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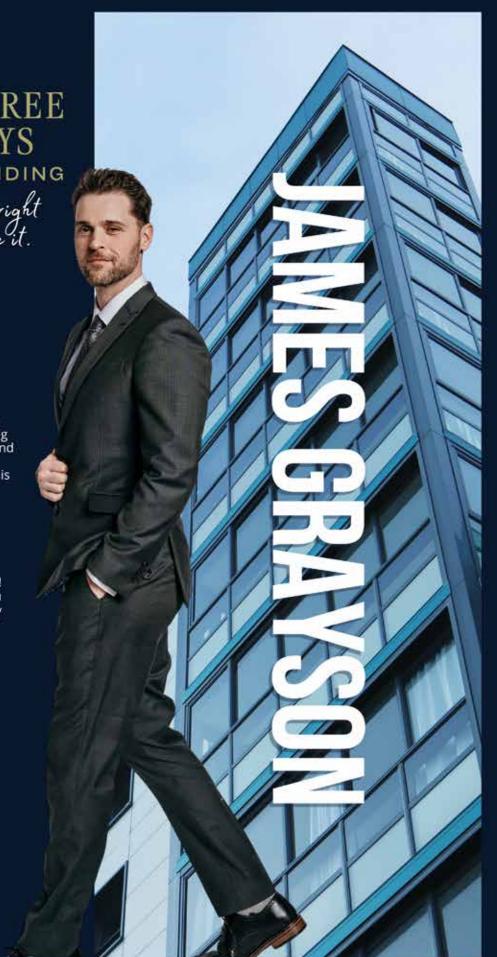
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If you are interested in contributing or nominating REALTORS® for certain stories, please email Chad at Chad.Jeske@RealProducersMag.com.

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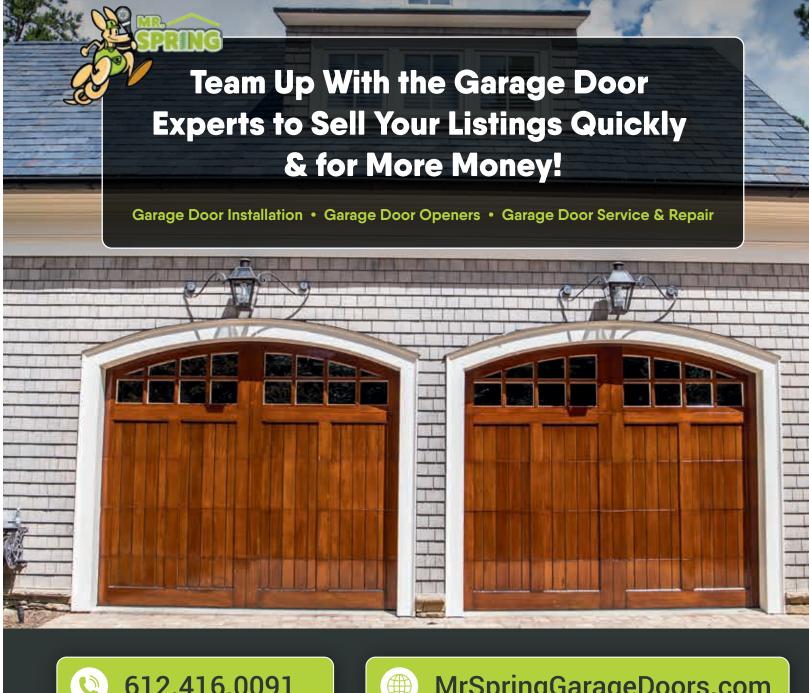
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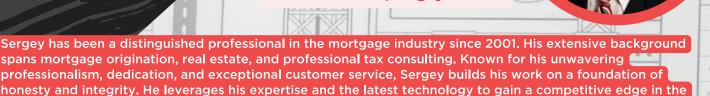
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Sergey holds a Bachelor's Degree in Mechanical Engineering from the University of Minnesota and a Master's in Accountancy from the University of Phoenix. He is multilingual, fluent in English, Russian, and Ukrainian, and is currently learning Spanish. Movement Mortgage and Sergey offer more than 3,000 mortgage products, enabling Sergey to help clients find the perfect home financing solution.

Passionate about the First Generation Program, Sergey is dedicated to helping immigrants solidify their foundation in the U.S. by achieving homeownership. He has successfully guided clients through various programs, including first-time homebuyer grants, home equity loans, second homes, and investment properties. Sergey's commitment to excellence ensures that every client achieves their homeownership goals with satisfaction. The happiness in his clients' eyes confirms that his job has been done right.

In his spare time, Sergey enjoys outdoor activities with family and friends, playing pickleball and volleyball, and traveling to new places.

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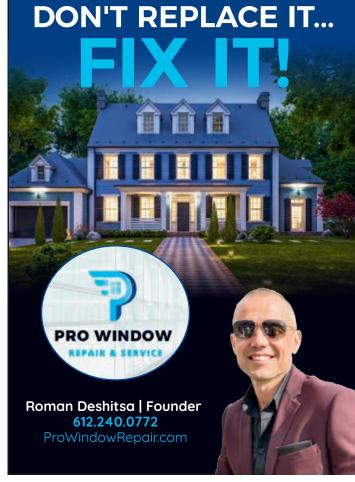
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"Shout out to ALL the AMAZING agents I have had the honor of meeting via Zoom or out and about the past few months. Here are a handful of selfies from some real producers you will recognize."

- Chad W. Jeske

Mark Cuban



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Jado Hark

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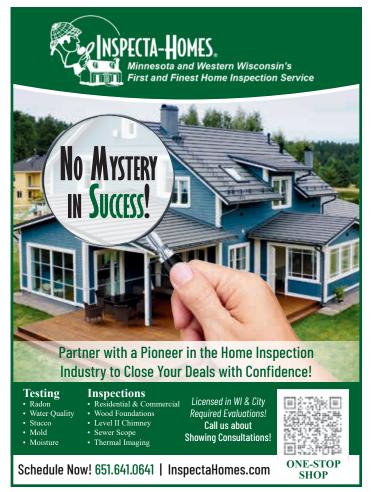
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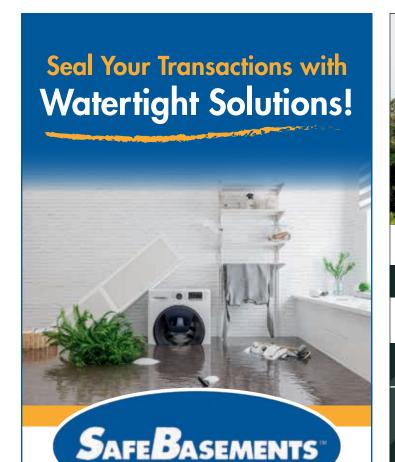


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million in 2023. Not only did he have the highest sale for residential and commercial real estate at Realty Group, but he was also the #1 producer in 2023 for them as well.

Unofficial REALTOR® for the Minnesota Timberwolves!

Jado is proud to be the (unofficial) exclusive REALTOR® for the Minnesota Timberwolves! His love for basketball dates back to his childhood days. With his love for the game and his competitive drive, Jado became passionate about this action-packed sport. Today, he is a season ticket holder for the Timberwolves, which is his favorite team.

"It was pretty surreal at first. I just liked the game and the players, so now it's next level getting to know the players' personalities, not just how they play on the court. It's been a great experience so far— every player has been as humble as can be," he comments. "They're just normal people. Some professional athletes don't know how to handle the instant level of fame or money, so it's good to see these guys know what they're doing."

The first player he sold a house to was Ricky Rubio, who is a very close friend of his. Ricky then introduced Jado to Taurean Prince, followed by Juancho Hernangómez (whom you might know from the Netflix movie, "Hustle," starring Adam Sandler), then Rudy Gobert who actually introduced Jado to Mike Conley, Malik Beasley, Naz Reid, Jaden McDaniels, and Joe Ingles.

Secrets to Success

What are the secrets to Jado's success? It all comes down to hard work and perseverance. If those qualities are repeated, the opportunities are endless!

Doing business ethically is of paramount importance to Jado, who is straightforward and honest. For



Jado with his family on vacation



Ricky Rubio





Naz Reid



Mike Conley



Taurean Princ



Jado an



ancho Hernangómez







The Elite Agency

instance, he worked with a Timberwolves player who had a specific budget. When they were down to two homes— one in budget and one out of budget— the player asked Jado which one to choose.

Jado said, "I make a commission on what you buy, so the larger the price tag, the more I make. However, I think you should choose the less expensive option; it's the better option for you and your family." Jado puts his clients first and their interests, which has served him well in real estate.

Evolving Real Estate Business

Jado's business has evolved significantly since his last feature. He has transitioned more into a listing agent role, which happened organically. Despite the higher upfront costs, he prefers being a seller's agent, as it involves less driving around showing homes. He has also expanded into selling buildings and handling more commercial transactions. Jado's real estate investments include owning five hotels, as he practices what he preaches about investing. He avoided investing in duplexes and triplexes to prevent conflicts of interest with his clients. Instead, he moved up to apartment buildings and hotels.

His hotels are in Virginia, MN; Willmar, MN; Ohio; Thief River Falls, WI; and Eau Claire, WI. Jado likes to buy distressed hotels, update them, and maximize the profit from each room.

Jado's hotels offer an alternative housing option for some. "I really enjoy giving people another way of housing if they can't afford to buy right now," explains Jado, "People can live in one of my hotels and use it like an apartment because all utilities are included— water, heat, electricity, wifi, and garbage, plus clean rooms at least once per week. That



Jado owns an Edible Arrangements franchise.

is much easier than paying for an actual apartment if homebuying isn't currently an affordable option for them."

He adds, "There's always going to be a need for a \$99 per night hotel room; I'm never going to have competition that I don't already have, so it's a safe investment." His goal is to keep expanding the hotels.

The Elite Agency

Growth is Jado's current goal for his team, The Elite Agency. "I'm not interested in adding new agents to my team right now; I want to focus on the personal growth of the agents currently on the team," shares Jado. He is dedicating more of his personal time to the team—such as having one-on-one meetings, shadowing, and ride alongs.

Jado loves his stellar team, but his assistant is absolutely invaluable to him. "There is no way I could do what I do without Nawaf [Al Jaleeli]! He is a licensed agent, but he literally handles everything for me... He even packed my bags to Lebanon!"

Family + Fun

Every July, he and his family visit Lebanon, where his wife's parents live, and his parents reside nearby in Cyprus. They love going to the beach and enjoying the water. They also frequently visit the Grand Palace in Cancun, Mexico, where Jado has a membership.

Jado is an inspiration. From Lebanon to record numbers in real estate, his dedication, drive, and ethical approach to business have paid off. We can't wait to see what the future holds for him!

As a REALTOR®, do you rank in the top 500? Have you been successfully working in the real estate industry for many years and would like to share your story? Email us at tc@realproducersmag.com or reach out via social media to learn how.



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She Overcame Obstacles to Find Success in Real Estate and in Life

A go-getter. Networker. Connector. All of these qualities describe Kyle Mack, a rising real estate agent with Engel & Völkers. She got her start in her career working at a high-end golf course in Palm Springs, California, managing events and bars.

"It sent me to different locations across the country," she explains. "I always thought about getting into sales at the club, but it was always a man's world." She came to the conclusion that if she couldn't do sales at the club, she was going to do it elsewhere. "Sales fit with my personality," she shares. "I'm a connector and a networker."

In 2016, she started real estate in Big Sky Montana, before earning her license in Minnesota in 2017. She learned from some of the best as she honed her skills in sales. Since 2021, Kyle has been on her own.

"It's been a fun journey," she reflects. Kyle especially likes living here in Minnesota, which is close to her siblings. Her husband, a Golf Pro, decided to try a job opportunity that brought them even closer to family, so he accepted a job at Windsong Farm.

"We live in the North Loop, and I fell in love with the city," smiles Kyle. "It's kept us here."

Just as she is passionate about Minneapolis, Kyle is also passionate about real estate. She comments, "What I love about real estate is that no two days are ever the same. I also thrive on the energy." Being in the hospitality industry for 15 years prior, Kyle jokes that while managing bars and helping members at the golf course, she became a therapist.

"I was constantly a therapist for them," she admits. Ironically, this prepared her for her future career in real estate. "It goes with advising clients on one of the biggest purchases of their lives. You listen to the stress and groove with their vibe. When they are stressed out, you calm them down and make it easy for them."

Kyle delights in helping others, joking that she is a chameleon. She can relate to people from all walks of life with different needs and concerns.

Overcoming Obstacles

Life hasn't been easy, however. In December 2022, Kyle lost her baby, Mackena Tanberg (after her maiden name). She explains, "In June 2022, I learned her diagnosis at 10 weeks called Trisomy 18." This life-limiting disorder means that babies are born with three copies of chromosome 18 instead of two. "She had a hole in her diaphragm," explains Kyle. "I knew her life would be short if she had any life at all."

Heartbroken, Kyle says, "I cried an ocean of tears." Mackena was born full-term in December 2022 and was born sleeping. Kyle adds, "I don't think any parent should have to lose a child. It's a club that no one wants to be a part of." However, she did find connection, compassion, and comradery with others during







Photo by Now I Lay Me Down to Sleep Photography

this trying time. Ironically, she also had an exceptional year in real estate, which helped her to cope.

To heal, Kyle did grief counseling once a month and was actually able to touch people through her unique story. Another nonprofit group in Dallas, Abel Speaks, also provided comfort during her journey. "They have sent me so many beautiful things, including something special for her one-year anniversary birthday," Kyle smiles. "They also have all sorts of outreaches and retreats. That nonprofit has been wildly helpful."



I cried an ocean of tears. I don't think any parent should have to lose a child. It's a club that no one wants to be a part of.



Turning Pain into Purpose

Amid her grief, Kyle found strength in sharing her story and connecting with others who have experienced similar loss. She realized that her journey could inspire and support others facing their own challenges. Kyle's resilience and determination to turn her pain into purpose are evident in her advocacy work. She is currently on the Board of Directors of the Red Shoes Society that served the Ronald McDonld House.

"You can let your life spiral or it can have a different trajectory," she points out. "This traumatic event could lead me to help others. That's why I have reached out on a public platform or on social media." She connects with others and hopes to start a nonprofit in the future.

Amidst the darkness, Kyle finds light in her family, her community, and her passions. Her husband, Connor, and their daughter, Piper, bring joy and purpose to her life. Together, they navigate the ups and downs, finding moments of laughter and love even in the toughest times. Kyle's commitment to living fully is reflected in her pursuit of hobbies like golf, fitness, and dance, as well as her love for travel and adventure.



Kyle with Geoff Bray and Lindsay Bacigalupo at Engel & Völkers





"Living in the heart of the city, even with a toddler, does not slow us down, for sure," she smiles. "We take her everywhere."

Inspirational Agent, Advocate, and Mother
Kyle Mack is a light in the darkness, helping others to find
purpose in life's challenges. As a real estate agent, she goes
above and beyond to serve her clients with integrity and
empathy. As an advocate, she raises awareness and support

for causes close to her heart. As a mother, she honors the memory of her daughter by living each day with courage, grace, and unwavering determination.

In Kyle's story, we find inspiration that even in our moments of pain and loss, there is hope, strength, and the potential for profound growth. She is an inspiration, showing us that with perseverance and purpose, anything is possible.

Which Realtors do you know who have overcome significant challenges in their personal or professional life or went through recent events that have inspired you? Share your nominations with tc@realproducersmag.com!

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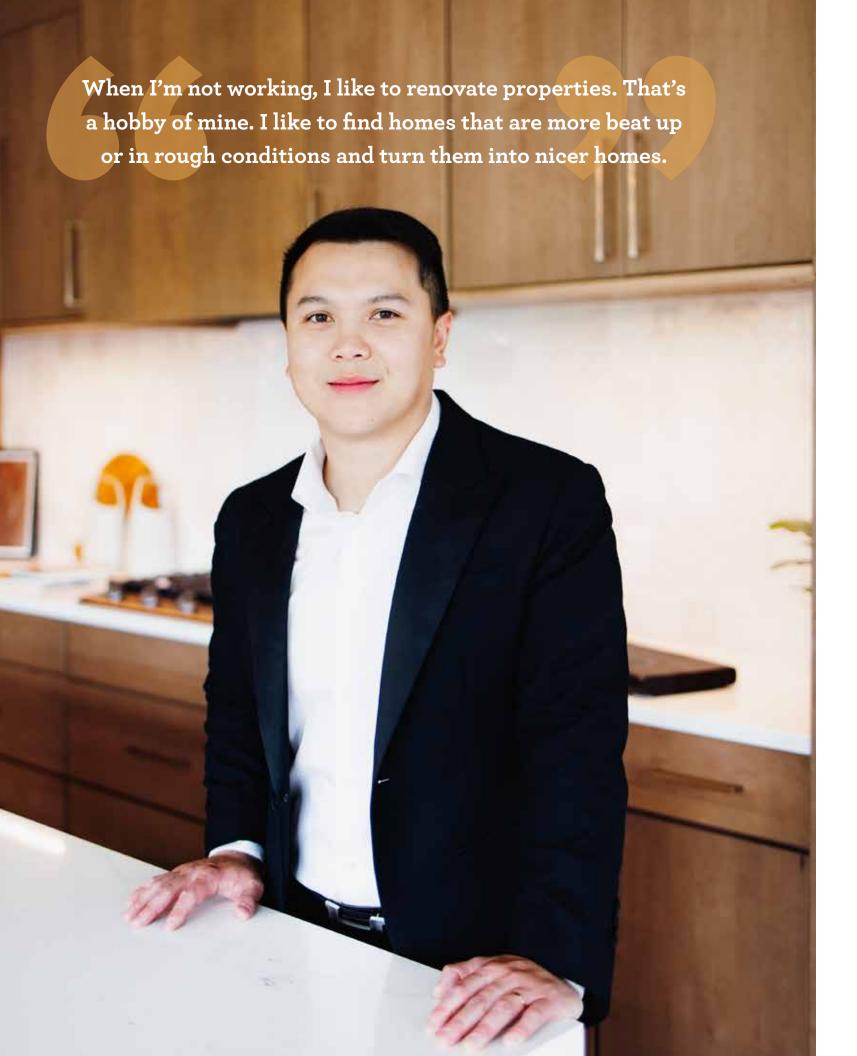


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Interestingly, he learned a lot as a police officer, seeing people at some of the worst times in their lives. Solving problems was something that he excelled in; little did he know that he would use some of these abilities in real estate. Helping people find their dream homes – listening to their concerns – came naturally to Nam.

From Nails to Real Estate

Every REALTOR $\mbox{\ }$ has his or her own path to real estate. Nam is no exception.

Following his time in the police department, he owned two nail salons in Cambridge and North Branch. As life would have it, he had an encounter that would change his life, when he met Chris Johnson, a real estate agent with RE/MAX. Recognizing Nam's potential, Chris encouraged him to obtain his real estate license. Despite initial hesitation about his lack of sales experience, Nam decided to take the leap and began his real estate journey in 2020, just as the COVID-19 pandemic hit.

During the initial months of the pandemic, while his nail salons were bustling with activity, Nam pursued real estate part-time, assisting friends and family. It didn't take long for him to discover his passion for helping people find their dream homes. Before transitioning to real estate full-time, Nam managed to sell an impressive 26 homes in his first year. Nam, who describes himself as "motivated," is eager to be the best he can be.

Finding his Niche

Joining Ryan Fischer's PRO Team at RE/MAX Results was a pivotal move for Nam. Working alongside mentors like Brian Fischer, Ryan Fischer, and Jonathan Soto, Nam found himself in a supportive environment with high-quality agents who shared his dedication to the industry. With RE/MAX's reputation for excellence in Minnesota's real estate market, Nam knew he had aligned himself with a

company that could propel his career to new heights.

Real estate has always held a special place in Nam's heart. He has a natural knack for renovation and the dream of acquiring multiple rental properties. Beyond personal aspirations, Nam finds fulfillment in helping others. With his exceptional customer service skills and a genuine desire to take care of people, he aims to provide high-level service in walking his clients through the purchase of a home.

Renovation + Relaxation

"When I'm not working, I like to renovate properties. That's a hobby of mine. I like to find homes that are more beat up or in rough conditions and turn them into nicer homes," he says. He either rents them out or makes them Airbnb homes. He enjoys the transformation process. After all, why paint nails when you can paint houses?

To relax, Nam enjoys fishing in the lakes of Minnesota, spending time with family and friends, and enjoying the lake life that Minnesota has to offer. Although he doesn't eat the fish he catches, he does give his fresh fish to his friends who enjoy it.

Community Involvement

Beyond his real estate endeavors, Nam is committed to giving back to his family and community. He provides travel nursing rentals to assist hospital workers during their assignments in Minnesota. Additionally, he ventured into a franchise partnership with a friend, Vuong Nguyen, opening a Nautical Bowls location in Keller, Texas, Nautical Bowls

offers healthy acai bowls and has quickly expanded to 171 locations across the country.

What bowl does Nam like to eat? You can find him munching on the Blue Bay Bowl complete with blue majik, açaí, coconut, spirulina chia, granola, banana, strawberries, and coconut butter crumbles.

A Wonderful Life in America

While Nam misses the food and culture of Vietnam, he is grateful for the opportunities and support available in America. Through real estate, he aims to provide his family with a life they could never have imagined. This former cop never imagined a life in real estate, but never say never. America was the land of opportunity for him and he couldn't be happier. He concludes, "I'm grateful to live in America."

Do you know of any up-and-coming real estate professionals who are gaining speed within the industry, or are one yourself? Email us at tc@ realproducersmag.com to get the word out.



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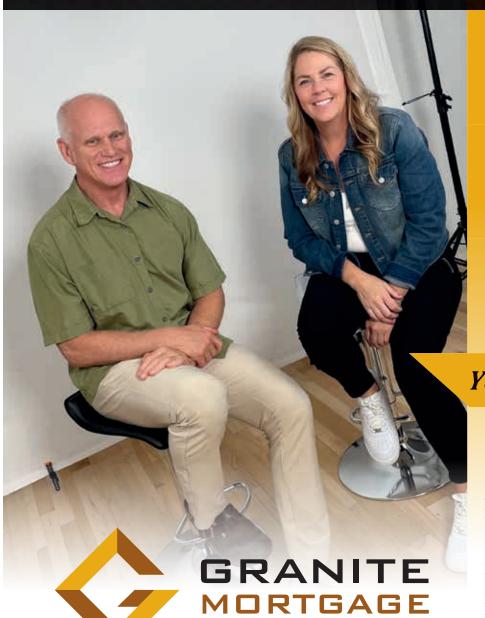








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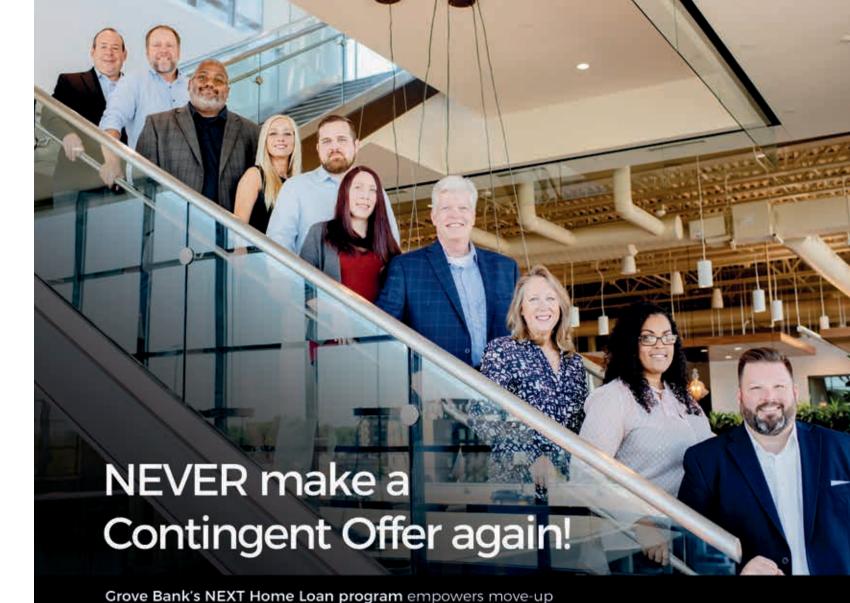
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eet the Signature Group, led by Tre Adams, Lasha Raddatz, and Julia Lashay!

Tre Adams began his journey as a solo agent in 2017, quickly achieving significant success. It was then that he met Julia Lashay, the Productivity Coach at Lakes, who inspired and believed in him. As a newcomer to the industry, becoming a team leader presented its own challenges; Tre explains, "We had to build our systems and processes from the ground up. In 2018, Julia and I partnered to establish the Signature Group. A year later, in 2019, I joined forces with Lasha Raddatz as a managing partner."

There is a story behind their team's name. "We chose 'Signature' because it conveys a sense of quality and exceptional customer service," shares Tre. Their mission is to provide superior customer service to their clients and community by committing to their core values of integrity and excellence while assisting families in building wealth through real estate. Some of their core values include: being community service agents, putting families first, doing the right thing (regardless of the cost), maintaining the highest degree of integrity, honoring commitments, being

solution-based, and being timely, professional, responsive, and patient.

They put those core values to good use towards first-time home buyers, investors, and athletes in the Minneapolis area, and have been recognized for it; they've been awarded Platinum Circle (2018), Double Platinum Circle (2019), and Triple Platinum Circle (2020), plus won the Sales Group of the Year (2021). The Signature Group has also been the #1 Team for Closed Units in both 2022 and 2023.

"Our team is renowned for its robust social presence, innovative marketing strategies, and diverse clientele," shares Tre, "As a diverse and multicultural team, we take immense pride in being the top-performing group in our office and standing out with our unique identity. We are deeply committed to community engagement and dedicated to closing the homeownership gap in Minnesota."

The Signature Group's culture of collaboration and positive energy sets them apart from some other teams in the Twin Cities market. "We are highly supportive, always striving to see everyone succeed, and we take pride in dressing the flyest," smiles Tre.

As a team, Signature Group gathers every October to reflect on their accomplishments and strategize for the upcoming year. This all-day meeting is a cherished time where they focus on not just their professional lives, but their personal lives, too. Tre explains, "We typically start the morning with self-reflection, personal goal setting, and team bonding. We conclude by crafting a detailed action plan for our businesses in the year ahead."

Outside of real estate, the Signature Group is actively involved in the community through their partnership with NorthPoint Health & Wellness Center, a multi-specialty medical, dental, and mental health center in North Minneapolis. "We volunteer at their food shelf quarterly and have collaborated on Red Day to support their initiatives," comments Tre.

Tre concludes, "We are not a team that will limit your possibilities; we get behind others' ideas to support their vision."

We are currently looking for nominations of real estate teams who rank in the top 500! If this is you, we'd love to share your story! Email us at tc@realproducersmag.com or reach out via social media to learn more.





















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Realtor
"I have a twin sister that lives across the world!
She's the free spirit, world traveler twin and I'm the homebody, business life twin. The perfect yin to my yang!"

CHRISTIAN BELTRAN



Realtor &
Managing Partner
"I was a backup dancer
for a local rap group
and opened up for X
Clan and KRS1."



PIERRE DOUGLAS

Realtor
"I do stand up comedy."



JULIA LASHAY
Realtor &
Managing Partner
"Even after living
in Texas for a few
years, you can
always find me bundled up— even on
the hottest days!"



OLU OLOWO

Realtor

"As a musician, I
specialize in playing
the Lead Guitar. It's my
main instrument and my
passion."



PAIGE SEVERSON

"I think the most interesting things about me are my passport and music catalogs. I've been to a lot of places and I listen to a lot of musical genres!"

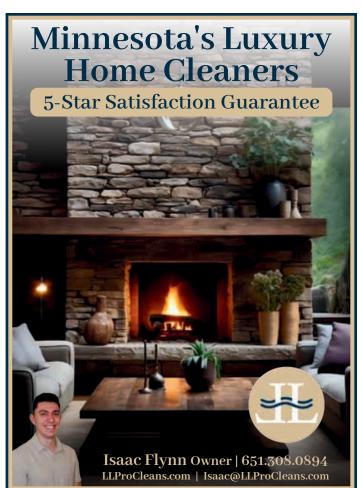
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making a difference

Submitted by Lindsay Bacigalupo, Engel & Völkers Minneapolis Photos by Lily Plunkett

Engel & Völkers Minneapolis hosted their ninth annual Golf For Good tournament on June 3rd, 2024. Although the day started out a bit rainy, once the sun came out it turned out to be a beautiful day at Oak Ridge Country Club. And better yet, they were able to raise another \$40,000 for M Health Fairview Masonic Children's Hospital!

When Engel & Völkers first partnered with Masonic, they set a goal to raise \$100,000 over the span of five years. This money would go towards building a highly specialized If you would like to join them next year, or want to learn room on the Pediatric ICU floor of the hospital that promotes healing and comfort in every way. They are proud to have surpassed that goal, in only three years. This

officially makes "The HOME Room, Adopted by Engel & Völkers" a reality!

Be sure to follow them on Instagram as construction finishes in that space and they unveil the plaque outside the door. They are excited to show their participants and sponsors, colleagues and clients, what their support has accomplished!

more about other volunteer and donation opportunities for M Health Fairview Masonic Children's Hospital, please visit evgolfforgood.com.

If you would like to nominate a philanthropy or nonprofit that you're involved with or nominate a fellow realtor who volunteers, we would love to spread awareness about your cause! Email us at tc@realproducersmag.com to find out more.





































































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THANK YOU to Urban Edge Homes for allowing us to have a fun Realtor Social on July 11th at their luxury listing in Edina! This event was a great opportunity to catch up with other top performing real estate professionals, colleagues, and friends from the Twin Cities market as well as an opportunity to take a close look at a new luxury build in the Parkwood Knolls neighborhood. There were top-producing agents, awesome food, beverages, and music— all the makings of a great time!

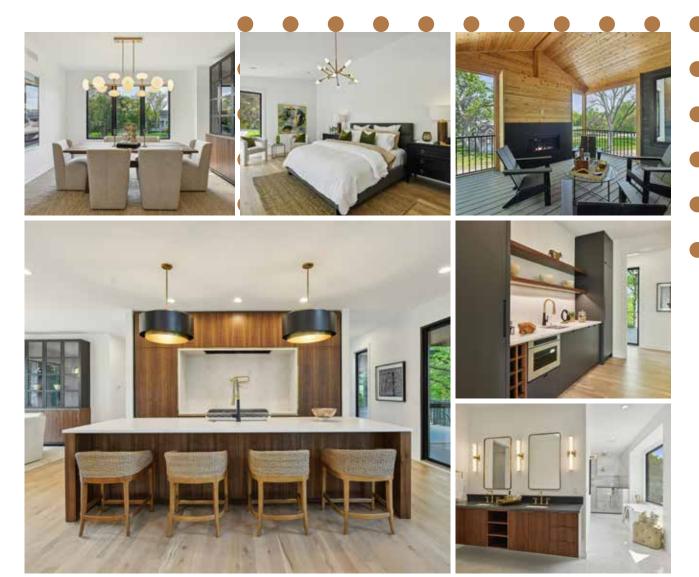


Keep an eye out on social media and your email inboxes for future event invites to Realtor socials. Email Tara at TC@RealProducersMag.com to added to our invite list.

Do you have a luxury listing that is rich in history, has some fun facts or is just downright cool? We'd love to share it with the real estate community! Email us at tc@realproducersmag.com or reach out via social media to learn more.

















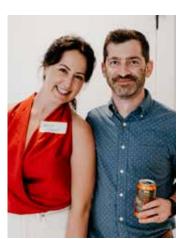








































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