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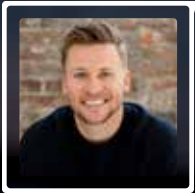
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# The Best Uber Drive I Ever Had

REMINGTON RAMSEY



I’ve taken a lot of Ubers in my life. Some are fine. Some are weird. One guy tried to sell me supplements. Another asked if I wanted to hear his mixtape. I said yes. I regret saying yes.

But a few weeks ago, I had the best Uber ride of my life. Not because it was a fancy car or because I got to my destination faster than usual. It was because I met Richard.

Now, if you’ve used the app before, you know the 5 star rating system can be a little misleading. If someone has a perfect 5.0, it usually means they’ve only driven their friends or just started. But Richard? He had over 3,000 rides. Still a 5.0.

Naturally, I was intrigued and maybe a little skeptical.

Then I got a message from him before he even pulled up. It was personal. Friendly. Thoughtful. Not the generic “I’m outside” kind of message either. It set the tone. When I hopped in, he greeted me by name and cracked a joke about the wind blowing me off the curb. Simple, but smooth.

Richard’s originally from Jersey, now living in Kansas City. He said, “So just set your expectations low,” with a smirk. He was chill, laid back, down to earth, and professional in a way that didn’t feel forced. He talked just enough to keep it pleasant, but when I got quiet, he got quiet too. Social cues on point.

His car was spotless. He drove like someone who respected your time. But the part that stuck with me was how intentional he was about the experience.

I asked him how he managed to keep a 5.0 over thousands of rides.

Without missing a beat, he said, “First impressions are everything. You’ve got three seconds to not feel like a stranger.”

Then he dropped this gem: “We were raised being told not to talk to strangers, not to get in cars with strangers, and definitely not to take food

from strangers. Now we do all three in five minutes. I’m a professional stranger.”

He laughed, but it wasn’t a joke. It was a strategy.

He treated his work like it mattered. Because it did. Not in a “get me to the airport on time” kind of way, but in a “make someone’s day better” kind of way. He said he tries to offer luxury, not in materials, but in mindset. Comfort. Safety. Kindness. People remember that stuff.

I asked him how he handles rude passengers or people who just aren’t having it.

He smiled and said, “You read the room. You let them talk about themselves. Be quick, be polite, and keep it moving.”

The man was a case study in emotional intelligence. And he kept calling me by name like I was a client at a luxury resort, not just a dude trying to get from point A to point B. He made me feel like someone important, not just his current passenger.

Toward the end of the ride, I asked him if there was a moment that shaped this mindset. He got quiet for a beat, then said,

“I buried my mom one year into her retirement. She worked hard her whole life. Never complained. And when she died, the company kept running like nothing happened.”

That stayed with me. He said it changed everything. He wanted to live with intention. Make moments count. Even in the backseat of a car. Especially there.

When I got out, I thanked him. Not just for the ride, but for the reminder. That no matter what job you’re doing, you’ve got the power to leave an impact. To make someone feel seen. To offer luxury even in the most ordinary of places.

So here’s to Richard, the best Uber driver I ever had.

Not because of the car.

Because of the care.



# Chris Bennett

Built to Last | BY KELSEY RAMSEY

Meet Chris Bennett, the passionate owner of Handyman Now, a local service with big ambitions and an even bigger heart. Chris's company is not just another handyman service; it's a reflection of his life's journey, his love for his craft, and his dedication to providing his clients with a stress-free home experience. With a unique blend of technology and skilled labor, Handyman Now has become the go-to solution for homeowners looking for reliable, high-quality service.

A Team Built on Skill and TrustAt Handyman Now, it's all about the team, and Chris is quick to highlight the hardworking individuals who make it all come together. "We've got a team of ten, and each one brings something special to the table," says

Chris. "We assign the right person for the job based on their specific expertise, so our clients can rest easy knowing they've got the best in the business on the job."

The team is divided into various specialties, with Matt, Pedro, Jordi, and Dylan handling the traditional handyman tasks that homeowners typically need help with. For more specialized or licensed work, Chris has brought in the best of the best: Dustin and James, who manage electrical tasks, and Jake, who's the go-to expert for plumbing. Mike, a true craftsman, is in charge of custom projects like accent walls, custom cabinetry, and floating shelves, while Armando leads the painting crew, and Anguel heads up drywall repairs.

It's a seamless operation, and one that Chris has designed carefully to ensure that every project is handled with the utmost professionalism.

More Than Just Handyman ServicesHandyman Now is no ordinary handyman service. While they offer the typical home repairs and maintenance tasks that you'd expect, they go the extra mile by providing licensed professionals like plumbers and electricians, as well as a craftsman for custom work. And that's not all—Chris and his team have developed some unique services that set them apart in the competitive world of home repair.

One standout offering is the *Handyman as a Service* subscription. This innovative service provides homeowners with year-round handyman hours that can be used to maintain and tackle projects in their homes. "We understand that people often have tasks on their to-do list but don't know who to call or when to call," explains Chris. "With our subscription model, we not only take care of immediate needs but also offer our clients peace of mind knowing they have someone they can rely on for future needs."

This service has been particularly popular with realtors, who can purchase hours to gift to their clients as part of a closing package. It's a unique way to show appreciation and offer a practical, helpful gift that keeps on giving.

From Software to Screws: A Journey Into the Construction WorldChris's path to owning a handyman business is anything but conventional. Although he grew up around the construction industry—his father has run a large-scale renovation business for over 40 years—Chris initially took a detour into the world of technology. After getting his first computer in college, his interest shifted from construction management to computer science, and he spent nearly two decades in the software industry.

But the call of construction was never far away. "I always helped my dad with projects, renovated our own homes, and helped friends and family with their to-dos," Chris recalls. "Eventually, after years of working in software, I decided I wanted to start my own business, and I knew I needed to find something that combined my passion for construction with technology."







That's when the light bulb went off: a handyman subscription service. After developing a mobile app and sharing the idea with friends and family, Chris quickly gained a loyal customer base. The rest, as they say, is history. "We're now building out a customer portal where our subscription-based clients can easily manage their hours and requests, which is going to make their experience even better," he adds.

**A Commitment to Quality and Communication**What truly sets Handyman Now apart from other companies in the industry is Chris's unwavering commitment to customer service. "We focus on reliability, quality, and communication," says Chris. "We're not just here to sell services—we want to create a valuable experience for our customers. Whether it's a small repair or a large project, we communicate every step of the way to ensure everything goes smoothly."

Chris credits the company's success to its attention to detail and its "always available" approach. "We might not always be able to fix something immediately, but you'll hear back from us within 24 hours, and most of the time it's much quicker than that," he says. "Ghosting is not a thing here."

**Success: It's About Happiness**For Chris, success isn't just about profit or growth—it's about happiness. "Whether it's getting a thank you from a happy customer, hitting a great golf shot, or spending time with my family, it's all about finding joy in what you do," he explains. "If you're happy, everything else falls into place."

And when it comes to the work that his team does at Handyman Now, there's a deep sense of fulfillment. "There's nothing more satisfying than seeing our team come together to solve a problem or knock out a project, and knowing that our clients have more time to enjoy what really matters to them."

**Family, Golf, and a Little Bit of Everything**When he's not leading his team at Handyman Now, Chris is spending time with his wife Elizabeth, their two kids, Knox and Maryn, or enjoying a round of golf. "I love golf, even if I'm just practicing. It's my way to unwind," he says. "And when I'm not on the course, I'm likely mowing the lawn, which sounds odd, but there's something therapeutic about it."

For Chris, life is about balancing the ever-changing demands of work and family, and he's learned to roll with the punches. "The key to managing work/life balance is being adaptable," he says. "Things change all the time, and being able to shift focus when needed is what keeps it interesting."

**Handyman Now: The Personalized Touch**As Chris says, "Give us a shot and see how we're different." Handyman Now may not be a big franchise, but what they lack in size, they more than make up for in reliability, quality, and a personal touch. For Chris and his team, it's all about providing their customers with the best experience possible—and making their lives just a little bit easier along the way.





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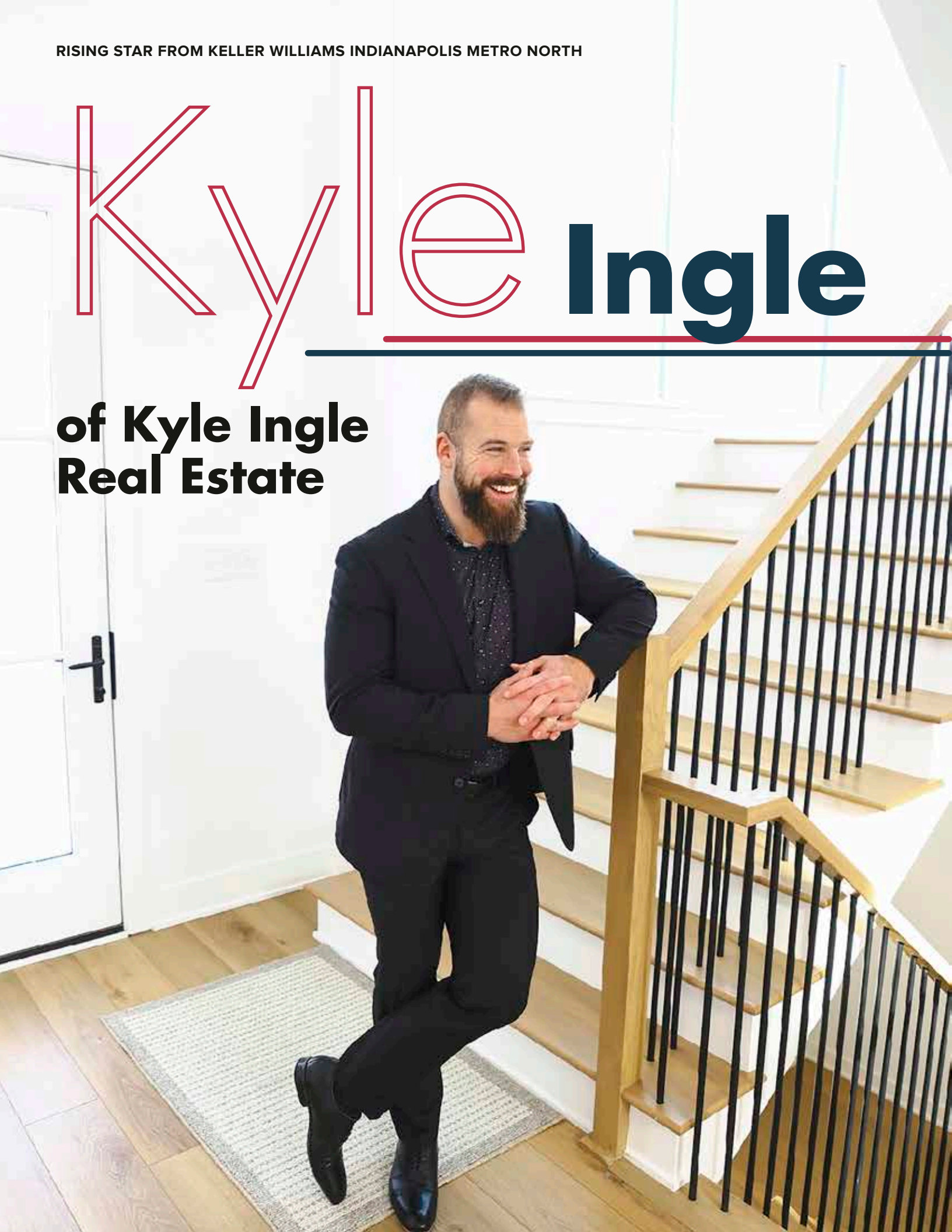
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# Kyle Ingle

of Kyle Ingle  
Real Estate



Years in real estate:  
1 year, 4 months

Rookie of the Year, #2  
GCI, #2 units sold, #2  
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Career Volume:  
30,000,000  
Last year's Total Volume:  
24,000,000

**Q. How early did you know that you wanted to be a real estate agent?**

A. In December of 2023 I saw a lot of agents leave that had come in during the 2021/22 chaos of real estate when rates were low and lines out of the door of a home were standard. I recognized that a lot of people came in to make money but didn't develop the skill sets needed when things became challenging. I saw this as an opportunity to capture market share but also be a resource for those in need.

**Q. What people influenced you the most?**

A. My wife hands down, when I nervously asked her permission for a career shift (we scaled a nutrition/coaching company for the last decade together) thinking she wouldn't be on board her only words were. "As long as you dominate it" and that's all I needed. Aside from that Meighan Wise has been instrumental in my growth along with Sara Denig, Andy Sullivan and Val Sigrist. I could name 20 other top tier seasoned agents who have given me nuggets and guided me both directly & indirectly over the last year.





“

**Most of my clients are people I would hangout with long after they are moved into their home and the transaction is complete.”**



**Q. What did you do before you got into Real Estate?**

A. I had the honor of serving with, learning from, and being led by some of the greatest men that this nation will never know. I served 2 tours over seas and excelled during my time in the Army as a Scout. It was my greatest honor and laid the foundation for what I have today. After that I got out, got married and bounced job to job seeking leadership only to find bosses, so I knew I needed to be my own leader. I jumped into Network Marketing trying to make some extra money between working 2 jobs & having a newborn. This turned into our full time professions very quickly and still runs successfully to this day by my wife.

**Q. Have you discovered anything from that time that helps you in real estate?**

A. Leadership, Discipline, Morals & Integrity are foundation. Doing the right thing is always the right thing to do. The grit of embracing challenges as opportunities and always taking personal responsibility have been key. Taking responsibility regardless of faults allowed me to take ownership, and therefore control.

**Q. What are the positives/rewards of what you do?**

A. I actually only work with really cool clients. Most of my clients are people I would and do hangout with long after they are moved into their home and the transaction is complete. I donate a percentage of every home sold back to 1 of 3 causes: Children in need, animals in need, or veterans in need. I always let my clients choose which I can donate to on their behalf. We take a picture with a huge check together after each closing showing the amount and organization.







“  
I know everyone has a story and everyone has something I can learn from and implement to either enhance or avoid.”

**Q. What are the negatives / challenges of what you do?**

A. Real estate will run you if you let it- Getting key people in key positions, building systems and setting boundaries and not always taking every deal if it doesn't align with me is challenging but important to longevity and mental peace.

**Q. What has contributed to your quicker success?**

A. Being a lifelong student who's driven to build a life that I want on my terms. I know everyone has a story and everyone has something I can learn from and implement to either enhance or avoid. Taking action on information immediately. Knowing what season I am in is helpful as well- Being busy doesn't always mean I'm being productive so I focus on if what im doing is moving the needle enough to validate my time or if I'm better off shutting the computer and playing baseball, going hiking or jumping on the trampoline with the kids.

**Q. What about your family life today?**

A. It's the best. Chaotic is standard with 4 boys from 3-13 years old but fortunately I tend to thrive in chaos and have an absolute queen of a wife to keep this train on the tracks.

**Q. What other interests do you have?**

A. I love being outside, hiking and fishing are the top. Concerts and vacations with our best friend group keep me fueled and feeling good.

**Q. If you could change one thing in your industry right now, what would it be?**

A. I think increased professionalizing would be a good starting block but breaking that down even further helping agents understand that how you think and speak to/about yourself matters. Self Development or personal development NOT business development comes first.

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# Becoming a Luxury Agent

BY MARCY FOX

March Masterclass was packed full of big stats in our agent panel featuring: Jim Litten (FC Tucker), Kim Alexander (Keller Williams)) and Steve Robbins (Highgarden Real Estate).

A reflection on the last 6 months of the real estate industry shows us many movements within NAR, buyer agency law changes, volatile interest rates and a limited inventory market. And if you didn't catch it the shocking statistics before: only 71% of agents did

not do a single real estate transaction last year and only 29% of the ones who did averaged just 2.5 deals for the entire year. While it's mind blowing, it means **opportunity**. The agents that had their best year are the ones who doubled down and leaned in. Mental resistance, as one might call it.

We can all agree it has been a tough market for the past few years but success is at the intersection of desire, consistency and action.



### Ask yourself: What tools could you be using?

1. First and foremost - it's always your database. Treat it like the engine in your car and see it as the most important component of your business.
2. Then review your processes and learn to systemize them.
3. Tap into unconventional products such as assumable loans (which made up 25% of the transactions last year).
4. Cover new construction (which made up 33% of the transactions last year) to help buyers benefit from lower interest rates and concessions.
5. Learn to look at the "blended rate" and help sellers compare the costs of paying off their debts to today's mortgage rates. Cashing out on some equity might just help them eliminate super high credit card interest!

### Now let's look at some more stats to help you see the opportunities:

- 60% of homes today have an interest rate under 4%. Go back to those blended rates and assumable mortgages.





- First-time homebuyers made up 24% of last year's sales, which is down from 36% the year prior, but this still makes up a large segment that is anticipated to grow.
- 80% of the sales that took place last year were due to life events. That's A LOT of opportunity.
- New construction homes are forecasted to make up 30% of sales this year and it might just be the biggest answer to the inventory crisis and affordability. This segment is BIG. With an over 400k deficit in homes, we are looking at only about a 1.5 month supply right now. A balanced market is typically between 4-6 months.
- The townhome market is growing too and is allowing for more affordability as well.

We still might see these trends for the next few years with so many unknowns. Unemployment rates and foreclosures could affect the market (which we are not seeing yet although approximately 17% of FHA loans from 2022 are now delinquent and 53% of student loan payments due last month were not paid). Political events suggest there may be a real push to get interest rates down, however, the deportation initiatives could also impact the housing industry and new construction. Climate risk scores are also impacting how and where people move. Insurance premiums are going up and some HOAs are getting cancelled. There's a whole list of things that could impact the market this coming year....But there will always be changes and disruptors to the real estate market. First, there were new company brokerage models, the



creation of teams, and new entrants like Opendoor or Offerpad and now looking forward we will probably see more mergers and acquisitions, more technology and AI. It will be ever-changing...

**The overall message here is to keep buckling down, lean into what you know, learn something new and tap into all of the opportunities right in front of you.**

Indianapolis was named the **second hottest market** in 2025 by Zillow and although things seems expensive now compared to where we were, our costs are rather low relative to the rest of the country. Historically, we are in the top 1/3 for affordability.

If people want to get into homeownership, they might just need to adjust their expectations and make some sacrifices as they go to buy. "Affordable" looks different these days and it might take starting out with "starter homes" again like our parents once did.

Agents, **LEAN IN** and find the things that will help you grow.

Leverage social media as the best *free* advertising tool there is that allows you to reach the most people at one time. Video is the way to go! Get out there and build your brand.

**In the Indianapolis area, we also have organizations like MIBOR that offers support to our realtors through:**

- The updated BLC system that now allows us to embrace the changes of today and into the future (with AI features and more).
- Education and trainings
- Opportunities to get plugged in
- Support and/or resistance to policy changes in housing

Show up for training and education.

Plus, the golden nugget - invest in real estate. Why would you not? It's the best way to build wealth and we are sitting on the goldmine. Invest in what you already know.

You either grow or you die.

You have to get up and get better everyday at what you do.

The opportunities are all around you. Go out and find it, friends.





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# Insidious Foundation Enemy

BY PHIL THORNBERRY

**W**hen it comes to homeownership, few things are as critical—and often overlooked—as the health of your home's foundation. While shifting soil and time-induced wear are common culprits, there is one silent enemy that does more damage than most people realize: water. Whether it seeps in slowly or floods unexpectedly, water is the leading cause of foundation problems. Understanding why—and how to prevent it—can save homeowners thousands of dollars in repairs and preserve the long-term stability of their home.

## How Water Damages Foundations

Water affects your foundation primarily through soil movement. Most foundations in Indiana rest on expansive soil types like clay, which swell when saturated and shrink when dry. This constant push-and-pull motion puts stress on the foundation, causing it to crack, shift, or settle unevenly.

On older homes with brick foundations, even small amounts of moisture seeping in can eventually create major structural problems as lime mortar is weakened over time. Masonry repairs should use lime mortar NOT cement mortar to prevent additional damage.

Another issue is hydrostatic pressure. When the soil around your home becomes waterlogged, it exerts pressure against the foundation walls. This can lead to cracking and bowing in basement or crawlspace walls and ultimately allows water to intrude into the home. Persistent moisture also leads to mold growth, wood rot, and poor indoor air quality—turning a structural problem into a health issue.

## Signs of Water-Related Foundation Damage

Homeowners should watch for early warning signs, such as:

- Cracks in walls, floors, or the foundation itself
- Doors and windows that stick or don't close properly
- Uneven or sloping floors
- Water stains or dampness in the basement or crawl space
- Gaps between walls and ceilings or floors
- Mortar deterioration
- Water powdery substance on walls (efflorescence)

These signs often indicate that water has already started compromising the structure.

## Prevention: Keep Water Away

Fortunately, there are several effective ways to protect your foundation from water damage:

### 1. Grade Your Yard Properly

Ensure the soil slopes away from your home's foundation. This prevents rainwater from pooling near the base of your house and seeping into the soil.

### 2. Maintain Gutters and Downspouts

Clogged or damaged gutters can cause water to overflow and saturate the soil near the foundation. Downspouts should direct water at least 5 to 10 feet away from your home.

### 3. Install a Drainage System

French drains, sump pumps, and curtain drains are all systems designed to channel water away from your foundation. If you live in a flood-prone area, a professional drainage solution is a smart investment.

### 4. Waterproof Your Basement

Waterproof coatings, interior drains, and vapor barriers can help keep moisture out of your basement or crawl space.

## The Bottom Line

Water is relentless, and if left unchecked, it can undermine the very ground your home stands on. But with proactive maintenance and smart landscaping decisions, you can protect your foundation—and your investment—for the long haul. Don't wait for cracks to appear; take steps now to keep water where it belongs: away from your home.

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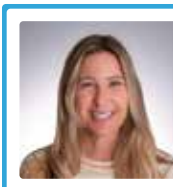
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# The REALTOR® Foundation Update

## MEET THE NEW EXECUTIVE DIRECTOR

BY JULIE RANDALL



I am excited and honored to announce my new role as Executive Director of the MIBOR REALTOR® Foundation. Ending homelessness in central Indiana is a cause deeply personal to me, and I am committed to leveraging my extensive experience in nonprofit leadership and fund development to make a meaningful impact. I firmly believe that no one should experience homelessness, and together, we can create lasting change.

As real estate professionals, you hold a unique and influential position within our communities. Whether you are involved in buying, selling, renting, developing, lending, or managing properties, each role allows the opportunity to be leaders, advocates, and changemakers. Many real estate professionals throughout central Indiana have already demonstrated remarkable generosity and empathy. My goal is to build on this foundation and amplify our impact even further.

Every day, real estate professionals connect individuals and families with homes. This powerful mission aligns perfectly with the Foundation's vision to ensure everyone has a safe, stable place to call home. Through collaboration and community support, we have the ability to tackle homelessness directly and effectively.

The MIBOR REALTOR® Foundation supports local nonprofits providing emergency shelters, transitional housing, and essential services through grants. I am dedicated to growing these fundraising initiatives, expanding community partnerships, and sharing powerful stories of hope and transformation made possible through your generosity.

I encourage each of you, whether you sell, rent, develop, lend, or manage properties, to actively engage in the fight against homelessness. Your involvement is vital and impactful. Together, we can set an example of leadership and compassion. Our collective efforts as real estate professionals do not just help people find houses - they create stronger communities and truly change lives. We can envision—and create—a future where everyone in central Indiana experiences the dignity, security, and stability of a home.

To learn more please reach out to me:  
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# All About Indy Real Producers

Real Producers magazine started in Indianapolis in 2015 and is now in over 130 markets across the nation and continues to spread rapidly.

**Q. Who receives this magazine?**

A: The top 500 real estate agents based on last year's volume. It takes 10.3million in sold volume to be in this select group of REALTORS®.

**Q. Do real estate agents have to pay for magazines or events?**

A: NO! The magazine and the events are FREE to the agents and paid for by the partners who advertise.

**Q. When are the events?**

A: We typically have one event per quarter. These are mostly social events where we give out food and prizes and celebrate the success of those who have been featured.

**Q. How do I become a partner of the magazine?**

A: Contact Remington Ramsey or someone on the *Indy Real Producers* Magazine team to discuss becoming a partner. Partners have access to the top agents via events, the monthly magazine, and social media.

**Q. How do I advertise?**

A: We have options for advertising in our partnership agreements. All of our partners are personally vetted by the *Indy Real Producers* team. Email [indyteam@realproducersmag.com](mailto:indyteam@realproducersmag.com) to learn more.

**Q. Can I nominate someone or be nominated for a featured article?**

A: YES! - Reach out via email for us to send you a form.

**Q. How did this magazine start?**

A: Real Producers is a local magazine currently found in over 120 markets nationwide. It started in Indianapolis as a concept to highlight top-producing agents regardless of brand and connect them to the best vendors in town. Follow us on social media and reach out to find out how you can become a part of the platform.



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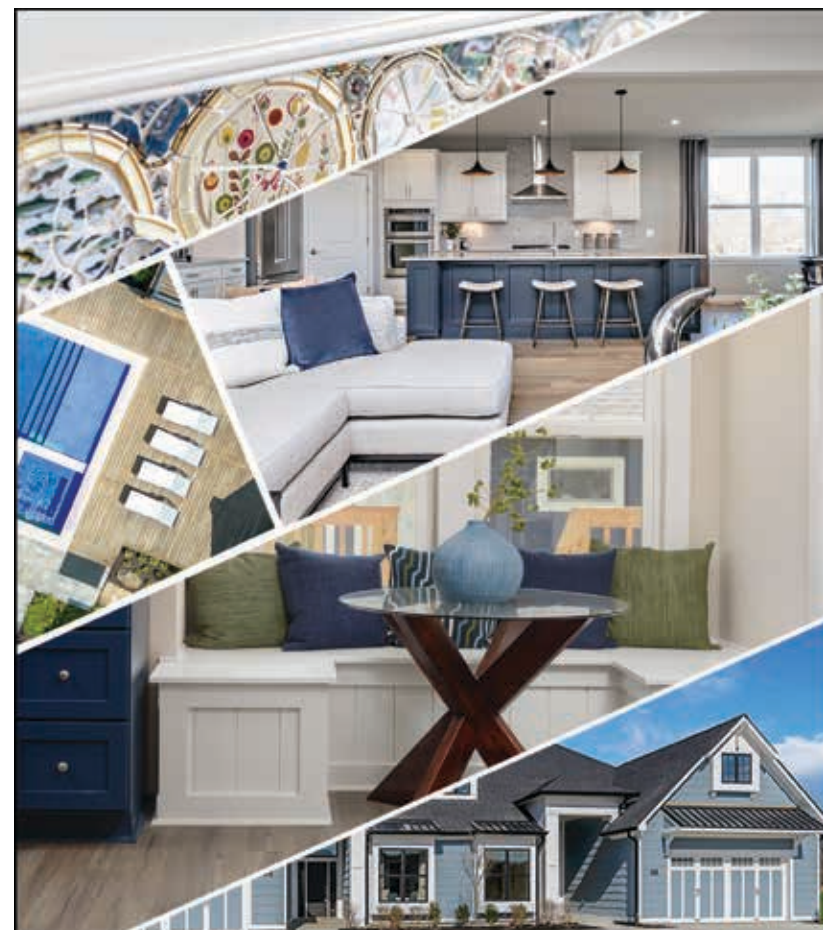
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In 2014, I wasn't setting out to build a national brand. I was just trying to sell more knives.

Strange, right? But it's the honest truth. Back then, I was hustling—hosting grassroots events, running giveaways, shaking hands, feeding people, and, yes, getting quality cutlery into kitchens. One of those early events was called Turkey Time. Local real estate agents would swing by, grab a plate of food, and every fifteen minutes, I'd raffle off a turkey—and a knife. That day, I sold more knives than ever before. But something more important happened: a lightbulb went off.

I saw something powerful. These agents weren't just there for the food or the freebies. They came because they felt seen. Celebrated. Part of something. It hit me—real estate agents crave community and recognition. And they deserve both.

That moment sparked an idea that changed everything.

What if we could create a platform that consistently celebrated the top agents—not just for what they do, but for who they are?

What if we could tell their stories, highlight their grit, and give them the recognition they earn every single day?

#### That idea became *Real Producers*.

The early days weren't easy. There was no big budget. Every dollar was stretched, every hour maxed out. I borrowed credibility. I borrowed attention. Sometimes, I borrowed time I didn't really have. There were months that didn't make sense on paper. Meetings that fell through. People who just didn't get it. Plenty of late-night "What are we doing?" conversations.

But the vision wouldn't let me quit.

With a crucial partnership from N2 Publishing, we launched our first issues and started building something real—market by market, city by city. And slowly, this scrappy idea turned into something much bigger.

#### Because *Real Producers* was never just a magazine. It became a movement.

Today, we're in over 150 markets across the country. We've built a coast-to-coast network of the top



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There's one thing you should know: you can't buy your way into Real Producers.

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Every feature, every interview, every connection is built on merit. That's why we're trusted. That's why we've grown. And that's why we're just getting started.

Now, we stand at the edge of our next chapter. We've launched a nationally ranked podcast where we sit down with bestselling authors, global thought leaders, and elite agents to deliver not fluff, but real, tactical wisdom. And soon, we'll take things to the next level with our first-ever national event: RP Elevate.

RP Elevate isn't just another real estate conference. It's a celebration of excellence—a high-energy, high-impact gathering where the best of the best come together to grow, connect, and

rise. You'll feel the energy the moment you step into the room. It's a whole new standard for what this industry can be.

And that's just the beginning. We're expanding into coaching, digital media, and new ways to serve our community beyond the page. We're here to help agents grow their businesses, elevate their brands, and most importantly—believe even more deeply in what's possible.

**Because at its heart, Real Producers has always been about one thing: belief.**

Belief in your story.

Belief in your potential.

Belief in the impact you can have—on your clients, your communities, and this industry.

We're just here to amplify it.

**So what's next?**

More growth. More impact. More heart.

Thank you for being part of this journey. The best is yet to come.

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# TOP 200 STANDINGS

Teams and Individuals January 1, 2025 to April 30, 2025

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
1	Lindsey Smalling	47	71	118	\$35,725,457
2	Mike Deck	20	14	34	\$35,324,665
3	Allen Williams	24	25	49	\$28,797,558
4	Alex Montagano	28	53	81	\$28,178,558
5	Matt McLaughlin	15	19	34	\$27,294,753
6	Carrie Holle	23	6	29	\$23,734,300
7	Justin Steill	21	16	37	\$21,615,417
8	Lisa Kleinke	44	0	44	\$20,136,392
9	Mark Branch	17	11	28	\$19,544,634
10	Jennil Salazar	9	6	15	\$18,234,557
11	Jamie Boer	20	17	37	\$16,541,685
12	Bif Ward	9	7	16	\$16,418,300
13	Laura Turner	19	16	35	\$16,413,462
14	Lora Reynolds	18	36	54	\$15,617,660
15	Stephanie Evelo	21	22	43	\$14,868,400
16	Eric Forney	12	26	38	\$14,711,100
17	Tina Smith	7	12	19	\$14,537,180
18	Robbin Edwards	12	14	26	\$14,232,425
19	Meighan Wise	18	3	21	\$13,965,579
20	Sena Taylor	10	18	28	\$13,896,255
21	Steve Lew	30	18	48	\$13,812,679
22	Patrick Tumbarello	13	12	25	\$13,620,100
23	Shelly Johnson	9	6	15	\$13,391,540
24	Stephen Clark	10	19	29	\$13,257,532
25	Tim O'Connor	13	18	31	\$13,195,156
26	Christopher Braun	3	3	6	\$12,861,000
27	Eric Wolfe	19	28	47	\$12,795,492
28	Scott Hackman	12	5	17	\$12,782,150
29	Michelle Chandler	22	20	42	\$12,424,299
30	James Robinson	4	16	20	\$12,417,490
31	Mary Wernke	8	5	13	\$12,328,500
32	Traci Garontakos	4	4	8	\$12,286,500
33	Nicholas Laviolette	7	9	16	\$11,468,795

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
34	Shannon Gilbert	7	24	31	\$11,174,500
35	Kyle Ingle	7	15	22	\$11,102,907
36	Brian Sanders	10	8	18	\$10,853,661
37	Drew Wyant	25	12	37	\$10,790,500
38	Erika Frantz	26	1	27	\$10,721,912
39	David Brenton	20	8	28	\$10,533,499
40	Christopher Fahy	23	1	24	\$10,528,795
41	Staci Woods	14	14	28	\$10,343,773
42	Jenny Lauck	2	28	30	\$10,283,788
43	Scott Chain	10	21	31	\$10,272,013
44	Jake Stiles	18	11	29	\$10,267,990
45	Chris Schulhof	8	4	12	\$10,261,900
46	Patrick Keller	15	16	31	\$10,161,202
47	Laura Waters	12	14	26	\$10,134,085
48	Stacy Barry	12	7	19	\$10,085,018
49	Jerry Lamb	7	8	15	\$9,933,900
50	Patrick Watkins	23	9	32	\$9,933,400

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# TOP 200 STANDINGS

Teams and Individuals January 1, 2025 to April 30, 2025

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
51	Jared Cowan	9	15	24	\$9,801,023
52	Laura Heigl	6	8	14	\$9,458,361
53	Chandra Sekhar Alokam	1	20	21	\$9,347,660
54	Summer Hudson	9	22	31	\$9,297,199
55	James Embry	18	5	23	\$9,228,732
56	Denis O'Brien	18	18	36	\$9,078,350
57	Julie Preston	7	10	17	\$9,061,924
58	Arjun Dhital	10	20	30	\$8,977,050
59	Mary Boustani	4	10	14	\$8,909,493
60	Garrett Brooks	25	1	26	\$8,823,900
61	Steve Silver	11	22	33	\$8,686,566
62	Amy Spillman	4	13	17	\$8,651,493
63	Tina Coons	18	7	25	\$8,583,400
64	Jennifer Shopp	7	12	19	\$8,564,063
65	Benjamin Jones	6	9	15	\$8,373,495
66	Mamadou Gueye	5	22	27	\$8,334,900
67	Andrea Ratcliff	9	8	17	\$8,157,025

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
68	Luis Coronel	10	40	50	\$8,131,611
69	Troy Dixon	6	13	19	\$8,130,626
70	Stanley Saingelus	0	23	23	\$8,124,043
71	Jenni Bliss McMillion	7	7	14	\$7,995,674
72	Brenda Cook	7	3	10	\$7,962,100
73	Shelly Walters	9	8	17	\$7,960,600
74	Sarah Fishburn	9	14	23	\$7,782,461
75	Kristen Yazel	6	8	14	\$7,761,008
76	Jeffrey Cummings	18	9	27	\$7,751,700
77	Sean Daniels	9	15	24	\$7,588,650
78	Emily Brewer	8	11	19	\$7,509,800
79	Beckie Schroeder	7	3	10	\$7,505,162
80	Donald Wilder	8	5	13	\$7,504,900
81	Chad Renbarger	8	2	10	\$7,460,703
82	Mary Petruzzi	7	3	10	\$7,455,827
83	Mark Linder	12	3	15	\$7,429,000
84	Michael Price	11	10	21	\$7,390,900
85	Matt King	5	4	9	\$7,357,900
86	Ron Rose	4	8	12	\$7,290,416
87	Kristie Smith	4	5	9	\$7,203,664
88	Kevin Hudoba	5	7	12	\$7,185,785
89	Mike Feldman	9	6	15	\$7,160,700
90	Roger Webb	6	5	11	\$7,121,200
91	Robyn Breece	13	11	24	\$7,088,995
92	Jamie Johann	5	6	11	\$7,053,000
93	James Schlueter	4	5	9	\$7,016,300
94	Amber Greene	11	6	17	\$6,856,500
95	Kishia Linville	6	1	7	\$6,809,000
96	Kyle Gatesy	4	12	16	\$6,791,107
97	Marty Dulworth	14	14	28	\$6,778,500
98	Casey Elkins	25	7	32	\$6,742,795
99	Diane Cassidy	8	3	11	\$6,723,333
100	Thomas Endicott	11	7	18	\$6,718,283

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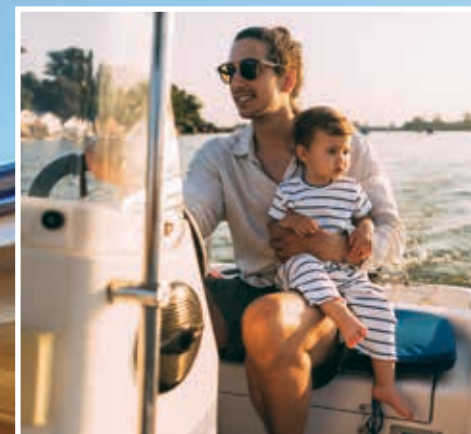
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# TOP 200 STANDINGS

Teams and Individuals January 1, 2025 to April 30, 2025

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
101	Chad Hess	20	15	35	\$6,638,250
102	Basim Najeeb	10	13	23	\$6,611,500
103	Sarah Sanders	12	10	22	\$6,603,400
104	Emily Burford	6	4	10	\$6,600,271
105	Warren Smith	7	11	18	\$6,540,000
106	Jerry Gemmecke	9	8	17	\$6,486,400
107	Derek Gutting	13	5	18	\$6,477,900
108	Heather Upton	15	11	26	\$6,426,650
109	Jennifer Turner	13	7	20	\$6,386,000
110	Brigette Nolting	10	14	24	\$6,382,763
111	Kelly Todd	2	9	11	\$6,381,400
112	Whitney Strange	7	8	15	\$6,379,500
113	Brian Black	4	6	10	\$6,299,270
114	Patrick Daves	5	15	20	\$6,298,300
115	Will Lonnemann	12	6	18	\$6,280,985
116	Jean Donica	14	4	18	\$6,233,200
117	Denise Fiore	4	7	11	\$6,217,400

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Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
118	Corina Jones	13	9	22	\$6,212,800
119	Tony Janko	9	7	16	\$6,210,000
120	Timeko Whitaker	12	16	28	\$6,204,459
121	Mark Studebaker	7	10	17	\$6,158,400
122	Vickie Jordan	5	9	14	\$6,148,900
123	Trish Meier	7	20	27	\$6,051,710
124	Tyler Renick	5	11	16	\$6,042,250
125	Jennifer Blandford	7	9	16	\$6,019,375
126	Robin Pickett	13	9	22	\$6,006,490
127	Lisa Kercheval Aerne	6	7	13	\$5,959,600
128	Joshua Carpenter	3	12	15	\$5,937,500
129	Stacey Sobczak	2	6	8	\$5,937,400
130	Brian Wignall	8	7	15	\$5,867,038
131	Jeffrey Paxson	13	8	21	\$5,840,735
132	Jenny Laughner	9	9	18	\$5,836,327
133	Kyle Williams	12	3	15	\$5,835,700
134	Nicole Yunker	12	2	14	\$5,817,059
135	Emily Grose	4	6	10	\$5,803,594
136	Steve Sergi	8	6	14	\$5,790,000
137	Jessica Martin	8	7	15	\$5,646,000
138	Wendy Zin	6	13	19	\$5,619,703
139	Leigh Burchyett	10	5	15	\$5,599,349
140	Joshua Vida	14	1	15	\$5,562,895
141	P. Aaron Starr	11	4	15	\$5,561,150
142	Craig Deboor	11	7	18	\$5,537,899
143	Cameron Mason	9	10	19	\$5,536,665
144	Gita Kapur	3	6	9	\$5,510,438
145	Shari Vickery	2	7	9	\$5,509,479
146	Corey Dawkins	9	12	21	\$5,500,554
147	Ryan Orr	26	8	34	\$5,500,051
148	Kathryn Lory	3	4	7	\$5,465,000
149	Anthony Robinson	17	2	19	\$5,421,400
150	Frederick Catron	6	11	17	\$5,387,000



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# TOP 200 STANDINGS

Teams and Individuals January 1, 2025 to April 30, 2025

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
151	Zachary Purdy	9	8	17	\$5,377,900
152	Gina Stalcup	5	6	11	\$5,376,800
153	Harnarender Kaur	0	11	11	\$5,347,140
154	Natalie Clayton	10	4	14	\$5,334,900
155	Chris Price	29	6	35	\$5,334,031
156	Andrea Kelly	3	3	6	\$5,332,000
157	Lauren Masur	3	2	5	\$5,269,000
158	Katie Hintz	6	3	9	\$5,255,490
159	Jacilynn Ferris	3	16	19	\$5,254,800
160	Shawna Brooks	10	9	19	\$5,247,802
161	Val Hooton	4	6	10	\$5,247,800
162	Perla Palma Nunez	10	16	26	\$5,246,799
163	Dean Glascock	6	4	10	\$5,246,202
164	Radmila Adams	3	2	5	\$5,244,500
165	Molly Hadley	14	4	18	\$5,231,675
166	Chanda Johnson	6	4	10	\$5,225,500
167	James Wilson	7	5	12	\$5,204,000

Rank	Agent Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
168	Tracy Wright	4	2	6	\$5,198,000
169	Lisa Stokes	8	8	16	\$5,191,625
170	Rosie Berzenye	21	0	21	\$5,187,200
171	James Smock	9	7	16	\$5,185,450
172	Debra Brown-Nally	19	3	22	\$5,146,530
173	Andy Deemer	7	5	12	\$5,144,500
174	Scott Lindsay	5	7	12	\$5,139,650
175	Andy Sheets	5	2	7	\$5,106,900
176	Debra Eisenhour	3	2	5	\$5,076,400
177	Jonathan Steinbach	4	11	15	\$5,067,790
178	Jason Hess	6	8	14	\$5,034,740
179	Leslie Gardner	11	7	18	\$5,027,254
180	Nathaniel VanPelt	6	7	13	\$5,022,400
181	Roger Wessel	12	10	22	\$5,021,205
182	Sara Syberg	1	3	4	\$5,013,950
183	Ryan Radecki	7	9	16	\$5,010,900
184	Kurt Clements	25	2	27	\$4,998,600
185	Peter Stewart	14	14	28	\$4,975,433
186	Jada Sparks Green	10	6	16	\$4,975,300
187	Erin Watts	2	4	6	\$4,972,000
188	Heather Schaller	6	8	14	\$4,969,000
189	Chris Harcourt	9	10	19	\$4,963,500
190	Randy Placencia	18	10	28	\$4,940,900
191	Scott Babb	6	13	19	\$4,939,500
192	Kyle Dickson	3	6	9	\$4,939,400
193	Paul Scherrer	4	6	10	\$4,927,369
194	Khloe Anderson	10	6	16	\$4,912,888
195	Katrina Matheis	8	10	18	\$4,903,095
196	Jeneene West	12	9	21	\$4,882,700
197	Megan Kelly	4	3	7	\$4,881,000
198	Nancy Mutchmore	2	3	5	\$4,869,650
199	Tatum Hill	4	2	6	\$4,867,209
200	Rochelle Perkins	15	2	17	\$4,846,677

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