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Partner Spotlight
CHRIS DEROSIER
WITH JOHN ADAMS
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TOP PRODUCER

If you are interested in nominating people for certain stories, please email us at: Terra.Csotty@n2co.com

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CHRIS DEROSIER

WITH **JOHN ADAMS MORTGAGE**

Guiding Clients Through the Mortgage Maze

As a sales manager and loan officer at John Adams Mortgage, Chris DeRosier is known for the dedication he brings to every client relationship. With his deep industry knowledge, he has built a career on trust, communication, and a passion for guiding others through the mortgage process.



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From an early age, Chris was immersed in real estate. His mother was a real estate agent while he was growing up — which gave him a unique perspective on the industry — but he chose to follow his own path. Instead, Chris' passion for helping others navigate the complexities of home financing has been a driving force throughout his career. "The joy of getting to help guide, educate, and advise clients through what can be a tough and scary process has always excited me," he said.

Chris began his mortgage career at a large national lender but soon realized he wanted to offer clients a more personalized experience. He found that opportunity at John Adams Mortgage, where he has spent the past nine years refining a holistic process for mortgages. His goal is to make sure that every client feels supported and informed at each step of their journey.

According to Chris, the mortgage process is all about building relationships and trust. "I want to be their mortgage guy," he explained. "When they think or hear 'mortgage' for themselves or others, I want them to think of me."





“ I want to be a **TRUE PARTNER** to my referral partners. We will grow and invest in our business together. ”

Outside of work, Chris is a devoted family man. He has been married to his wife for 15 years and is a proud “girl dad” to two daughters, ages 10 and 7. The family, including their French bulldog Enzo, calls Grosse Pointe Park home. In his free time, Chris enjoys golfing, cooking, and attending community events.

When asked about his definition of success, Chris mentioned his clients and partners — because they make up the heart of his business. “I want to be a true partner to my referral partners,” he explained. “We will grow and invest in our business together.”

In the days to come, Chris hopes to leave a legacy of positive impact. His goal is to be a source of encouragement and support, both in his professional life and in the broader community. “There isn’t enough positivity put out there these days — too much focus on the divisions and negatives,” he said.

Chris’ desire to lead with purpose extends to others in the mortgage industry as well. In recent years, he has made it a priority to mentor newer professionals and help them thrive in their careers. “This industry has given so much to me and my family,” he shared. “I find joy in being a steward for it and helping shape its future so I can leave it better than I found it.”

At John Adams Mortgage, Chris offers a unique blend of industry knowledge and personal dedication. “We have the tools, technology and products that clients need with the extra benefit of me,” he explained. Chris’ expertise and authenticity makes him a standout choice for anyone navigating the mortgage process.

To learn more about Chris and John Adams Mortgage, visit yourmortgageguychris.com or call 313-220-1073.

The new golden rule in real estate is “communication, communication, communication,” and Chris firmly practices this open-door transparency. “Nothing clarifies like clarity,” he said. Chris also encourages clients to ask questions, believing that “the only bad question is the one you don’t ask.”

Referrals are a true sign of a client’s appreciation for high-level service, and Chris feels honored that clients would continue to think of him after their deals have closed. “It means they felt taken care of in a way that they want their friends and family to be taken care of,” he shared.

Over the years, Chris has witnessed significant changes in the mortgage industry, particularly in the realm of technology. “This used to be a belly-to-belly and paper-driven business,” he said. “Technology has moved us from a physically present and digitally enhanced business to being digitally present and physically enhanced.” Chris embraces the technological changes, integrating it into his workflow while maintaining personal availability for his partners and clients. This balance of digital efficiency and personal touch has become a cornerstone of his success.

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FIRAS GORYOKA

A LIFE BUILT ON INTEGRITY, VISION & THE ART OF HOME

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In the elegant realm of luxury real estate, where emotion and investment intertwine, Firas “Ferris” Goryoka has shaped a reputation defined by grace, trust, and vision. With more than a decade of experience and over \$50 million in closed sales, he represents the union of expertise and empathy.

For Ferris, real estate is a vocation rather than a mere profession. “Real estate was never just a career: It was a calling,” he said. He approaches each client with the conviction that a home shapes a person’s identity, their family, and their future. The path that led Ferris into the industry was rooted in service to others and in the belief that clear guidance can transform one of the most important transitions in life. “I have always been passionate about helping others,” he added. “The housing market gave me a way to make a real difference during life’s most pivotal transitions.”



Born in Baghdad, Iraq, Ferris carries a perspective informed by resilience and gratitude. Early mentors in the field instilled in him a code of character that still guides his decisions. “They taught me that real success comes from character. It is about doing the right thing, even when no one is watching,” he shared.

Integrity, transparent communication, and a client-first mindset became the hallmarks of Ferris’ brand. “Running my own businesses taught me discipline, adaptability, and the value of relationships,” he explained. “Those lessons became the cornerstone of my approach to real estate.”

Today, Ferris leads the Firas Goryoka Real Estate Team with Golden Key Group, uniting real estate and lending

under one roof. His dual expertise as a luxury home agent and a direct mortgage lender enables a seamless process that brings clarity and confidence to buyers and sellers. “My clients value peace of mind,” he said. “When one professional can handle both sides of the process, everything becomes smoother and more transparent.” Recently, Ferris’ wife, Christine, joined the team as a licensed real estate agent, further strengthening the family’s shared commitment to client service.

Consistent recognition, such as Agent of the Month and membership in the Million Dollar and Multi-Million Dollar Clubs, reflect Ferris’ sustained excellence; however, he sees lasting relationships as the truest measure of success. “Awards represent performance, but loyalty represents legacy,” he said.

According to Ferris, true luxury is defined by understanding. He demystifies each step for first-time buyers and seasoned investors alike, so that informed decisions replace uncertainty. “My mission is to simplify complexity. When clients understand the process, fear fades and empowerment begins,” he explained.

In a market that can change quickly, Ferris remains composed and adaptive, emphasizing honest communication and solution-oriented strategy. “The industry moves fast, but honesty never goes out of style,” he said. “When you focus on solutions and relationships, obstacles become opportunities.”





Christine, wife of Firas
Photo courtesy of Firas Goryoka

Behind Ferris' professional discipline stands a husband, father, and son whose family is the anchor of his life. His wife Christine, their sons Sameem and Sharbel, and his parents provide the balance that sustains his work. "Christine's support and my parents' encouragement have been my foundation from the beginning," Ferris said. "My boys remind me every day what I am working for."

Ferris' family cherishes simple rituals such as exploring local parks and discovering new restaurants. "Those moments of togetherness keep me grounded," Ferris shared. "They renew my energy and give me the joy I need to serve my clients at my best."

Ferris is also deeply engaged in his Catholic community and views prosperity as most meaningful when it uplifts others. "Faith gives me perspective. It reminds me that real estate is not about properties, but about serving people and creating spaces where life can flourish," he explained. Charitable involvement and mentorship are part of his professional identity as well. Beyond the office, Ferris seeks balance through fitness, volleyball, ping pong, and a thoughtful game of pool that combines patience with focus.



Ferris encourages new agents to value authenticity, to build relationships before transactions, and to protect their integrity without compromise. "Integrity is your greatest asset," he added.

Looking ahead, Ferris hopes to be known as a trusted advisor who helps people reach their dreams. "I want to

be remembered as someone who truly cared," he said. "Someone who led with honesty, served with excellence, and helped others achieve their dreams."

For Ferris, real estate is a practice grounded in trust and empathy. Each home he helps create stands as quiet evidence of his character.

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Mike NAFSOU

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BUILDING A BUSINESS CLIENTS CHOOSE AND TRUST

After years of professional experience outside of the industry, Mike Nafsou entered real estate with clarity and purpose. When he decided to make the transition, he did so with the intention of building a business he could truly call his own, which continues to guide the way he serves his clients today.

Mike grew up learning about real estate through necessity rather than choice. His father passed away at age 45, making Mike's mother a 43-year-old widow with four children ranging from 9 to 16 years old. Despite barely speaking English, she purchased rental properties and became a landlord, teaching her children how to manage tenants, leases, and the complexities of property ownership. "We made errors, but we learned quickly," Mike recalled. Those early lessons, learned while working jobs to support one another, planted seeds that would bloom decades later. Mike also witnessed





and learned the value and blessings of family and friends during that time.

After spending 18 years in the cell phone industry, Mike obtained his real estate license in 2018 and transitioned into full-time real estate in January of 2019 with Keller Williams Domain/Lakeside. His decision to leave retail behind was driven by a simple realization — he wanted to stop managing people and start building a business powered by his own work ethic and relationships.

Since entering the field over seven years ago, Mike has sold and leased more than 200 units, totaling roughly \$55 million in sales. In 2025, he closed 47 transactions worth \$17 million. He has also earned Rookie of the Year awards and has hit his cap every year as an agent. Beyond his sales achievements, Mike and his siblings own and manage multiple rental properties and one commercial

“
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I TAKE A LOT OF PRIDE IN THAT AND DO MY BEST TO RECIPROCATE THE RESPECT AND TRUST THEY HAVE SHARED WITH ME.”

building, demonstrating the investment acumen his mother instilled in him.

While Mike works mostly independently with occasional support from a showing assistant and a transaction coordinator, he credits the culture at Keller Williams Domain/Lakeside and his mentor and friend, Sean Yousif, for providing an extended family

atmosphere that enables success at the highest level.

As a mentor to up-and-coming agents, Mike tailors his coaching to match each person's preferred path. He understands that some agents thrive on teams, others work better solo, and some focus on investing and flipping properties. “There are multiple angles

to be successful in this business,” he explained.

Whether clients are selling, purchasing, investing, or simply seeking knowledge and resources, Mike makes himself available for all their needs. “They have multiple options of agents to choose from, so when I am chosen, I take a lot of pride in that and do my best to reciprocate

the respect and trust they have shared with me,” he said. As a result, Mike's business operates primarily through referrals, evidence of the trust and loyalty that clients place in him.

Like many other agents, Mike will admit that the demanding nature of real estate can make it difficult to have a proper work-life balance, particularly during the busy months. When he's not working, he's often spending time with his wife and two daughters, playing golf with friends, and coaching football. He credits much of his success to his faith in God, his wife's support and patience, and the support of his family, friends, and clients who have been a blessing to him in many ways. He is also deeply involved in his community, supporting local Catholic churches — such as St. Mary and St. George — St. Jude Children's Research Hospital, and animal shelters. He takes pride in operating his life and business with faith, love, and gratitude, so he can lead by example for his precious daughters.

Mike loves every aspect of real estate and envisions continuing for at least another decade before potentially scaling back. He also plans to expand his investment portfolio and grow his real estate holdings.

Mike takes pride in guiding clients and supporting agents in ways that feel meaningful, not transactional. For him, real estate is less about the numbers and more about building a career rooted in relationships, care, consistency, and connection.





Toast to the Top!

We truly appreciate you joining us for our Toast to the Top celebration in March! The afternoon was full of great conversations, amazing company, and incredible food. It was such a pleasure to recognize last year's achievements and spend time connecting with our fellow agents and valued preferred partners.

Keep an eye out for our next issue, where we'll be sharing highlights and photos from the event!

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7,856
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