

NORTHWEST INDIANA

# REAL PRODUCERS<sup>®</sup>

CONNECTING. ELEVATING. INSPIRING.

TOP AGENTS:

## MANNY & LAURA HERNANDEZ

RISING STAR:

Jacob Schmiedel of Brokerworks  
Real Estate Group

PARTNER SPOTLIGHT:

Matt and Michelle Robertson of  
Plumbing Paramedics

Photo by  
Melinda Nicole  
Photography

SEPTEMBER 2024



# YOUR LOCAL ONE-STOP-SHOP REAL ESTATE MEDIA PARTNER

## Why Choose Us?

### PARTNERSHIP

We value partnerships! As your go-to agency we can understand your unique vision and create a winning formula to help that vision come to life.

### TRUST

We get it! It can be challenging to find a trusted partner for your business. That is why we have a team of true pros that will all put you first and communicate through every step of the project.

### CONSISTENCY

Consistency is a non-negotiable pillar of success and value in our business. We believe in giving that 5 star treatment to everyone on every project.

Partner With Us Today!



WHY *move* WHEN YOU CAN *improve*?



FROM THE SMALLEST REPAIR TO THE LARGEST RENOVATION, PHOENIX HOME RENOVATION CAN HELP.

For a **FREE QUOTE** call **219.512.5316**

OR VISIT [WWW.PHX-RENO.COM](http://WWW.PHX-RENO.COM)

# MAKE OLD LOOK NEW, NEW LOOK BETTER, AND BETTER LOOK BEST.

CUSTOM KITCHEN, BATH, BAR, ENTERTAINMENT CABINETS, AND ALL TYPE COUNTER TOP SURFACES





MODISHLY DESIGNED

# PROPERTY PRESENTATION EXPERTS



3427 E 83rd Place Merrillville, IN 46410 • 219-546-1696



# CLOSE WITH CONFIDENCE

*Choose Meridian Title!*

**Cindy Finley**  
Senior Account Manager  
219.713.9760  
cfinley@meridiantitle.com

**Palmer Myers**  
Senior Account Manager  
219.746.0873  
pmyers@meridiantitle.com

**Dawn Zigler**  
Senior Account Manager  
219.608.4799  
dzigler@meridiantitle.com

**Brooke Leonard**  
Account Manager  
219.677.3769  
bleonard@meridiantitle.com



MERIDIAN TITLE  
YOUR PEACE OF MIND



meridiantitle.com



Everyone *deserves* a place to call their own.

Scott Kosteba  
NMLS #222990  
(219) 276.0757  
skosteba@everwisecu.com



Equal Housing Opportunity. NMLS #686706. Subject to credit approval and membership requirements.



## WHY SHOULD YOU WORK WITH A LOCAL INDIANA FARM BUREAU INSURANCE AGENT?

- 1 Get prompt, polite service. ✓
- 2 Help your clients close on time. ✓
- 3 Increase client trust. ✓



**AARON SCHWARTZ**  
AGENT  
CALL OR TEXT: (219) 789-7485  
2008 N MAIN ST. | CROWN POINT



**INDIANA FARM BUREAU INSURANCE**  
STOP KNOCKING ON WOOD



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

**CATERING**

**Great Harvest NWI**  
(219) 310-1375  
www.greatharvestnwi.com

**ESTATE SALES**

**Caring Transitions Of Crown Point**  
(219) 213-9413  
www.caringtransitionscp.com

**GEOTHERMAL/ HEATING/COOLING**

**STI Heating & Air Conditioning**  
(219) 515-4007  
www.stiheatingandair.com

**HOME INSPECTION**

**Contreras Home Inspections**  
(219) 309-7142  
www.contrerashomeinspections.com

**Pillar To Post (Tim James Team)**

(219) 898-4357  
timjames.pillartopost.com

**INSURANCE**

**Indiana Farm Bureau Insurance Aaron Schwartz**  
(219) 789-7485  
www.infarmbureau.com/agents/Aaron-Schwartz-Lake-CrownPoint-IN

**LANDSCAPING**

**Grady's All Season Landscape & Design**  
(219) 670-7513  
www.gradylanscaping.com

**MORTGAGE**

**Everwise Credit Union Scott Kosteba**  
(219) 276-0757  
www.everwisecu.com

**MORTGAGE / LENDER**

**CrossCountry Mortgage, LLC**  
(219) 240-1116  
ccmhomelending.com

**First Community Mortgage -The Amanda McKenzie Team**

(219) 274-0186  
www.approvedwithamanda.com

**PAINTING CONTRACTOR**

**Fred's Contracting Inc.**  
(219) 865-2056  
www.fcipaints.com

**PHOTOGRAPHY**

**T-23 Productions**  
(219) 381-5719  
www.t-23productions.com

**PHOTOGRAPHY/ BRANDING**

**Melinda Nicole Photography**  
(219) 201-0156  
melindanicolephotography.com

**PHOTOGRAPHY/ VIDEO PRODUCTION**

**Eagle Eye Media**  
(708) 351-0954  
www.eagleeyemedianwi.com

**PLUMBING**

**The Plumbing Paramedics**  
(317) 491-5230  
www.theplumbingparamedics.com/valparaiso-in

**PRINTING / PROMOTIONAL**

**TradeWinds Print Shop**  
(219) 945-0100  
www.tradewinds-signshop.com

**PROPERTY MANAGEMENT**

**Real Property Management Northwest Indiana**  
(219) 525-1277  
www.rpmnwindiana.com

**RENOVATIONS**

**Phoenix Home Renovation NWI, LLC**  
(219) 247-8773  
www.phx-reno.com

**ROOFING**

**Kittle Quality Roofing**  
(219) 816-2205  
www.kittlequalityroofing.com

**STAGING**

**Modishly Designed**  
(219) 546-1696  
www.modishlydesigned.com

**TITLE & ESCROW**

**Meridian Title**  
(317) 966-2270  
MeridianTitle.com

**Premier Title**

(219) 386-4006

**WATER DAMAGE & MOLD REMOVAL**

**SCCS NWI**  
(219) 928-3026  
www.sccsnwi.com

**WOOD FLOORING**

**Everlast Flooring**  
(219) 916-4777  
www.everlast-flooring.com

YOUR HEADSHOT & Personal BRANDING PHOTOGRAPHER!



Melinda



SCAN TO WEBSITE

MELINDA NICOLE  
*Photography*

219-323-4657 MELINDANICOLEPHOTOGRAPHY219@GMAIL.COM

**fcm** first community mortgage

contact me to learn about  
**investment solutions**

**Amanda McKenzie**  
Production Manager | NMLS ID: 372937  
219-274-0186 | Amanda.McKenzie@fcmhomeloans.com

Scan now to apply

Loan approval and terms are dependent upon borrower's credit, documented ability to repay, acceptability of collateral property, and underwriting criteria. FCM NMLS ID 629700



**EVERLAST FLOORING**  
SERVING ALL OF NW INDIANA SINCE 1995

Hardwood • Vinyl Plank • Installation • Refinishing

Ken Erow | 219-916-4777



# TABLE OF CONTENTS



**10**  
Meet the Team



**12**  
Publisher's Note



**14**  
Nominate your Favorite Agents



**16**  
Partner Spotlight: Plumbing Paramedics



**20**  
Rising Star: Jacob Schmiedel



**24**  
Cover Story: Manny and Laura Hernandez



If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [colt.contreras@n2co.com](mailto:colt.contreras@n2co.com).

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



ESTD 2023  
T-23 PRODUCTIONS  
VIDEO | PHOTO | SOCIAL

- Video Tours
- Real Estate Photos
- Headshots
- Reels & more

**Call Tyler for Pricing and Availability!**  
**(219) - 381 - 5719**

## Don't let mold ruin the deal!

**AVOID SURPRISES BY GETTING A MOLD INSPECTION BEFORE LISTING A PROPERTY**



**SCCS**  
SPECIALTY CLEANING & CONTRACTING SERVICES

We are committed to keeping families safe

**CONTACT**  
US NOW 219-928-3026

[www.sccsnwi.com](http://www.sccsnwi.com)



**MOLD INSPECTION**



**MOLD TESTING**

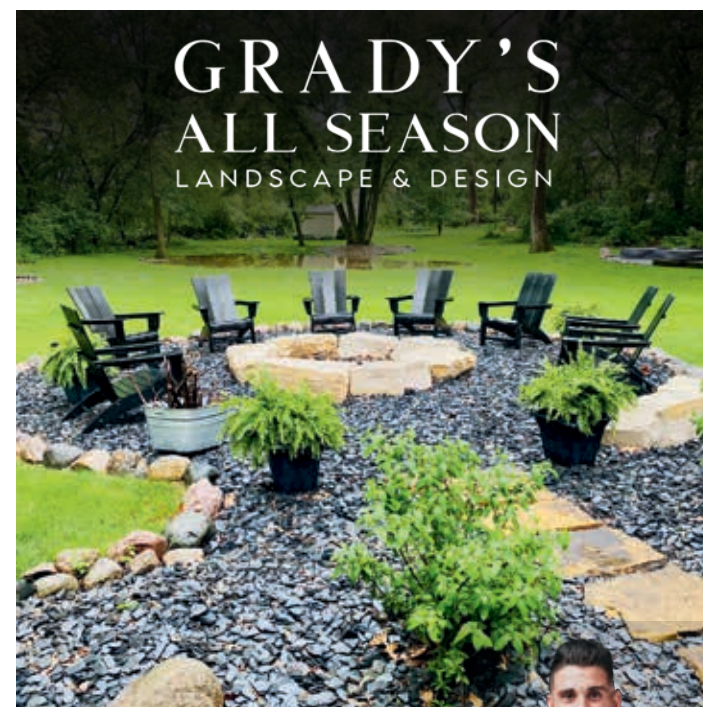


**MOLD MITIGATION**




**WATER DAMAGE CLEAN UP**

## GRADY'S ALL SEASON LANDSCAPE & DESIGN



PATIOS | WALKWAYS | FIRE PITS  
Call us today for all your landscaping needs!

**TROY GRADY**  
219-670-7513  
tgradylandscape@gmail.com



**TradeWinds Sign Shop has a variety of realtor signage to choose from.**

**Call TODAY to get a free quote!**

# 10% Off

for New Customers

Every dollar the sign shop makes goes right back into the organization to continue providing services for individuals with disabilities.



**SIGN SHOP**

**HEATHER AMES**  
Sales & Marketing Associate  
HAmes@tradewindswi.org

3198 E. 83rd Place • Merrillville, IN 46410  
[www.tradewindssignshop.com](http://www.tradewindssignshop.com)



# MEET THE NORTHWEST INDIANA REAL PRODUCERS TEAM



**Colt Contreras**  
*Publisher*



**Val Contreras**  
*Senior Editor*



**Giavonni Downing**  
*Writer*



**Melinda Almaguer**  
*Photographer*



**Tyler Schilling**  
*Event Photographer*



**Ryan Wells**  
*Event Videographer*



**Heidi Holtsclaw**  
*Ad Manager*

**TWO GREAT BUSINESSES, SAME GREAT OWNERS!**

Radon Testing & Mitigation  
Indoor Air Quality Testing & Solutions

Superior Residential & Commercial Inspections  
WDI Inspections, Radon Testing, Water Testing, Mold Testing, & More!

• The Tim James Team •

**CROSSCOUNTRY MORTGAGE**

**Partner with  
CrossCountry Mortgage, LLC!**

We have been in the industry for over 29 years! You can count on us to help you get your dream home! Our friendly service and educated team guide our clients to a smooth closing!

**CCM**  
**Popular Products**

- Freddie Mac Borrower Smart Access
- Good Neighbor Next Door
- FHA 203(k) Rehabilitation
- Buy Now Refi Later!
- Fannie Mae 2-4 Unit 5% Down

**Contact us Today!**

- [CCMHomeLending.com](http://CCMHomeLending.com)
- [TeamWendy@CCM.com](mailto:TeamWendy@CCM.com)
- 219-750-9591

# PUBLISHER'S NOTE

WELCOME TO  
THE SEPTEMBER  
ISSUE OF  
NORTHWEST  
INDIANA REAL  
PRODUCERS  
MAGAZINE!

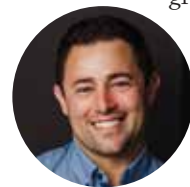
As summer begins to fade into a colorful autumn, we are thrilled to bring you a vibrant edition filled with inspiring stories and valuable insights.

First and foremost, we warmly welcome our newest Preferred Partners: Premier Title, STI Heating & Air Conditioning, and Specialty Cleaning & Contracting Services (SCCS). Their dedication to excellence and commitment to our community make them valuable additions to our network.

We also want to extend a heartfelt thank you to everyone who attended our Launch Party on August 20th! It was an absolute pleasure to network with so many of you and witness the connections being made in the room. Your enthusiasm and support made the event a tremendous success, and we look forward to many more opportunities to come together as a community.

In this issue, we are excited to present three feature articles showcasing the diverse talents and success stories within our region. Matt and Michelle Robertson are the dynamic duo behind the Valparaiso franchise of Plumbing Paramedics. From offering reliable 24-hour service to being active members of local organizations, the Robertsons exemplify the spirit of dedication and service. Jacob Schmiedel's journey from pastry chef to successful realtor is nothing short of extraordinary. With a passion for helping first-time buyers and a commitment to his community in Highland, Jacob's story is a testament to the power of hard work and adaptability. Manny and Laura Hernandez epitomize resilience and strategic growth in the real estate industry. Their journey from the mortgage industry to real estate showcases their ability to adapt and thrive in changing markets. By focusing on client needs and continuous improvement, they have built a successful business rooted in strong family values and a commitment to giving back to the community.

As we transition into a new season, we hope these stories inspire you to pursue your passions with determination and to embrace the opportunities that come your way. Thank you for being part of the *Northwest Indiana Real Producers* community. Let's make this autumn a season of growth and success!



**COLT CONTRERAS**  
PUBLISHER  
colt.contreras@n2co.com  
(219) 309-7142

Partner with Us

Update your clients Home  
with  
*Fred's Painting*

Quality professional services  
EXTERIOR INTERIOR  
EPOXY FLOOR  
CABINET REFINISHING

www.fcipaints.com  
219-865-2056

ROOFING SIDING GUTTERS FASCIA WINDOWS

**KITTLE QUALITY**  
ROOFING, LLC 219.816.2205

KITTLEQUALITYROOFING.COM

Chris Kittle: 219-816-2205 • ckittleroofing@yahoo.com  
Andy Strong: 219-916-2636 • askittlequalityroofing@yahoo.com

# NOMINATE YOUR FAVORITE TOP AGENTS!

People often ask me, "How do you decide who you feature each month in Real Producers?" My answer: "Through our nomination system." Top real estate agents and the preferred partners who invest in this publication through advertising and sponsoring our events decide who we feature each month through their nominations. Additionally, we have multiple events throughout the year, and top agents with top numbers are present at these events; we receive many nominations here among those who attend. **Please contact Colt Contreras at (219) 309-7142 or colt.contreras@n2co.com to nominate top agents.**

Of those nominated, our team meets with and gets to know each nominee in person or via Zoom. In this meeting, we collect all the cool facts about the agent and gather nominations for other top agents and businesses we should consider for our vetted preferred partners' list.

Our selection team decides who gets into each issue. We use the "5 C" criteria below as a guide. An agent must meet the first three — the fourth and fifth items are not required; however, we love celebrating successes of a giving or victorious nature.

**Collaboration:** The number of nominations usually indicates that nominees are respected by their peers and work well with other agents and our preferred partners.

**Competition production numbers:** Let's face it — the name of the publication is Real Producers,

so folks need to be top producers to get into the magazine

**Character:** While most in the industry have great character and integrity, we will not feature anyone — agent or business — who has not been recommended or nominated by top agents as a person or business operating with integrity.

**Contribution:** We adore inspiring stories about agents who give back to the real estate and local/global community.

**Compelling story/ Conquering a life challenge:** Who doesn't love an against-the-odds success story?

Remember, real estate agents and brokers do not pay anything for feature stories; everything we do for them is free. While other programs may look similar, we are not a pay-to-play model. We select articles months in advance and notify folks one to two months before their feature appears that we have selected them. Keep those nominations coming.

With so many wonderful nominated agents, the decision each month is difficult — so make sure we

know who you are! We would love your feedback on how we are doing and what, if anything, we can do better to help everyone in the industry **Collaborate, Elevate and Inspire** each other. Please email, text, or privately message all suggestions and feedback directly to me.

Please contact Colt Contreras at (219) 309-7142 or [colt.contreras@n2co.com](mailto:colt.contreras@n2co.com) to nominate top agents.

**PLUMBING PARAMEDICS**

24/7 SERVICE

PLUMBING PARAMEDICS

**FREE SERVICE CALL**  
with any plumbing repair (\$79.95 value)

**EXPERT PLUMBING SERVICES FOR EMERGENCIES AND THE EVERY DAY.**

24/7 SERVICE

**CALL TODAY**  
**219-554-8808**

**GREAT HARVEST**  
BAKERY • CAFE

**ELEVATE YOUR client gifting**  
WITH US AT GREAT HARVEST BAKERY & CAFE

Real estate agents, leave a lasting impression with our unique and delectable client gifts!

**WHY CHOOSE US?**

- Personal Touch:** Handcrafted bakery items that show you care.
- Quality & Variety:** Fresh-baked cookies, scones, goodie boxes, and more.
- Elegant Packaging:** Perfect for celebrating closing deals or saying "thank you."

**SPECIAL OFFER** Mention this ad for **10% OFF** your first client order gift!

call us at: 219-310-1375  
10420 BROADWAY, CROWN POINT, IN  
[WWW.GREATHARVESTNWI.COM](http://WWW.GREATHARVESTNWI.COM)



**M**att and Michelle Robertson are the dynamic duo behind the Valparaiso franchise of Plumbing Paramedics. With a deep-rooted commitment to their community and a passion for problem-solving, they've transformed a positive customer experience into a thriving family business.

By Giavonni Downing • Photography by Melinda Nicole Photography

Originally introduced to the Plumbing Paramedics brand while residing in Indianapolis, the Robertsons were so impressed by the company's service that they decided to become franchise owners. Matt, a lifelong Valparaiso resident, saw an opportunity to serve his hometown while reconnecting with family. Michelle's dad was a union electrician, and Matt's dad was a union carpenter, nurturing a mutual respect for the trades.

Michelle handles managing schedules, customer relations and calls, and team development. Matt manages the business side of the operations and estimates, both delivering efficient and effective plumbing solutions with their experienced plumbing technicians. Together, they've built a 24-hour service renowned for its reliability, as evidenced by over 200 glowing Google reviews.

Plumbing emergencies often coincide with major life events. "I can't tell you how often people have called and said, 'I just listed my house, and, of course, my water

▶ partner spotlight

# PLUMBING PARAMEDICS



**PLUMBING PROBLEMS  
SOLVED WITH  
MATT & MICHELLE  
ROBERTSON**



heater went out,” shared Michelle Robertson of Plumbing Paramedics. Their services are in high demand for both new and existing homeowners. “You should know where your main shut-off valve is,” she emphasized, highlighting a common homeowner oversight.

To provide comprehensive solutions, Plumbing Paramedics is part of the Threshold network, offering a range of home services. “We’re under a bigger umbrella of... home services,” explained Michelle. This strategic partnership allows them to provide customers additional options and streamline the homeownership experience.

Plumbing Paramedics stands out from the competition by offering value-added services, including a complimentary annual maintenance flush and specialized programs for realtors looking for a quick turnaround for inspections and closings. The Robertsons are also dedicated to providing clean, healthy water for their customers through advanced water filtration systems.



Beyond business, Matt and Michelle are active community members. They are involved in various local organizations, including the Valpo and Duneland Chambers of Commerce. Matt has served as a team captain for Rebuilding Duneland, while Michelle volunteers at Calvary Church in the nursery and supports foster families. Faith and community service are central to Matt and Michelle’s lives.

“Faith plays a large part of who Michelle and I are,” Matt adds, emphasizing its role in their family and business values.

Their faith and strong family values have been instrumental in their business and personal success. Balancing work and family life has presented challenges, but the Robertsons have managed to create a harmonious blend with their two children, Luke, 16, and Hannah, 13. Plumbing Paramedics is more than just a plumbing company; it’s a family-focused enterprise dedicated to providing exceptional service and giving back to the community.

TOGETHER,  
THEY’VE  
BUILT A  
24-HOUR  
SERVICE  
RENOWNED  
FOR ITS  
RELIABILITY

# JACOB SCHMIEDEL

## BROKERWORKS

REAL ESTATE GROUP



### ►► rising star

By Giovanni Downing  
Photography by Melinda Nicole Photography

#### FROM PASTRY CHEF TO REAL ESTATE POWERHOUSE: JACOB SCHMIEDEL'S SWEET SUCCESS

In the unpredictable landscape of the COVID-19 pandemic, Jacob Schmiedel embarked on an extraordinary career transformation. Once immersed in sugar and flour as a pastry chef, he transitioned into a successful career as a realtor. Starting in April 2020, when testing locations were shuttered, and travel restrictions were in place, this transition was anything but smooth.

Jacob reflected on that challenging time: "I had to drive two and a half hours to an airport to take the test." Jacob passed his first attempt despite the hurdles and secured his license.

Before diving into real estate, Jacob's career was rooted in the culinary world. "I was in food service for a long time, working as a cook, pastry chef, and cake decorator. It's a unique, fun job, but it's a lot of work, long hours, and doesn't pay much," he said. The demanding hours and pay pushed him to reconsider his career. "I always wanted to own my own business. I just didn't know what I wanted to do. Real estate was on my mind for a few years, and finally, I decided to go for it."

Balancing multiple roles was challenging. "I was still working as a cake decorator, and doing real estate full-time," Jacob recalled. Despite the demanding schedule, Jacob's

dedication paid off. "After my first full year in real estate, I quit my full-time job as a cake decorator. My wife was able to stay home with our kids, and I was able to focus more on real estate," he said.

Despite the early hurdles, his real estate career began to gain traction. By his first full year, he had achieved a career volume of \$5 million, and last year, his volume soared to \$16-17 million. "I'm doing pretty well, but I always strive for more," he admitted. His business now thrives on referrals. "Ninety-five percent of my business is from sphere of influence and referrals. I don't buy leads. It's all about relationships," he explains. "Asking for referrals is crucial. People want to help those they know and trust."

Jacob attributes his success as a Real Estate Broker with Brokerworks Group to perseverance, community involvement, and ongoing education. "I'm passionate about helping first-time buyers and being involved in the community through our project, MoveToHighland.com," he shares.



Jacob is dedicated to his community in Highland, where he co-founded a community group and website, Move to Highland, with his friend Mark Plesha. This project, which includes a website, aims to connect with residents and generate real estate leads by promoting Highland, Indiana, as a vibrant community. This effort strengthens their market presence and enhances their engagement with the local community. "We focus on getting involved with our community and highlighting local businesses," Schmiedel says. His passion for Highland is evident in his enthusiasm when discussing the project. "It's not just about selling houses; it's about helping people find their place within our community."



“  
It’s not just about  
selling houses; it’s  
about helping people  
find their place within  
our community.  
”

Jacob’s family, including his wife Allie and their two young boys, Wesley and Owen, and a new baby on the way remains his top priority. “Spending time with family is super important. Real estate has given me the flexibility to do that,” he emphasized.

Jacob advises aspiring realtors, “Work your sphere of influence hard. Talk to them constantly, and keep yourself top of mind with those people. Also, find a good friend or group in the industry for support and accountability.”

Looking ahead, he envisions a future where he can balance career success with family life and personal passions. “I’d love to open my own restaurant as a hobby someday,” he says. “But more importantly, I want to teach my children about entrepreneurship, wise decision making, and most importantly about Jesus.”





TEAM HERNANDEZ

BUILT FROM THE

GROUND UP

**SIMPLIFY  
YOUR MOVE!  
REALTY INC**

▶▶ cover story

# MANNY & LAURA HERNANDEZ

By Giovanni Downing • Photography by Melinda Nicole Photography

*Manny and Laura Hernandez know what it means to build from the ground up. Manny's journey began in 2001, then 21, when he left college. "I wanted to do something different but didn't know what. My dad suggested I check out my cousin's mortgage company in Waukegan, Illinois. "I liked the potential to make what I wanted without being limited by hours and income," Manny shared. Starting in the mortgage industry, Manny faced significant challenges having to learn the industry in both English and Spanish, but thrived with perseverance.*

A desire for change and growth drove Laura's journey into the industry. "I was in college, taking classes in various subjects, but I didn't know what I really wanted to do as a career," Laura recalled. She took classes in hospitality & tourism, nursing, teaching and finally landed on business & marketing and that is where she found her passion.

survival. They emerged on the other side with stronger negotiating skills, the ability to problem solve and the confidence that they can survive any market.

When they first started dating, Manny was already investing in real estate on top of being a loan officer and that's how she was introduced into the industry. While helping clients with their mortgages, Manny explained, "Clients kept asking if I could also help with finding them a home, so I decided to get licensed in real estate." This adaptability laid the foundation for their future success.

Discovering they were both entrepreneurs at heart, they took the real estate course together and were licensed in 2006. Initially, Laura handled administrative tasks but evolved into business operations, customer relations, and team development. "I found that naturally, that's what I did well—putting things in order" she said. She loves that she can use her creative side in the business and found that she's a natural visionary.

When the market crashed, they had to shift gears. In 2008, the market crash forced them to adapt and evolve. "We had to be smart with our finances," Laura says. "We made it through that period with a lot of resilience." They adapted during the recession, with their ability to pivot and focus on emerging opportunities, such as HUD deals and investor properties; this proved crucial to their





“

**WE DON'T TAKE SHORTCUTS.  
IT TAKES A LOT OF HARD WORK AND COMMITMENT.**

”

Their strategic division of labor allowed Manny to focus on real estate sales while Laura ensured smooth operations. This synergy has been a critical factor in their success. Manny's hands-on experience and Laura's organizational skills have created a robust foundation for their business. Their resilience and commitment to their clients have earned them a stellar reputation in the industry. "We strive for five-star reviews, focusing more on the client's needs than the paycheck," Manny emphasized. This client-centric approach has resulted in numerous repeat customers and referrals, driving their business growth.

The Hernandezes' ability to adapt to market changes and their dedication to continuous improvement has been instrumental in their sustained success. "We don't take shortcuts. It takes a lot of hard work and commitment," Manny stated. Laura added, "We document all our processes and constantly look for ways to simplify and improve them."

The Hernandez team's consistent performance, maintaining a volume of around \$40 million per year, is a testament to their effective strategies with a team of just four sales agents. They believe in mentorship, continuous

“

**WE HAD TO BE SMART WITH OUR FINANCES.  
WE MADE IT THROUGH THAT PERIOD WITH A LOT OF RESILIENCE.**

”

training and a cohesive culture. “We provide extensive training for agents and consistently have weekly team meetings,” Laura explains. This ongoing education helps their team stay sharp, connected and effective in serving clients.

Manny and Laura’s success is built on their professional acumen, continuous learning, and personal growth. Laura emphasizes the importance of

reading for professional development and finds value in diverse reading materials. Her broad spectrum of interests enriches her perspective and translates into innovative ideas.

Manny and Laura have built a thriving real estate business through client referrals, a commitment to improving personally and professionally. Both have a strong belief that your



mindset and daily routines are the most important factors in having a successful life.

Their next focus is on expanding their team and new brokerage, Simplify Your Move! Realty, creating marketing initiatives, and developing comprehensive training modules. Their philanthropic vision includes partnering with charities and reflecting their broader goal of giving back to the community while growing their business.

Balancing work and personal life is crucial for Manny and Laura, especially as a married couple. They set boundaries and prioritize family time with their son

and twin daughters to prevent burnout and maintain a healthy work-life balance. This approach is vital for longevity in both life and the real estate industry. Their advice to new realtors emphasizes the importance of lead generation activities and building a consistent routine for success.

They desire to create a lasting legacy for their family, supported by solid core values and a commitment to community service.

By constantly seeking knowledge and improving their skills, they have built a business that thrives in the present and is well-prepared for the future.



**PTC**  
PREMIER TITLE  
COMPANY

308 E. Lincolnway, Valparaiso, IN 46383 • 219.389.4006



# Adding Peace of Mind TO YOUR HOME BUYING EXPERIENCE





- ✓ Residential Home Inspection
- ✓ Sewer Scope Inspection
- ✓ Septic Inspection
- ✓ Radon Testing
- ✓ Wood Destroying Insect Inspection
- ✓ Well Inspection
- ✓ Pre-Listing Inspection
- ✓ 11-Month Warranty (New Builds)
- ✓ Commercial Drone Pilot
- ✓ Infrared Camera Certified
- ✓ Water Quality Testing
- ✓ Mold Testing

## See the Real Difference

Real Property Management Northwest Indiana is dedicated to helping you get the most out of your rental property. We take on the hassles of property management so you don't miss out on the things most important to you. Compare and see for yourself why people across the country trust their investments to the professionals at RPM Northwest Indiana.



Our experts use our caring approach to assist families during life's transitions. Our services help eliminate barriers so realtors can do what they do best, sell the home. Let us help you get the house SOLD.

-   
Estate Sales & Online Auctions
-   
Downsizing & Decluttering
-   
Relocation Services
-   
Home Clean Outs

Organizing & Packing Homes • Clean-outs, Donations, Liquidations • Managing Clutter



**Caring Transitions**  
Senior Relocation • Downsizing • Estate Sales

**Contact Us Today!**  
219-213-9413





Are you getting the best return on your investments? Contact us today to learn about our Wealth Optimizer tool!

219-525-1277 | RPMNWIndiana.com



© 2024 Real Property Management. Each office is independently owned and operated.



# HOME INSPECTIONS CONTRERAS

*Colt Contreras* Owner/Inspector



219-309-7142  
Colt@ContrerasHomeInspections.com







**20** YEARS OF  
THE N2 COMPANY



**HEATING &  
AIR CONDITIONING**  
YOUR INDOOR CLIMATE SOLUTION

219-515-4007

info@stiheatingandair.com

- Over 25 Years of Experience
- Heating, Air Conditioning, & Geothermal Specialists
- Free Estimates on New Installs
- Residential & Commercial Installation & Service
- Family Owned & Operated
- Financing Available

Ask us about installing a geothermal heat pump in your home. It is the greenest, most efficient, and most cost effective heating & cooling system available. You have to experience it to believe it!



Les Turbin, Vice President



Rachel Turbin, President



A 30% federal tax credit for residential ground source heat pump installations has been extended through December 31, 2032. The incentive will be lowered to 26% for systems that are installed in 2033 and 22% in 2034, so act quickly to save the most on your installation. In addition to the federal tax credit, some state, local, and utility incentives may be available in your area for even more savings on installing a geothermal heat pump.