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# publisher's note

As I sit down to write this month's note, I can't help but reflect on the incredible community we continue to build together here in Michiana. Every issue of this magazine is a testament to the hard work, passion, and dedication of the top agents, brokers, and partners who make our local real estate market thrive.

What I love most about Real Producers is that it's more than a publication — it's a connection point. It's where stories are told, relationships are formed, and partnerships grow. Whether it's through the pages you're holding now or the events we gather for



throughout the year, my goal has always been simple: to create a platform where the best in our industry can connect, collaborate, and celebrate one another.

Thank you for continuing to be part of this journey. If we haven't connected yet, let's change that — I'd love to hear your story and find ways to spotlight what makes you and your business stand out.

Here's to another month of growth, success, and community. See you soon!

— Jeff Bliler  
Publisher | Michiana Real Producers

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# JENNY WELDY

## STILL CARING WITH A NURSE’S HEART

BY JESS WELLAR  
PHOTOS BY MEGAN  
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Jenny Weldy has quickly proven that some transitions are more like natural progressions. A fledgling Realtor with Berkshire Hathaway HomeServices Northern Indiana, Jenny has already made her mark, closing over \$5.5 million in sales across 21 transactions in 2024 alone. Not bad for someone who only went full-time in real estate in February of last year. But Jenny’s success isn’t about stats; at her core, she’s fully devoted to serving others — a trait she carried over from her 14-year career in nursing.

“Nursing has given me years of working with people in hard, happy, sad, tough situations,” she begins. “You have to be able to meet a person where they are in a situation and walk alongside them.”

### From Scrubs To Sales

Before diving into real estate, Jenny dedicated herself to nursing after earning her Bachelor of Science in Nursing from Indiana-Purdue Fort Wayne. Her fruitful career spanned bedside care, community nursing with the Elkhart County Health Department, physician’s offices, and her most recent role as a liaison for Goshen Home Care and Hospice.

“Healthcare has changed a lot over the years — especially with the demands on nurses since COVID. My eyes opened to it more as the years went by,” Jenny reflects. “During the pandemic, I had a liaison hospice job I could do



from home, but the shifts in healthcare were hard to ignore. The workload, the stress — it made me question if there was something more for me.

“I began searching for other ways I could serve the community,” she continues. “I actually considered becoming an appraiser at one point, but my mind kept coming back to real estate.” Ironically, it was a challenging personal real estate experience that sealed the deal for Jenny. “We sold our first home with a Realtor, and it didn’t go as planned. I found myself overly involved just to get us to closing day,” she chuckles. The eye-opener came when she and her husband, Jaren, purchased their current home through a For Sale By Owner.

“Looking back, we had a lot of people help us make better decisions, but without them, we would’ve been lost. That’s when I realized the importance of having an agent who truly advocates for

you,” Jenny emphasizes. That experience led Jenny to obtain her real estate license in 2022; and she soon discovered a surprising overlap with her nursing skills: meeting people where they are.

### Natural Fit

Jenny’s diligence and ability to relate to clients quickly paid off. She earned the 2023 Honor Society Award and the 2024 Leading Edge Award, both from Berkshire Hathaway for outstanding production.

“Success for me is a productive business with satisfied clients while still being present at home though,” she points out. “It doesn’t always mean more sales. It’s about creating meaningful transactions and being home for dinner and after-school events.”

Jenny’s key to winning? Her nursing background prepared her to thrive in the real estate industry by always

serving others. “I care for my clients like I would for my patients — educating them, advocating for them, and making sure they fully understand the process,” she explains.

Her attention to detail, honed through years of meticulous medical documentation, ensures that nothing falls through the cracks in a transaction. “In nursing you often hear, ‘If it wasn’t documented, it wasn’t done.’



It is important for all parties to be informed, but even more important to be detailed, concise, and correct in your documentation all along the way.”

Her expertise in working with seniors has also shaped her business. Jenny holds the Senior Real Estate Specialist (SRES) designation, which allows her to connect seniors and their families with resources they need while navigating life transitions. “With senior real estate, most of the time there are multi-generational clients and their families assisting them which can take additional patience, time, and understanding,” she adds.

### The Power of Perseverance

Jenny embodies the mantra she lives by: “Hard work pays off.” That phrase took on new meaning in late 2024 when she ruptured her Achilles playing pickleball



for the first time. “I’ve always been active — running 5Ks, playing basketball with my kids (and beating them!) That injury slowed me down physically, but it gave me a new perspective,” she admits.

Despite the setback, Jenny stayed devoted to her clients, relying on her wonderful support network at Berkshire Hathaway and her family.

“Asking for help isn’t easy for me, but this experience made me appreciate the importance of community and support,” she acknowledges gratefully. Now in physical therapy, she celebrates small victories, like walking a mile and a half recently. “I might be able to run again by the fall,” she shares with a determined smile.

“It doesn’t always mean more sales. It’s about creating meaningful transactions and being home for dinner and after-school events.”

**Family And 4-H Fun**

When she’s not serving her clients, Jenny is fully immersed in family life. She and Jaren have been married for 13 years and keep a full calendar raising three active children: Collin (11), Ellis (9), and Otto (7). Their lives revolve around sports, 4-H activities, and family adventures.

“We’re a 4-H family now, which I never expected,” Jenny laughs. “Our kids are in the Swine Club and Dairy Feeder Club. Most nights, you’ll find us walking pigs around the yard with their cousins. It’s a lot of hard work, but it teaches dedication and responsibility.” The Weldys care for their pigs from March until the county fair in July, keeping them at a relative’s barn. “They’re surprisingly intelligent, and their personalities shine through,” Jenny laughs.

When not wrangling pigs or cheering from the sidelines at sports events, Jenny

enjoys walking the family’s two dogs, Molly and Mia, reading, and soaking up the sun. Jenny is also actively involved with the Elkhart County 4-H Fair, helping organize Hometown Hero Day, which honors veterans and first responders. As she looks to her future, Jenny feels like she’s just getting started. With her first full-time year in real estate underway, Jenny is eager to keep expanding her business while continuing to focus on serving seniors in her community.

“There are so many opportunities for growth in this profession,” she concludes. “I’m just so thankful for the flexibility this career affords after the world of nursing, where I was on call. I love being there for my family and will continue to take the best care of my clients.”





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# Tammy Harper

## WITH PAINTING DAISIES

### *Sprucing Up For A Lasting Impression*

Tammy Harper spent more than a decade in the real estate world before a random opportunity to paint for an investor quickly turned into something much bigger. After endless encouragement (and nudging) from her dad, she decided to reach out to a few Realtor friends to see if they needed any painting work done. The response was overwhelming.

“I reached out to 25 Realtors who I thought would take me seriously, and the painting business immediately took off,” she recalls. She joined forces with her best friend for three years, growing the business by 150% during that time.

Now, nearly a decade later, Tammy and her stepdaughter, Khilee, continue to run a thriving painting business based in Goshen, offering interior painting services — including walls, ceilings, trim, wallpaper removal, and cabinet refinishing — to clients throughout the Michiana area.

### **From Realtor To Painter And Back Again**

Tammy spent years in the corporate and real estate

sector before launching Painting Daisies, but after nearly a decade of physical labor, her body began to push back. By late 2023, she knew she had to make another change. “The physical pain had begun to override my passion for painting,” she admits. So she decided to reactivate her real estate license.

At the same time, Khilee was stepping up, and it just made sense for her to take the lead in the painting business. With Khilee now handling the day-to-day painting and Tammy managing operations while working in real estate, the business is thriving in its new structure.

“Khilee had been working with me on bigger jobs when I needed help for the previous two years,” Tammy says. “She would come in the afternoons after she got off work. She quickly proved that she was a hard worker, had pride in her work, and naturally had a steady hand, clean lines, and wasn’t sloppy.”

### **Helping Realtors Impress**

As both a Realtor and a business owner, Tammy knows firsthand how valuable good painting services can be in property transactions. In fact, this month, Painting Daisies is offering Real Producers a 10% discount if they mention this article.

“We understand that sometimes in real estate transactions, time can be of the essence,” she points out. “Listing deadlines, appraisal issues, buyers wanting painting done before moving in — these are all things that can come up, and we will do our best to fit you in our schedule and help you and your clients achieve their end goal.”



Tammy also makes sure pricing is transparent and consistent. “We provide free estimates,” she continues. “We also charge by the job, not the hour — so the estimate I give does not change, and that estimate includes everything.”

Perhaps what Tammy loves most about her business is the total transformation.

“The freshness and completely different look that paint can bring to a space is truly satisfying,” she offers. “At the end of every job, the customer is smiling and so happy with their fresh and new look. That’s something that allows us to sleep easy at night and feel good about.”

Painting Daisies has been booked solid, with clients often scheduling two months out. But Tammy is looking to expand one area of the business in particular.

“We would love to grow our kitchen cabinet clientele and spruce up more kitchens by painting them for our clients,” she says. “On average, we do 12-20 cabinets per year, but we would love to do more! We use top-of-the-line Sherwin-Williams products that are made to last for years.”

### **Built On Family**

Tammy has always been one to put her big heart into everything she does, and that’s what makes Painting Daisies special.

For her, the personal connections made along the way are just as important as the work itself: “We want to make this as stressless for the customer as we can and create a friendship to last throughout the years,” she emphasizes. “We’ve had numerous repeat customers, and we love hearing updates on how life has been!”

That focus on genuine relationships to match stellar service has paid off, with clients consistently leaving glowing reviews

on Google and their business’s Facebook page.

“It’s also been wonderful to watch Khilee go out of her comfort zone and take a leap of faith with me,” Tammy acknowledges gratefully. “She has been a wonderful asset to Painting Daisies. We’re a stepmom/daughter duo, so we bring a very tight-knit and trust-filled approach to all of our projects.”

Beyond The Business When she’s not working, Tammy loves to soak up

*“Listing deadlines, appraisal issues, buyers wanting painting done before moving in — these are all things that can come up, and we will do our best to fit you in our schedule and help you and your clients achieve their end goal.”*



the sunshine and spend time near the water.

“We have a pool and a tiki bar, and every weekend, friends and family are here enjoying the pool with us in the summer,” she beams. “I love to work from there when I can!”

Tammy and her husband, Jason, have a blended brood of four daughters — Destiny (20), Khilee (27), Harlee (28), and Ashlee (30) —in addition to seven grandkids, all age 8 and under.

“The holidays and our pool parties are obviously a blast!” she laughs. “It’s pure chaos.”

Painting Daisies also takes pride in giving back to the Michiana community.

“We have donated to plenty of organizations over the years, including the VFW and various school fundraisers for the children,” Tammy elaborates.

With a steady stream of clients and a strong, family-driven business model, the future looks bright for Painting Daisies.

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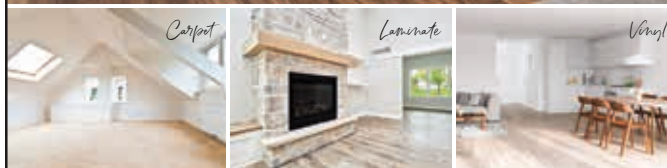
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# TAMARA HARKE

Making Others' Priorities Her Own

BY JESS WELLAR  
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**“I once read that the average adult has three careers in their lifetime. My first job, I worked as a restaurateur. Then I was a liquor and wine salesman. Now I’m proud to call myself a Realtor®, and this is my last career.”**

When Tamara Harke reflects on her career path, it’s clear she’s exactly where she’s meant to be. For over 22 years with Coldwell Banker, Tamara has carved out her space in real estate, consistently ranking among the top 5% of Realtors in St. Joseph County and closing over 600 transactions to date. She leads the Tamara Harke Home Team with a mentorship-first philosophy, guiding her small but mighty team while maintaining the same passion and work ethic she had from day one.

## Solid Foundation Of Service

A proud graduate of Penn High School and Purdue University, Tamara earned a degree in Restaurant Institutional Management, launching her career with Ruby Tuesday’s and Applebee’s in Atlanta before moving back to South Bend in the mid ‘90s.

Back home, Tamara pivoted to sales, taking on a role as a liquor and wine representative. She worked her way up to wine specialist, servicing high-end restaurants and liquor stores across northern Indiana.

“It was a great intro to sales,” she notes. “But unlike real estate, where the sky’s the limit, in liquor sales you’re handed accounts to service. I wanted to be in charge of my own destiny.”

In 2003, a conversation with Paul Gjemre, the owner of Coldwell Banker Anchor — and the very person who sold Tamara her first condo — changed everything.

“I met with Paul to talk about becoming a lender,” she explains. “But he said, ‘Nope, you should become a Realtor. You can make six figures if you set your mind to it and work hard.’ I was skeptical.”

But she took his advice, enrolled in real estate courses, and got her license that fall.

“During that summer, I saved as much money as I could so I could afford to quit my liquor sales

position and concentrate on real estate full-time,” Tamara recalls.

Her first full year? 23 transactions totaling just under \$2.5 million in sales. By her second year, she hit the six-figure mark — just like Paul predicted — and never looked back.

## Perseverance Pays Off

Real estate isn’t for the faint of heart. The market’s highs and lows can be brutal, but Tamara’s success comes down to one thing: consistency. She’s been among the top 5% of Realtors in the county most years. Even during tough times—like the housing crash of 2008, navigating a divorce, or balancing motherhood—Tamara never wavered.

“Sales were harder to come by from 2007 to 2014. But I stuck with it, and by 2015, I was back,” she points out. “And let me tell you, being a single mom and raising a son in real estate, you couldn’t have a better job! This career has given me the opportunity to support my family while maintaining a fulfilling work-life balance.”

In 2024, Tamara faced one of her toughest personal challenges yet — the loss of her mother after a 14-month battle with ALS. Despite the heartbreak, Tamara still managed 26 transactions and over \$7.5 million in sales.

“For me, success is about achieving a balance between a healthy personal life and a thriving business,” she says. “While

it's rewarding to receive a heartfelt 'thank you' from a client at closing, true success goes beyond that. I succeed when I proactively present solutions before issues arise and help ease a client's stress during a difficult process."

**Leading With Purpose**

Tamara leads a small, tight-knit team — The Tamara Harke Home Team—with a mentorship-driven approach. "I want my team to be a group of agents who generate their own listings and buyers, with myself as a mentor," she explains. "I supply them with a transaction coordinator to process deals, but I'm always there to support them 24/7."

Her team includes: Denise Evans, who's been with Tamara for over a decade, handling administration and marketing. Jillian Kazmierzak, specializing in buying and remodeling homes. Les Strohkirch, currently in referral status but hoping to return soon; and Tania Payne, the newest member, bringing fresh energy and a hunger to learn. Tamara's leadership philosophy is simple: "Priorities... yours become ours." She's not just there to oversee transactions; she's there to mentor, guide, and uplift.

Tamara's business model isn't about racking up the highest number of transactions either. It's about building relationships that last.

"Even though I have a team, I still act as the single point of contact," she says. "I do this so my clients never feel confused about who they're dealing with. I need to know what's going on at every step of the transaction."

Her approach has paid off — roughly 90% of her business comes from repeat clients and referrals. "I'm still passionate about doing the right thing for my clients. It's not about me. It's about them," she says. "Loyalty is everything."

For agents just starting out, Tamara's advice is crystal clear: "Treat it as a career, not a job—and certainly not a part-time job." She also encourages new agents to never stop learning. "Find a workplace that offers extensive training and seek out mentors who are willing to guide and support you. Consider joining a team. I'm always looking for new members to join me."

**Beyond Real Estate**

Outside of work, Tamara's busy being a proud mom to her son, Drake, a senior at Penn High School. They live just a few doors down from her father, keeping family ties strong on the street she grew up on. Tamara's hobbies reflect her love for life's simple pleasures — gardening, cooking, and of course, good wine.

"I'm kind of a 'wine snob,'" she laughs. "It's more fun and silly than being a 'wine snob.' She's also a traveler at heart. Saint Martin is her favorite getaway, but a recent trip to Ireland with her dad and son was a once-in-a-lifetime adventure.

Looking ahead, Tamara isn't slowing down anytime soon. Professionally, she aims to break \$10 million in sales annually and hopes to join the Indiana Leadership Academy class of 2026. She's also busy planning trips to NYC and Las Vegas with her son, and eventually Paris and Italy. "Always do the right thing and everything works out as it is supposed to," Tamara concludes.



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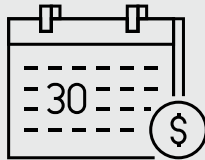
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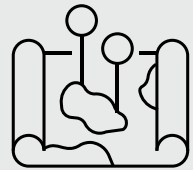
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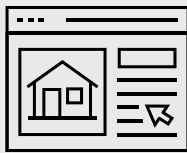
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