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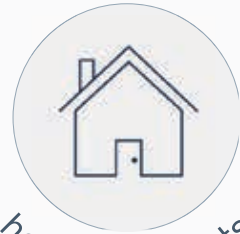
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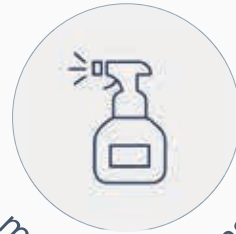
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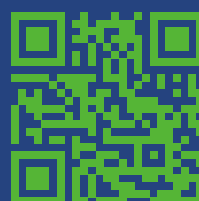
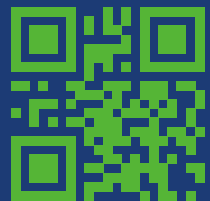
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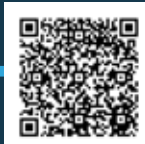
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SPRING EVENT 2026

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Our spring event on Tuesday, May 12 brought the NWI real estate community together at the beautiful new St. John Community Center for our first-ever Top Producer Panel followed by a networking social. With a sold out crowd, it's safe to say it won't be our last. Guests raved about the incredible new venue built by event sponsor Blackburn Builders, the

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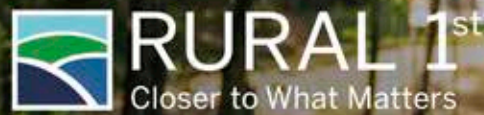
A special thank you to panelists Lisa Grady, Alex Nickla, Brent Wright, Jessica Kish, and Andrew Knies for sharing their experience and perspective with

our community, and to Giavonni Downing for leading such an engaging discussion. Thank you to T-23 Productions and Delia Jean Filming for capturing the energy of the day so perfectly. When top agents and trusted partners come together, the result is meaningful connection, valuable insight, and a community that continues to raise the bar.





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Kyle Wilson

of K & A Waterproofing

BY ALI KUCHARZAK
PHOTOGRAPHY BY MELINDA NICOLE PHOTOGRAPHY

Foundation First: Kyle Wilson's Journey from Subcontractor to Business Owner

Kyle Wilson didn't set out to build just another waterproofing company. He set out to create opportunity and something lasting for the people around him. Today, as co-owner of K&A Waterproofing alongside his nephew Anthony, Kyle has built a business rooted in consistency, relationships, and old-fashioned hard work.

Founded in 2018, K&A Waterproofing has grown steadily across Northwest Indiana through referrals and a reputation for reliability. For Kyle, that growth did not happen overnight, and he prefers it that way.

"Slow and steady wins the race," he says. "In this business, you're always going to have problems, and you're always going to be looking for solutions."

That mindset has defined the company from the very beginning.

Before launching K&A Waterproofing, Kyle was searching for a career path where he could focus on building both a business and a future.

Alongside Anthony, he traveled to the East Coast where the pair subcontracted for an established waterproofing company. It was there that they learned the industry from the ground up, proving themselves job after job while gaining valuable experience.

For several years, they worked away from home, refining their skills and developing the work ethic that would eventually become the backbone of their own company. But Northwest Indiana kept calling them back. "We were homesick," Kyle explains simply.

Returning home marked the beginning of their joint venture and the official launch of K&A Waterproofing. Since then, the company has become known not only for quality work, but for the relationships it builds with homeowners.

Kyle, who grew up in Northwest Indiana, approaches every project with a straightforward philosophy: "If there's a problem, I fix it."

That practical mindset resonates strongly in real estate, where homeowners value contractors they can trust. Waterproofing issues are often stressful and expensive, and Kyle understands the importance of treating every home with care and respect.

"We teach our guys to value people's homes," he says. "Leave them better than when you got there."

That culture extends throughout the entire company. Every employee at K&A is trained to

complete a project from start to finish, ensuring consistency across every job site.

"We are consistent," Kyle says proudly.

Consistency, in fact, is one of the qualities Kyle values most, both professionally and personally. He describes himself as realistic, reliable, and motivated. Much of that motivation comes from his desire to create something meaningful he can eventually pass down to his family.

At the heart of K&A Waterproofing is a close-knit team that has remained largely intact since the company's inception. Kyle takes pride in creating not just jobs, but careers and stability for his employees.

"I want it to be a good job and a good life for the people who work with me," he says.

His leadership style reflects the values he grew up with. Kyle credits the people in his life for teaching him how to work hard and persevere through challenges.

"It's a family work ethic," he says. "We never give up."

That mentality was shaped early through sports and competition. Kyle admits he has always had a strong drive and hates to lose. That competitive nature fuels both his goals, pushing him to continuously improve and elevate those around him.

"Consistency and hard work will always outscore talent," he says. "But if you have all three, then you're absolutely in the right spot."



“Consistency and hard work will always outscore talent. But if you have all three, then you’re absolutely in the right spot.”

Kyle also believes success comes from surrounding yourself with the right people.

“I’ve always had smart people around me,” he says.

That guidance and mentorship played a major role in his own life journey. Kyle shares that influential men helped guide him onto a better path when he was younger. Today, he sees himself stepping into that same role for his nephew and employees.

For Kyle, leadership means more than simply running a company. It means helping people grow personally and professionally while creating opportunities they may not have otherwise had.

“Always strive to go higher and elevate yourself,” he says. “You have to elevate the ones around you.”

And while the business continues to grow, Kyle remains grounded in the simple life built around family and showing up every day with purpose.

“You can’t get to the top without sacrifice,” he says.

For homeowners, real estate professionals, and the Northwest Indiana community alike, K&A Waterproofing represents more than a service company. It represents persistence and the belief that doing things the right way still matters. ▀

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AGENT SPOTLIGHT

REAL ESTATE MADE PERSONAL: HOW MEGHAN MADDOX CHOSE CHANGE, CONNECTION, AND A LIFE ALIGNED WITH PURPOSE.

Some people do not simply change careers. They change the entire direction of their lives.

For Meghan Maddox, real estate became more than a profession. It became part of a larger transformation that required courage, resilience, self-discovery, and the willingness to believe life could become something different than what it had been.

"I did not love where my life was 10 years ago," Meghan said. "So I decided to change everything." And she did.

Before real estate, Meghan spent 15 years in social work. She was also a birth doula, taught labor and delivery classes, and raised her children. In many ways, the work she does now is rooted in the same foundation that shaped her earlier career: people, relationships, advocacy, and care.

Real estate had always been somewhere in the background of her life. Meghan grew up in Chesterton watching her mother work as a real estate agent in Beverly Shores and Porter Beach. She saw both the fulfillment and the sacrifice that came with the career.

Having witnessed the sacrifices her own mother made, she waited until her youngest child left home before stepping into the industry, determined to give it the full commitment she knew success would require.

When she started, she did not have the polished systems, technology background, or sphere of influence that many agents rely on. Still, she set a goal:



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sell \$1 million in her first year. She surpassed that goal and sold \$5 million.

The next year, she sold \$10 million and just a few years later sold nearly \$17 million. She became the top producer in her office year after year, breaking company sales records and then breaking her own, five years in a row.

“Everybody would ask me, ‘What are you doing?’ And honestly, I pray a lot. I pray

that I do a good job, and I give everything to my clients.” She spent a lot of time thinking about what had made her so successful so quickly.

Eventually, the answer became clear.

“It’s 100% what I’ve taken from social work,” Meghan said. “I don’t sell houses. I make relationships with people.”

That realization became the heart of her brand: Real Estate Made Personal.

She handwrites Mother’s Day cards to clients. She hosts appreciation events. She remembers details. She builds trust.

But Meghan’s story is not only about sales production. It is about becoming.

About six years ago, she began making radical changes in her life, including drastic weight loss. Looking back at older photos, Meghan sees a woman who was not yet living up to her full

potential. Her transformation was not just physical. It was emotional, professional, and deeply personal.

“I realized that I’m strong,” Meghan said. “Through real estate and these life changes I’ve realized just how strong I am.”

Now, on the other side of so much change, Meghan is building a life that reflects who she is and who she is becoming. She leads The Maddox Group, a newly launched team built around her belief that real estate should be personal. She has three agents on her team and is excited to add a family member. Her youngest daughter, Molly, is also taking real estate classes and preparing to join the team.

Meghan is also a grandmother of five and an entrepreneur. In addition to real estate, she works in property management with MTM Premier Properties. She and her best friend, Robin Willoughby, also launched Beaches and Buckets, a cleaning business serving short-term rental properties, residential clients, and commercial clients. Their next venture, Beaches and Bonfires, will offer curated bonfire experiences along Lake Michigan.

But perhaps one of the clearest windows into Meghan’s heart is her community work.

She volunteers with the SHARE Foundation at Sharing Meadows (The SHARE Foundation with the Handicapped) a 200-acre residential community where adults

with intellectual and developmental disabilities live, work, and thrive. What began as a simple request to volunteer quickly became part of her weekly rhythm.

“I walked into the building, and probably 15 adults came up and hugged me,” Meghan said. “They are just the most joyful, happy people you will ever meet.”

She now reads with residents on Tuesday mornings and coaches Special Olympics bowling on Wednesdays.

“My hobbies are literally volunteering at the SHARE Foundation, my grandkids, and traveling,” she said.

Meghan also supports the Pax Center in LaPorte, donating from every closing and sponsoring Thanksgiving meals. One of her favorite real estate stories involved purchasing a small piece of land and donating it so the organization could create a fruit garden to help feed the community. Meghan describes this as the highlight of her real estate career.

“I just like helping people,” Meghan said.

That may be the simplest way to understand Meghan Maddox.

She is a top producer, business owner, grandmother, volunteer, and woman who chose not to stay where life had placed her. She chose change. She chose courage. She chose connection. Through real estate, she found a way to build a life both successful and deeply fulfilling. ▾

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WIRED FOR OPPORTUNITY: JIM SAMUELSON'S SKILLS FIND PURPOSE IN REAL ESTATE

For Jim Samuelson, real estate did not replace the life he had built before it. It gathered the pieces together: the electrician's eye, the builder's hands, the mentor's patience, the entrepreneur's courage, and the family man's heart.

BY GIAVONNI
DOWNING
PHOTOGRAPHY
BY MELINDA
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Wired for opportunity, Jim has been able to recognize open doors, step through them, and trust God with what comes next.

His real estate career began unexpectedly.

At the time, he was a union electrician, a career he had built for 16 years after high school. Work slowed during a challenging period for the trades around 2012, and Jim was also recovering from shoulder surgery. He decided to get a real estate license.

What began as something temporary soon became something much bigger.

Jim returned to electrical work after surgery, but his phone started ringing more and more. He was loyal to his employer and did not want to divide his attention while on the job.

"I decided to switch and give real estate a shot," Jim said.

That leap required more than Jim's willingness. It required partnership at home.

Jennifer had been a stay-at-home mom, and the transition was "nerve-racking," she said. She went back to work so Jim could pursue real estate full-time. Before that, she was already helping behind the scenes while the kids napped or went to kindergarten, looking up properties and assisting him from home.

That spirit of teamwork has been a thread through their 25-year marriage. Jim and Jennifer are high school sweethearts who met at Crown Point High School.

Jim remembers noticing Jennifer long before they officially met. "He said, 'You don't know me, but I've been watching you when you eat lunch,'" she recalled, laughing as she remembered how he noticed her drinking Sunny Delight at lunch.

Together, they have built a life filled with business, service, and purpose. They have two children, a

granddaughter, a real estate career, investment properties, flips, two preschools, and a daycare.

One of the most powerful examples of their partnership came through childcare ownership.

Jennifer had once started a teaching program, but while working at Centier Bank through a work-study program, she was offered tuition support if she switched majors. She accepted, grew in banking and became a branch manager at 21. Later, after becoming a mother, something began shifting.

That passion eventually led her to open Gingerbread Family Preschool. It was a place their own children had once attended, and one she and Jim wanted to





Jim continues to build the same way he always has—**WITH STEADY HANDS, STRONG FAITH, AND COMMITMENT TO DOING RIGHT BY PEOPLE.**

help preserve. It became an opportunity for Jennifer to bring together the skills she had cultivated as a mother, a banking professional, and a leader.

The next chapter came through Jim's real estate career. He was hired to help sell a daycare in Schererville. This was not just a listing. It was a facility built by a woman who had wanted quality care for her own children, and Jim and Jennifer understood the heart behind that.

Jennifer recalled Jim telling her, "I think we're supposed to buy this one."

Jennifer paused, prayed, and eventually agreed. They purchased what is now Premier Childcare, expanding their impact from real estate into another space centered on families and care.

For Jennifer, entrepreneurship had early roots. Her mother owned a home health care business, and Jennifer remembers going with her and watching her serve others. Those seeds, combined with banking, motherhood, and leadership, prepared her for the role she now carries.

For Jim, construction remains one of his greatest advantages in real estate. His father was a bricklayer, and Jim worked with him when he was young. Electrical work developed his work ethic and eye for what others might miss.

Clients value Jim's ability to spot concerns, explain repairs, and evaluate properties through both a broker's and builder's perspective. He uses that same insight to guide clients, mentor agents, and identify opportunities with a practical understanding of property value and long-term potential. His experience in real estate and hands-on construction knowledge give him a perspective that sets him apart.

Today, Jim leads an office of nearly 60 agents while continuing to mentor and support a growing team known for professionalism, productivity, and client-focused service. Over the years, his team has consistently ranked among the region's top producers and has been recognized within Berkshire Hathaway HomeServices for outstanding performance and leadership.

His definition of success is rooted less in numbers and more in impact.

Jennifer describes him as hands-on, honest, and patient; a leader who gives constructive feedback without tearing people down.

For Jim and Jennifer, entrepreneurship has always required faith and balance. Jim is often the one ready to jump in. Jennifer is more likely to pause and calculate the next move. Together, they balance each other.

Whether in business, leadership, or family life, Jim Samuelson continues to build the same way he always has — with steady hands, strong faith, and a commitment to doing right by people. ▀

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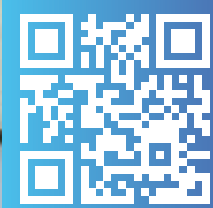


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JASON MOON

OF TRUEBLOOD REAL ESTATE



CASTING LINES & CLOSING DEALS: HOW JASON MOON BUILT A REAL ESTATE CAREER ROOTED IN SERVICE, FAMILY, AND THE OUTDOORS

BY ALI KUCHARZAK
PHOTOGRAPHY BY MELINDA
NICOLE PHOTOGRAPHY

For Trueblood Real Estate Managing Broker Jason Moon, life has never been about flashy billboards, big egos, or chasing attention. Much like a fisherman patiently casting a line across still water, Jason has built his career the steady way, through consistency, relationships, and trust.

And after more than 20 years in real estate, it is a philosophy that continues to guide both his business and his life.

Jason currently leads the Northern Indiana offices for Trueblood Real Estate, but long before real estate became his full-time career, he was already charting an entrepreneurial path. Shortly after college, he began investing in properties himself, originally looking for a way to create financial opportunities and build something of his own.

What started as a personal investment journey quickly turned into something much bigger.

Friends and family began reaching out for advice. They trusted Jason because of his calm demeanor and genuine desire to help people. Soon those conversations evolved into helping others buy and sell homes.

But Jason did not rush the process.

At the time, he was working full-time in the IT world as a software project manager while simultaneously building his real estate business on nights and weekends. For three years, he balanced both careers before finally deciding to make the leap into real estate full time.

“Can I prove to myself that I can do this as a career?” Jason remembers asking himself. “Can I get the boat close enough to the dock to jump off and not fall in the water?”



Jason's team members: Roger Wells, Corine Beard, Jason, and Dana Malone. Not pictured Cheryl Slivka and Danielle Sparavalo.

Jason approached the transition carefully and strategically. Once the business became stable, he made the leap and never looked back.

Ironically, it was his technology background that helped fuel the rapid growth of his business. Long before most agents understood the power of internet marketing and online leads, Jason and a colleague recognized the untapped potential of digital real estate exposure.

“Technology is a very powerful tool in real estate,” Jason says.

By combining old-school service with forward-thinking technology, Jason was able to grow quickly and efficiently in a changing industry. But despite the growth, his mindset never changed.

“I just like to help people,” he says simply.

That philosophy became the foundation of everything he built.

“If you help people get what they want, you will get what you want.”

While many agents focus on branding themselves through large marketing campaigns and flashy promotions, Jason has always preferred a more personal approach. He describes himself as a simple guy more interested in relationships than recognition.

He still works closely with clients from beginning to end and intentionally stays deeply involved in the transaction process. Unlike large teams where clients are often handed off to assistants or processors, Jason remains directly connected every step of the way.

“It keeps me on the pulse of the market,” he explains.

Eventually, Jason expanded his business and built a team, but even then, his focus stayed the same: “We help people. It’s simple.”

That mindset has created a culture that feels more like family than business. Jason says his team members know each other personally, support one another, and genuinely care about the clients they serve.

“It’s all about servicing. I don’t care what line of business you’re in.”

Outside of real estate, Jason’s greatest passions are found far away from office walls and computer screens.

For Jason, home is not necessarily a building. Home is found outdoors on the water, in the mountains, and surrounded by nature.

An avid outdoorsman, Jason and his family have

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visited nearly two-thirds of America’s national parks, with hopes of eventually seeing them all. What began as one memorable family trip to Yosemite National Park turned into a lifelong adventure.

“These places are amazing,” Jason says.

Today, the Moon family keeps a map covered in pins marking every national park they have explored together. Their travels have created countless

memories with his wife Paula and children, Ella and Eli.

“We love to explore places and see what this country has,” he says. “It’s all a part of enjoying life.”

While he enjoys many parks, Jason says the parks in Utah have left the biggest impression on him, especially Zion National Park.

“You see these incredible mountains and rock formations. Then you see the desert and the arches. It’s so cool.”

That appreciation for simplicity and experiences over possessions is woven throughout Jason’s life philosophy.

“I’d rather travel to see stuff than have stuff,” he says.

But if there is one place where Jason truly feels most at peace, it is on the water with a fishing rod in hand.

Fishing has been part of Jason’s story since childhood. As a young boy, he spent countless hours fishing alongside his dad — a tradition that remained important throughout his life. During college, Jason even competed on the Purdue Bass Fishing Team.

Today, he still fishes local tournaments with his father whenever he can.

“There is nothing better than being on a boat and casting a line and your mind is completely clear,” Jason says.

For someone who spends his days navigating contracts,

negotiations, and fast-moving transactions, fishing offers something rare: stillness and perspective. It is where he disconnects and decompresses.

For many of his clients, home is their happy place. But for Jason, his happy place has always been outdoors, surrounded by nature and the people he loves most.

That same calm, even-keeled personality also makes Jason a respected mentor in the industry. Beyond leading agents within Trueblood Real Estate, he is known for helping and encouraging other agents across the profession as well. Colleagues describe him as approachable and steady under pressure.

Much like a seasoned fisherman reading the water, Jason understands that success rarely comes from force. It comes from preparation and showing up consistently.

And while the real estate market continues to evolve, one thing has remained constant throughout Jason Moon’s career: his love for helping people.

“I won’t ever stop doing real estate,” he says. “I really enjoy what I do.”

For Jason, it has never just been about buying and selling homes.

It is about building relationships, creating trust, serving others, and enjoying the journey along the way — one cast, one client, and one adventure at a time. ▀



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