

SOUTH JERSEY

AUGUST 2026

REAL PRODUCERS[®]



Danielle
Dupont
Rosenberg

INTENTIONAL IN EVERY MOVE

Rising Star
MACI NORMAN

Agent Spotlight
KATHLEEN QUARTERMAN



PARTNER SPOTLIGHT
**BRIAN KLAUS &
KEITH LANGAN**
SURETY TITLE COMPANY

Experience the Nation One difference!
Your future, our focus. Mortgages made easy for years.



"I wanted to take a moment to express my sincere gratitude for the exceptional service I received from Blaise and his team during the process of purchasing my home. From start to finish, Blaise communicated everything thoroughly and in a way that was easy to understand. Their prompt responses and attention to detail made the entire experience seamless and stress-free. I couldn't be more delighted with the service provided by Blaise and Nation One Mortgage Corporation. Without hesitation, I would recommend their services to others and will certainly consider using them again in the future." - Tashia Nicole



Blaise Menzoni

Branch Manager | NMLS: 244387



(856) 692-9494



BMenzoni@nationone.com



Nationone.com/blaisemenzoni



1120 E. Landis Ave, Vineland, NJ 08360



LET'S GET YOUR CLIENTS MORTGAGE READY!

Transform Your Future

REALIZE YOUR FULL POTENTIAL
AND ELEVATE YOUR LIFE



*Terri
Santiago-Parker*

Founder & Coach



WHAT WE OFFER

- Unlock Peak Productivity & Take Control of Your Time
- Master Your Finances with Confidence
- Set Clear Goals that bring plans to life
- Think Strategically & Drive Meaningful Growth
- Develop Leadership That Inspires
- Build Smart Systems for Sustainable Success



Ready to create the life and business
you've always dreamed of?

Let's build your next level.

SET UP YOUR
ORIENTATION TODAY!

856-689-6331



Here to help life go right.™



Quick &
Free Quotes



Seamless
Closings



Bilingual
Service



Personalized
Protection

Missy Murray | State Farm® Insurance Agent



Serving
PA, NJ, NY,
DE, & MD



Call or Text 24/7

(215) 613-0262

*Your goals.
My priority.*

Contents



22

COVER STORY

Danielle
Dupont
Rosenberg

PROFILES



14 Kathleen Quarterman



18 Maci Norman



10 Partner Spotlight: Brian Klaus and Keith Langan, Surety Title Company



IN THIS ISSUE

- 6** Preferred Partners
- 7** Meet The Team
- 8** Publisher's Note
- 10** Partner Spotlight: Brian Klaus and Keith Langan, Surety Title Company
- 14** Agent Spotlight: Kathleen Quarterman
- 18** Rising Star: Maci Norman
- 22** Cover Story: Danielle Dupont Rosenberg



TO VIEW OUR MAGAZINE ONLINE, VISIT
SOUTHJERSEYREALPRODUCERS.COM
OR SCAN THIS QR CODE.

COVER PHOTO COURTESY OF JORDAN FIORDALISO

MOMENTUM

Matters

From contract to closing,
we're committed to keeping every transaction
moving forward.

With proactive communication, experienced
problem-solving, and a team you can count on every
step of the way.

Every transaction has moving parts, and even the smallest delay can impact
your clients and your reputation. At Surety Title Company, we work behind
the scenes to keep your deals on track through responsive communication,
accurate title work, and experienced settlement professionals who
anticipate challenges before they become obstacles. So while you focus on
growing your business, you can trust us to help move every closing across
the finish line.

SURETY TITLE COMPANY

SCAN THE QR CODE TO CHECK OUT OUR WEBSITE OR HEAD TO THE LINKS BELOW

Office Locations: locations.mysurety.com

Title Quote: quote.mysurety.com

Online Order: order.mysurety.com

Sales Team: sales.mysurety.com

1 (800) 90-title | www.mysurety.com |

- ✓ Contract Received
- ✓ Title Search
- ✓ Title Commitment
- ✓ Clear to Close
- ✓ Closing Day

If you want to nominate someone to be featured in the magazine, please email Wendy@RealProducersKBTeam.com.

Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

CLOSING GIFTS

Strategic Gifting
(313) 971-8312
StrategicGifting.com

COACHING

TMI Coaching Co.
(856) 776-6886
Terri.Parker@TMICoaching.net

HOME & PROPERTY INSPECTIONS

Vivid Home Inspections
(609) 922-7456
VividHomeInspections.com

INSURANCE AND FINANCIAL SERVICES

State Farm
Missy Murray
(267) 229-3326
MissyInPhilly.com

JUNK REMOVAL

Junk Rescue
(844) 292-5865
Junk-Rescue.com

MORTGAGE

CrossCountry Mortgage
Terri Santiago-Parker
(856) 776-6886
TeamParkerCCM.COM

Nation One Mortgage Corporation

Blaise Menzoni
(856) 297-7087
NationOne.com/loan-officer/
Blaise-Menzoni

PHOTOGRAPHY

Jordan Fiordaliso Studio
(856) 723-5479
JordanFiordaliso.com

TITLE SERVICES

Good To Be Home Title
(908) 621-1192
GoodToBeHomeTitle.com

Pittman Title & Escrow

(856) 516-4197
PittmanTitle.com

Surety Title

(856) 988-8900
MySurety.com

VIDEO SERVICES

Reel Dependable Media
(302) 345-2255
View.Spiro.Media/RDPortfolio

Meet The Team



Kristin Brindley
Publisher



Wendy Ross
Operations Manager



Jordan Fiordaliso
Photographer

MEET THE REST OF THE KB TEAM!



Follow Us Online!



South Jersey Real Producers @realproducerssouthjersey



DISCLAIMER: The articles and opinions expressed in this publication are those of the respective authors and do not necessarily reflect the views of The N2 Company d/b/a Real Producers ("N2"). Advertisements appearing in this publication are paid placements and are not endorsed or recommended by N2. N2 is not responsible for the statements, opinions, or business practices of any authors, contributors, or advertisers featured herein. Portions of this publication may include content created with the assistance of artificial intelligence (AI) tools by authors or contributors and may not be independently verified by N2.

When Everything Has To Work... One Piece Matters Most.



At Pittman Title & Escrow, we sit at the center of every transaction — bringing clarity, coordination, and confidence to the closing process.

With over 20 years of experience, 7,000+ closings, and a 97% approval rating, we don't just support deals — we make sure they happen.

From contract to closing, we manage the details others miss, solve problems before they surface, and keep everything moving.

PITTMAN

TITLE & ESCROW

SICKLERVILLE
504 Independence Blvd
Sicklerville, NJ 08081
(856) 516-4197

WILDWOOD
2300 New Jersey Ave, Suite 101
North Wildwood, NJ 08260
(609) 551-4830

MULLICA HILL
62 N Main St
Mullica Hill, NJ 08062

PHILADELPHIA
2654 S 11th Street
Philadelphia, PA 19148

Protecting your deals from contract to keys. Call today or connect at PittmanTitle.com



HOME INSPECTIONS

📞 609-277-0808



FREE WITH ALL INSPECTIONS:

SCHEDULE NOW:



Serving NJ & Eastern PA

- ✓ HOME ENERGY AUDIT
- ✓ TERMITES & WDO
- ✓ DRONE IMAGING
- ✓ THERMAL IMAGING
- ✓ HOME BINDER
- ✓ REPAIR PRICER

vividhomeinspections.com

NJ HI # 24GI00248500

PHOTOGRAPHY, VIDEOGRAPHY, 3D TOURS, FLOOR PLANS & MORE FOR STAND-OUT LISTINGS!





ReelDependable

(302) 345-2255
ReelDependable@gmail.com
Serving DE, PA, NJ, and MD
@ReelDependableMedia



Dominique
Owner



Hello August, Hustle & Heart!

August is that sweet spot of summer — a season of momentum, creativity, and gratitude. It’s where the year’s efforts begin to take shape, and where we see the results of our collective hard work come to life.

At *South Jersey Real Producers*, we’re inspired by the hustle and heart that define our community. Every story we feature, every relationship we build, and every success we celebrate is proof that achievement means more when it’s built on genuine connection. This month, we recognize the dedication, resilience, and professionalism of the agents and partners who continue to raise the bar throughout South Jersey.

As the summer season begins to wind down, it’s also the perfect time to reflect on how far you’ve come while keeping your focus on the opportunities still ahead. Whether you’re helping families find their next home, growing your business, or

investing in meaningful relationships, every step contributes to a stronger community.

Let’s carry this reminder through the final days of summer: *“Hard work pays off, but heart makes it meaningful.”*

Here’s to finishing strong, supporting one another, and leading with purpose.



Kristin Brindley
Owner/Publisher
South Jersey Real Producers
313-971-8312
Kristin@kristinbrindley.com



SOUTH JERSEY

REAL PRODUCERS[®]

powered by  TEAM

FALL

Fiesta

SAVE THE DATE

SEPTEMBER 23, 2026



CROSSCOUNTRY
MORTGAGE[®]

Join us for a vibrant Fall Fiesta, where our community comes together to celebrate the season with warmth, laughter, and festive fun. Enjoy cozy autumn vibes, meaningful moments, and plenty of opportunities to connect, create memories, and make a positive difference in our community.

For information on all South Jersey Real Producers events, email info@southjerseyrealproducers.com

Brian Klaus & Keith Langan

— SURETY TITLE COMPANY —

Steady Leadership. Trusted Partnership.

BY AMELIA ROSEWOOD • PHOTOS BY JORDAN FIORDALISO

The strength of a long-standing company is often found in the balance of its leadership. At Surety Title Company, that balance comes to life through Brian Klaus and Keith Langan. One brings long-term vision and strategic discipline. The other delivers hands-on execution and day-to-day partnership. Together, they lead a title company built on stability, consistency, and relationships that last well beyond a single transaction.

For more than three decades, Surety has quietly grown into a trusted presence across New Jersey and Pennsylvania. That growth has never been rushed. It has been intentional, guided by leaders who understand that trust is earned over time.

A Long-Term Mindset Built Through Change

Brian Klaus joined Surety Title Company in 1994, early in his career, after working as a commodities broker. A South Jersey native from Haddon Township, Brian brought with him a strategic mindset and an appetite for growth. One of the most defining moments in his journey came when he helped establish Surety's entry into the Affiliated Business and Joint Venture space. That move proved to be a foundational growth driver and helped diversify the company in ways that continue to serve it today.

In 2004, Brian became President of Surety, taking on responsibility for the





company's long-term vision, growth strategy, and operational stability. His leadership was tested most during the Great Recession, a period that required difficult decisions, restructuring, and a full repositioning of the business. The result was not just survival, but resilience.

For Brian, the most rewarding part of the work has been watching the company evolve while creating lasting opportunities for employees, partners, and customers. His approach remains steady and disciplined, rooted in doing right by the people who rely on Surety every day.

Hands-On Partnership and Execution

Complementing that long-term vision is Keith Langan, Executive Vice President and Partner at Surety Title. Keith joined the company in 2011 and brings more than 25 years of experience across residential, refinance, commercial, and developer transactions.

Keith's role is deeply hands-on. He oversees sales and client relationships, coordinates orders and closings, and supports transactions of all sizes and levels of complexity. Realtors working with Keith know him as responsive, proactive, and personally invested in seeing every deal through to the finish line.

What Keith values most is the relationship side of the business. Building long-term connections, rather than transactional ones, is what drives him. Surety's culture allows him to stay closely involved with clients, providing the communication and follow-through agents depend on when timelines are tight and details matter.

A Company Designed for Stability

Surety Title Company is headquartered in Marlton, New Jersey, with 17 locations across New Jersey and one in Pennsylvania. With more than 230 employees, the company has grown into a diversified organization serving multiple markets and customer sectors.

What sets Surety apart is not just its size, but its structure. Revenue and geographic diversity, combined with deep industry experience, allow the company to remain steady through market cycles while continuing to evolve alongside its customers. For top-producing Realtors, that consistency translates into reliability, confidence, and fewer surprises at the closing table.

That strength is further supported by a broader leadership team that works in sync behind the scenes and in the field. Mike Ryan serves as a Strategic Sales Growth Partner and Executive Vice President, continually expanding Surety's presence in the shore market.

At the same time, John DeSantis plays a critical role as Chief Financial Officer, overseeing accounting, HR, and IT to ensure the company's internal operations remain as strong as its external relationships.

Together with Brian and Keith, this leadership group operates with a shared focus. Their alignment allows them not only to guide the company at a high level but also to stay closely connected to employees and clients alike, reinforcing a culture built on collaboration, accountability, and long-term success.

Giving back is also an important part of Surety's identity. The company supports numerous local and national charitable organizations, reinforcing its role as a responsible corporate citizen. For Brian, understanding the "why" behind the work matters deeply. Title services play a critical role in homeownership, and Surety takes that responsibility seriously.

The work may happen behind the scenes, but its impact is felt by families, communities, and professionals every day.

Beyond the Office

Outside of work, both leaders remain grounded in family and personal connections. Brian comes from a family of eight and values time spent traveling, golfing, and gathering with his large extended family. Those relationships shape his perspective and reinforce the importance of long-term commitment.

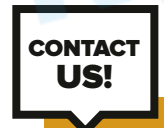
Keith is married to Tracy, and together they have three children: Zachary, Emerson, and Kinley. Much of their time is spent staying active, supporting their children's interests, and enjoying sports, particularly basketball and golf. Family time provides balance and perspective, both of which leaders believe are essential to sustainable success.

Looking Ahead

Looking forward, Brian remains focused on guiding Surety's continued growth while preserving the stability and values that have defined the company for decades. Keith is committed to

strengthening partnerships, navigating increasingly complex transactions, and maintaining the high level of service that Realtors expect.

Together, they share a long-term vision rooted in trust, consistency, and shared success. Surety Title Company is not built for quick wins. It is built for lasting partnerships. ▀



For more information about Surety Title Company and its services, visit mysurety.com or contact the Surety team at (800)90-TITLE to learn how they can support your business.



KATHLEEN QUARTERMAN

BUILDING SOMETHING THAT LASTS

BY LARRA ROQUE
PHOTOS BY JORDAN FIORDALISO

“Life can hand you a starting point, but it’s your determination that writes the outcome.” It’s a belief Kathleen “Kat” Quarterman carries with her in both quiet moments and high-stakes ones. It shows up in the way she speaks, the way she works, and the way she connects with people. There’s a steadiness to her presence that feels grounded, not forced, shaped by experience rather than image.

Built on Early Lessons

Kat’s story begins in Brooklyn, New York, where her perspective was shaped long before real estate entered the picture. She grew up watching her parents run a fish market that felt as much like a community hub as it did a business. Customers were familiar faces, conversations mattered, and relationships were built over time.

That environment left a lasting impression. It taught her that trust is earned through consistency and that how you treat people stays with them. It also sparked an early entrepreneurial mindset, one that would

later influence how she approached both her career and the brokerage she would build.

Her path took a defining turn when she became a mother at 16. That chapter required maturity and focus, and she leaned into both. She continued her education, earning a degree in Health Services Administration, while learning how to balance responsibility with long-term goals. That experience shaped not only her work ethic but also her approach to challenges, with a mindset focused on solutions rather than setbacks.

Before stepping into real estate, Kat spent nearly a

decade as a mortgage loan originator, helping clients understand the financial side of homeownership. She later worked with a title company, gaining insight into the legal and closing process. Along the way, she also ran home-based businesses while raising her family, strengthening her ability to manage, adapt, and connect. By the time she entered real estate in 2013, she brought a well-rounded perspective that continues to shape how she serves her clients today.

A Natural Transition, A Distinct Approach

Real estate came into focus at a time when Kat was searching for both flexibility and purpose. With young

children at home, she needed a path that allowed her to stay present while building something meaningful. Given her background in mortgages and title work, the transition felt like a natural next step.

What began as a career shift quickly became something more personal. Today, as broker-owner of Quarterman Realty Group, Kat leads with a philosophy grounded in relationships and service. “What sets me apart is the level of care I bring to the people I serve,” she says. “It’s never just about getting to the closing table. It’s about making sure my clients feel confident every step of the way.”



Her approach is both thoughtful and strategic. She prioritizes education, clear communication, and preparation, helping clients feel confident from start to finish. That same mindset shapes her brokerage, where the focus remains on creating a more personalized experience for clients while building a strong, supportive environment for agents.

Life That Grounds the Work

Outside of real estate, Kat's life is centered around family. She has been married to her husband, Herb, for 22 years, and together they have raised three children who are now stepping into their own futures. One serves in the U.S. Navy, another is in college, and the youngest is finishing high school. She is also a grandmother of two, a role she treasures.

Her days are full, but she makes space for connection. Family dinners, celebrations, and time spent simply catching up are part of her routine. She enjoys hosting and bringing people together, something that feels like a natural extension of how she was raised.

Travel is another important piece of her life. Whether it's exploring a new state or taking a trip abroad, those experiences give her time

to reset and create lasting memories with the people closest to her. At home, her two Rottweilers, Eli and Eva, add a bit of energy and personality to the mix.

These moments aren't separate from her work. They shape it. They remind her what matters and influence how she shows up for her clients every day.

A Vision Rooted in Impact

Looking ahead, Kat is focused on continuing to grow Quarterman Realty Group into a respected boutique brokerage known for professionalism and strong relationships. She wants to build a team of agents who share those values and are committed to serving their clients at a high level.

She is also entering a new season personally, one that allows for more balance and intention. With her children growing into their own lives, she looks forward to having more time to travel, spend with family, and enjoy the pace she has worked hard to create.

Giving back is becoming a bigger priority as well. She hopes to mentor young women, particularly teen moms, offering support and encouragement rooted in her own experience. It's



something she feels deeply connected to and hopes to pursue more intentionally in the years ahead.

At its core, her approach to business is simple. "Real estate, for me, is first and foremost about relationships and service," she says.

"When you focus on doing the right thing for people, everything else follows."

It's a perspective shaped by experience, carried with intention, and reflected in every part of the life she's built. ▀



MACI NORMAN

Building Confidence,
Creating Connections

BY LAUREN REESE
PHOTOS BY JORDAN FIORDALISO



one. Before entering the industry, she spent years as a stay-at-home mom, dedicating herself to raising her family and managing the day-to-day responsibilities of motherhood.

While that chapter looked different from her career today, she credits it with shaping the person she has become.

“It built confidence to be my true self,” Maci reflects.

That confidence would eventually help her embrace new opportunities and step into a profession where authenticity has become one of her greatest strengths.

Long before she ever earned a real estate license, Maci was fascinated by homes themselves. She admired architecture, particularly Victorian- and Colonial-style properties, and often imagined pursuing a career in design.

“I have always admired architecture and Victorian and Colonial-style homes,” she shares. “I thought I might work in a design field.”

Life had other plans. When real estate entered the picture, she discovered a career that combined her appreciation for homes with something even more meaningful: helping people navigate major milestones in their lives.

Discovering a Career She Loves

When Maci entered real estate in 2021, she quickly found herself drawn to the human side of the business.

“What I find most fulfilling is the opportunity to work with clients in all different chapters of their lives and be a part of those milestones,” she explains. “I also get to learn a lot, and I appreciate that.”

Some people light up a room with their personality. Others make people feel immediately at ease. Maci Norman has a way of doing both.

Describing herself as “full of energy and great vibes,” Maci brings an authentic warmth to every relationship she builds, whether with family, friends, or clients. Since launching her real estate career in 2021, she has quickly established herself as a trusted resource for buyers

and sellers who value honesty, patience, and genuine guidance.

As a member of Pat McKenna Realtors by eXp, Maci has built a growing business rooted in connection rather than transactions, proving that success often comes from simply being yourself.

Growing Into Her Confidence
Originally from Glendora, New Jersey, Maci’s path to real estate was not a traditional



From first-time buyers to growing families and those embarking on entirely new chapters, she enjoys the opportunity to walk alongside people during some of life's biggest transitions.

Her passion for helping others, combined with a strong work ethic, has fueled remarkable growth. In 2025, Maci closed 28 transactions totaling more than \$12.5 million in volume. Yet despite the impressive numbers, she remains focused on the relationships behind every sale.

Rather than chasing transactions, she focuses on earning trust.

A Pressure-Free Approach

Ask Maci what sets her apart, and her answer has little to do with production numbers. "My patience and dedication to making sure it is the right move for my clients," she says without hesitation.

In an industry often associated with sales tactics, Maci takes a refreshingly different approach. "While real estate is considered sales, I don't believe I am a salesperson," she explains. "This is a pressure-free zone."

That philosophy guides every client interaction. She understands that buying or selling a home is one of the largest financial decisions many people will ever make, and she believes those decisions should never feel rushed.

"I'm adaptable and understanding of my clients' needs," she says. "Purchasing and selling a home is one of the biggest investments someone makes in their life. They need to be able to do so confidently, and I help with that."

Life Beyond Real Estate

While Maci is passionate about her career, her greatest joy comes from the life she has built outside of work.

She and her husband are raising three children, ages six, eight, and ten, creating a household filled with activity, adventure, and plenty of memorable moments. Family time is something she protects intentionally, knowing that success means little without the people she loves most.

Whether they are kayaking together, heading to the beach, or planning future camping trips, the Norman family enjoys making memories outdoors.

At home, the family also includes Blaze, a playful German Shepherd puppy, and two cats, appropriately named Olive and Martini.

When she finds time for herself, Maci enjoys gardening, reading, and yoga. These hobbies offer balance and a chance to recharge amid the demands of a busy career.

"If I weren't in real estate, I would probably be flower farming, specifically dahlias," she says with a laugh.

The idea actually makes perfect sense. Like real estate, gardening requires patience, care, and a long-term perspective. It is about nurturing something and helping it flourish, qualities that naturally carry over into the way she serves her clients.

Building the Next Chapter

Looking ahead, Maci remains focused on growth while staying grounded in the values that brought her success. She is currently working toward obtaining her broker's license and hopes to achieve that milestone before the end of the year.

Beyond that accomplishment, her goals are simple but meaningful. "Continue to grow my business," she says.

Her favorite book, *Let Them* by Mel Robbins, serves as a reminder to focus on what truly matters and let go of things beyond her control. It is a mindset that has helped her navigate both life and business with confidence and perspective.

For aspiring agents, Maci's story offers an important lesson: success does not require becoming someone else. It comes from embracing who you are and leading with authenticity. ▀





Danielle

Dupont Rosenberg

BY LARRA ROQUE
PHOTOS BY JORDAN FIORDALISO

Intentional In Every Move

Real estate rewards the agents who can hold two truths at once: the work is deeply personal, and the decisions must be deeply strategic. The strongest professionals protect people without softening the facts, and they push for results without losing their humanity. Danielle Dupont Rosenberg has built her business in South Jersey by living in that balance, bringing a steady presence, an attentive eye for detail, and a protective approach that makes clients feel safe..

Danielle began her real estate career in January 2024 and grew quickly, earning Silver Circle of Excellence recognition in her very first year before reaching Platinum in 2025 as her production continued to accelerate. She began her career at HOF Realty and is grateful for all she learned from them, Santini, and the opportunities she was able to experience along the way. In January 2026, she transitioned to Ovation Realty in Sewell, New Jersey, under broker Robert Krupa, and launched



her own team to support the next stage of growth. Her style is driven but deeply heart-led, confident but not careless, creative and expressive, resilient, and naturally wired to lead.

Rooted Where She Serves

South Jersey has always been home. Danielle grew up in Gloucester Township and now lives in Washington Township, with years spent across several nearby towns in between. She also spends time in Wildwood, a place tied to family memories and the lifestyle she understands instinctively.

That local grounding helps her guide clients beyond a map search. “Being so rooted here allows me to connect with clients beyond the transaction,” she shares. “I truly understand the lifestyle each town offers.” Danielle’s advice is practical, but it is also personal, because she knows the difference a neighborhood makes once closing day becomes everyday life.

A Service Background That Built Her Standards

Before real estate, Danielle worked in service industries that demanded precision and calm. She attended Camden County College and completed the Dental Hygiene Program. She remains a licensed dental hygienist, holds a local anesthesia permit, and has worked in dentistry for 8 years. Her experience included working with pediatric and special-needs patients, which strengthened her patience and ability to stay steady in high-pressure moments.

Entrepreneurship has been part of her story, too. Her family is in the car business, and she has been involved since high school, learning about customer relationships early on. When her dental office closed during COVID, Danielle pivoted into shed sales with Old Hickory Sheds and became a Million Dollar Club



producer. “Whether it’s homes or sheds, helping people make smart, confident investments has always been at the core of what I do,” she notes.

The Turning Point Into Real Estate

For years, people told Danielle she would thrive in real estate. She grew up in a blended family with many siblings, and she learned early to communicate, problem-solve, and connect with people. The push became real when her husband recognized how much she was producing in shed sales while still working in dentistry. He encouraged her to take the leap, and Danielle chose to build a career that could grow with her life.

Real estate also felt familiar because she had lived it. She purchased multiple homes, managed a rental property, and navigated transactions in different seasons, including as a single mother. That lived perspective shapes the way she advocates today. She understands the emotional weight that buyers and sellers carry, and she refuses to treat it like a checklist.

What Sets Danielle Apart

Danielle’s clients describe her as both warm and direct, and she is comfortable being both. “Real estate is not just about transactions or volume,” she



Photo courtesy of Rachael Rae Nicole



Photo courtesy of Rachael Rae Nicole

explains. “It’s about trust, relationships, and showing up consistently.” She asks questions constantly and believes honesty is a strength, not a risk. “Never be afraid to say, ‘I don’t know, but I’ll find out,’” she advises. “Clients

respect transparency far more than false confidence.”

She also brings structure to the process. Her background in healthcare and entrepreneurship trained her to manage details, timelines, and pressure. Danielle is responsive, organized, and intentional about communication, and she treats every decision as if it were her own investment. As her pipeline grows, she is focused on sustainable excellence rather than frantic volume.

Family Life and the Why Behind the Work

Danielle’s business is ambitious, but her priorities are clear. Family is at the center of everything she does. She is married to Rich, whom she describes as her biggest supporter and partner. They are raising two girls, Talia, eight, turning nine this year, and Sage, four, turning five. Danielle credits motherhood with teaching her patience, empathy, resilience, and perspective.

Their family time is active and hands-on. They love the shore, time out on the water, playground days, and crafts that keep the girls engaged. Their calendar is busy,



“

Who I am personally is exactly who I show up as *professionally.*”

especially because Talia competes in gymnastics, which brings practices and travel. Danielle calls it energetic and sometimes chaotic, but she would not trade it.

Her empathy also comes from lived hardship. Danielle bought a home as a single mother, and she carries deep respect for single parents navigating big financial decisions while holding everything else together. Clients feel that she is not simply managing paperwork. She is protecting a family’s future.

Looking Ahead and Legacy

Danielle sees real estate as the foundation of her long-term vision: stability, balance, and legacy. She wants to build generational opportunity for her family and a brand known for integrity and consistent care. She also hopes to mentor other agents, especially women and parents who want to build strong careers without losing themselves in them.

She believes in karma and tries to live by a simple principle: do for others what you hope the universe will do for you. “Who I am personally is exactly who I show up as professionally,” she emphasizes, and she wants clients to feel that alignment from the first conversation to the final signature. She is building her team slowly, choosing people who share her standards, so every client always feels known and protected. ▀



Why Your Fear to Adapt is Hurting Your Real Estate Business

BY WADE VANDER MOLEN



Having been in the Title industry since 2005 helping Realtors build their businesses, I have found that Realtors seem to have anxiety and fear about things that will help them create more opportunities. When I was a younger Title rep in Phoenix, AZ, they ditched the old MLS system and created a more modern MLS system called the “Flex MLS.” It as a superior system than the previous one in every way, but the change was mostly met with resistance, and many Realtors left the business completely because they refused to adapt and change to the new way

of doing things. Do you fear the change that can help your business? Let’s discuss:

Using Video

When it comes to video, the camera and social media is your friend. Many Realtors see video as their enemy. Something that causes anxiety and stress yet necessary. Realtors sometimes refuse to put their face in front of the camera, though it’s important for people to see you and get to know you. They

also know that creating scarcity for their business is hurtful, yet they still hide behind postcards and other less effective methods. I have over 320 videos on YouTube. I don’t care what anyone thinks because I need to do what I need to do to build my brand and business. When it comes to video, I ask myself these questions which helps to create clarity:

- Can I shoot videos for free on my phone? Yes.
- Can I post video content to social video as much as I want? Yes.

- Can I promote my business, my value and how I help others as much as I want? Yes.
- Will doing so add value to my business, and allow me to hit thousands of people? Yes.

Yes, to these questions means implementing and adapting (with a strategy) will create many more opportunities than those who choose too not.

Using Ai in Real Estate

What Realtors say: “Ai is going to replace Realtors!” Huh!? What Realtors should be saying: “Leveraging Ai to enhance my real estate business is going to allow me to work faster, smarter, and save me lots of time.” Reframing your anxiety or fear of implementing the new is necessary. Over the next 12 months there is an expectation that the usage of Ai tools by consumers to search and ask questions about real estate is going to rise around 30%. Now is the time to leapfrog your competition by implementing the technology others in your market have reservations.

The one thing that is constant in real estate is change. Refusal to adapt and leverage new things that will move your real estate business forward won’t hurt you today, but it will over a period. Just like those same Phoenix Realtors who objected to the new Flex MLS system though it was a much better MLS system. Those who learned to master that system quickly had an advantage over those who dragged their feet or refused. The same thing applies for implementing video, leveraging Ai tools, or other new technology that will be coming to disrupt the industry. You are in control of the change you implement. Those who early adapt will have the advantage, those who don’t...good luck!



Wade Vander Molen is senior vice president of business development at Pruitt Title LLC in the Northern Virginia/ Washington, D.C., area and has been in the title industry since 2005. Wade helps real estate professionals with all facets of their marketing and teaches a new, sustainable business model to help them grow their businesses. You can visit Wade at www.DCTitleGuy.com.

Print Me More!

Were you, the team or your business featured in an issue of Real Producers? Want a copy of your article or full magazines in which you were featured?

Promos!

What the heck is a promo? A promo is a four-page, magazine-quality-grade paper with your full article and photos, and you on the **cover** of the publication.

Why do I need those?

These reprints are a professional marketing tool that can help brand you, your team and/or your business.

- Use on listing appointments
- Send out to friends and family
- Send to clients with your holiday greetings
- Brokers, use as recruiting tools for capturing new talent
- Use when farming your favorite neighborhood

What if I changed companies or need something corrected in my article?

No worries! We can make any changes needed. We send you a proof, you approve, and then they are sent to you via FedEx.

Who can buy these?

The realtor who was featured, the broker, our partner or family. Anyone who wants to promote you!

How do I order?

Email us at info@southjerseyrealproducers.com.



Less Clutter. Faster Closings.

DID SOMEONE SAY FREE CANDY? YES!
We will bring a candy jar to your office and refill it each month. **CALL TODAY!**

JAKE STILL OWNER

**JUNK REMOVAL • DUMPSTER RENTAL
DEMOLITION SERVICES • CLEANOUTS
DONATION SERVICES**

(844) CYA-JUNK
jake@junk-rescue.com | junk-rescue.com

4.9 Rating ★★★★★
Based on 3493 reviews

SOUTH JERSEY
REAL PRODUCERS.

WHO DO YOU TRUST

With Your Real Estate Business?

Know of a business that should connect with the top real estate agents in South Jersey?

We take recommendations from YOU – our top agents – on who should be named a preferred partner with Real Producers. Refer your favorite vendor to us at info@southjerseyrealproducers.com.

SCAN ME

When Everything Has To Work... One Piece Matters Most.

Buyers. Sellers. Agents. Lenders. Attorneys.
A successful closing depends on every piece —
but only one makes sure it all comes together.

At Pittman Title & Escrow, we sit at the center of every transaction — bringing clarity, coordination, and confidence to the closing process.

With over 20 years of experience, 7,000+ closings, and a 97% approval rating, we don't just support deals — we make sure they happen.

From contract to closing, we manage the details others miss, solve problems before they surface, and keep everything moving.

PITTMAN
TITLE & ESCROW



SICKLERVILLE
504 Independence Blvd
Sicklerville, NJ 08081
(856) 516-4197

WILDWOOD
2300 New Jersey Ave, Suite 101
North Wildwood, NJ 08260
(609) 551-4830

MULLICA HILL
62 N Main St
Mullica Hill, NJ 08062

PHILADELPHIA
2654 S 11th Street
Philadelphia, PA 19148

Protecting your deals from contract to keys. Call today or connect at PittmanTitle.com



THE PARKER TEAM
CROSSCOUNTRY MORTGAGE™

AUGUST IS FOR AGENTS WHO WANT *More*

More closings. More communication. More confidence.



**TOP PRODUCERS CHOOSE THE PARKER TEAM
BECAUSE WE HELP THEM CLOSE MORE.**



New Month.
**MORE OPPORTUNITIES.
LET'S MAKE AUGUST
OUR BEST MONTH YET!**



Terri Santiago-Parker
Divisional Vice President
NMLS 135602

856-776-6886
Terri.Parker@ccm.com
1652 Cooper St
Deptford, NJ 08096



Joseph Parker
Branch Manager

856-776-6879
Joseph.Parker@ccm.com

LET'S MAKE
AUGUST
YOUR BEST
MONTH YET!



**SCAN HERE
TO PARTNER
WITH US!**



**READY TO TAKE ADVANTAGE OF
AUGUST'S OPPORTUNITIES?**

Let's Close More, Together!



WHY TOP AGENTS *Partner With Us*



Fast Closings
We move quickly so you never miss an opportunity.



Competitive Rates
Win more offers and keep clients coming back.



Clear Communication
You and your clients always know what's happening.



Bilingual Team
Ready to serve every buyer with confidence.



Agent-First Approach
Tools, support, and solutions designed for your success.



Proven Results
Trusted by top producers to deliver more closings.



Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. CrossCountry Mortgage, LLC. NMLS3029 (www.nmlsconsumeraccess.org). Licensed by the New Jersey Department of Banking and Insurance. Personal NMLS135602 | Branch NMLS1554859

Working with us is a breeze!



01 EMAIL CONTRACT

All you need to do is email over the contract and we'll take it from there!



02 SIT BACK & RELAX

Within a few days, we'll have everything ready.



03 CLOSING TABLE

Let's sign some papers!



04 CELEBRATE!

We make the process easier for you, so you can focus on your client and celebrating.



*good to be home
title agency*



Give us a call.

Kristen Cappitelli
(908) 621-1192 | goodtobehometitle.com
Kristen@goodtobehometitle.com

• Seamless Transactions • Open Communication • Personalized Service