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APRIL 2025

# REAL PRODUCERS®



**Partner  
Spotlight:**  
Lindsey Mikel  
with Near  
North Title  
Group

**Event  
Recap:**  
Inking Deals  
Happy Hour

## Inking Deals

ANNIE LOGAN, MEGAN SHULTZ, ROBIN HEGENDORFER,  
CHELSEA REVELLA, CARLA DANYELL MCFARLAND,  
D.MCBURNETT NAVY SEAL RET., KHILEE HORTON, SARAH BLILER

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**26** Lindsey Mikel

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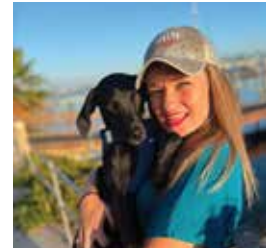
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NEXT DOOR PHOTOS



# INKING DEALS

**THE STORIES  
BEHIND  
THE INK**

Tattoos tell stories—of resilience, passion, and identity. In this edition of *Michiana Real Producers*, we're celebrating the agents and partners who wear their ink with pride, each piece a reflection of their journey in real estate and beyond.

From the bold and intricate designs to the deeply personal meanings behind them, these professionals embody the spirit of dedication and individuality that makes our community stand out. This month, we feature powerhouse agents Annie Logan, Megan Shultz, Robin Hegendorfer, and Chelsea Revella, whose commitment to their clients is as permanent as the ink on their skin.

We also highlight our partners who leave a lasting impression in their industries—Carla Danyell McFarland at Everwise, D. McBurnett (Navy SEAL Ret.) at McBs Inspections, and Khilee Horton at Painting Daisies. Each of them brings artistry and precision to their work, just like the tattoos they wear.

And of course, we turn the spotlight on our own publisher, Sarah Bliler, whose passion for connecting the best in the business is at the heart of *Real Producers*.

Tattoos may fade, but the impact of these professionals on Michiana's real estate industry never will. Here's to the stories, the art, and the deals inked—on paper and in life.

Cheers,

**Jeff Bliler**  
Publisher, *Michiana Real Producers*

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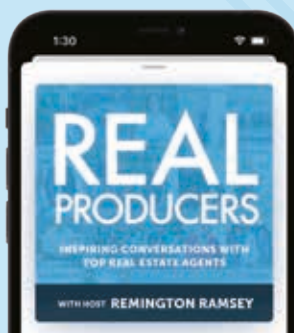
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# ANNIE LOGAN

## AT CENTURY 21 CIRCLE

PHOTOS BY MEGAN WILLIAMSON PHOTOGRAPHY

### How many tattoos do you have?

3

### Tell us about your first tattoo - how old were you and what was it. Do you still love it or regret it?

I was 41 years old. I started tattooing (as an art form) before I had any tattoos myself. I designed the tattoo myself. I still love it.

### Describe the feeling when you get a new tattoo

It really hurts. But just like all art... for me, it's therapeutic. It's emotional. If there's something I'm going through, I can put that emotion into that tattoo where it's kept.

### What's your favorite tattoo and why?

I've done many tattoos that I absolutely love. For a multitude of reasons. But I can say that one of them that sticks in my mind is a Medusa cover-up. The client

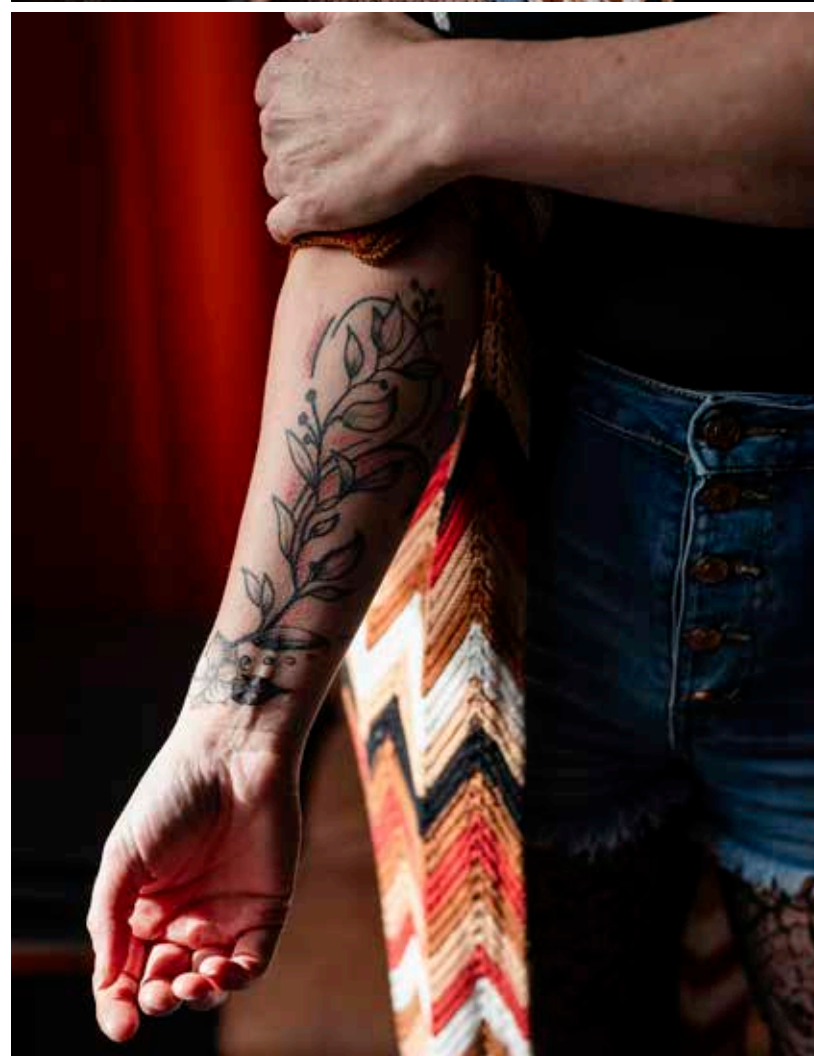
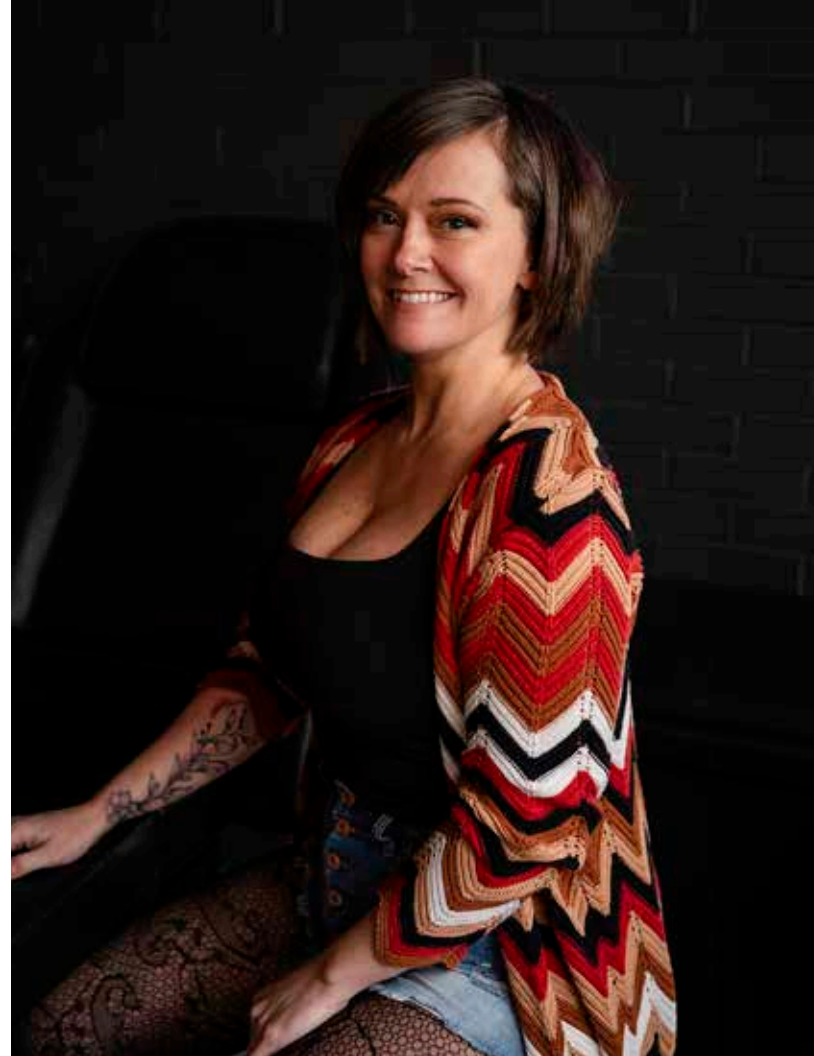
came to me with something that bear no resemblance to any kind of notable image. And it was supposed to be Medusa. A large piece that covered her shoulder and the top portion of her arm. I freehanded and reworked the image the best I could and turned it into something she is proud of wearing.

### What's one piece of advice that has served you well in the industry?

Everybody will have an opinion about how you should live your life. Live it anyway. It's your life, it's your body, it's your legacy.

### What else should we know about you?

I wear many hats. In my heart, I'm an artist. My education is in fine art. But I'm also a real estate agent, and also work at our family owned restaurant. I have two beautiful children, and I am blessed.



# MEGAN SHULTZ

## AT CENTURY 21 CIRCLE

PHOTOS BY MEGAN WILLIAMSON PHOTOGRAPHY

### How many tattoos do you have?

21.... I think. I just had to count 5 different times and kept adding to the total.

### Tell us about your first tattoo - how old were you and what was it. Do you still love it or regret it?

I was 18 when I got my first tattoo. It is an owl on the back of my neck. I made a deal with my mom and if I followed through, she would pay for my first tattoo. So there I was, at 1 in the morning, sitting in an old Taco Bell building, waiting to be tattooed. I had no idea what I was doing or what I should have asked the, questionable, artist at the time. I don't regret any of my tattoos, I just heavily wish I would have put more thought into the process.

### Do you have any funny stories on how/why you got any of your tattoos?

My 2nd tattoo was the dumbest decision of my life, aside from marrying my husband (JK) - I was 18 and a friend of a friend of a friend said they knew someone who did tattoos in his house. 18yr old Megan said "Sign me up." Cleanliness? Right out the window. Safety? Right out the window? Skill? Absolutely not. I walked into this house

where his grandmother was prepping 100 raw chicken wings. Red flag number one. I told him I wanted to get the inside of my lip tattooed with the word "ZANY." and boy was this idea ZANY. I then realized he would be tattooing me at the end of the kitchen counter...you know, where all the RAW CHICKEN was. Cool. He then used deodorant to place the stencil on the inside of my lip. True scratcher style. In the end, I sat like a champ and did not catch a staph infection. I am just grateful I still have my lower lip and a wild story after the fact. PS - Sorry Mom and Dad, I don't think you ever knew that story.

### What's your favorite tattoo and why?

I would have to say my favorite tattoos are my fishing bear and down hill skiing chicken. I got them in honor of my parents who ever so lovingly call each other Bear and Chicken. What better way to memorialize my 2 favorite people, than tattoos of their nicknames doing some of their favorite activities.

### What's one piece of advice that has served you well in the industry?

Be unapologetically yourself!





# ROBIN HEGENDORFER

## AT BRICK BUILT REAL ESTATE

PHOTOS BY MEGAN WILLIAMSON PHOTOGRAPHY

**How many tattoos do you have?**

17

**Tell us about your first tattoo - how old were you and what was it. Do you still love it or regret it?**

I was 18. It was "loved" on my ring finger, basically to remind myself that I am loved. I regret the placement but not the tattoo.

**Describe the feeling when you get a new tattoo**

You kind of leave your body. It's part of fight or flight but since you can't move you just zone out. Then you have beautiful art!

**Do you have any funny stories on how/why you got any of your tattoos?**

One of my tattoos is a spaceship and I got it while visiting Area 51 territory with my mom! I joke that the aliens gave it to me.

**What's a myth you want to dispel about tattoos and business?**

That tattoos affect how you do business. Ink in my body does not affect my brain.

**What's your favorite tattoo and why?**

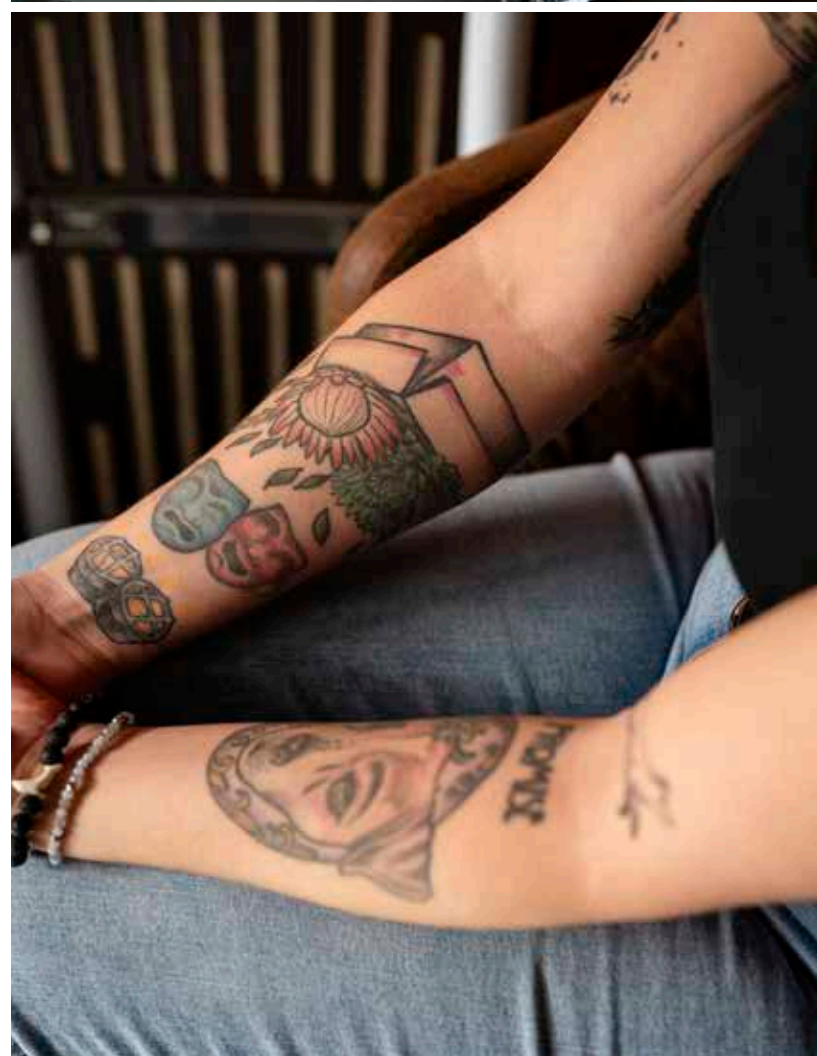
I think my space ship is really well done but the tattoos I have for my late dogs are the most sentimental.

**What's one piece of advice that has served you well in the industry?**

Nurture your sphere. You have no idea who might want to buy or sell.

**What else should we know about you?**

I speak German.



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# CHELSEA REVELLA

## AT MCKINNIES REALTY

PHOTOS BY MEGAN WILLIAMSON PHOTOGRAPHY

### How many tattoos do you have?

26 I think I counted them all

### Tell us about your first tattoo - how old were you and what was it. Do you still love it or regret it?

I got my first tattoo right before I turned 16—it was my name. I had it covered up, but I still hate it.

### Describe the feeling when you get a new tattoo

Getting a new tattoo brings me a mix of emotions mostly excitement and satisfaction

### What's your favorite tattoo and why?

I actually have two meaningful tattoos. One is in my best friend's handwriting that says, "No matter where" with a sun. The other is a sunflower that my mom actually drew herself—her favorite flower—which I have as part of my half sleeve.

### What's one piece of advice that has served you well in the industry?

One piece of advice that has served me well in real estate is to focus on building

genuine relationships rather than just making transactions. People want to work with someone they trust, so being authentic, consistent, and always putting the client's best interests first goes a long way. Success in this industry isn't just about selling homes—it's about creating lasting connections and providing real value.

### What else should we know about you?

I would say that I'm passionate about what I do and that I've built my real estate career on authenticity, hard work, and genuine connections. I believe success comes from truly caring about people, not just closing deals. They should also know that I'm living proof that you can be yourself—tattoos and all—and still thrive in business. I love breaking outdated stereotypes and showing that professionalism comes in many forms. Oh, and I love a good laugh! Whether it's a funny tattoo story or a real estate adventure, I try to bring positivity and personality into everything I do.



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# CARLA DANYELL MCFARLAND

## AT EVERWISE

PHOTOS BY MEGAN WILLIAMSON PHOTOGRAPHY



**How many tattoos do you have?**

2

**Tell us about your first tattoo - how old were you and what was it. Do you still love it or regret it?**

I was 26 and I got it in remembrance of my brother Wayne who passed away from a motorcycle accident in May 2000. I still love it

**Describe the feeling when you get a new tattoo**

My tattoos all have personal meanings behind them. I love knowing I have still have a part of my siblings with me

**Do you have any funny stories on how/why you got any of your tattoos?**

I got both my tattoos in remembrance of my brother Wayne and my sister Lisa

**What's a myth you want to dispel about tattoos and business?**

n/a

**What's your favorite tattoo and why?**

My favorite tattoo is the one I just got in September for my sister. She loved to garden and butterflies.

**What's one piece of advice that has served you well in the industry?**

To be genuine, listen and always be willing to learn new things.

**What else should we know about you?**

I enjoy working out and one thing most do not know about me is that I used to play roller hockey in junior high and high school.



# D.MC'BURNETT NAVY SEAL RET.

## AT MCBS INSPECTIONS

PHOTOS BY MEGAN WILLIAMSON PHOTOGRAPHY

**How many tattoos do you have?**

Over 75

**Tell us about your first tattoo - how old were you and what was it. Do you still love it or regret it?**

My first tattoo was in Laguna Beach at 24 years old. I just joined the Navy and was sent to San Diego,

on leave I went to Laguna Beach, walked into the tattoo parlor and got my first tattoo. Mostly because I was in the Navy and I thought at that time, that was the only place I could get a tattoo.

**Describe the feeling when you get a new tattoo**

It was exhilarating. Seeing ink on my body was such

a thrill. I wanted more the instant I got it.

**Do you have any funny stories on how/why you got any of your tattoos?**

Every tattoo has a story. My tattoos are a time map on my body. Each one is a place and time in my life that takes me back when I got it. Each one is a story itself.

**What's a myth you want to dispel about tattoos and business?**

Myth Buster- Just because you have tattoos doesn't mean you are a bad person. Your habits and behaviors determine your path, not tattoos.

**What's your favorite tattoo and why?**

My Dragon Tattoo on my left thigh. It's the only tattoo that I put thought into.

**What's one piece of advice that has served you well in the industry?**

Be yourself. Don't be normal, don't be mediocre and do what everyone else does.

**What else should we know about you?**

I'm an a Navy SEAL. Retired after 24 years.

# KHILEE HORTON

## AT PAINTING DAISIES

PHOTOS BY MEGAN WILLIAMSON PHOTOGRAPHY

### How many tattoos do you have?

I have 14 individual tattoos on my arms, rib, shoulder, and armpit. I also have a whole leg sleeve that runs from the top of my foot to the curve of my waist.

### Tell us about your first tattoo - how old were you and what was it. Do you still love it or regret it?

My first tattoo is a piece I have on my shoulder, I got that tattoo at 18 right before leaving for college. It is a skull with flowers, a butterfly and line work in the shape of "windows". I still love the tattoo, but I often forget I have it, since I rarely see it.

### Do you have any funny stories on how/why you got any of your tattoos?

My husband has this quirk where he gets really into a specific hobby or activity, and when I say that, I mean he goes all the way in for a couple months and then completely stops. Well, in college he got really into the idea of tattooing for funzies. Obviously, he needed guinea

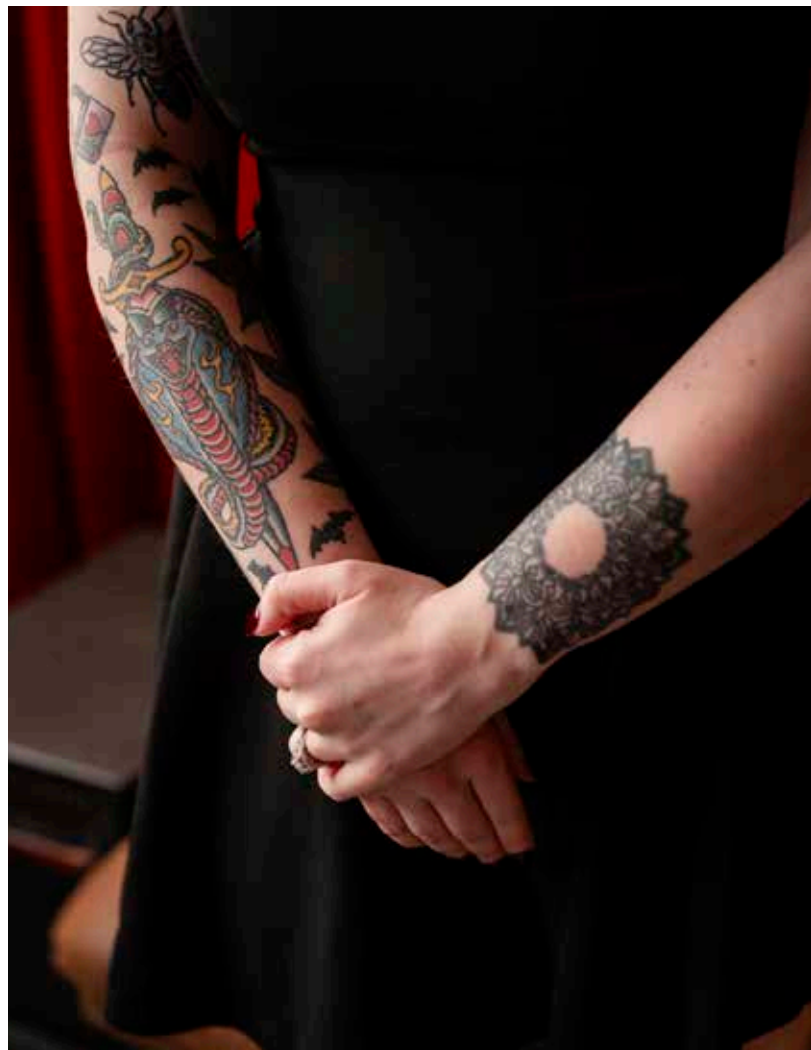
pigs to practice on and "YOLO" was very big at the time. Soooo I let him tattoo me. TWICE. This was so he could get the feel for tattooing real skin. He gave me a mandala on my left forearm and a lotus flower on my right wrist.

### What's your favorite tattoo and why?

My favorite tattoo is my mandala on my left forearm because my, at the time, boyfriend (now husband, no regrets) gave it to me. We've been together since we were 14, so who better to give me my favorite tat than my best friend?

### What's one piece of advice that has served you well in the industry?

Advice I have been given and that's served me well is to be open-minded. No matter what or when, being open-minded has never failed me. I've taken giant leaps of faith based on this advice and landed exactly where I've needed to be.



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# SARAH BLILLER

## WITH REAL PRODUCERS

PHOTOS BY MEGAN WILLIAMSON PHOTOGRAPHY

How many tattoos do you have?

3

Tell us about your first tattoo - how old were you and what was it. Do you still love it or regret it?

I was in my late 30's. Jeff and I were on a trip up to South Haven, MI for our anniversary. I had been thinking about getting a tattoo for a while and had an idea of what I wanted. There happened to be a last minute opening at a local shop. I absolutely love having Jeff's initials on my wrist and since it also looks like a bracelet, it's always in my line of sight.

Describe the feeling when you get a new tattoo

It's like I'm bringing a piece of who I am to the surface for others to see and emphasize to myself. It's freeing in so many ways and a new adventure each time.

What's your favorite tattoo and why?

It's definitely a tie between the one on my wrist with my husband's initials and the one on my ankle in memory of our granddaughter Rio. Both very near to my heart and a part of me forever.



What's one piece of advice that has served you well in the industry?

Get to know people for who they are and learn their story. Not only does this build strong business relationships, but lasting friendships. When you focus on helping others succeed, your success comes naturally.

What else should we know about you?

I am a blessed wife, mother and grandmother. I love learning and practicing the art of Brazilian Jiu Jitsu along with empowering other women through teaching self defense classes. I love gardening, baking, sewing, working on our house and just spending time with my family.



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# Lindsey Mikel

WITH NEAR NORTH TITLE GROUP



## Learning As She Goes

BY JESS WELLAR  
PHOTOS  
BY MEGAN  
WILLIAMSON  
PHOTOGRAPHY

“I’ve only ever been obsessed with two things — teeth and houses!” Lindsey Mikel says with a laugh as she reflects on her career choices. “I actually thought about going into real estate for a long time, and now I get to build those same kinds of relationships I had with my patients, just in a different industry.”

Today, as an Account Executive at Near North Title Group (NNGT),

Lindsey has left the dental office behind for a much more personal approach to building relationships with clients instead of patients.

### Big Pivot

Before Lindsey found herself in title and escrow, she spent seven years in the dental field. But then COVID hit, and like so many, she had to reassess her future after her dental practice shut down.

She gave birth to her second child in the midst of the pandemic and later transitioned into the home inspection industry as a marketing director for Gold Key, thriving in that role for about a year before the winds of change blew her into a new direction again.

It was a co-sponsorship event with Near North that finally opened the door to her current career. After meeting the NNGT

team, Lindsey knew this was the place for her after they continued to reach out for several weeks after the initial event.

“I realized I had to stop looking at this business like I did dentistry — where I saw 100 patients a day — and instead approach it as a relationship-based role, not just a number in line in the clinic. Once I got that mindset, everything clicked.”

### Committed to Growth

As one of the largest title agents in the Midwest, Near North Title Group offers a comprehensive portfolio of national commercial and residential title services.

“We’re fully integrated—title, escrow, construction, and even 1031 exchange services,” Lindsey explains.

One of the most valuable and exciting tools NNGT provides for their Realtor partners is their communication tracker, a system designed to keep everyone in the loop on title transactions.

“Our Realtors don’t have to worry about calling multiple times or reaching out to different people — they always know where things stand, and if they don’t, they can come to me every time,” Lindsey elaborates.

NNGT has a wide reach with over 60 locations spread throughout the Midwest and Florida, supported by a powerhouse team of more than 300 employees. For Lindsey, what sets NNGT apart is their investment in their employees’ growth.

“We have this incredible ‘Near North University’ training program for our staff,” she shares. The program provides specialized classes designed to equip everyone in the company



with the knowledge and tools they need to succeed.

“Our people are not just employees — they’re experts in what they do, and Near North makes sure of that,” she adds.

The company’s leadership development efforts have paid off. Near North recently earned a Gold Level Designation from the MEECO Leadership Institute, a prestigious honor that places them alongside industry titans like Ford Motor Company and Mayo Clinic.

“It’s pretty remarkable to be recognized for the strategic work we’re doing to build future leaders within our company,” Lindsey notes.

### The Beauty of Teamwork

Affectionately known as ‘the Facebook girl’ in their close-knit group, Lindsey is quick to give credit to her teammates for helping her grow in her role as well.

“Amy Weatherholt, our escrow officer and manager at the Elkhart location, is absolutely astounding,” she shares. “Her brain is impeccable, and she’s a perfect example of the investments Near North makes in its employees if they’re invested in what they do.”

Lindsey also speaks highly of Beth Taylor, an escrow and processing officer who handles even the most difficult closings by making it look easy.

“Beth has a tremendous amount of experience. I’m incredibly lucky to work with people like her every



day,” she acknowledges. “We all strike the perfect balance between being professional and fun, and our clients really appreciate that.”

**Beyond Business**

Off the clock, Lindsey is a proud mom of two amazing kids — Cassandra, who’s 11 and active in sports, and 4-year-old Charles, who, as Lindsey puts it, is “all about being 4 to the best of his ability!”

In her free time, she enjoys camping with her brood in new and primitive locations, with a special fondness for winter camping.

“It’s one of our favorite things to do together. Exploring new places and being out in nature brings us all closer,” she offers.

When she’s not camping, Lindsey is usually baking — a passion she’s had since college.

“I actually opened an online bakery to help pay for college, “Sweet Tooth Sensations” and I still enjoy baking today,” she shares. On top of that, she’s an avid traveler, with a goal of reaching all 50 states before she turns 50 herself; and considering she’s already visited 37 states at age 30, she’s well on her way.

Reflecting on the changes she’s witnessed in her first year at Near North, Lindsey admits that it’s been an eye-opening experience.

“I’ve seen Realtors who started in 2020 really hit their stride, while others have left the field, thinning the herd. And with the NAR settlement, even long-time professionals are speaking out on the struggles they are facing,” she reflects.

She adds that it’s been a learning process for everyone, herself included.

“You can never know everything. It’s like being on a Ferris wheel — you’re always learning, no matter where you are on the ride,” she concludes. “I’m still learning, but I feel so fortunate to be surrounded by some of the smartest people I’ve ever encountered.”

**CONTACT US!**

If you’re interested in learning more about how Near North Title Group can support your real estate transactions with expertise and a personal touch, visit [www.nntg.com](http://www.nntg.com). You can also reach out directly to Lindsey Mikel to place orders at [lmikel@nntg.com](mailto:lmikel@nntg.com) or call her at 574-226-9789.

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