and top-tier vendors.
- Enjoying free food and drinks in a laid-back atmosphere.

We're incredibly grateful to our sponsors for making this event possible and can't wait to celebrate with you all.

Confirm your spot by emailing us at sam.kantrow@realproducersmag.com or texting 203-435-6891.

Looking forward to seeing you there!

Best,
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FAQ

ALL ABOUT NEW HAVEN & MIDDLESEX REAL PRODUCERS



The first Real Producers magazine started in Indianapolis in 2015. Real Producers is now in over 130 markets across the nation and is continuing to grow nationwide.



Q: WHO RECEIVES REAL PRODUCERS MAGAZINES?

A: The top 300 real estate agents across New Haven and Middlesex Counties and our preferred partners.

Q: WHAT IS THE GOAL OF THIS MAGAZINE?

A: We believe that we are better together. When we surround ourselves with other successful, like-minded people, we grow to new heights. Real Producers is a platform that brings together the most accomplished individuals in the Connecticut real estate sector.

By curating an exclusive community comprised of the top 300 real estate agents and RP-vetted businesses in each market, we foster a shared space for sharing stories, celebrating successes, discussing market

trends, and highlighting upcoming events. Our monthly publication is dedicated to connecting, informing, and inspiring, encompassing anything that contributes to the enrichment of our community.

Q: DOES REAL PRODUCERS HAVE EVENTS?

A: Yes! We have specific networking events throughout the year.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: The process for getting featured in our magazine is

straightforward. To be eligible, you need to be on the top 300 list, and we value nominations highly. Whether you're a real estate agent, business, broker, owner, or someone who admires the work of others, you can nominate individuals, including yourself. Even office leaders have the opportunity to nominate outstanding real estate agents. We take every nomination seriously and consider anyone from the top 300 list who is brought to our attention. While we cannot guarantee a feature, we strongly encourage you to connect with one of our team members, show support for Real Producers, and participate in our private events. These steps can enhance your chances of being featured in our publication.

Q: WHAT DOES IT COST A REAL ESTATE AGENT/TEAM TO BE FEATURED?

A: Zero, zilch, zippo, nada, nil. It costs nothing to agents, so nominate away! We are not a pay-to-play model. We share **REAL** stories of **Real Producers**.

Q: WHO ARE THE RP-VETTED BUSINESSES?

A: The RP-vetted businesses featured in our publication represent the some of best in the business in their respective categories within the Connecticut Shoreline. You can easily locate them in our index. We do not randomly select businesses, nor do we collaborate with every business that approaches us. We prioritize businesses that have received your stamp of approval through recommendations and each business showcased has been personally recommended by many of the top agents featured in our publication. Before featuring any business, our team conducts additional vetting to ensure they align with our community's values and bring substantial value. Our aim is to build a robust network that not only includes the best real estate agents but also features top-tier businesses, fostering collective growth and strength within our community.

Q: HOW CAN I RECOMMEND A BUSINESS?

A: If you want to recommend a business that works with top real estate agents, please email or message us - **Email: sam.kantrow@realproducersmag.com**



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WHAT IS Real Producers?

WELCOME TO NEW HAVEN & MIDDLESEX REAL PRODUCERS!

We provide a platform to connect, elevate and inspire the top real estate professionals across the Connecticut Shoreline.

publisher's note
By Sam Kantrow

It is a privilege to introduce Real Producers to our region and to celebrate the exceptional contributions each of you makes to the Connecticut Shoreline real estate community. Having lived here my whole life and worked in television/media for the last 14 years, it brings me profound joy and excitement to have the opportunity to showcase your achievements, nurture

your connections, and acknowledge your unwavering commitment to excellence in serving your clients.

Real Producers originated as a simple concept in 2015 in Indianapolis and has rapidly expanded nationwide. The thriving Real Producers community now spans over 130 locations, revolutionizing the way the real estate community collaborates throughout the U.S. As we begin this journey together, I commit to fostering community connection and forums dedicated to acknowledging

and highlighting the unique qualities that make each of you iconic.

In the years ahead, my goal is to conduct interviews with each of you, sharing your success stories in upcoming issues. I eagerly anticipate commemorating your achievements at our events, offering valuable tools and connections to support the growth of your businesses, and representing your collective passion for this industry that we all share.

Here are some quick facts about Real Producers:



DISTRIBUTION:

This magazine will be delivered to the mailboxes of the top 300 agents in New Haven and Middlesex Counties every month. The selection of these 300 agents is based on compiled MLS data over the last year. If you are receiving a hard copy of the publication, it is because you belong to the distinguished group representing the top 5%.

CONTENT:

This publication revolves around YOU—the Connecticut Shoreline real estate community. Our aim is to share personal and distinctive stories about members of this community, providing a platform for you to inspire greatness in others. As we expand, our commitment remains to deliver fresh content exclusively centered on the top 5% and our Preferred Partners.

It's important to note that **we have nothing to sell to real estate agents**; being featured in this publication is absolutely FREE. Agents can be featured by nomination from a peer, leader, or influencer. We actively encourage nominations and appreciate learning about agents who are making a significant impact in our market.

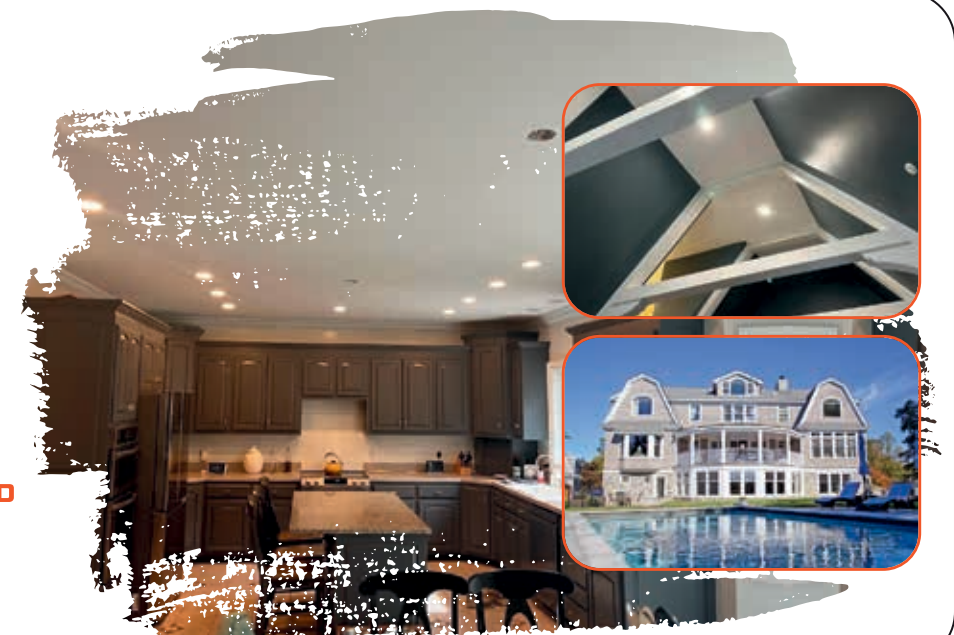
PREFERRED PARTNERS:

Those identified as "Preferred Partners" in the index of this publication are integral members of this exclusive community. You will find them featured in every issue, participating in our private events, and actively engaging in our online community. We maintain a selective approach, allowing only those businesses recommended by members to be a part of our community.



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Each Preferred Partner showcased in this publication has been recommended by one or more of you. Our objective is to provide you with an extensive array of resources to enhance your business, ensuring that you consistently stand as a trusted referral source for your clients and customers.

EVENTS:

In addition to our monthly publication, we organize social and educational events throughout the year. Our aim is to unite the best of the best while contributing to and bolstering our local

communities. And, of course, we fully intend to have a good time doing it! Information about upcoming events will be shared through the publication. Stay tuned for exciting updates!

CONTRIBUTION:

If you are interested in contributing, nominating REALTORS® for certain features, know of additional top-notch affiliate partners who would be a great fit for our community, or

would simply like to learn more, please reach out to me anytime. I look forward to meeting with every one of you in the near future.

I would like to take a moment to acknowledge our Preferred Partners for their vision and belief. Their commitment is an essential part of bringing New Haven & Middlesex Real Producers to life and will provide the framework for our continued growth and success. I also would like to extend a heartfelt “thank you” to my incredible team, all of whom orchestrate The publication each and every month.

I appreciate you all and I look forward to seeing you all at our upcoming event! Enjoy everything Fall in New England has to offer!

Sam Kantrow

Owner/Publisher

New Haven and Middlesex County Real Producers

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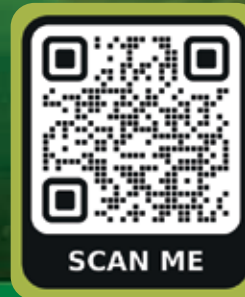
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Alexa Scott

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uncle took the reins. From the time she reached adulthood, Scott's family has been gently nudging her to pursue this work as her career, to continue the legacy for a third generation.

Scott's journey into real estate was not without its detours – she wanted to work in travel sales and make her living that way. It took a pandemic era change of heart for her to dive head-on into real estate. She says she loves working with clients and had had that as a component of her previous work. She came home to Connecticut and picked up where she left off – joining her dad in the family business. Scott credits her father with her training and subsequent success – and by coupling her father's guidance with her own motivation, her career has taken off since committing to real estate in 2021.

In the earliest days of her career, Scott was a sponge. She quickly understood the hustle mentality

► agent to watch

By George Grotheer
Photography by Rise Visual Media

It may come as a surprise to some that Alexa Scott is one of the hundred best realtors along the shoreline in just three years into the industry – but it is no surprise to her.

Real estate is in her blood.

Scott's grandfather Robert owned the Beasley Company in New Haven County. After many years, her father and

of the gig, paying to be part of a brokerage, paying for printing and advertising, and reaching out on her own to potential clients. While the cold calls were outside of her comfort zone at the outset, she used a deep base of connections she already had in Connecticut to get her start. She connected with dozens of the state's top realtors via Facebook early on so she could network with those already established in the industry.

Social media has played a key role in the expansion of Scott's influence in her community. She used her long list of Facebook friends to reconnect with people from her past and began posting real estate videos on Instagram about the steps to buy a home, how to get pre-approved, and more. Soon, she had people reaching out to her to establish long-term contacts – in which someone may not be ready to buy a home now but would be in the market in a few years.

Scott puts the client first – always insisting that they are the priority in every engagement, be it buying or selling. She specializes in first-time buyers and sellers and aims to take the stress and complications out of the equation for those new to the market. She maintains her relationships by going above and beyond in communication – sending personal cards and buying gifts for clients and potential clients. Scott prides herself on a roughly 90 percent success rate in bringing first-time clients to the finish line by closing on a deal.

While real estate has been the world in which Alexa Scott has grown up and begun to make a name for herself, she has always made time for family and those close to her. She recently tied the knot with her husband in Vermont – a place where she spent her winters skiing with family. She trained in classical ballet at the New Haven Ballet and still finds the time to take an adult modern dance class in Deep River every week.

If she keeps up all her success in Connecticut real estate, she'll be dancing her way to the top of the charts.



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CT MOLD PROS

Pete Carlson is passionate about helping his neighbors, and that is his goal when leading the way with CT Mold Pros. Look no further than the historic flooding in western Connecticut last month for an example: his phone started ringing at midnight on a Sunday night and he made crews available to pitch in with all hands on deck Monday morning. When something is needed, Carlson gets his guys ready for work. That is, in fact, how CT Mold Pros began.

Pete Carlson is a Building Performance Institute Certified Building Scientist, with a background in weatherization and energy efficiency. Throughout his training and field networking, he has formed a multitude of relationships with home energy assessment companies across Connecticut. The biggest issue these companies are facing out in the field is mold -preventing the operation from saving people money on their energy bills.



And trying to find a remediation company that can act quickly was also lacking. Bridging this gap is where CT Mold Pros was born.

The rapid expansion of CT Mold Pros has been led by an expanding client base throughout all of CT. Carlson says customers relate to the company's family-friendly vibe exuded by the whole team, who he says are all friends and get along well. CT Mold Pros' family atmosphere off the clock has helped build camaraderie on it, and they walk into every job for mold remediation and water mitigation with a tight-knit team.

They are in and out of projects in short order, connecting with homeowners without much disruption to their homes or day-to-day lives. Many projects are handled day-of, increasing the company's capability to handle more jobs day-to-day and week-to-week.

Carlson says the next several weeks will be critical for business – as hurricane season rolls in, so, too, does the peak of mold season. CT Mold Pros has invested in additional sales staff and a new truck and equipment to handle what they expect will be a very busy autumn. Carlson says his team is constantly evaluating the needs and adding more crews to be able to keep lead time to days, instead of weeks. As realtors look to buy or sell homes – or, at least, share photos of properties – Carlson's crew can handle water or mold damage quickly, making sure everything is cleaned up and presentable before moving on to their next challenge.

Occasionally, that challenge will be a once-in-a-thousand-year storm, but even when it isn't, mold removal, basement pumping, removal and demolition, you name it.

When duty calls, CT Mold Pros will be ready to go.

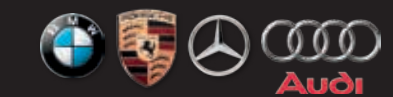


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Joel Lucas

COLDWELL BANKER REALTY, OLD SAYBROOK

From a humble upbringing in the Quiet Corner to a job in downtown Manhattan on September 11th, 2001, to standing alone atop a list of his peers... each step in Joel Lucas's journey has had a profound impact to make him the man he is today. Perhaps it is his unique life experience and knack for storytelling (or impressive sales acumen) that has drawn people in over the years, leading him to the top spot among realtors in Middlesex County.

Joel grew up on his grandmother's farm in Chaplin – less than a fifteen-minute drive from UConn – as one of seven kids. He left home at seventeen years old to pick up a mail-room job and had to learn how to work, cook, and live on a budget. Those formative years helped him develop remarkable communication skills – skills he has carried with him over the decades to make him a powerful presence among Connecticut real estate professionals.

His work life eventually took him to downtown Manhattan at the turn of the century – working next door to the World Trade Center at the time of the



Joel with close friend & realtor Cathy Lynch

September 11th terrorist attacks. As was the case for many, the tragedy had a significant impact on his life. In the days, weeks, and months to follow, Joel found himself back home in Connecticut, looking for a fresh start. He would find that fresh start in a new career path: getting his real estate license.

Joel says plenty of established professionals offered him key advice as he started out – to have a plan at the outset of each sale and to spend money on himself to make money for himself. He paid his dues, spending plenty on advertising and promotion to build a name for himself. He found leads on Realtor.com and Zillow, connecting him with potential clients he has now worked with for years. He credits his relationships for much of his success over his two decades in real estate.

Joel and his partner, Terry, have no kids of their own – and that has given Joel the gift of considering each client and customer to be a member of his extended family.



Pam Moriarty and Joel at the Breakers in Florida



Joel and partner Terry Brown enjoying some sun on vacation



With over twenty years of experience under his belt, nearly \$300 million in sales, and almost a thousand connections made with buyers and sellers, Joel has firmly made his mark on Connecticut real estate with no plans to stop anytime soon – there will always be another story to tell.



He loves meeting people from different walks of life – from those seeking a place in Connecticut to get away from New York, Boston, or Philadelphia to those looking to take a step into home ownership for the first time. That extends to other brokers - he says he tries to be helpful, kind, and courteous to them as he considers them to be friends “almost as close as family.” He treasures his community - having created a Facebook group called “Old Saybrook: People, Home, Food, Garden & Events.” Nearly three thousand people are part of this network, and Joel considers each one a friend.



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“

When I came to the House of Hope, I was able to be loved and be like a child again!”

—FENEAN

Faith in Action

All God’s Children International has united thousands of children with their forever families, creating new life chapters filled with love, stability and a sense of belonging.

By Shauna Osborne, National Editor

All God’s Children International (AGCI) is a faith-based orphan care ministry with a mission to provide love and care to every child in need. Founded in 1991, AGCI works to empower local leaders to intervene for vulnerable children and create opportunities for faith, family and independence. They are committed to holistic solutions that address the deep-rooted cycles keeping kids in institutions, working instead toward their integration into loving families. Over the years, AGCI has cared for thousands of children and has provided life-changing support for vulnerable children and families across more than 30 countries.

Fenean’s* life is a powerful testament to the transformative impact of AGCI’s compassionate guidance. Seeking better educational opportunities, she left her village at the age of 12 to live with family in Ethiopia. Unfortunately, she endured severe abuse and ran away after just three months. Living on the streets, she was at extreme risk of being trafficked, until she was discovered by local police and referred to AGCI and the Tim Tebow Foundation House of Hope. During her time at

House of Hope, Fenean received trauma-informed counseling and was slowly restored to her confident, loving self. She was reunited with her family last year; AGCI provided the necessary tools and support to ensure they would remain together.

As in Fenean’s case, AGCI endorses a tailored approach, collaborating with leaders in each region they serve to address the specific challenges faced by those communities. Together with their local teams, AGCI develops effective, culturally appropriate and sustainable solutions. By partnering with AGCI, N2GIVES helps uphold this life-changing mission to break the cycle that traps children in institutions, perpetuates systemic poverty in families, and prevents vulnerable young adults from pursuing their dreams.

*name changed for privacy reasons



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