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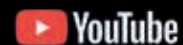
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If you are interested in contributing or nominating someone for a feature, please email us at [Chris.csotty@realproducersmag.com](mailto:Chris.csotty@realproducersmag.com) or [Terra.csotty@realproducersmag.com](mailto:Terra.csotty@realproducersmag.com).

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# LORI GOLDMAN

▶▶ top producer

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Photos taken at Lombardo  
Homes Model at Stillwater  
Crossing in Macomb Township



## A Commitment to Pursuing Her Best Outcomes

Lori Goldman is a dedicated agent and REALTOR® at Berkshire Hathaway HomeServices - Kee Realty who began her career in the early 1980s, then took a few decades off and returned to being an agent just in time for the arrival of COVID-19 in 2020. She has a passion for assisting individuals during the complex processes of buying and selling homes, which was the driving force behind her decision to become an agent. However, her affection for mentoring younger generations is equally compelling. She appreciates that real estate is an industry that doesn't require a degree but offers the potential for a lucrative career.

The cornerstone of Lori's business is exceptional client service, which she learned about during her tenure as an assistant with Kathy Wilson. After her extended hiatus, Lori returned to the profession at almost 60 years old. "It was a bold decision that initially filled me with apprehension," Lori shared. "However, I overcame my fears and successfully carved a niche for myself amidst a pool of seasoned real estate professionals."

Lori's father, Eugene Goreta, significantly influenced her career and life. "As a respected attorney for nearly 50 years, my father inspired me to pursue any path I desired, even if it seemed daunting," she said. "His unwavering belief in my capabilities has always been a source of strength."

Lori's personal life has been faced with tough challenges and delightful turns, all experiences she's happy to share. "When I married for the first time in my early 40s, we already had a 4-year-old daughter," Lori recalled. "Then, life presented



me with the joy of triplets when I was 48 years old. In the midst of these milestones, I also faced and successfully overcame a breast cancer diagnosis in my early 50s. I'm no stranger to adversity, which has made me a relatable, supportive woman in business."

Lori is currently focused on addressing the significant challenge of affordable housing. "I dedicate considerable time and resources to helping individuals secure leases, despite the financial strain it often presents," she explained. "I firmly believe that housing is a right, not a privilege."

"I am wholly committed to my work, available around the clock, and proud of the high level of service my team of three full-time employees and a broad network of service providers can offer," Lori added. "My tag line is 'I sleep with my

phone not my husband!” Lori’s sense of humor is a great asset to her business relationships, because it fosters a positive and enjoyable atmosphere, promoting stronger connections and rapport with her clients.

Lori leads a diverse team of coworkers — an assistant, an office support person, a runner, and a group of skilled workers ranging from handymen to electricians and plumbers. She mentors her team members, encouraging them to achieve their full potential. Her assistant, for instance, has become a licensed real estate agent under her guidance.

In 2016, Lori established a community organizing group, Fems for Dems, which has since blossomed into a vibrant network of over 15,000 partners. This significant growth over the past eight years has not gone unnoticed, with mentions in numerous major newspapers, MSNBC and other news programs. Highlighting her organization, Lori wrote a soon-to-be-released self-published book that chronicles the journey of creating Fems for Dems, with an underlying message of empowering women, particularly those over 40, to pursue their dreams and passions. “As we age, it is not uncommon to feel less celebrated, needed, or wanted in various spheres of our lives,” Lori shared. “However, I firmly believe that we can evolve into any version of ourselves that we aspire to be, as long as we are committed to pursuing our best outcomes.”

Lori is a single mother to her eldest daughter, Cate, who is currently pursuing a Ph.D. in geriatric psychology, and her 16-year-old triplets — Ellie, Sam and Grace. They enjoy various activities together such as traveling, dining at different restaurants and playing sports. Adding to her list of accomplishments, Lori recently ventured into the world of stand-up comedy. “I was ready to add another layer to my diversified career,” she said with a laugh.

She encourages aspiring real estate professionals to build their networks and establish themselves as leaders. She believes in the power of self-promotion

and the importance of serving clients both professionally and ethically. “Be your number-one cheerleader and don’t let false humility get in your way,” she said. “You are all that stands between helping someone professionally and morally and someone who will not serve them as well. Join groups, make events happen — be a leader, not a follower.”

Lori sees each new day as an opportunity for something remarkable to happen and advises others to embrace this mindset without fear. “Tomorrow is a brand new day where anything can and will happen — do not be afraid of that. Look forward to it!”



“  
I firmly believe that we can evolve into any version of ourselves that we aspire to be, as long as we are committed to pursuing our best outcomes.  
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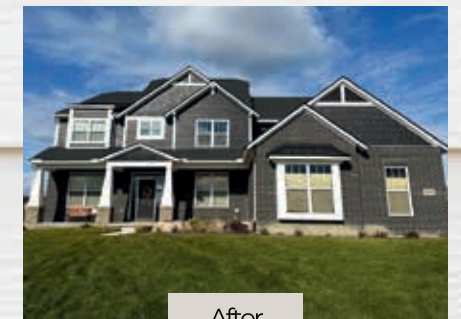
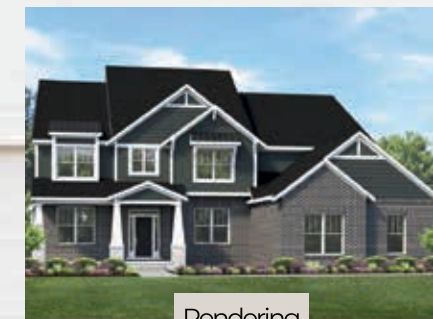
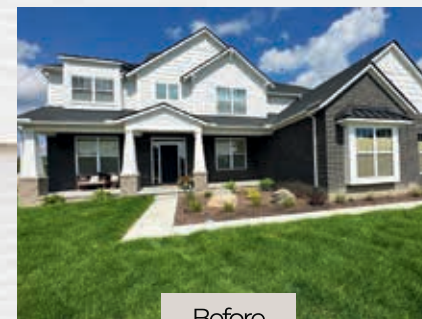
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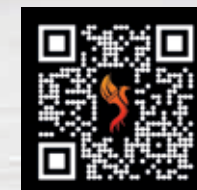
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# ANDREW HUCKLEBY

## SKATING THROUGH SUCCESS

Andrew Huckleby is not only scoring goals on the hockey rink but also clinching victories in the competitive real estate market. With a career volume of \$30 million and a knack for overcoming obstacles, his journey from professional hockey player to a top-performing agent is nothing short of inspiring.

In 2016, Andrew traded his hockey skates for a real estate license, diving headfirst into property deals. However, a brief return to hockey in Indiana left him struggling from 2017 to 2019, prompting him to put his license on hold. A triumphant comeback in 2021 saw him joining a real estate team that sold a staggering \$60 million. Andrew's move to Sotheby's in 2022 resulted in \$1.9 million in his first year, and in 2023, a stellar \$7.6 million. "There's no ceiling to how good you can be in real estate," he said.

A native of West Bloomfield, Michigan, Andrew credits his parents and friends for influencing him. "Their high levels of competition and success at the highest level motivated me to pursue excellence," he shared. Educated at Finlandia University, Andrew faced adversity in sports, which shaped his resilience and determination. His pathway to success was defined by his ability to stay the course during tough times.

Andrew is a solo agent at Sotheby's International Realty who is passionate about making new connections and helping people. His uniqueness lies in his commitment to forming lifelong bonds. For him, the most rewarding part of his business is "being able to assist those closest to me — whether it's family, friends or former teammates."

The real estate game presents its challenges, especially when breaking into higher price points and earning respect among established players. Andrew overcomes this by being persistent and by proving himself year after year. He hopes that he can continue to excel in real estate like never before. "I want to be better at real estate than I



have been at anything else I've ever done in my life," he shared. "There's always an opportunity to chase something new, and no two days are the same." For Andrew, it's not just about the deals but about consistently pushing the boundaries of what's possible in real estate.

Outside of real estate, Andrew enjoys family time with parents, Harlan and Michelle, and his brother, Eddie. Andrew, Harlan and Eddie are all former football players. A sports-loving family, their conversations often revolve around the gridiron. When not closing deals, Andrew's hobbies include CrossFit, tennis, golf, kart races, and anything that's simply "fun."

Andrew's advice to new agents is simple: "Be friends with everyone. Transcend demographics and connect with as many people as possible." His unique ability to bridge gaps and make friends with people from all walks of life sets him apart.

Whether it's transitioning from hockey to real estate, breaking into higher price points, or making friends across demographics, Andrew's journey is evidence of the limitless possibilities found in both life and business.



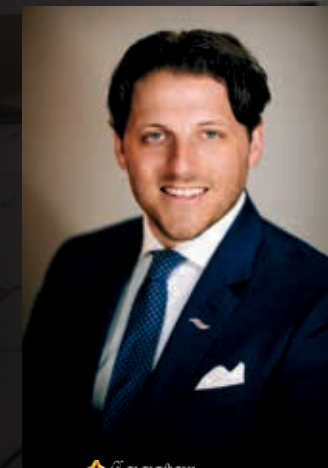
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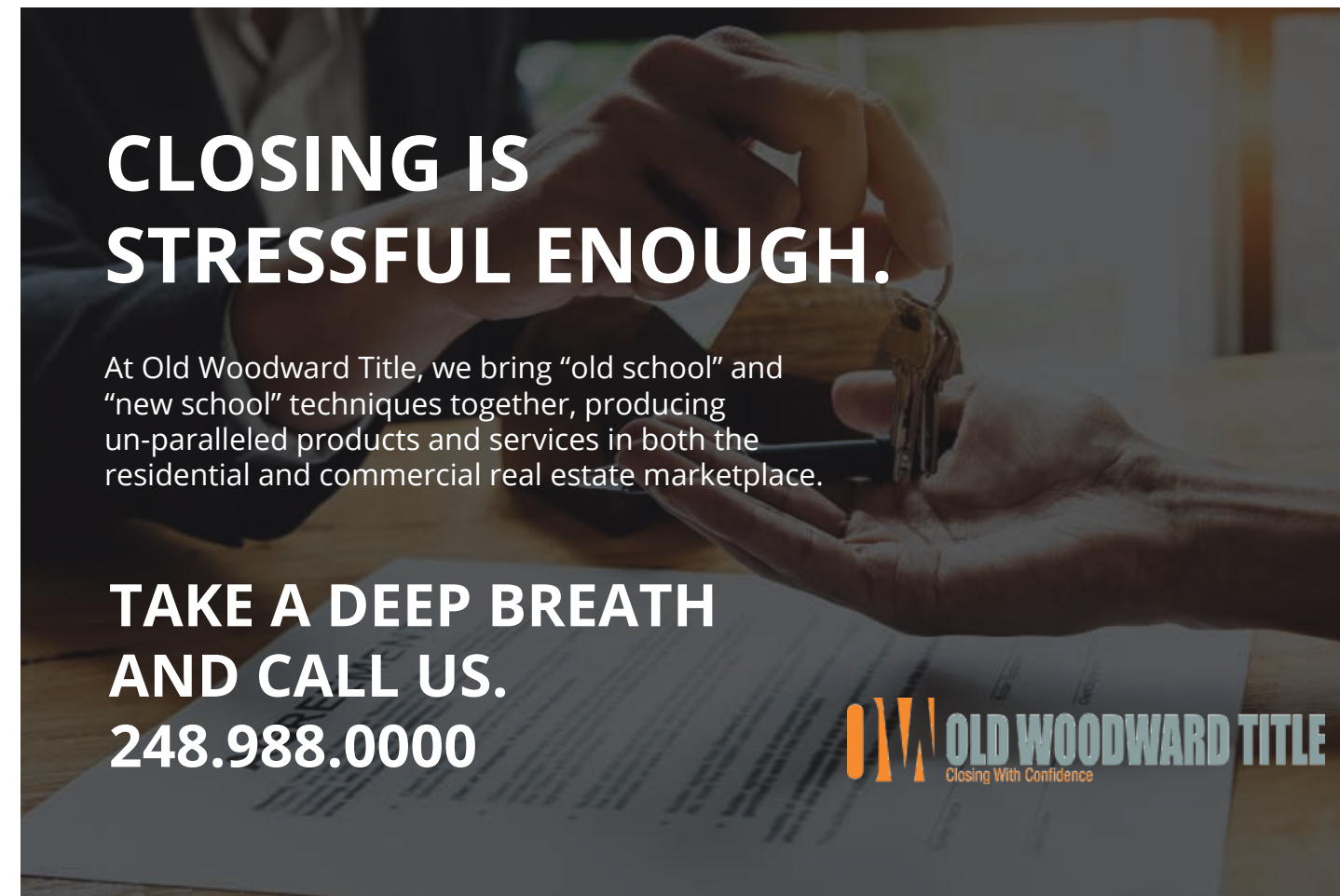
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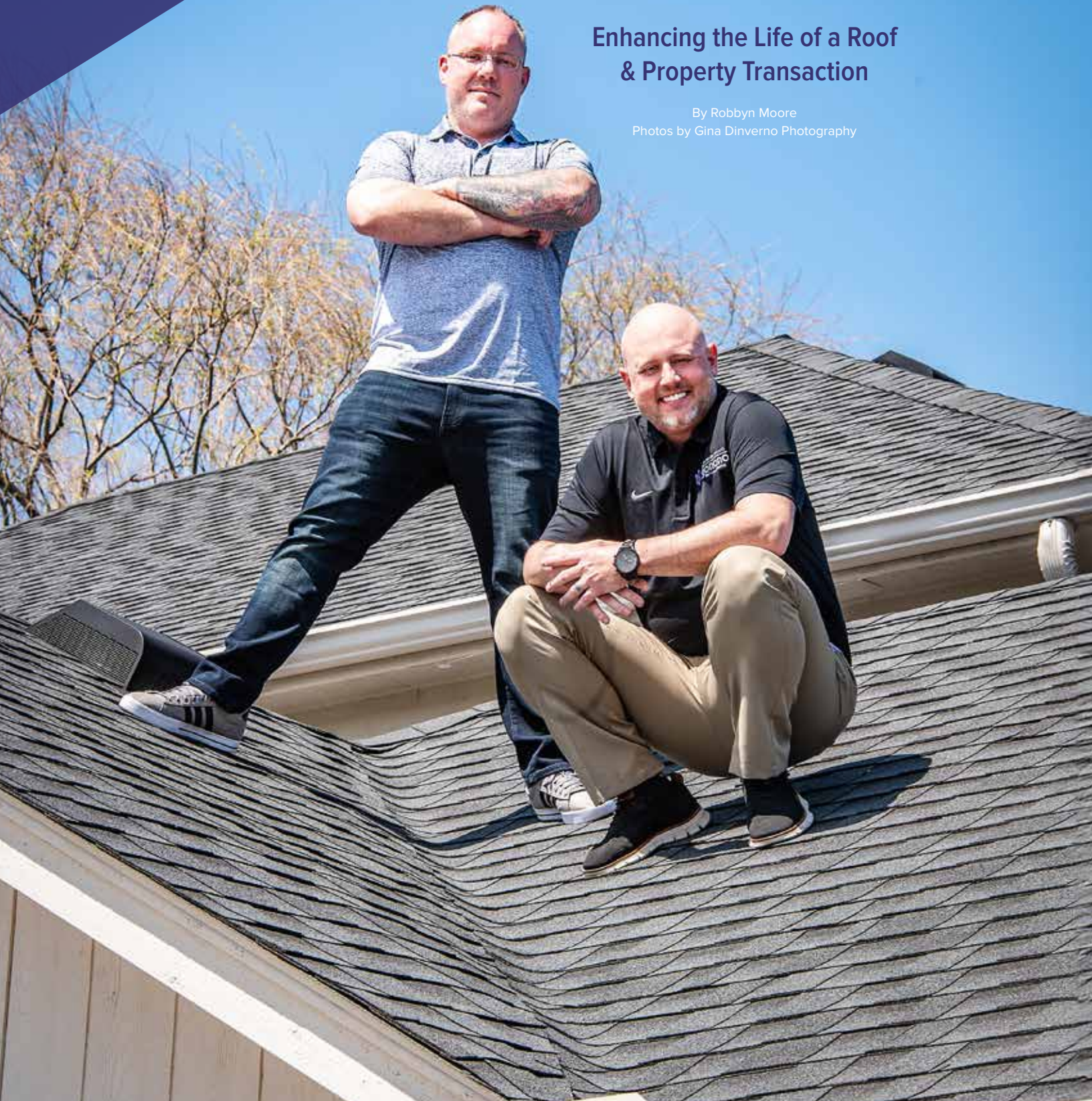
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# DETROIT GoNano

## Enhancing the Life of a Roof & Property Transaction

By Robbyn Moore  
Photos by Gina Dinverno Photography



**A**t an early age, David Barrett was influenced by his father's ability to repair objects, which sparked his passion for hands-on work and for building things. After a stint at college, he found opportunities in property management and contracting through his father's connections. By age 23, David established his first contracting company, later expanding into general contracting with a focus on roofing. In 2021, his observation of premature roof failures led him to launching his own business — Detroit GoNano, a roofing company dedicated to preserving and enhancing the longevity of a roof. This innovative solution extends the life of roofing materials, offering substantial savings for homeowners and businesses. "My father's emphasis on durability and willingness to assist others helped shape my business values in the roofing industry and instilled the foundation I needed to pursue my entrepreneurial dream," David shared.



Similar to David's professional journey, Jonathan Leonard was also influenced by his father, who owned Macomb Restaurant Supply. "My father mentored me in business and sales," he recalled. Jonathan spent years as a general manager at Henry Ford Health System and as an executive director of Yaldo Eye Center, but his career took a significant turn when he started selling roofs. In 2023, he teamed up with David at GoNano. "Observing many customers seeking new roofs that did not actually require them, I explored alternative roof replacement solutions," Jonathan said. "Initial attempts with soy-based products and sealers yielded mediocre results. However, with the discovery of GoNano, the approach was revolutionized — it has been an absolute game changer for our customers."

Detroit GoNano is a full-service roofing company dedicated to preserving and enhancing a roof's longevity. "With our innovative product, GoNano Shingle Saver, we specialize in extending the life of existing roofs by up to 15 years," David explained. "As a GAF Certified Contractor, we are equipped to install complete roofing systems when a roof is beyond the help of our Shingle Saver treatment. In addition to our specialized services, we offer comprehensive roof care, including soft wash cleaning, gutter installation, gutter guards, and routine gutter cleaning, as well as shingle repairs. Whether

it's maintenance or a full roof overhaul, Detroit GoNano has you covered."

GoNano is a treatment applied to common building products to increase durability and longevity. Some of the materials are wood, concrete and asphalt shingles. "The roofing industry is our greatest focus because roof replacement costs have risen so much over the past 10 years," Jonathan explained. "When we perform a roof inspection, we look at things like loose shingles, damaged shingles, flashing condition, vent pipe condition and chimney condition, and ensure that the ventilation system is a working and balanced system. Our treatments are odorless and biodegradable, and it prolongs the life of the material for more than 10 years."

Since the introduction of this product, Detroit GoNano has received consistent positive feedback with no complaints or negative reviews. Additionally, they have been recognized with the Top Nano Tech Solution award for 2024 by Construction Tech Review magazine.

What sets Detroit GoNano apart from their competition is their commitment to quality and problem-solving guarantees. "Our product, with its superior



“  
We back our  
product with a  
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petroleum distillate enhanced with nano-silica/siloxane composition, clearly outperforms competitors' offerings,” David said. “It extends the life of shingles to 15 years, unlike the typical 5-year lifespan provided by others. We back our product with a unique money-back warranty and leak guarantee. This product is the only one on the market with a fully transferable 5-year leak guarantee and a 10-year money-back warranty. Our product meets high-quality and reliability standards, as confirmed by third-party institutions such as IBHS and UL, and is recognized by insurance carriers, which is a strong selling point message for real estate agents.”

According to David and Jonathan, roofing prices have nearly tripled in the last 10 years. “In today’s market, the cost of roof replacement has become insane,” Jonathan said. “There’s also a total lack

of innovation from the shingle manufacturers where products don’t last as long as they used to. GoNano was created to offer customers a solution to roof replacement and is 70% less than the cost of a new roof.”

On the full roof replacement side, GoNano has kept overhead low. They have streamlined their operations to give people the best price with the highest quality. “We give 50-year, GAF enhanced warranties on every roof at no additional cost,” David said. “We have a same-day application process and offer services in Macomb, Oakland, St. Clair, Wayne and Washtenaw Counties.”

**For more information about Detroit GoNano or for a free inspection, visit [detroitgonano.com](http://detroitgonano.com) or check them out on Facebook or Instagram.**

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# What was your favorite recent book or article, and what did it inspire?



“The Richest Man in Babylon” by George S. Clason. In our world, there’s no structure for finance reading. This book gives you an idea of how to responsibly control your earnings and save for a better future.

**CAMERON BOUTROS — ANTHONY DJON LUXURY REAL ESTATE**



I just re-listened to “The 10X Rule” by Grant Cardone. It inspired me to double down and put in the extra effort into the areas I am working on improving.

**JAKE DAVIS — OHANA PROPERTIES – BROOKSTONE, REALTORS®**



“The Miracle Morning” by Hal Elrod. It inspires discipline and confidence.

**DAWN HENDRIX — COLDWELL BANKER PROFESSIONALS**



“The 12 Week Year” by Brian Moran and Michael Lennington! Implementing objectives and goals in a 12-week period. Love it!

**KRISTIN CRAIG — KELLER WILLIAMS SHOWCASE REALTY**



“High-Hanging Fruit” by Mark Rampolla. It just exemplifies the saying: “If there is a will, there is a way.”

**LOREN HOTCHKISS — REAL ESTATE ONE OXFORD**



“The Compound Effect” by Darren Hardy. Great book! It inspired me to look at my daily routines and prioritize gratefulness and gratitude. It stresses how important the small, everyday things we do add up to the big things.

**JILLIAN MOUTAFIS — REAL ESTATE ONE**



“The Little Liar” by Mitch Albom. Such a sad story, but it’s informative and a piece of history.

**LINDA WELLS — RE/MAX NEXUS**



“The Secret of the Ages” by Robert Collier. It made me look at life and my beliefs and how I think in an entirely different way.

**ERICA WOOD — RE/MAX ECLIPSE**



“Atomic Habits” by James Clear. It has inspired me to think about my day-to-day actions and their impact on my long-term habits.

**KATIE WRIGHT — RE/MAX ECLIPSE**

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**M**itesh Patel fully embraces the idea that being an agent is not just about selling houses but building lasting relationships. An agent with REAL Broker, he has already obtained \$13 million worth of sales in the past two and a half years.

When Mitesh chose to enter the real estate industry, he was committed to diving into it headfirst. “I started my real estate career in April of 2021, going full time from the very beginning,” he shared.

Before stepping into the dynamic world of real estate, Mitesh served as an operations supervisor for a distribution company. However, the corporate world didn’t resonate with him. “Not enjoying my corporate job and dealing with a team that was extremely rude made me realize that I am better than that,” he said.

Mitesh’s decision to become an agent wasn’t solely fueled by a desire to escape the corporate grind: He also sought schedule flexibility and income potential — two aspects missing from his previous fixed-salary job. “I did not want to be limited to a set income,” he explained. “I know my work ethic, and the more I put in, the more I would make.”

Mitesh was raised in Michigan by Indian parents, and as a result, his real estate career was shaped by his cultural roots as well as the influence of his college friends. He has a bachelor’s degree in supply chain management from Michigan State University, but it was his first corporate job that served as a significant lesson in what not to do, steering him toward a path of independence and success.

At the core of Mitesh’s passion lies his drive to continue to achieve success at a young age. “Being so young and having a successful career is driving me to do more and more,” he said.

Like any successful journey, Mitesh faced challenges in his career. He admits that some older clients find it difficult to take advice from someone much younger, but he overcomes this hurdle by proving his expertise and dedication, breaking down stereotypes in the process.

Mitesh isn’t navigating the challenges alone, however. While not directly working with a team, he is a part of a solo agent community that has a very active group chat as well as meets

twice a month to share ideas and market updates.

For Mitesh, the most rewarding aspect of his business is when he gets to help first-time homebuyers — especially newlyweds — find their dream homes. He appreciates being a part of a significant milestone in a client's life.

For up-and-coming agents, Mitesh emphasizes the importance of joining a team for coaching and training, regardless of initial commission splits. "Don't worry too much about the commission split at first because 100% of \$0 is still \$0," he explained.

Family holds a special place in Mitesh's heart. With his mother Nilaben, father Ketankumar, and brother Kevin, they enjoy traveling, playing board and card games, and participating in cultural activities for Indian events. Beyond work, Mitesh's interests include traveling and playing sports such as cricket, volleyball and spikeball.

Mitesh has diligently cultivated a diverse portfolio that encompasses both long-term rentals and Airbnb properties. Not content with just managing properties, he ventured into the realm of house flipping, particularly focusing on the dynamic market of Scottsdale, Arizona, alongside his trusted business partner. Mitesh's ambitions, however, extend far beyond individual properties: He harbors aspirations to delve into larger-scale investments, eyeing apartment buildings and hotels for expansion.

Through his expertise and reputation, Mitesh has successfully attracted investors who appreciate his vision and trust his capabilities, facilitating the growth of his ventures. "Relationships with friends, family and even clients are important, because even after we do a transaction, they can invest with me! It's a lifetime relationship," he said.



Mitesh stands out not just for his professional success but for his commitment to being more than just a real estate agent. "I am an agent who not only helps them find a house but can also be a lifetime contact for any needs," he said. "I am more of a friend to them instead of their agent." Mitesh's approach transcends transactions, and by doing so, he is creating connections that withstand the test of time.

“ I AM AN AGENT WHO NOT ONLY HELPS THEM FIND A HOUSE BUT CAN ALSO BE A LIFETIME CONTACT FOR ANY NEEDS. I AM MORE OF A FRIEND TO THEM INSTEAD OF THEIR AGENT. ”

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RONDRÉ “KEY”

» broker spotlight

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REAL ESTATE MAVEN  
& MEDIA MAESTRO



Photos by Jermaine Buie with Perfect Light, LLC  
Photos taken at Lombardo Homes Model at  
Concord Park in Canton

In the heart of the Motor City, where dreams are built as solid as steel and ambition runs through the streets like a relentless river, there stands a man who embodies the resilience and resolve that define Detroit: Rondré “Key” Brooks, a name equivalent to success in real estate and entertainment.

With over nine years of experience as an agent and three years as a broker, Rondré has carved a path of prosperity, closing over 300 transactions and boasting a career volume that exceeds \$40 million. Last year, amidst the ebb and flow of market tides, Rondré’s indomitable spirit led him to close over 70 transactions, tallying up an impressive \$10 million in volume.

Hailing from the east side of Detroit, Rondré draws inspiration from icons such as Muhammad Ali and Tupac Shakur, as well as the support of his parents. Their influence, coupled with life’s trials and triumphs, shaped Rondré into the formidable force he is today. “As a collective, their tenacity and perseverance to overcome obstacles and make real change has always stood out to me,” he said.

Before Rondré dove headfirst into real estate full time in 2018, he was a part-time agent while also working full time at Greektown Casino. “I was financially broke!” Rondré recalled. “I wanted to make some serious life changes and create a legacy for myself and my family.”

Soon, Rondré was fueled with a desire to build his own empire, so he obtained his broker’s license in 2021 and founded New Way Realty Partners in Southfield. “My entire team is comprised of all female agents. That’s just how it happened,” Rondré said, chuckling. Beyond its gender



dynamics, what truly sets New Way Realty Partners apart is the team’s unwavering passion for real estate and their relentless pursuit of their goals.

As the real estate landscape evolves, Rondré remains at the forefront of innovation, shifting his focus toward real estate development with boundless enthusiasm. “Being able to pivot and navigate through the ever-shifting markets has always been one of my strategies,” he shared.

For Rondré, success extends far beyond monetary gains: It’s about providing financial security to loved ones and leaving behind a legacy of prosperity. “Success is being able to afford your loved ones comfort in most aspects of life,” he said.



“  
 I wanted to make some  
 serious life changes  
 and create a  
**LEGACY**  
 for myself and my family.  
 ”

Outside the boardrooms and bustling streets of Detroit, Rondré finds solace in traveling, wine tasting, and indulging in the finer things life has to offer. A connoisseur of culture, he finds inspiration in the pulsating energy of Las Vegas, a city that mirrors his own dynamic spirit.

Through his real estate journey, Rondré imparts invaluable wisdom to up-and-coming agents, urging them to prioritize their brand and integrity above all else. “You can be who you are as long as you’re professional and honest in business,” he explained.

Rondré leaves behind a message of love, perseverance and faith. “I would just like to encourage people to love each other, never give up, and put God first in whatever you do,” he said.

In the tapestry of Detroit’s storied history, Rondré emerges as a luminary, lighting the path for generations to come with his unbridled passion. In him, Detroit finds not just a real estate maven or media maestro but a true son of the city — a testament to the indomitable spirit that defines the Motor City.

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"I was fortunate to be featured in the March 2019 issue of Real Producers of Oakland County. Following, I ordered a stack of reprints that I have been able to use as a marketing tool. Mainly, I have provided them to sellers during listing appointments, which I feel has been very effective. I would encourage others to do the same."

Chris Pero, Max Broock, REALTORS®



"I absolutely love the reprints! The look and design are so professional and even glamorous. It really demonstrates the image I want for my company. We have the reprints in our waiting area at the office and framed on the walls. We have sent some out to clients in the mail or even handed them a copy after a first meet to learn a bit about our company and our mission."

Shatay Acevedo, 5th Avenue Realty

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# Christopher KINCH

## From TV Adventures to Real Estate Triumphs

Christopher Kinch has carved a remarkable path in the real estate industry over the past eight years. With a career volume of over \$23 million and a total volume of \$6.5 million for 2023, he stands as a testament to dedication and continuous improvement.

Before Christopher dove into property transactions, he thrived as a TV camera operator for major network and cable shows. From “Food Network Star” to dangerous documentary series involving SWAT teams and narcotics task forces, Christopher’s TV career was an adventurous ride.

For Christopher, the decision to transition into real estate came at a turning point in his life. After the birth of his first son, the demanding hours of his TV career clashed with his desire to be more present for his family, so Christopher took the plunge into real estate after being inspired by his father — who has been a real estate agent for over 30 years — while he continued to work in TV. The move from New Jersey to Metro Detroit marked a strategic shift, aligning with his family priorities and business aspirations.

“I use my experience in TV as an example of my ability to draw in the consumer’s eye in all of my listing presentations,” Christopher explained. “I’m a very visual person, and visual details matter to me in my work as a listing agent. The photos, staging and presentation tell a story, and I’m great at scripting the show!”



The challenges posed by the pandemic propelled Christopher into full-time real estate, and he hasn't looked back since. "COVID killed my TV career, but new-Chris was ready!" he said.

According to Christopher, being a real estate agent is about creating a magical experience for his clients. He emphasizes the importance of home and family, which was instilled in him during his childhood in Napoleon, Michigan. His father remains a significant influence in his life to this day.

"My father, Robert Kinch, has always been my biggest influence," Christopher shared. "He showed me, through hard work and kindness, what a real man was supposed to be. I'm eternally grateful. Dad has been a sales person for as long as I can remember, and whenever we were out and about when I was a kid, he always knew every person we'd encounter — the janitor, the secretary, the car mechanic, the farmer, the doctor, the barber. Dad always makes it a point to speak with everyone and leave them feeling good about themselves and, most importantly — him! He taught and showed me that people won't always remember everything you've done for them, but they'll always remember how you made them feel. Make a good impression! Have a good handshake! Look your best! Give out compliments! Be kind and helpful!"

Christopher's business strategy involves organic growth, particularly through open houses and community engagement. His passion for the gym has expanded his network, leading to successful deals. "My next goal is to find another life activity or cause to get involved in where my passion aligns me with more people," he said. "I'm thinking about joining a service organization like Rotary or Habitat for Humanity."

While Christopher doesn't work on a team, he collaborates with showing agents during busy periods. His dream for the future includes a small partnership with agents such as Nicole Abbiss and Jill Bigelow to scale up his business. "I admire how they've built their businesses, and I think our contrasting methods could help build something successful for all of us," he shared.

Beyond real estate transactions, Christopher envisions a future in investment properties. His dream involves building a portfolio of rental properties, involving his sons in the process. "I want to buy beat-up ranch homes, bring my sons along to help fix them up, and teach the boys how to build their future incomes," he said.

Christopher's favorite part of being an agent at The Kinch Property Group - Keller Williams Metro is when he achieves the seemingly impossible for clients. Whether it's finding off-market opportunities or negotiating favorable terms, he strives to exceed client expectations, earning their trust for life. "The trust my clients put in me is something I don't take lightly," he said.

In his pursuit of a well-rounded life, Christopher recognizes areas for growth, underscoring the importance of tackling challenges head-on. As an agent, gym enthusiast, and family man, he leaves an indelible mark on the real estate landscape — one defined by perseverance, creativity, and an unwavering commitment to his clients and family.



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