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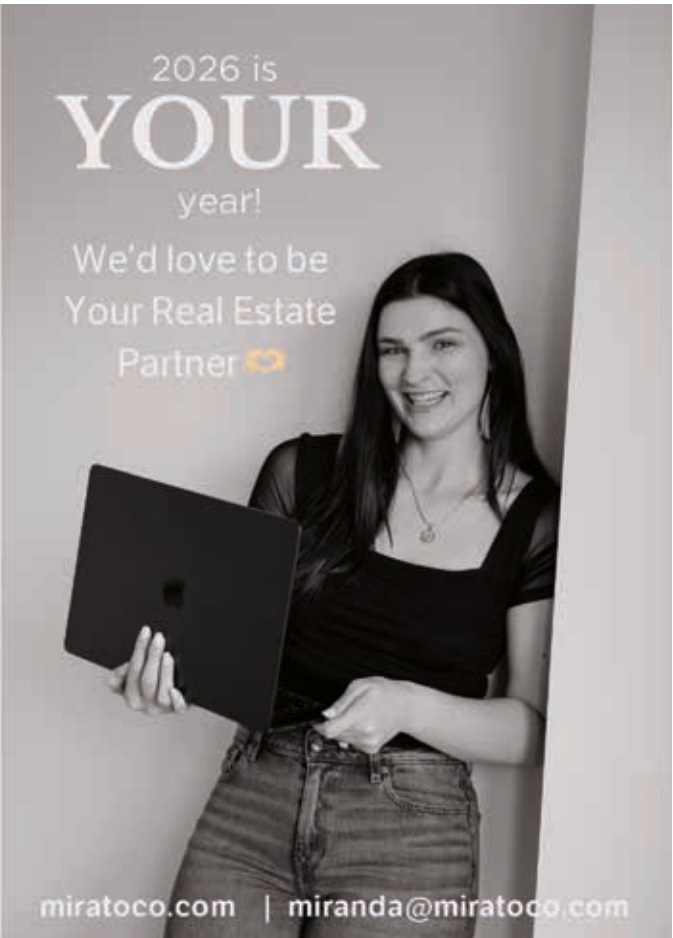
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Omaha Real Producers Receives APEX Award for Publication
Excellence in Design



We are incredibly proud to share that our March 2026 issue of Omaha Real Producers has been honored with an APEX Award for Publication Excellence in Design. Established in 1988, the APEX Awards are among the publishing industry's most respected honors, recognizing excellence in editorial quality, visual design, and overall communication. Winning an APEX Award is considered a benchmark for exceptional storytelling, creative design, and publishing excellence.

This recognition is a testament to the remarkable collaboration behind every issue. To our talented creative team, writers, designers, photographers, editors, and

production staff, thank you for your passion, creativity, and unwavering commitment to producing a magazine that reflects the very best of Omaha's real estate community. Your dedication continues to elevate this publication month after month.

Most importantly, thank you to our incredible real estate professionals, industry partners, advertisers, and readers. Your stories, support, and trust are the heart of Omaha Real

Producers. This award belongs to all of us, and we are honored to continue celebrating the people who make this community so exceptional.

WANT TO BE FEATURED IN THE MAGAZINE?

Nominate Yourself or Someone You Know



- Omaha Real Producers Is Accepting Nominations!**
- Cover Stories:**
- In the top 75 agents in Omaha for revenue
 - Committed to giving back via mentoring and/or charity
 - Has an inspiring story
- Rising Stars:**
- Less than 5 years in the business
 - At least \$3 million in sales in one calendar year
 - Active on social media



We also regularly run “Giving Back” features on agents who are actively making a difference in the community and “Inspiration” features on agents who have a particularly inspiring story to share.

For more information, to nominate an agent or to request to be featured yourself, please email stacey.penrod@n2co.com.

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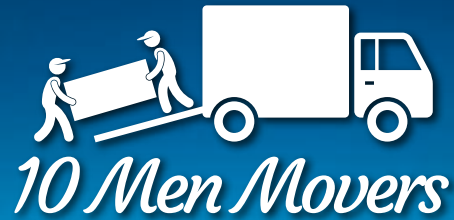
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10,261



TOTAL
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SALES
VOLUME

\$4.1 Billion



AVERAGE
SALES
VOLUME
PER AGENT

\$13.6 Million

Information is based on residential sales in 2024 in Greater Omaha by the top 10% of agents by sales volume.

FAQ

ABOUT THIS MAGAZINE



BY STACEY PENROD, OWNER/PUBLISHER



If you just made the 2025 Top-Producing Agents in Greater Omaha and are new to our publication, you may be wondering what it's all about. "FAQs About This Magazine" answers the most commonly asked questions around the country regarding the Real Producers platform. My door is always open to discuss anything regarding this community — this publication is 100 percent designed to be your voice and to connect, elevate the industry, and inspire!

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 10 percent of agents in Omaha. We pulled the MLS numbers (by volume) from January 1, 2024, to December 31, 2024, in Greater Omaha and, based on the year's sales performance, our new 2025 distribution list was born. This magazine is free exclusively to the top agents in the area each year. This year, the minimum production level for our group was \$7 million, based on data reported to MLS.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: It's really simple — every feature you see has been chosen based on production numbers and/or nomination. You can nominate other REALTORS®, affiliates, brokers, owners, or even yourself! Office leaders can also nominate Realtors. We will consider anyone brought to our attention because we don't know everyone's story, so we need your help to learn about them.

A nomination currently looks like this: You email us at stacey.penrod@n2co.com with the subject line, "Nomination: (Name of Nominee)," and explain why you are nominating them to be featured. It could be they have an amazing story that needs to be told — perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way. The next step is an interview with us to ensure it's a good fit. If it all works

out, we put the wheels in motion for our writer to conduct an interview and for our photographer to schedule a photo shoot.

Q: WHAT DOES IT COST A REALTOR®/TEAM TO BE FEATURED?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! We are not a pay-to-play model. We share real stories of Real Producers.

Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a "Preferred Partner" in the front of the magazine is a part of this community. They will have an ad in every issue of the magazine, attend our quarterly events, and be a part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have recommended every single Preferred Partner you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our goal is to create a powerhouse network, not only for the best Realtors in the area but the best affiliates, as well, so we can grow stronger together.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

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Nick Gollin

BY DAVE DANIELSON • PHOTOS BY NATALIE JENSE

Service Mindset for Strong Bonds

When Nick Gollin earned his real estate license in March 2021, he never imagined the career would become his full-time calling. In fact, if you had asked him years earlier where he saw his future, the answer would have sounded very different.

After studying wildlife ecology in college, Nick envisioned a career as a game warden or wildlife researcher. But as he began working internships, reality quickly set in.

“I realized pretty fast that it wasn’t going to pay the bills,” he says with a smile.

That realization led him into construction, where he gained valuable hands-on experience while figuring out his next step. Eventually, life presented an unexpected opportunity. After meeting his wife, Jane, and relocating from Lincoln to Omaha, Nick joined a startup business that focused on remodeling properties, general contracting,

landscaping, and eventually property management.

Without realizing it, he had taken his first steps into the world of real estate.

An Organic Journey
Initially, obtaining his real estate license was simply intended to complement the work he was already doing.

“I thought it would be a good addition,” Nick recalls. “Maybe it would help us find the deals we were looking for and provide some supplemental income.”

Then something unexpected happened.

“One deal turned into three, three turned into six, six turned into twenty,” he says. “Before I knew it, it had become a full-time career.”

Today, Nick serves clients throughout the Omaha area with Nebraska Realty, but his approach hasn’t changed. He doesn’t see himself as a salesperson.

“To me, it’s not a sales business,” he explains. “It’s a service business.”

Growing up in a small rural farming community shaped the values that still guide him today. Honesty, hard work, and treating people the right way aren’t simply business principles—they’re part of who he is.

“I feel like those traits translate well into real estate,” he says. “People want someone they can trust.”

Walking Beside Clients
For Nick, every transaction carries significant meaning



because he understands what buying or selling a home represents.

“For most people, it’s the biggest financial decision they’ll ever make,” he says. “That makes it incredibly important.”

He recalls recently helping a couple sell one acreage so they could purchase another and begin creating new memories together after both had experienced difficult chapters earlier in life.

Like many real estate transactions, the process wasn’t without challenges.

“To me, **real estate isn’t a sales business**—it’s a service business. My job is to be in my clients’ corner and advocate for them every step of the way.”
— NICK GOLLIN

“Sometimes things get bumpy, and it’s nobody’s fault,” Nick explains. “The stars just don’t align.”

During stressful moments, he believes his role extends far beyond paperwork and negotiations.

“My job is to be in their corner,” he says. “To advocate for them and keep everything moving.”

Helping clients navigate those uncertain moments is one of the most rewarding aspects of his career.

Relationships First

One of the most distinctive aspects of Nick’s business is how he generates clients.

He doesn’t cold call.

He doesn’t prospect.

He doesn’t chase leads.

“I don’t do any prospecting or marketing or cold calling,” he says. “Everything has been organic.”

For Nick, relationships begin through genuine

conversations rather than scripted sales pitches.

He laughs as he remembers helping move a piano for his brother-in-law. During the drive, he struck up a conversation with another member of the moving crew. A few days later, that casual conversation turned into a client looking to purchase a home.

“I love how a simple conversation can turn into a lifelong relationship,” he says.

That relationship often extends well beyond the closing table.

Clients continue calling him for recommendations on plumbers, fence contractors, roofers, or advice after a hailstorm.

“You become a trusted resource,” Nick says. “Even after the transaction is over, they know they can call you.”



“

I want people to remember me for my **honesty and follow-through.** If I’ve earned their trust, I’ve done my job.”

— NICK GOLLIN

maintaining the property, or spending time outdoors hunting, fishing, camping, or hiking, family life remains at the center of everything he does.

“My little boy is kind of my partner in crime,” Nick says. “He’s my shadow. We’re riding in the tractor together and doing farm chores every day.”

For Nick, providing for his family is a powerful motivator, but so is building

meaningful relationships through his work.

A Reputation Worth Earning

Ask Nick what he hopes clients remember about him years after working together, and his answer comes quickly.

“Honesty and follow-through.”

He understands that real estate professionals sometimes face unfair stereotypes, making trust even more valuable.

“I want people to feel like I was honest, that I followed through on what I said I was going to do, and that I was truly advocating for them.”

It’s a philosophy that has quietly fueled his success.

Rather than chasing numbers or production

awards, Nick focuses on serving people well, believing that lasting relationships naturally follow.

In a profession built on trust, that simple approach continues to open doors—and create clients who become lifelong friends. ▀



Driven by Family

While Nick enjoys helping clients, his greatest motivation comes from home.

He and Jane operate a horse training business near Bennington while raising their three-year-old son, Sam.

“That’s a whole other side of my life that a lot of people don’t get to see,” he says.

Whether caring for horses, tackling farm chores,





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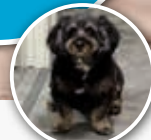
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THE FENCE KREW



BUILDING WITH THEIR BEST

BY DAVE DANIELSON
PHOTOS BY STACY IDEUS

Sometimes the best businesses begin with a leap of faith.

For Steph Madej and her husband, Marcus, owners of The Fence Krew, that leap came after attending an entrepreneurship event that challenged attendees to think differently about life, purpose, and business. The experience left the couple inspired—not only to pursue their own dreams but to build a company grounded in faith, family, integrity, and service.

“We left there asking ourselves, ‘What are we doing?’” Steph recalls. “Marcus looked at me and said, ‘I’m starting my own fence company.’”

At the time, Steph had spent 12 years building a successful nursing career. She fully intended to support Marcus from the sidelines while he launched the business.

Life had other plans.

Finding Their Roles

Marcus had already spent years working in the fencing industry, learning the craft and developing the skills that would eventually become the foundation of the company. While he had always possessed an entrepreneurial mindset, fencing was the first career that truly felt like the right fit.

As the business quickly grew, Steph found herself helping more and more behind the scenes.



What began as answering an occasional phone call soon evolved into handling customer communication, estimates, scheduling, permits, utility locates, surveys, and project coordination. Eventually, she made the difficult decision to leave nursing and join the business full-time.

“It was honestly one of the hardest decisions I’ve ever made,” Steph says. “I was stressed because entrepreneurship is a huge leap. But looking back, it’s

been one of the best decisions I’ve ever made.”

Today, the couple’s responsibilities complement each other perfectly.

Marcus oversees installations, manages crews, and ensures every project meets his exacting standards for craftsmanship. Steph keeps the business running smoothly by serving as the primary point of contact for every



“He’s a perfectionist,” Steph says proudly. “His craftsmanship is incredible.”

Honesty Above Everything

The Madej family believes that doing the right thing is always the best business strategy.

If a homeowner requests five fence posts to be replaced but only two actually need replacing, Steph says they won’t recommend unnecessary work simply to increase the invoice.

“If you only need two posts, we’re going to tell you that,” she says. “We’re not going to sell someone something they don’t need.”

That straightforward approach has generated something every growing business hopes to earn: trust.

Only a few months after opening their doors, the company’s schedule was already filling with projects through referrals and positive word-of-mouth.

“We’ve just been incredibly blessed,” Steph says. “People have trusted a local family business, and we don’t take that lightly.”

Although growth continues, the couple has no desire to become the biggest fencing company in the region.

Instead, they remain committed to using their own employees rather than subcontractors, allowing them to personally oversee the quality of every project.

“We want it to stay personal,” Steph explains. “That’s important to us.”

Powered by Family

Running a business together while raising three daughters—Peyton, Ava, and Ruby, all six years old or younger—is no small undertaking.

Many evenings don’t end when the workday is over.

Instead, the couple often puts the girls to bed before returning to emails, scheduling, or planning the next day’s projects well into the night.

“It’s definitely a grind,” Steph admits.

Thankfully, they haven’t had to do it alone.

As she reflects on their first year in business, Steph becomes emotional



“If you only need two posts, we’re going to tell you that. We’re not going to sell someone something they don’t need.”

— STEPH MADEJ

“We want it to stay personal. That’s important to us. Every customer deserves honest communication and quality craftsmanship.”

— STEPH MADEJ

discussing the unwavering support they’ve received from both sets of parents.

“They’ve been amazing,” she says. “They’ve cooked us dinner, folded our laundry, watched the girls, mowed our grass—just so we could keep going.”

Steph says that kind of support has meant everything.

“When you’re building a business while raising a



young family, you simply can’t do it alone,” she says. “Their willingness to step in whenever we’ve needed them has allowed us to keep pursuing this dream.”

Their encouragement has allowed Steph and Marcus to pursue their vision without sacrificing what matters most.

For Steph and Marcus Madej, The Fence Krew represents much more than building fences.

It represents building a life centered on faith, family, hard work, and serving others with excellence.

Perhaps fittingly, the company’s name carries special meaning. “Krew”—spelled with a K—reflects Marcus’s Polish heritage. The Polish word krew

means “family” or “blood,” making it a fitting symbol for the business they have built together.

As The Fence Krew continues to grow, Steph and Marcus remain committed to the principles that inspired them from the very beginning: treat every customer like family, communicate honestly, deliver exceptional craftsmanship, and

never lose sight of the people who helped make the dream possible.

For the Madejs, success isn’t measured simply by the number of fences they build. It’s measured by the relationships they create, the trust they earn, and the legacy they’re building for Peyton, Ava, and Ruby—one project, one family, and one fence at a time. 🏡



customer and organizing the countless details that make each project successful.

“We’ve really learned to stay in our own lanes,” she says with a smile. “Now everything just flows.”

Communication Sets Them Apart

While quality fencing is certainly important, Steph believes exceptional communication is what truly distinguishes The Fence Krew from many companies in the industry.

“I hear all the time that people can’t even get contractors to call them back,” she says.

That frustration inspired the couple to build their business differently.

Every customer communicates directly with

Steph, receiving updates throughout the project so they always know what’s happening next.

“I’ll text customers and let them know, ‘Today we’re setting your posts,’ or ‘Tomorrow we’ll be finishing your fence,’” she explains. “People appreciate knowing what’s going on.”

That level of communication has helped establish trust from the very beginning.

It also allows Marcus to remain focused on what he does best—building beautiful fences.



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REARRANGED FOR CHANGE

Arranging Amazing Interiors
BY JESS WELLAR
PHOTOS BY STACY IDEUS

“An empty house will show off the imperfections, not the potential.”
— *Lisa Conover*

Twenty years ago, home staging was still a relatively unfamiliar concept throughout much of the Midwest. While many homeowners and even Realtors viewed it as an unnecessary expense, Lisa Conover and Liz Cooley saw something entirely different: an opportunity to help buyers fall in love with a home before they ever imagined living there.

Armed with little more than creative instincts, relentless work ethics, and a solid friendship that continues to anchor their business two decades later, the co-owners of Rearranged For Change helped transform home staging from a novelty into an invaluable tool for selling homes.

Starting From Scratch

Long before Rearranged For Change became a household name among Realtors, Lisa and Liz were simply two creative women seeking an outlet for their artistic vision.

Both pursued college studies centered around design and the arts, and both eventually found themselves at professional crossroads. When they reconnected at a social gathering in 2006, the timing couldn't have been better. HGTV had begun introducing viewers to the concept of home staging, and what started as a conversation quickly became the beginning of an incredible business endeavor.

“We left Omaha in July of 2006 for Kansas City to attend a week-long training school with lots of dreams and ready for some hard work!” Liz recalls.

The excitement of launching a new business was quickly met with reality. There was no carefully crafted business plan, just a willingness to work harder than anyone else.

“Our first staging job was a model house,” Lisa recalls. “It was a long haul of starting with nothing: no furniture, no accessories, no towels, no website, and no trucks.”

Instead, both women loaded everything they owned into a Suburban and flatbed trailer, personally hauling furniture and décor from one project to the next until the business grew enough to hire help.

Fast forward to today: Rearranged For Change routinely has between 30 and 50 homes staged at any given time while managing multiple projects every day.

“We just celebrated our 20th anniversary this month and have learned so much and met many amazing people,” Liz adds with a smile. “We are truly blessed!”



More Than Great Design

While their creative backgrounds certainly laid the foundation, both owners readily point to their work ethic that has allowed the business to flourish.

Growing up on a dairy farm in rural New York taught Lisa lessons she still carries into every project today. Responsibility, resilience, and finishing what you start weren't simply ideals; they were part of everyday life on the farm.

"As I grew up, I was always pleased with a job well done and learned a don't give up attitude because we are not done milking all those cows yet!" she chuckles.

Those values only deepened after her family relocated west, eventually leading her to a private arts college in California before entrepreneurship became a natural next step. Watching both of her parents operate successful small businesses reinforced the belief that building something meaningful takes perseverance.

Liz's upbringing was equally rooted in creativity. Born in Iowa City before eventually settling in Columbus,

Nebraska, she found herself drawn to fashion design, architecture, and interior design from an early age. Just as influential, however, were the lessons she learned from mentors in 4H, Job's Daughters, and her parents, who encouraged her along the way.

"My parents taught me a strong work ethic and gave me a strong faith," Liz acknowledges. "I am forever grateful for their wisdom and love."

Today, that shared foundation of hustle and diligence continues to shape the culture at Rearranged For Change. Alongside three assistants, five movers, and two moving trucks, Lisa and Liz remain actively involved in every project, believing their hands-on approach is one of the reasons Realtors continue to trust them.

Creating Confidence

Home staging has evolved dramatically over the years, but Lisa and Liz believe one thing has remained constant: people don't just buy square footage, they buy a feeling. That's why every project, whether it's a luxury listing, a modest starter home, or an occupied

consultation, receives the same level of care and attention.

Their philosophy is simple: the success of the Realtors they work alongside is inseparable from their own.

"Their success is our success," Lisa emphasizes. "We treat Realtors' clients with the utmost respect and care. Each day we work is filled with their best interests at heart. No matter the size or price range, we will fulfill their needs."

During occupied consultations, the pair notes they often become another trusted voice in the selling process, helping homeowners navigate difficult conversations about decluttering, furniture placement, and preparing their homes to make the strongest first impression. It allows Realtors to preserve their client relationships while giving sellers honest, objective guidance from experienced professionals.

"We take the GOOD, the BAD, and the UGLY houses and give our all to them no matter the size, price range, or condition," Lisa affirms.

"On consultations, we will take great pride in making our clients comfortable and still giving suggestions that potentially the agent doesn't want to say," she continues. "This way, the Realtor can stay on 'good guy' level. It's another tool in their toolbox for a successful sale."

That Realtor-first mindset has helped earn Rearranged For Change Best of Omaha honors every year since the home staging category was introduced five years ago. Even as virtual staging has become more common, Lisa believes nothing can replace the emotional connection buyers experience when they walk through a beautifully staged home.

"We believe there is a place for that," she says of virtual staging. "However, in our 20 years of experience, you simply cannot replace the 'WOW' factor in the first impression of a beautifully staged home."



Dreams Realized

Beyond the business, Lisa and her husband, Joe, cherish time with their three children, six grandchildren, and Finn, the family dog they're fostering while their middle child serves on deployment in the Middle East. Family dinners are among her favorite traditions whenever everyone's schedules align.

Liz and her husband, Jeff, will celebrate 30 years of marriage this December, and together they've blended a large family of five children that continues to grow, recently welcoming their fourth grandchild. Whether they're gathering to swim in the pool or enjoy a competitive game together, family remains at the center of their lives.

Remarkably, Lisa and Liz don't just work together — they genuinely enjoy spending their free time together as best friends, often bringing their growing families together along the way. Beyond the business, they also support fundraisers throughout the community, with causes benefiting veterans and children holding a special place in their hearts.

Looking back, both women are grateful for how far they've come, from hauling furniture themselves with a Suburban and trailer to leading one of the area's most trusted home staging companies. Looking ahead, however, they aren't chasing a bigger footprint or a faster pace.

"Our dream has already come true," Lisa concludes thoughtfully. "We have worked hard to have a successful business, and staging is no longer considered a luxury — it's a staple in the process to have the most success in real estate." ▼

CONTACT US!

To learn more about Rearranged For Change or schedule a staging consultation, visit rearrangedforchange.com or call Lisa Conover at 402-981-3509 or Liz Cooley at 402-981-8949.

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MARIE Otis

HEART IN THE RIGHT PLACE



BY JESS WELLAR
PHOTOS BY NATALIE JENSEN

Today, Marie leads The Caring Realty Group at BHHS Ambassador alongside teammates Tiffany Johnson and Cortney Edwards. Although the trio officially joined forces just over a year ago, they've worked together for years, building a business centered on personalized service, lasting relationships, and treating every client like a relative.

A Natural Transition

Born in Fargo and raised between Moorhead, Minnesota, and Bismarck, North Dakota, Marie earned her degree in Medical Technology and Microbiology from North Dakota State University before beginning her career at the Mayo Clinic, where she worked for five years in the Chemistry Department.

"During my time in graduate school, I also volunteered overnight at a trauma center," Marie recalls. "And while I didn't ultimately go that route for a career, the counseling certainly came in handy in real estate."

"I can relate to my clients as a result of that experience," she adds. "I can empathize and ask the right questions."

Those experiences taught her to listen carefully, remain calm under pressure, and recognize that empathy often speaks louder than expertise alone.

Real estate wasn't part of the original plan, however. With two young children at home, Marie was searching for a career that would provide greater flexibility

Long before she became a Realtor, Marie was already learning one of the most valuable skills in the business: understanding people. Whether working in healthcare, volunteering alongside families facing unimaginable circumstances, or simply listening more than she spoke, she discovered that every person has a story worth hearing. Twenty-five years after earning her real estate license, that ability to connect remains at the core of everything she does.



than hospital hours while allowing her to continue doing what she enjoyed most — helping people.

Although her husband, Jim, who has always been in commercial real estate, initially questioned whether real estate would fit his wife's schedule, his perspective changed after watching her

complete graduate school and recognizing the strengths she would bring to the profession.

Supported every step of the way by Jim, who often handled weekends and family responsibilities while Marie established her business, she quickly discovered that real estate was a perfect fit.

☞ ☞
*People remember
 how you made
 them feel.*
 THAT'S WHY WE
 STAY CONNECTED
 LONG AFTER CLOSING
 DAY—BECAUSE OUR
 RELATIONSHIPS DON'T
 END WHEN THE
 TRANSACTION DOES."
 — MARIE OTIS
 ☞ ☞



“I also had a fabulous manager, Julie Hergert, whom I looked up to when I started in the business, and I shared an office with Shari Thomas at NP Dodge,” Marie acknowledges gratefully. “Shari and I learned so much from each other as we went along and are still good friends today.”



One Happy Home At A Time
 The Caring Realty Group closed \$31.9 million last year while being recognized as a part of the Multi-Million Dollar Embassy Club. For Marie, however, success has always been measured by the trust clients place in her, the referrals they send years later, and the connections that continue long after closing day. Those same values that light her up have become the foundation of The Caring Realty Group, where every client works directly with the agent they choose instead of being passed from one person to another.

“I love helping others and am not motivated by awards and recognition,” Marie emphasizes. “Having happy clients is why I do this. Nothing brings me more joy than assisting clients in achieving their real estate dreams.”

Her clients appreciate the fun, seasonal appreciation events like their annual pumpkin patch gathering and winter movie night, each designed to reconnect with families and enjoy one another’s company rather than simply celebrate another transaction.



“I’m also considerate and detailed,” Marie elaborates. “I send handwritten notes, birthday and anniversary cards, and do all those things to build relationships before, during, and after the purchase or sale of a home.”

Whether representing buyers, sellers, or clients building with Nelson Builders, Marie believes the details matter because people remember how they were treated long after the paperwork is complete.

“I follow up and keep clients informed every step of the way — I don’t just get something into contract and then move on,” she affirms. “Our team provides weekly updates and milestones.”

Life Well Lived

Away from the office, Marie’s greatest joy is spending time with the people she prizes most.

She and Jim are celebrating 27 years of marriage and remain grateful for the flexibility real estate ultimately provides their family. Daughter Grace now lives on a farm in Iowa, while son Nick has made his home in San Diego.

Otis gatherings often center around the rustic cabin on Spirit Lake that has been part of Jim’s family for more than a century, creating memories alongside fun traditions of boating, afternoons at Arnolds Park, and time spent with three beloved dogs — their rescue, Daisy, and two dachshunds, Lily and Daphne.

In her downtime, Marie enjoys reading novels (anything by James Patterson is automatically on her list), working puzzles, practicing yoga and Pilates, walking the dogs in the park nearby, and enjoying everything Omaha has to offer alongside Jim.



66
**I LOVE HELPING
OTHERS, &
I'M NOT MOTIVATED
BY AWARDS
OR RECOGNITION.**
 HAVING
happy clients
 IS WHY I DO THIS."
 — MARIE OTIS
 66

The couple is fond of travel as well, most recently exploring the Greek Islands aboard a National Geographic Sea Cloud voyage, and Marie looks forward to future Euro adventures with her in-laws.

Looking ahead, the seasoned agent hopes to continue helping families one client at a time while gradually creating more opportunities to spend extended time with Nick in SoCal and eventually finding another special lake retreat in the Pacific Northwest.

Retirement itself doesn't hold much appeal just yet, though — she simply enjoys the people and purpose that real estate continues to bring into her orbit.

"I have devoted so much time in my life to this business, I would miss the agents and my clients and just the everyday coming to the office," Marie points out. "I currently work seven days a week and might cut back to five at some point, but I don't know what I would do with my time because I just love what I do!" ■



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A photograph of a modern interior space. A bright yellow tufted sofa is positioned against a dark, textured wall. Three large, glowing circular light fixtures are mounted on the wall. A small, round, glowing floor lamp is on the floor to the right of the sofa. The floor is dark and reflective.

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