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**Diane Bussell**  
Client Care



**AJ Kallas**  
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**Lauren Bigler**  
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**Chrissy Ramsey**  
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# INDY REAL PRODUCERS Advisory Board

The Advisory Board is brand new to *Indy Real Producers* in year eleven, and these six leaders will serve for the entire year. The goal is simple. We want a real agent voice helping us grow, shaping both the content of the magazine and the quality of our events.

We know we are a trusted voice within the real estate world, but staying a trusted voice requires staying connected. Having agents we respect keeping their ear to the ground and giving insight into the daily realities of an agent will help us grow in every direction.

The Advisory Board is a badge of honor all on its own. Yes, there are some great perks, but the best part about these six is that they were eager to serve long before we ever talked benefits. They have always been champions of the community and supporters of Real Producers.

We could not be more excited to introduce them as the very first Advisory Board in *Indy Real Producers* history.



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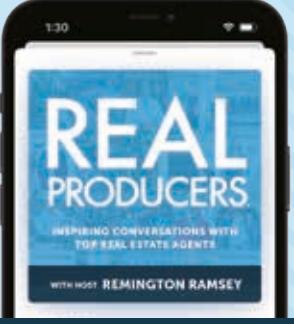
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# IMPOSTER SYNDROME

REMINGTON RAMSEY



I step up to the podium. The lights feel hotter than usual. My shirt suddenly fits tighter. I am ready, or at least I thought I was, and I am excited to deliver my message.

Then something unfamiliar rolls through me. A strange wave. Quiet, but enough to make me wonder what I am doing up here.

Imposter syndrome. I did not have the vocabulary for it at the time. I only knew that something inside me whispered that everyone in the room was about to figure out I did not belong. Lately I have heard more people talk about this feeling, so I went on a little dive of my own. I found something surprising. Actually I found two things.

First, if you are experiencing imposter syndrome it probably means you have had some success and now you are quietly convinced that you are about to be exposed as a fraud. That is when the crowd jumps in with their greatest hits. You got this. Silence the haters. Shake it off. All the slogans that sound good on T-shirts.

Here is my unpopular opinion. Maybe that feeling is not wrong. Maybe it is a healthy alarm bell.

Because success has a dangerous side effect. Pride. Pride tells you that you have arrived. Pride puts its feet up and stops asking questions. Pride makes you forget the work that brought you here.

Pride ends more careers than failure ever has. Pride is the silent elevator ride to the floor marked downfall.

So if imposter syndrome knocks on your door it might not be an enemy. It might be a gift. A reminder. Get more reps. Build a bigger stack of results. Stay humble enough to chase growth instead of applause. If it keeps you hungry it might be the very thing that saves you.

The second thing I learned was even more simple. Sometimes you are not feeling like a fraud because you lack the skill. You can do the thing. You just do not know how to talk about the thing.

That was me during my first keynote. I knew sales. I had made plenty of them. I reminded myself that the only reason I was on stage was because the people in the seats wanted the same results and I could show them the path. My imposter syndrome had nothing to do with sales. It had everything to do with speaking. I was not good at public speaking. Not yet.

So I stripped it down. I stopped trying to sound like a speaker and just shared what I did that worked. Simple. Honest. Clear. The feeling was still there but so what. If I had waited for the fear to leave I would still be waiting. And I would have missed half the life I get to live now.

Imposter syndrome is not a verdict. It is a signal. A flare in the night. A reminder that you are stepping into territory where your comfort cannot follow you. I say lean into it.

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# MEGAN SULLIVAN

If there is one thing that defines Megan Sullivan, it is perspective. Perspective gained from a lifetime of curiosity, global adventure, and deep pride in the city she has always called home.

Born and raised in Indianapolis, Megan's love for the Circle City is fierce and unwavering, a bond strengthened by years spent exploring the world only to discover that Indianapolis, with its grit and warmth, would always be her anchor.

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# Megan hopes to be remembered as someone who showed up as her true self.



After graduating from Ball State University, Megan launched into a career in the travel industry, a path that would shape her personally and professionally in ways she never could have predicted. For more than a decade, her job was to send people on vacation and the perk was that she too was able to see the world. By the time she turned thirty, she had visited fifty countries, each one leaving its own imprint.

Ask her for her favorite destination and she will smile and tell you it is impossible to choose. How do you compare penguins in Patagonia to cruising the Yangtze River or hiking the Inca Trail to snorkeling over the Great Barrier Reef? How do you choose between the timeless wonder of Petra and the quiet, everyday beauty of meeting people whose lives look very different from your own?

For Megan, travel was not about the stamps in the passport. It was about the shift. She believes there is nothing more powerful than travel when it comes to broadening our perspectives and changing the lens through which we see the world. And perhaps without realizing it, all those miles prepared her for a future in real estate. Navigating the unexpected, staying calm during chaos, finding creative solutions, and connecting with people from every background were skills learned abroad that would one day prove indispensable at home.

It was her own Realtor who first suggested that she consider a career in real estate. Megan was immediately intrigued by the idea of helping people plant roots, especially in urban neighborhoods that had experienced cycles of decline and revitalization. The travel industry had given her an unusually strong foundation including customer connection, adaptability, complex logistics management, and the ability to meet challenges with grace. It turned out to be a perfect fit.

Nearly a decade into her real estate career, an unexpected opportunity arose. A leadership role was offered to her. Megan had not set out to manage a team and she certainly had not imagined that one day she would be responsible

for more than two hundred brokers across multiple marketplaces. Today she proudly serves in a leadership role with **@Properties**, where she helps guide and support a dynamic network of real estate professionals. As with most pivotal moments in her life, she leaned in. She remembered the mentors who had guided her, the patience they showed, and the confidence they instilled. Now she gets to pay that forward.

She arrives each day with the goal of being approachable, patient, and



deeply authentic. She laughs at the idea that she has twenty five years of professional experience because she often still feels young at heart. Yet she leads with a calm steadiness, an attribute sharpened somewhere between the airports, train stations, and unexpected detours of her early career.

When asked what the most rewarding part of her work has been, Megan speaks of two distinct joys. The first comes from the privilege of being present for meaningful transitions in people's lives.

Helping someone buy their first home is always exciting of course. But some of her most touching memories come from walking with people through emotional chapters such as a widow saying goodbye to a family home, a family preparing for an international move, or neighbors closing a cherished chapter while new residents begin theirs. Each story reminds her of the deep humanity woven into real estate.

The second joy has come from leadership itself. Watching new agents



succeed, helping seasoned professionals find clarity in difficult situations, and serving as a steady resource in a changing industry has brought great fulfillment. These moments remind her that her work extends far beyond transactions and that her position at @ Properties allows her to influence the next generation of Realtors in meaningful ways.

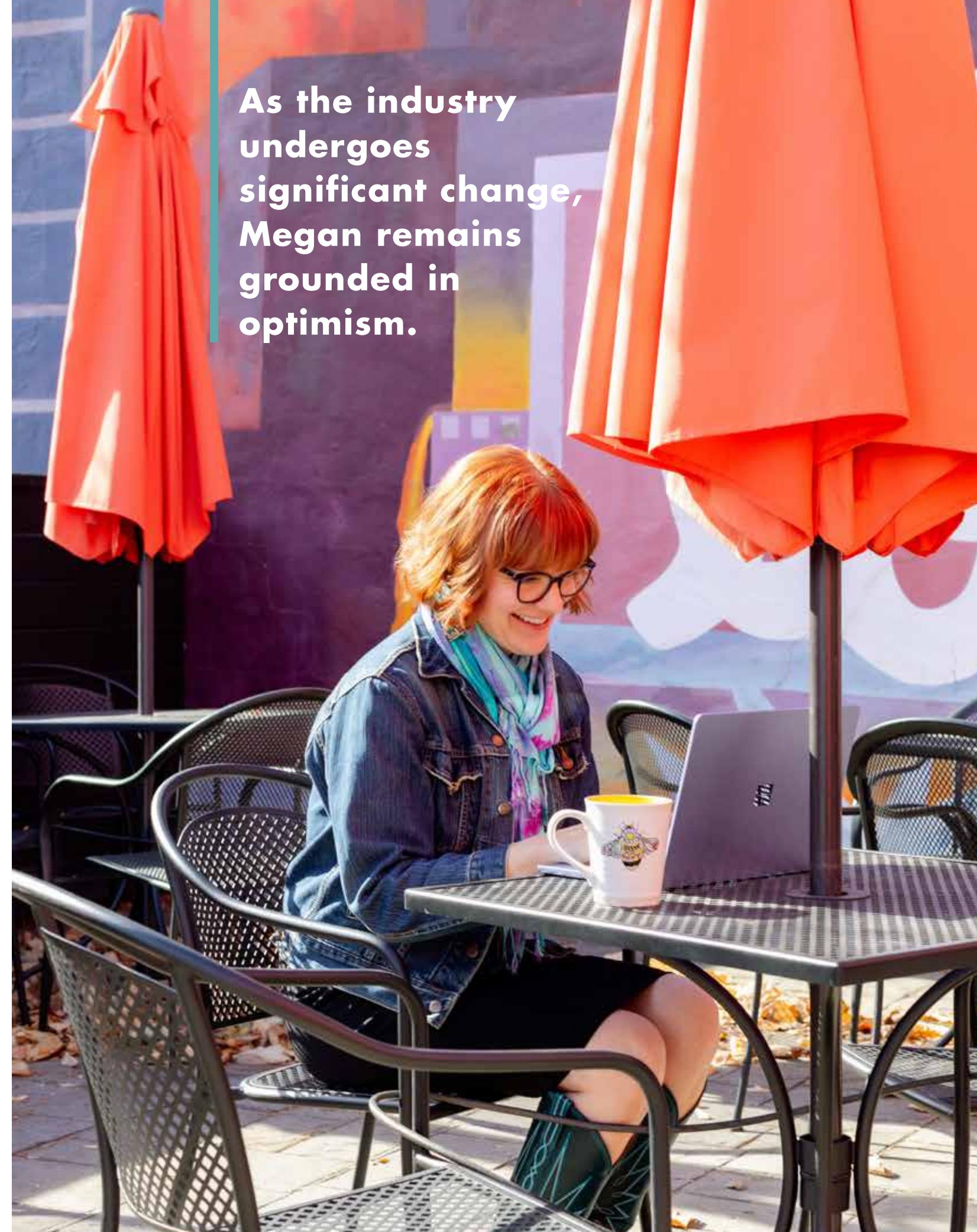
Megan hopes to be remembered as someone who showed up as her true self. She wants to be known as someone who was quick to laugh, sometimes quite silly, and yet always competent and reliable. She believes deeply that magic happens when we lead with love: love for clients, coworkers, communities, and the industry as a whole. She hopes that love is evident in everything she does.

She is also passionate about preparing new agents for success and ensuring they develop not only the technical skills needed to complete a transaction but also the communication and relationship building skills that define truly excellent Realtors. Her advice is simple but powerful. This business is built on relationships. The care shown to clients before, during, and after a transaction echoes for years. And the care shown to colleagues matters just as much. Advocate fiercely for your clients while remaining collaborative. Protect your time. Set boundaries early. And above all, do not forget to take vacations.

Outside of real estate, Megan's life is full of creativity and community. In 2017, she founded a community choir with her longtime friend and former high school choir director, Cindy Hartshorn.

In 2018, the group was honored to perform at the iconic Circle of Lights and they now bring joy to senior living communities and local events. She is also an alumna of Up With People, a global performing arts and service organization, and a graduate of the MIBOR REAL Academy of Leadership. She proudly volunteers on MIBOR's Professional Standards Committee.

As the industry undergoes significant change, Megan remains grounded in optimism. She sees change not as something to fear but as an opportunity for growth. Good or bad, she believes there will always be a real estate market and there will always be humans involved in the process. Her unwavering belief in abundance continues to guide her and inspires those she leads at @ Properties and beyond.



**As the industry undergoes significant change, Megan remains grounded in optimism.**

2026

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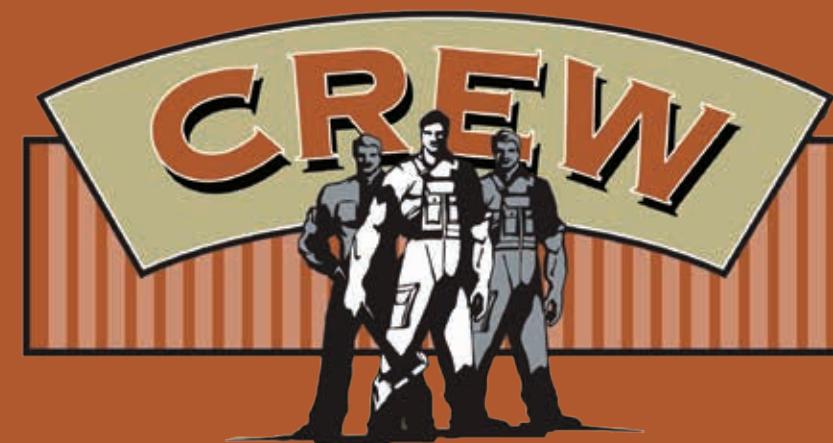
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# NICK IRELAND

## OF HOMES WITH STEILL

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

I actually attended Ball State with the full intention of becoming a doctor. I quickly realized that even though I was good at school, I didn't enjoy it. What I did love, though, was meeting new people and being in roles that allowed me to interact with others. Once I figured out that medicine wasn't for me, I knew I wanted to be a real estate agent fairly quickly—but I never pursued the opportunity seriously.

Several conversations with my grandma later, she connected me with a close friend of hers, Kerry Wiggerly, who is a managing broker for Berkshire Hathaway in Muncie. Kerry helped me get started in the business in the Muncie area for a few months before I relocated to Carmel to join the Steill Team. I'm extremely grateful for the business I have today—and you should be extremely grateful that I'm not your doctor.

**Who has influenced you the most?**

There are so many influential people who have helped shape my career. My grandma had a great relationship with the first managing broker I ever spoke with, and I'll always be grateful for that. Since joining the business, my

**Berkshire Hathaway  
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**2025 Established  
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- a subteam within  
Homes with Steill.**

**Started another  
business called "Hive"  
a membership-based  
business development  
group and referral  
network for young  
professionals to grow  
their businesses**

team lead, Justin Steill, has been one of the most influential people I've learned from. Finally, Lynn Wheeler, President at Berkshire Hathaway, has been an incredible influence—not only on my business but on my life as well.

There are many people who have played important roles in my journey, but I would not be where I am today without the support and guidance of those three individuals.

**What are the biggest rewards of your career?**

The rewards of working in real estate can look a little different for everyone. Every agent will tell you they love helping people accomplish their dream of homeownership—and while that's a wonderful and fulfilling experience, I feel especially rewarded by the meaningful relationships I've built through my business.

Many of my clients, vendor partners, and colleagues have become some of my closest friends, and I couldn't be more grateful for that. I love that I get to meet new people, strengthen my communication skills, and learn something new about business every single day.

**Tell us about your family life today.**

Today, my family life is very solid.

The last two years have brought some hardship, but those challenges have ultimately strengthened our bond. In October 2024, I lost my dad after over a year of recurring heart issues. Though it wasn't unexpected, it was still a huge loss for our family. As difficult as it's been, the experience brought my mom, grandma, sister, and me even closer. Living about an hour away from my mom and grandma, I make it a priority to visit them as often as possible. My sister is one of my best friends, and since she lives just down the road in Fishers, we spend a lot of time together.

Of course, I can't talk about family without mentioning my three pets. I'm a proud dad to a corgi named Mimi and two cats—Scooter and Walter.

**What advice would you give to those considering a career in real estate?**

I've had a lot of people reach out to me asking what a career in real estate could look like for them. I always joke that the



business is made to look so glamorous on social media and TV that everyone thinks they could be successful in it.

The main piece of advice—or warning—I give people is that this is not easy. I see many who think they can get their license and then sit back waiting for the paychecks to start coming in. That's just not the case. A career in real estate means long nights, early mornings, frustration, stress, and plenty of time on the phone.

The early stages of this business tend to weed people out—natural selection in real estate is very real. But if you can adapt and push through the hard, slow times, this career is incredibly rewarding. I always tell people, "I didn't want to work a 9-to-5... so now I work 24/7."

**How do you define success?**

To me, success means having a happy and healthy home, a strong connection



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## THAT'S JUST NOT THE CASE.

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“

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THAT SERVE  
ME, AND TO LET  
GO OF THOSE  
THAT DON’T.”



between my mind and my heart, and a circle full of winners—winners in faith, business, and relationships.

Success is being able to be authentically myself, to give more than I receive, to choose people and opportunities that serve me, and to let go of those that don’t.

In his final weeks, my dad said his goal was to leave a positive impact on everyone he met. The line of people that wrapped around the building at his funeral showed me that it’s possible. I strive to carry that mindset with me every day—that’s how I define success.



**What are some of your other interests?**

I like going to the gym, reading, and playing an arguably unhealthy amount of golf. The great thing about all three is how they allow me to connect with others. I love meeting new people at the gym, reading books with friends in my network, and golfing with clients and colleagues.

I enjoy these activities solo too—but a good friend once took me to his gym at 6:30 a.m. for leg day (gross) and said, “If you really want to get to know someone, do something hard with them.” I found so much truth in that, and I’ve been able to apply it to my friendships through fitness, reading, and golf.

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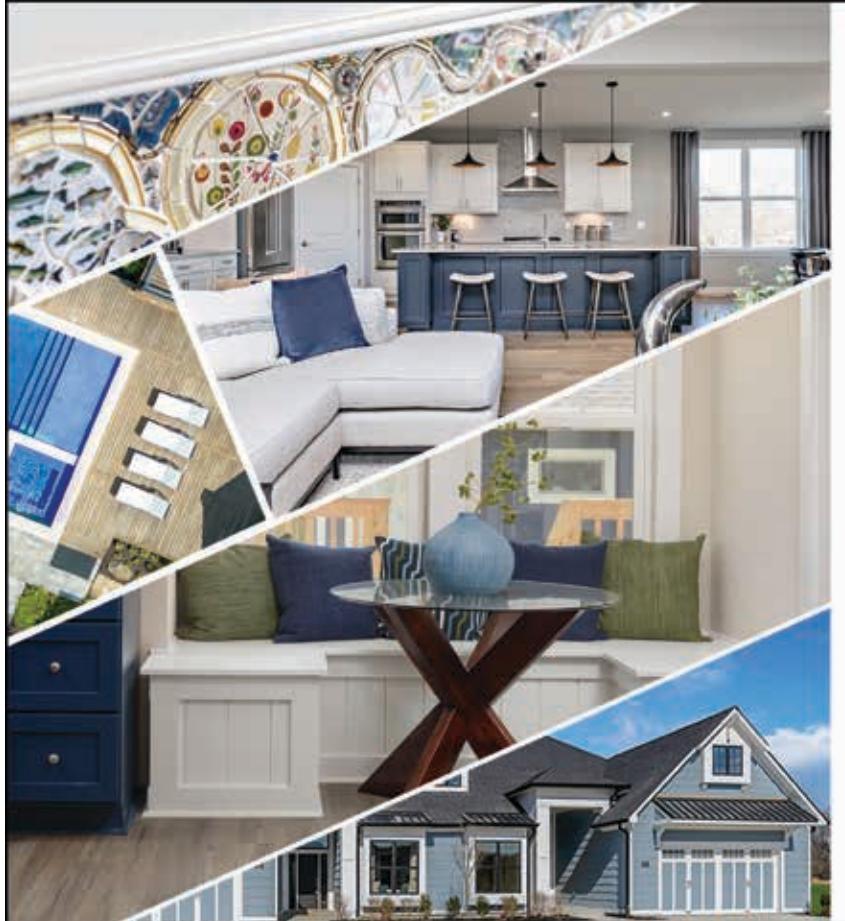
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BY KELSEY RAMSEY



# BoKearney &Steve Ellis

Licensed in **40 states** and backed by a **4.9-star customer service rating**, True North has built its brand around a simple mission: speed, clarity, and service that feels personal. Its comprehensive loan suite, including VA, FHA, Conventional, USDA, Doctor Loans, New Construction, Non-QM, and Renovation options, gives the new Cincinnati branches the versatility to serve every type of borrower, from first-time homebuyers to seasoned investors and self-employed clients.

For Steve Ellis, that mission is more than a talking point. It is the foundation of his nearly 30-year career. “Our goal is to deliver an exceptional experience for every client,” he says. “We are committed to closing quickly and on time while making the process clear and stress-free. Clients know they can rely on us for honest guidance and options that truly fit their needs.”

Steve’s reputation speaks for itself. A nationally ranked originator, he is known for his unrivaled work ethic, his responsiveness, and his ability to make even the most complex transactions feel

manageable for clients. Partners describe him as steady, focused, and relentlessly committed to doing things the right way.

His counterpart, **Bo Kearney**, brings a different but perfectly complementary skill set. A **U.S. Air Force veteran**, Bo entered commercial, consumer, and mortgage lending in 1989 and has since accumulated **36 years of lending experience**. His background gives him a deep, holistic understanding of credit, finance, and risk, along with a calming presence that clients and colleagues instinctively trust.

“It is never just about the transaction,” Bo says. “It is about building trust, ensuring clarity, and making the journey to homeownership as smooth as possible.”

After working together on and off for 25 years, Steve and Bo formally partnered again in 2018, a decision both call one of the most natural moves of their careers. “When you have known someone that long,” Steve says, “you know exactly how they

# It is never just about the transaction. It is about building trust, ensuring clarity, and making the journey to homeownership as smooth as possible.”

operate, how they treat clients, and what their values are. We have always aligned on the important things.”

Outside the office, Bo is known for his love of golf, southern beach vacations, and cheering on the Reds and Bengals. He is also a proud father of three adult children, ages 28, 29, and 32, whom he calls “my greatest accomplishments.”

Together, Steve and Bo lead with a philosophy centered on trust, communication, and follow-through. Their branches are supported by a highly skilled processing staff with decades of combined experience, people who share their belief that clear communication and quick turn times are not goals but expectations.

“Steve, Bo, and their team bring unmatched expertise, integrity, and results to True North,” says Divisional President **Justin Fitzhugh**. “Their commitment to clients and partners sets a standard that aligns perfectly with our mission.” That mission, helping clients feel informed, valued, and supported at every step, has never been more important. In today’s lending environment, where information moves quickly and borrower expectations have evolved, True North’s client-first culture has become a true differentiator.

The Cincinnati expansion marks an exciting next chapter for both the company and the leaders at



its helm. With their complementary strengths, proven track record, and shared dedication to relationship-based service, Steve and Bo are poised to make an immediate and meaningful impact on the local market.

But ask either of them what they are most proud of, and you will not hear about rankings or production volumes. Instead, they will talk about people. Clients who trusted them with life’s biggest purchase. Partners who believed in their ability. Team members who elevate their work. Family who supported them through long hours and busy seasons.

At its core, the True North name reflects a guiding principle: clarity, direction, and doing what is right. With Steve Ellis and Bo Kearney leading the way, that compass is firmly in place, pointing clients home with confidence, care, and the kind of experience that lasts long after the keys change hands.





# DIANE BROOKS

## January Cover 2023

There is an inner passion that is obvious in the life of Diane Brooks, and fortunately for her and others, she has been able to navigate a few career opportunities to fulfill that passion – the longest and

current one is real estate. Diane is empathetic toward the needs of people, and the journey of helping them drives her to grow, change, and find ways to leave others better than she found them. She is excited to see what the future

brings, and she is keeping a watchful eye someday on attracting an ambitious and younger agent to groom for her business. Until then, she will passionately love, learn and care for others!



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# WHY YOUR WINTER AIR MIGHT BE OUT TO GET YOU

BY PHIL THORNBERRY



**A**h, Indiana winters — when we trade sunshine for gray skies, warmth for wool socks, and fresh air for... whatever's been festering inside since October. While you're busy sealing up drafts and cocooning your home tighter than a Ziploc bag, your indoor air may be quietly turning against you.

When it's 15 degrees outside, opening the windows for "a little fresh air" feels like a personal attack. So we hunker down, recycle the same air, and rely on our trusty furnace — which, let's be honest, probably hasn't seen a new filter since you used the last of the multipack in 2024 and forgot to order more. The result? A perfect recipe for dry air, dust, pet dander, and something faintly reminiscent of "basement funk."

#### But wait — there's more!

All that trapped humidity from showers, cooking, and even breathing (thanks, lungs) can condense on cold surfaces, feeding mold spores just waiting for their chance to shine. Add in household cleaners, air fresheners/candles, and gas range fumes, and you've got yourself a hearty winter stew of VOCs (volatile organic compounds). These are the invisible gases that can make your house smell "new," but also make your sinuses burn like you've been sniffing paint thinner.

#### So How Do You Know What's Lurking in Your Air?

Luckily, testing isn't just for smoke detectors and GFCI receptacles (you do test em right?). You can now check your indoor air for:

- Mold spores: Collected via air samples or surface swabs — perfect for finding that mystery musty smell in the basement.
- Particles (PM2.5): Tiny dust and soot particles that your lungs definitely didn't order.
- VOCs: Detected by specialized sensors or lab analysis, letting you know if your cleaning routine is "sparkling clean" or "chemical warfare."

Many inspectors (like yours truly) and environmental labs offer testing or professional assessments that can give you a snapshot of what's floating around.

#### Breathing Easier: Fixing the Funk

Once you know what's in the air, you can start taking it back. Some fixes are surprisingly simple:

- Change your furnace filter every 1-2 months in winter. (Yes, really. No, it doesn't last a whole year.)

- Use a humidifier — carefully. Keep indoor humidity between 30–50%. Too dry, and you'll shock yourself every time you touch a doorknob. Too damp, and you'll start growing your own wallpaper.

- Add ventilation: A heat recovery ventilator (HRV) or energy recovery ventilator (ERV) can bring in fresh outdoor air without turning your house into a popsicle.
- Add filtration: 1" furnace filters are not designed for air quality. Consider a house filtration system designed to efficiently improve your air quality
- Mind your fans: Run bathroom and kitchen exhaust fans to kick out moisture and cooking fumes.

Indiana winters will always be cold, gray, and just a little too long — but your air doesn't have to suffer for it. With a little awareness and a few tweaks, you can keep your home's atmosphere as fresh as a spring breeze... or at least as close as we Hoosiers can get until April.

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*- Google Reviewer, FRITZ*

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# FROM *colleagues* TO CO-FOUNDERS

BY KELSEY RAMSEY • PHOTOS BY KELLY KLEMMENSEN

Maywright Property Co. was born out of a desire to return to a more personal, collaborative approach to real estate. Before founding the brokerage, the three co-founders worked together at the same firm, meeting monthly to share ideas and solve problems. As the COVID era transformed the industry and their previous brokerage grew larger, they realized they wanted a smaller, cohesive group where trust, collaboration, and personal connection were at the forefront.

In October 2020, they began planning Maywright, launching it in January 2021. Named after May Wright Sewall, a historic suffragist and educator, the brokerage reflects a mission larger than any one person. Their goal is to create an environment where agents know and support each other, clients feel valued, and collaboration drives success. Focused on organic growth and serving Indiana clients, they welcome conversations with full-time agents who share their collaborative spirit and desire to make the most of their real estate careers.

Today, Maywright Property Co. has 16 agents and a culture built on trust, transparency, and support. Weekly meetings, annual business planning, company events, and client-focused initiatives ensure agents and clients alike are prioritized. With systems in place for marketing, staging, transaction management, and showing coverage, the brokerage fosters teamwork over



competition. At Maywright, their clients rely on them, return to them and refer them. In 2025 a Maywright agent sold an average of \$8,750,000 for the year.

In a year where some brokerages may have seen declining or flat numbers, Maywright was up 17% over last year - with more to come.



## Natalie Clayton

For Indianapolis native Natalie Clayton, real estate is a calling rooted in connection, service and the belief that every person deserves to feel seen, heard and valued. These are the qualities she admires most in others, and the ones she strives to embody daily as a Realtor and co-founder of Maywright Property Co.

Natalie's approach to her business is shaped most by the events of the last several years. Between 2020 and 2025, she lost both of her parents, welcomed two sons, and watched the world evolve in ways no one could have predicted. These deeply emotional chapters softened her heart, strengthened her empathy and clarified exactly who she wants to be both personally and professionally. She shows up with gratitude, tenderness, humor and a calm steadiness that puts clients immediately at ease.

Her path into real estate began unexpectedly. She bought her first home at twenty two and her first rental at twenty nine, admitting she "didn't know what she was doing either time." But she was curious. She was brave. And when she eventually earned her license, her business took off with surprising speed. Within six months, her real estate income matched her full time salary. More importantly, she realized she was having fun. She thrived in the work. And she loved the people.

Today, Natalie is known for being a comfortable presence in an industry that can feel intimidating. Real estate requires hard conversations about finances, family needs and unknowns. Her goal is to make those conversations feel safe no matter the price point. Whether she is working with a first time buyer, helping a family downsize or guiding someone relocating from across the country, she shows up with honesty, integrity and unwavering advocacy. Her referral based clientele is proof that every client matters deeply.

Some moments remind her that the job is beautifully unpredictable like her very first buyer, who discovered the seller's missing cat hiding behind the washer a week after closing. A perfect start, she jokes, to a career full of surprises.

Natalie has earned the Rookie of the Year Award, the F.C. Bud Tucker Community Service Award through MIBOR's REAL Academy and a spot in the Hoosier Women Forward Class of 2025 to 2026. But her proudest title is mom. She and her husband Blake are in their "parents era," raising their sons Len and Lou with joy, coffee and many visits to their favorite downtown museums and parks.

Her advice to fellow agents is simple and sincere: build genuine connections, nurture relationships with other Realtors, assume positive intent and give the good. You get back what you give. And giving the good always wins.





## Jess Martin

Jess Martin's story begins in Waynesville, Ohio, a tiny village of 2,500 people, one stoplight and the kind of small-town closeness where everyone knew everyone and the same teachers taught generations of families. Growing up, she watched her parents work incredibly hard, often juggling multiple jobs to make ends meet. That upbringing grounded her in community and shaped her understanding of resilience, while also igniting a determination to carve a different path—one marked by financial stability, freedom and possibility.

She followed her love of design to Ohio University, earning a degree in Interior Architecture before working as a designer at an architecture firm. But the turning point came in 2010 when she and her husband Matt bought their first fixer-upper. Every spare weekend and dollar went into transforming it, and when they sold it three years later and used the profit to pay down student loans, Jess saw real estate differently. It was empowerment. It was opportunity. And she realized she wanted to help others experience that same transformation, not just as an investor but as a full-time Realtor.



And she wanted other people to experience that too.

As a co-founder of Maywright Property Co., Jess has become known for her tenacity, her refusal to give up, her ability to problem-solve, and her instinct to follow through until the job is done.

That grit, combined with her designer's eye and a genuine love for teaching, has made mentoring agents and educating clients some of the most rewarding parts of her career. She didn't expect to love teaching as much as she does, but seeing someone succeed, even if she played only a small role, brings her real joy.



Jess's clients and colleagues describe her as the kind of person who makes people feel comfortable, supported and championed. She leads with service, directness and authenticity. She believes her success comes from showing up consistently, reliably and with purpose. Her advice to new or growing agents reflects that: "Find a community you care about and show up regularly. People will see your passion, learn to trust you and become your biggest supporters."

Outside of real estate, Jess's life is filled with movement, laughter and exploration. She and her husband Matt, owner of Bike People, are raising two boys Miles, age ten, and Julian, age seven. Naturally, bikes are a family lifestyle. On days off you'll likely find them riding the Monon or the Cultural Trail, popping into local events, trying new restaurants or simply exploring everything Indy has to offer.

Jess hopes to be remembered as someone who built a better life not just for herself, but for others. Someone who showed people what was possible. Someone who never gave up. And someone who helped her clients and community feel a little more empowered than before.





## Chanda Johnson

Born in Fort Wayne and raised in Indianapolis from the second grade on, Maywright co-founder Chanda Johnson grew up on the northeast side as the middle of three daughters. Her childhood shaped her appreciation for authenticity, empathy, kindness, humor and a strong work ethic. These qualities now guide both her business and her relationships.

Chanda graduated from Purdue University with majors in Psychology and Sociology and minors in Criminology and Developmental and Family Science. Before entering real estate, she worked as an Autism Specialist at a 24-hour care campus, supporting clients through structure, patience and compassion. She credits that role for influencing her calm, intuitive approach to guiding families through major transitions today.

Her love for homes began early. She and her sisters spent countless hours watching 1990s HGTV favorites and persuading their parents to let them decorate parts of the house. After college she renovated her first condo, later explored investment properties and realized how much she enjoyed every part of the process. Combined with professional experience in finance and the nonprofit sector, she saw how real estate could bring together her organizational strengths, her desire to help people and her interest in design. With the encouragement of her husband Jeff, she decided to make real estate her full-time path.

Chanda is known for treating every client like family and for advocating with honesty, care and long-term vision. She prioritizes her clients' well-being above all else and always considers their future resale, even when it means having difficult conversations. Her business is fully referral based, built on



the idea that if you take care of your people, they will take care of you. She feels grateful to support clients through both joyful milestones and challenging life changes and treasures the opportunity to work with repeat clients across multiple seasons of their lives.

Real estate has brought a few unforgettable surprises, including a tenant unexpectedly waking up in a seemingly empty bed during an early listing appointment and an opossum charging down attic stairs. Moments like these remind her that no two days are ever the same.

Outside of real estate, Chanda is happiest with her family. She met her husband Jeff during their freshman year at Purdue and they have been married for 17 years. Their children, Penn and Mae, keep life lively with soccer games, swim meets and school activities. On free days, the family loves biking the neighborhood with their dog Pete, spending time with extended family, traveling or cheering on Purdue, the Colts and the Pacers.

Chanda's advice to new agents is to stay curious, learn from those who are doing it well and build systems that feel authentic. She believes consistent service, communication and care will always build a sustainable and meaningful real estate career.



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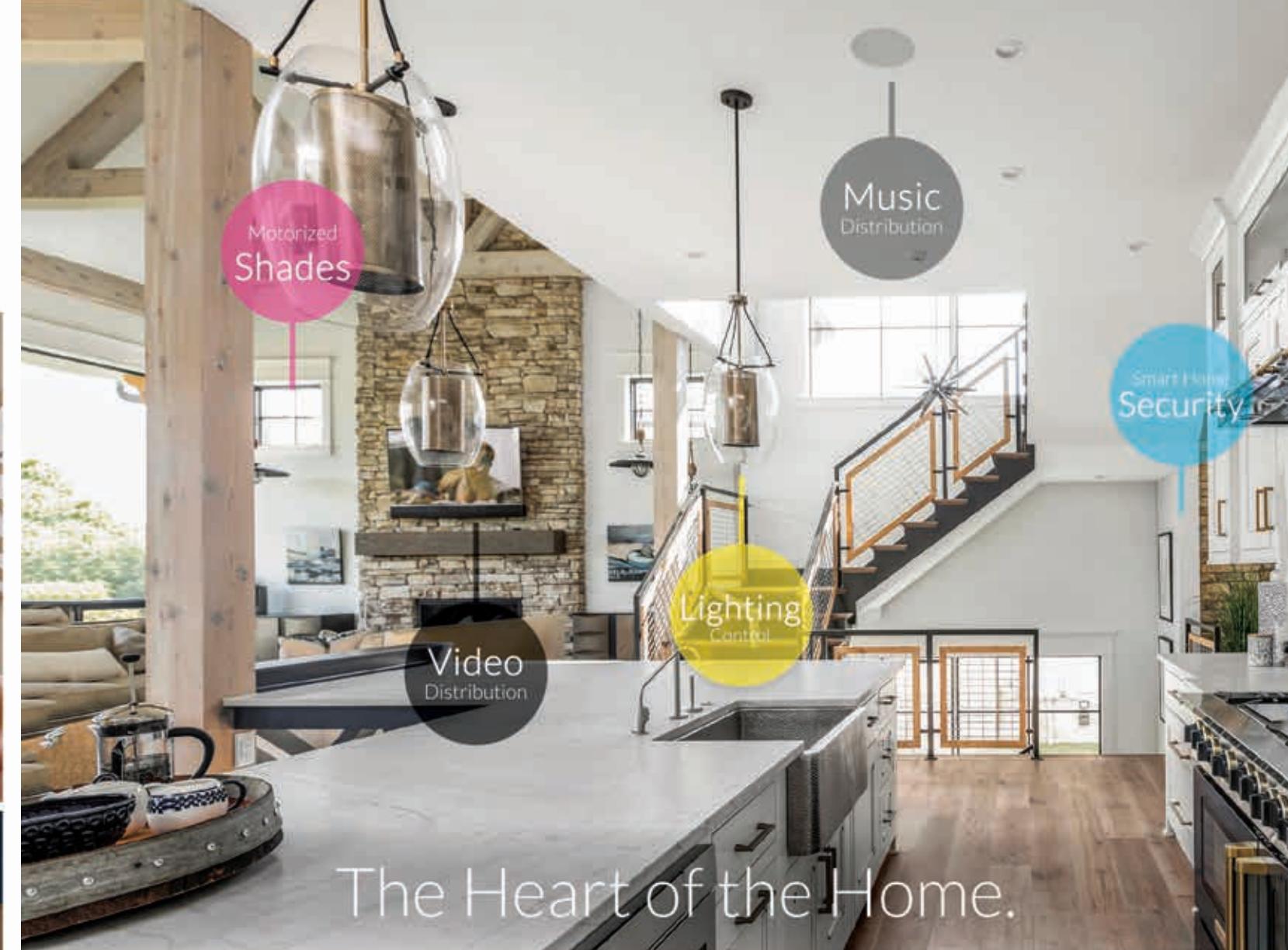
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# TOP 200 STANDINGS

Teams and Individuals January 1, 2025 to November 30, 2025.

Rank	Agent Name	Office Name	# Units Sold				Total # Tran.				Total Tran.			
			# Units Sold - 1 Side	# Units Sold - 2 Sides	Total Sides	Vol	Total # Tran. Sides	Total Tran. Vol	Total # Tran. Sides	Total Tran. Vol	Total # Tran. Sides	Total Tran. Vol	Total # Tran. Sides	Total Tran. Vol
1	Mike Deck	Berkshire Hathaway Home	69	43	112		\$122,297,614							
2	Matt McLaughlin	F.C. Tucker Company	75	76	151		\$116,685,411							
3	Lindsey Smalling	F.C. Tucker Company	146	194	340		\$99,086,001							
4	Bif Ward	F.C. Tucker Company	39	30	69		\$95,433,632							
5	Justin Steill	Berkshire Hathaway Home	86	54	140		\$93,747,455							
6	Allen Williams	Berkshire Hathaway Home	75	100	175		\$93,691,342							
7	Lisa Kleinke	Pulte Realty of Indiana, LLC	181	0	181		\$80,976,288							
8	Jennil Salazar	Compass Indiana, LLC	32	23	55		\$64,994,157							
9	Alex Montagano	eXp Realty LLC	70	106	176		\$61,689,769							
10	Laura Turner	F.C. Tucker Company	64	65	129		\$60,166,642							
11	Stephanie Evelo	Keller Williams Indy Metro NE	83	74	157		\$56,613,790							
12	Sena Taylor	Berkshire Hathaway Home	36	76	112		\$53,520,866							
13	Traci Garontakos	The Agency Indy	29	15	44		\$53,342,239							
14	Michelle Chandler	Keller Williams Indy Metro S	84	80	164		\$52,898,494							
15	Stephen Clark	Compass Indiana, LLC	47	70	117		\$52,270,072							
16	Steve Lew	Steve Lew Real Estate Group, LLC	91	69	160		\$50,611,300							
17	Carrie Holle	Compass Indiana, LLC	39	16	55		\$50,121,300							
18	Tim O'Connor	Berkshire Hathaway Home	42	64	106		\$50,057,407							
19	Eric Forney	Keller Williams Indy Metro S	48	97	145		\$49,777,111							
20	Jamie Boer	Compass Indiana, LLC	63	49	112		\$49,487,060							
21	Nicholas Laviolette	Compass Indiana, LLC	34	36	70		\$46,996,645							
22	Lora Reynolds	Epique Inc	49	110	159		\$46,480,060							
23	Scott Hackman	CENTURY 21 Scheetz	29	28	57		\$45,203,127							
24	Eric Wolfe	Prime Real Estate ERA Powered	73	78	151		\$44,488,777							
25	Robbin Edwards	Encore Sotheby's International	42	38	80		\$43,818,814							
26	Kyle Ingle	Keller Williams Indpls Metro N	27	47	74		\$43,130,417							
27	Shannon Gilbert	Highgarden Real Estate	33	73	106		\$40,018,450							
28	Tina Smith	CENTURY 21 Scheetz	23	28	51		\$38,191,013							
29	Matt King	F.C. Tucker Company	30	23	53		\$37,867,950							
30	Patrick Tumbarello	F.C. Tucker Company	34	26	60		\$37,624,520							
31	Mary Wernke	Encore Sotheby's International	17	21	38		\$36,859,458							
32	James Embry	Keller Williams Indpls Metro N	47	14	61		\$36,437,540							
33	David Brenton	DAVID BRENTON'S TEAM	73	37	110		\$36,376,197							

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total Sides	Total Tran. Vol	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total Sides	Total Tran. Vol
34	Kelly Dather	Keller Williams Indy Metro NE	19	35	54	\$35,460,256				
35	James Robinson	eXp Realty, LLC	14	33	47	\$35,327,616				
36	Heather Upton	Keller Williams Indy Metro NE	76	52	128	\$34,652,523				
37	Patrick Keller	CrestPoint Real Estate	54	45	99	\$33,838,895				
38	Christopher Fahy	Berkshire Hathaway Home	49	17	66	\$33,485,848				
39	Patrick Watkins	Mike Watkins Real Estate Group	62	38	100	\$33,074,346				
40	Kelly Todd	Compass Indiana, LLC	13	22	35	\$32,283,400				
41	Benjamin Jones	Compass Indiana, LLC	20	32	52	\$32,164,014				
42	Laura Heigl	CENTURY 21 Scheetz	23	21	44	\$31,435,515				
43	Amit Mishra	BluPrint Real Estate Group	1	84	85	\$31,275,693				
44	Mark Branch	Highgarden Real Estate	28	25	53	\$31,206,296				
45	Staci Woods	Keller Williams Indy Metro NE	40	39	79	\$30,757,510				
46	Drew Wyant	1 Percent Lists Indiana Real Estate	71	25	96	\$29,824,467				
47	Brian Sanders	CENTURY 21 Scheetz	23	16	39	\$29,783,061				
48	Stacy Barry	CENTURY 21 Scheetz	36	23	59	\$29,681,370				
49	Basim Najeeb	Keller Williams Indy Metro S	27	54	81	\$28,978,885				
50	Tony Janko	Janko Realty Group	36	32	68	\$28,946,082				

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# TOP 200 STANDINGS

Teams and Individuals January 1, 2025 to November 30, 2025.

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
51	Jared Cowan	eXp Realty, LLC	22	37	59	\$28,841,197
52	Corina Jones	Your Home Team	49	43	92	\$28,725,600
53	Chris Schulhof	RE/MAX Realty Services	27	16	43	\$28,626,100
54	Andrea Kelly	Encore Sotheby's International	20	13	33	\$28,498,560
55	Erika Frantz	Berkshire Hathaway Home	56	10	66	\$27,846,998
56	Jeffrey Cummings	RE/MAX Complete	59	30	89	\$27,807,692
57	Laura Waters	Highgarden Real Estate	39	35	74	\$27,789,250
58	Steve Silver	RE/MAX Professionals	48	54	102	\$27,755,271
59	Scott Chain	RE/MAX Advanced Realty	38	51	89	\$27,714,412
60	Derek Gutting	Keller Williams Indpls Metro N	35	22	57	\$27,695,248
61	Meighan Wise	Keller Williams Indpls Metro N	44	15	59	\$27,533,579
62	Arjun Dhital	Serving You Realty	26	64	90	\$26,966,810
63	Denis O'Brien	Keller Williams Indy Metro S	50	42	92	\$26,953,451
64	Carl Vargas	F.C. Tucker Company	38	23	61	\$26,931,357
65	Summer Hudson	eXp Realty, LLC	30	57	87	\$26,681,479
66	Samuel Hawkins	F.C. Tucker Company	14	14	28	\$26,193,200
67	Denise Fiore	CENTURY 21 Scheetz	18	23	41	\$26,052,800

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Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
68	Tracy Wright	F.C. Tucker Company	19	13	32	\$25,705,360
69	Mamadou Gueye	Trueblood Real Estate	15	64	79	\$25,392,025
70	Sean Daniels	Daniels Real Estate	33	40	73	\$25,174,379
71	Christopher Braun	RE/MAX Real Estate Prof	12	6	18	\$25,084,000
72	Jenni Bliss McMillion	@properties	21	23	44	\$24,957,151
73	Kristie Smith	Indy Homes	24	10	34	\$24,745,890
74	Christy Cutsinger	F.C. Tucker Company	15	33	48	\$24,672,439
75	Julie Preston	F.C. Tucker Company	17	31	48	\$23,918,811
76	Stacey Sobczak	Compass Indiana, LLC	17	13	30	\$23,887,800
77	Diane Cassidy	F.C. Tucker Company	26	14	40	\$23,873,413
78	Mark Linder	CENTURY 21 Scheetz	28	18	46	\$23,761,000
79	Chad Renbarger	Mossy Oak Properties	24	8	32	\$23,684,703
80	Whitney Strange	Keller Williams Indy Metro NE	26	30	56	\$23,659,540
81	Garrett Brooks	United Real Estate Indpls	63	5	68	\$23,590,290
82	Mary Boustani	Keller Williams Indy Metro NE	19	20	39	\$23,555,653
83	Matthew Reffeitt	Keller Williams Indy Metro S	40	22	62	\$23,480,607
84	Brigette Nolting	RE/MAX Real Estate Prof	38	45	83	\$23,320,156
85	Matthew Kressley	F.C. Tucker Company	16	14	30	\$23,223,914
86	Andrea Ratcliff	Redfin Corporation	27	21	48	\$23,106,184
87	Luis Coronel	Realty of America LLC	28	122	150	\$23,082,861
88	Jennifer Shopp	Berkshire Hathaway Home	19	32	51	\$22,985,834
89	Andy Deemer	F.C. Tucker Company	23	20	43	\$22,866,190
90	Mike Feldman	Compass Indiana, LLC	26	23	49	\$22,542,777
91	Peter Stewart	Keller Williams Indpls Metro N	51	50	101	\$22,332,640
92	Casey Elkins	Kovener & Associates Real Esta	73	27	100	\$22,268,395
93	Jennifer Goodspeed	Keller Williams Indpls Metro N	20	32	52	\$22,101,532
94	Michael Lyons	Keller Williams Indpls Metro N	38	10	48	\$22,018,800
95	Shelly Johnson	Keller Williams Indy Metro S	13	14	27	\$22,000,040
96	Stevee Clifton	Compass Indiana, LLC	21	19	40	\$21,446,495
97	Troy Dixon	eXp Realty, LLC	21	32	53	\$21,406,526
98	Amy Spillman	Compass Indiana, LLC	16	27	43	\$21,372,647
99	Kyle Gatesy	eXp Realty, LLC	16	30	46	\$21,144,707
100	Craig Deboor	Real Broker, LLC	45	26	71	\$21,101,384

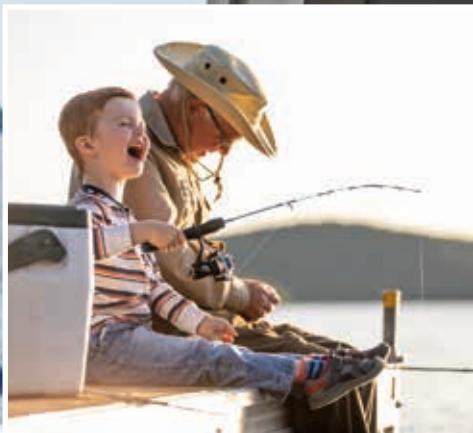
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# TOP 200 STANDINGS

Teams and Individuals January 1, 2025 to November 30, 2025.

Rank	Agent Name	Office Name	# Units Sold		Total # Tran.		Total Tran. Vol
			- 1 Side	- 2 Sides	Sides	Vol	
101	Chanda Johnson	Maywright Property Co.	31	17	48	\$21,055,699	
102	Jennifer Blandford	Carpenter, REALTORS®	30	26	56	\$20,989,800	
103	Chad Hess	F.C. Tucker West Central	53	29	82	\$20,757,425	
104	Jake Stiles	Coldwell Banker Stiles	45	21	66	\$20,696,589	
105	Emily Brewer	Redfin Corporation	27	29	56	\$20,672,962	
106	Jeffrey Paxson	Jeff Paxson Team	39	21	60	\$20,606,938	
107	Mary Petrucci	RE/MAX At The Crossing	21	11	32	\$20,515,447	
108	Will Lonnemann	F.C. Tucker Company	33	23	56	\$20,446,032	
109	Zeida Suljkanovic	Berkshire Hathaway Home	14	18	32	\$20,316,150	
110	Joshua Carpenter	Trueblood Real Estate	23	33	56	\$20,210,479	
111	Bernard Goodman	Compass Indiana, LLC	15	16	31	\$20,185,299	
112	Jason O'Neil	Circle Real Estate	10	3	13	\$20,068,400	
113	Molly Hadley	F.C. Tucker Company	38	22	60	\$20,061,430	
114	Beckie Schroeder	F.C. Tucker Company	20	14	34	\$20,028,415	
115	Thomas Endicott	Keller Williams Indpls Metro N	32	22	54	\$19,705,816	
116	Shelly Walters-Cifelli	F.C. Tucker Company	19	22	41	\$19,487,200	
117	Ryan Orr	RE/MAX Real Estate Groups	77	21	98	\$19,407,676	

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Rank	Agent Name	Office Name	# Units Sold		Total # Tran.		Total Tran. Vol
			- 1 Side	- 2 Sides	Sides	Vol	
118	Ryan Radecki	Highgarden Real Estate	26		24	50	\$19,382,000
119	Renee Peek	F.C. Tucker Company	27		25	52	\$19,314,204
120	Stephen Decatur	CENTURY 21 Scheetz	3		3	6	\$19,059,995
121	Gita Kapur	Berkshire Hathaway Home	13		15	28	\$19,041,813
122	Joshua Vida	Paradigm Realty Solutions	40		1	41	\$18,962,095
123	Jessica Martin	Maywright Property Co.	21		24	45	\$18,929,350
124	Jeff Kucic	Engel & Volkers	7		10	17	\$18,868,350
125	Dana Holt	Keller Williams Indpls Metro N	20		12	32	\$18,867,931
126	Gregory Mohr	Berkshire Hathaway Home	4		7	11	\$18,747,700
127	Steve Sergi	RE/MAX At The Crossing	22		25	47	\$18,719,235
128	Mark Studebaker	Trueblood Real Estate	18		33	51	\$18,548,231
129	Jeneene West	Jeneene West Realty, LLC	34		39	73	\$18,478,488
130	Robyn Breece	@properties	28		30	58	\$18,377,206
131	Brian Wignall	F.C. Tucker Company	25		22	47	\$18,317,617
132	Wendy Zin	Shalom Realty LLC	19		44	63	\$18,298,878
133	Mark Lopez	F.C. Tucker Company	18		16	34	\$18,154,248
134	Danielle Robinson	F.C. Tucker Company	26		23	49	\$18,040,545
135	Jason Hess	Compass Indiana, LLC	29		21	50	\$17,987,590
136	Nicole Yunker	Berkshire Hathaway Home	32		12	44	\$17,979,278
137	Katrina Matheis	Ever Real Estate, LLC	23		34	57	\$17,936,895
138	Amber Wilson	Keller Williams Indy Metro NE	22		25	47	\$17,846,900
139	Diane Brooks	F.C. Tucker Company	16		23	39	\$17,588,900
140	Trish Meier	eXp Realty, LLC	21		44	65	\$17,574,310
141	Alicia Buckley	CENTURY 21 Scheetz	18		10	28	\$17,484,700
142	Kristin Glassburn	@properties	22		19	41	\$17,474,725
143	Drew Schroeder	eXp Realty, LLC	22		16	38	\$17,456,300
144	Chris Price	Keller Williams Indy Metro S	85		18	103	\$17,441,859
145	Andy Sheets	Compass Indiana, LLC	11		12	23	\$17,435,800
146	Kristian Gaynor	F.C. Tucker Company	13		16	29	\$17,387,289
147	Kristen Yazel	CENTURY 21 Scheetz	19		20	39	\$17,326,008
148	P. Aaron Starr	F.C. Tucker Company	29		11	40	\$17,319,049
149	Scott Babb	CENTURY 21 Scheetz	17		49	66	\$17,295,499
150	Kevin Hudoba	Keller Williams Indpls Metro N	19		20	39	\$17,294,585

# TOP 200 STANDINGS

Teams and Individuals January 1, 2025 to November 30, 2025.

Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
151	Jordan Moody	Keller Williams Indpls Metro N	34	18	52	\$17,234,000
152	Raymond Habash MS	F.C. Tucker Company	10	25	35	\$17,229,601
153	Jennifer Mencias	M/I Homes of Indiana, L.P.	41	0	41	\$17,226,080
154	Mark Dudley	RE/MAX Realty Group	31	20	51	\$17,181,310
155	Ryan Kramer	RE/MAX Real Estate Groups	44	16	60	\$17,180,862
156	Cathy Russell	@properties	22	3	25	\$17,169,520
157	Sarah Fishburn	F.C. Tucker Company	23	34	57	\$17,149,761
158	Chandra Sekhar Alokam	Forthright Real Estate	4	38	42	\$17,075,970
159	Tracy Ridings	F.C. Tucker Company	9	23	32	\$17,009,186
160	Lisa Kercheval Aerne	F.C. Tucker Company	20	18	38	\$16,829,389
161	Jenny Lauck	Lauck Real Estate Services, LLC	8	46	54	\$16,781,837
162	Jeanne Morton	CENTURY 21 Scheetz	22	17	39	\$16,730,200
163	Jenny Laughner	CENTURY 21 Scheetz	28	20	48	\$16,667,316
164	Jacilynn Ferris	JMG Indiana	11	45	56	\$16,666,449
165	Scott Lindsay	CENTURY 21 Scheetz	13	16	29	\$16,665,050
166	Trent Whittington	@properties	30	18	48	\$16,647,794
167	Lisa Stokes	CENTURY 21 Scheetz	30	19	49	\$16,628,025

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Rank	Agent Name	Office Name	# Units Sold - 1 Side	# Units Sold - 2 Sides	Total # Tran. Sides	Total Tran. Vol
168	Jerry Gemmecke	F.C. Tucker Company	23	20	43	\$16,620,621
169	Erica Shupert	Redfin Corporation	28	21	49	\$16,512,950
170	Michael Price	RE/MAX Centerstone	24	25	49	\$16,371,500
171	Kathryn Keller	eXp Realty, LLC	7	19	26	\$16,350,339
172	Jeremy Sandlin	F.C. Tucker Company	42	22	64	\$16,287,275
173	Amber Greene	Greene Realty, LLC	27	18	45	\$16,286,270
174	Perla Palma Nunez	Keller Williams Indy Metro S	20	60	80	\$16,285,894
175	Ellen Orzeske	Compass Indiana, LLC	11	25	36	\$16,259,100
176	Zachery Archer	CrestPoint Real Estate	19	32	51	\$16,250,690
177	Todd Ferris	Ferris Property Group	14	19	33	\$16,202,050
178	Ron Rose	Indiana Realty Pros, Inc.	20	20	40	\$16,079,456
179	John Pacilio	eXp Realty, LLC	23	16	39	\$16,045,665
180	Warren Smith	@properties	17	21	38	\$15,967,000
181	Tina Coons	RE/MAX Real Estate Groups	47	27	74	\$15,961,480
182	Ann Williams	Compass Indiana, LLC	14	13	27	\$15,902,600
183	Brandon Smith	Whitetail Properties	40	3	43	\$15,828,287
184	Donald Wilder	Berkshire Hathaway Home	22	14	36	\$15,808,116
185	Brenda Bowman	F.C. Tucker Company	11	18	29	\$15,797,895
186	Patrick Daves	BluPrint Real Estate Group	13	38	51	\$15,732,279
187	Jonathan Steinbach	F.C. Tucker Company	12	31	43	\$15,586,418
188	Stanley Saingelus	F.C. Tucker Company	1	43	44	\$15,507,087
189	Jamie Hall	Carpenter, REALTORS®	23	15	38	\$15,504,786
190	Timeko Whitaker	F.C. Tucker Company	26	37	63	\$15,490,809
191	Nancy Warfield	F.C. Tucker Company	31	18	49	\$15,466,800
192	Paula Smith	Smith Family Realty	15	27	42	\$15,449,875
193	Heather Schaller	eXp Realty, LLC	24	22	46	\$15,434,325
194	Frederick Catron	F.C. Tucker Company	17	31	48	\$15,408,950
195	Chris Harcourt	RE/MAX Cornerstone	33	26	59	\$15,408,203
196	Roger Webb	Roger Webb Real Estate, Inc	21	14	35	\$15,345,690
197	Lorie Blythe	The Stewart Home Group	22	27	49	\$15,343,894
198	Lindsay Jones	The Stewart Home Group	28	27	55	\$15,326,223
199	Nancy Mutchmore	F.C. Tucker Company	15	14	29	\$15,291,155
200	Natalie Clayton	Maywright Property Co.	21	14	35	\$15,257,579

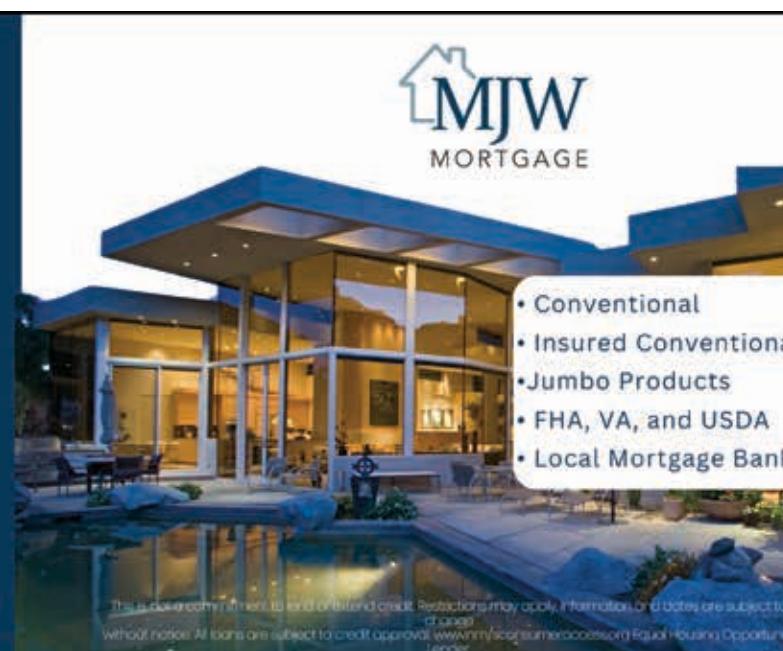
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# All About Indy Real Producers

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

**Q. Who receives this magazine?**

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

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

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

**Q. When are the events?**

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

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

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

**Q. How do I advertise?**

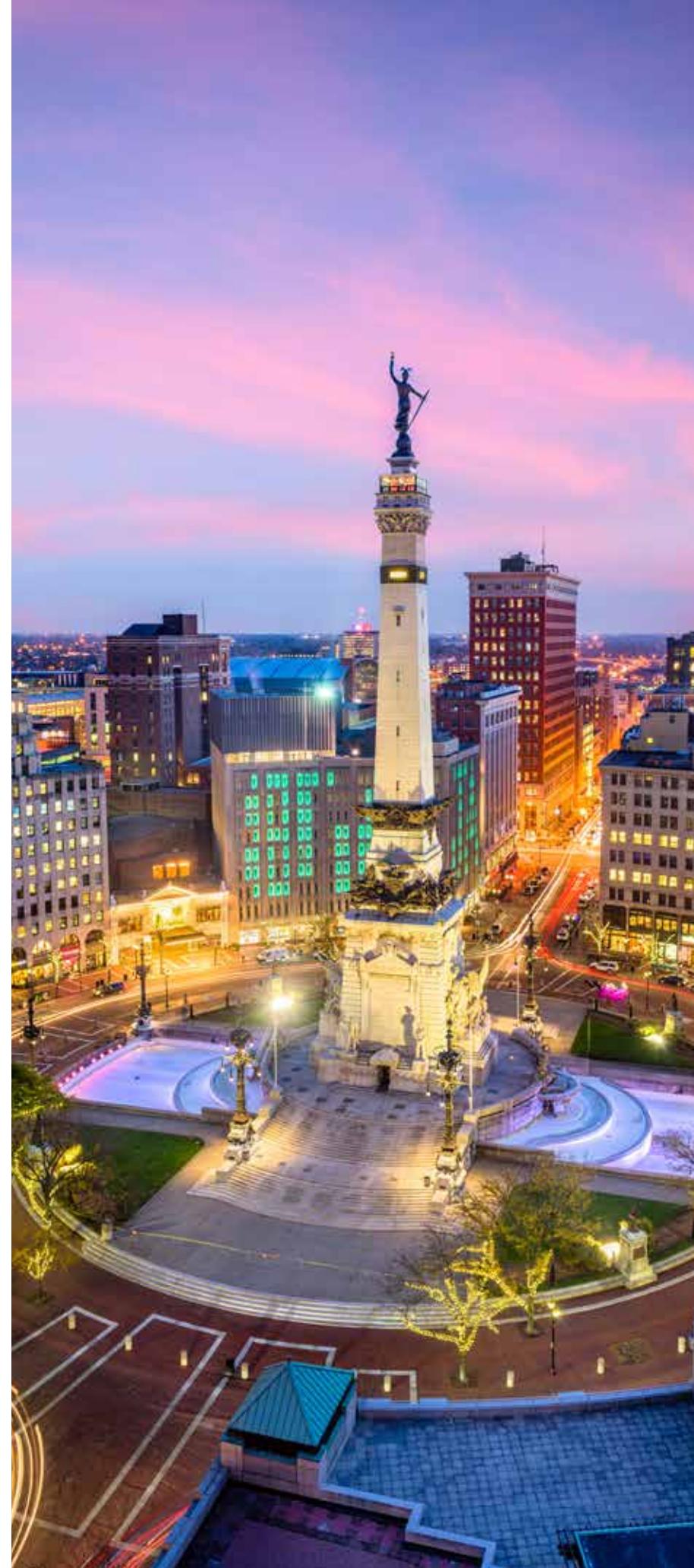
A: We have options for advertising in our partnership agreements. All of our partners are personally vetted by the *Indy Real Producers* team. Email [indyteam@realproducersmag.com](mailto:indyteam@realproducersmag.com) to learn more.

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

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

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

A: Real Producers is a local magazine currently found in over 130 markets nationwide. It started in Indianapolis as a concept to highlight top-producing agents regardless of brand and connect them to the best vendors in town. Follow us on social media and reach out to find out how you can become a part of the platform.





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