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JULY 2026

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Kirk Schryver transformed a friendly rivalry into one of Rhode Island's most respected real estate teams

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Agent to Watch
KEVIN SOKOLOWSKI

Partner Spotlight
MARTIN BECK
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Elizabeth Kirk & Lisa Schryver **28** COVER STORY

FEATURES



16 Proven Perspectives



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If you are interested in nominating people for certain stories, please email us at: John.Ludes@N2co.com



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Together with you, Rhode Island's elite agents, we have curated this list. These trusted partners represent the absolute best in their respective fields - they're not just great at what they do, they understand the pace, professionalism, and care that top agents like you expect. They proudly support your work, your publication, and the private events that bring our community together. Please support them in return—and thank them for helping us celebrate the Rhode Island Real Producers community!

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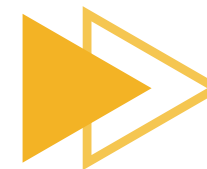
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FAQ

ALL ABOUT RHODE ISLAND REAL PRODUCERS

Q: Who receives this publication?

A: This magazine is delivered to the top 300 real estate agents in Rhode Island, ranked by sales volume. All our Preferred Partners also receive both physical and digital copies. With thousands of agents in the state, being included in this elite group is a true distinction—a testament to your hard work, talent, and dedication to excellence.

Q: Do real estate agents have to pay for the magazine or events?

A: No! Both the magazine and our events are completely free for top agents. They're fully funded by our Preferred Partners, who support and help us celebrate this exceptional community.

Q: What kind of content is featured?

A: The content is centered around you—the top producers in Rhode Island real estate. Each issue highlights

inspiring personal stories, professional milestones, and behind-the-scenes insights into the agents and Preferred Partners who lead this market.

We feature:

- **Top-producing “Local Legends” in every cover story**
- **Rising stars in our “Agent to Watch” feature**
- **Spotlight Profiles on our Preferred Partner businesses**

All agent features are completely merit-based. There's **no pay-to-play**—we tell authentic stories about real people making an impact. We welcome nominations and referrals, as we're always looking to celebrate outstanding professionals we may not yet know about.

Q: Who are the Preferred Partners?

A: Preferred Partners are top professionals across a variety of real estate related industries who have been **personally recommended by the top 300 agents** in Rhode Island. They appear in every issue of the magazine, participate in our events, and help make this platform possible. These businesses are trusted allies of our agent community, and together, we're building a powerful, collaborative network that promotes business growth for everyone involved.

Q: Does Real Producers host events?

A: Absolutely. In addition to the magazine, we host **private quarterly invite-only events** for our top agents and Preferred Partners. These exclusive gatherings provide opportunities to network, collaborate, share ideas, celebrate wins, and grow together as a community.

Event details are shared in the magazine, on social media, and through direct outreach—stay tuned for our inaugural event this Fall!

Q: How can I recommend a business or feature story?

A: We'd love to hear from you! Whether you want to nominate a fellow agent, highlight an unsung hero, or recommend a business that deserves recognition as a Preferred Partner, we're all ears.

Email your suggestions or questions to:
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Staying in Your Lane

The most successful agents aren't doing everything themselves—they're focusing on the work that creates the greatest value for their clients and their business.



One of the most interesting shifts I've observed recently isn't a change in the market—it's a change in the role of the real estate professional.

It may seem counterintuitive, but the most successful agents today aren't necessarily working more hours, making more calls, or trying to do everything themselves. Instead, they're becoming increasingly intentional about where they spend their time and energy.

In many ways, the role of the top-producing agent is evolving from practitioner to CEO.

Now, before any solo agents stop reading, let me be clear: this isn't about team size. Some of the most impressive businesses in Rhode Island are built by independent agents. Others are led by large teams with multiple specialists. What they often have in common, however, is a clear understanding of where they create the most value.

Every agent has a unique set of strengths. Some are exceptional negotiators. Others are gifted marketers. Some thrive on building relationships and generating referrals. Others have a remarkable ability to guide clients through complex situations with confidence and clarity.

The challenge comes when talented professionals spend too much of their day doing work that doesn't require their unique expertise.

The highest-performing agents I've met understand something

important: not every task deserves their personal attention. Whether it's leveraging a transaction coordinator, partnering with trusted vendors, outsourcing marketing functions, or building a team around specialized roles, the goal isn't to do less work. The goal is to focus more of your time on the work that only you can do.

In this month's cover feature, the Kirk Schryver Team refers to this as operating within your "zone of genius." Our Agent to Watch, Kevin Sokolowski, advises to "stay in your lane". Both are channeling the intersection of what you're uniquely good at and what creates the greatest value for your clients and your business.

For some agents, that means spending more time face-to-face with clients and less time managing paperwork. For others, it means focusing on business development instead of trying to become their own graphic designer, social media manager, photographer, or administrator.

The agents who continue to grow year after year seem to understand this instinctively. They recognize that success isn't about mastering every function within the business. It's about ensuring every function is handled well while protecting the time spent on their highest-value activities.

As I travel around the state and have the privilege of meeting many of Rhode Island's top producers, I'm continually impressed by the systems, partnerships, and support structures they've built around themselves. Not because they're

trying to work less, but because they're trying to serve at a higher level.

Perhaps that's one of the defining characteristics of great leadership: understanding where you're most valuable and having the confidence to let others excel in the areas where they are most valuable, too.

Whether you're leading a large organization or running a highly successful independent practice, the question is the same:

What would happen if you spent even more of your time in your lane?

My guess is that your clients, your business, and perhaps even your quality of life would all benefit from the answer.

With gratitude,



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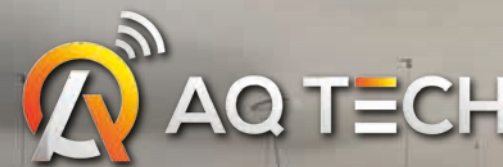
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PHOTOGRAPHY BY MOLLY ROBINSON

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Watch the Video Recap!

VIDEOGRAPHY BY JAVIER ROSA PHOTOGRAPHY

Rhode Island Real Producers • 15



Another Tool in the Toolbox

Every seller deserves a strategy tailored to their marketplace and their goals—even when that means starting outside the MLS.

Each month, a leading voice from Rhode Island's top-producing real estate community offers a firsthand perspective on the issues, trends, and opportunities shaping our market.

WRITTEN BY NELSON TAYLOR - FOUNDER, THE BLACKSTONE TEAM - COMPASS
PHOTOGRAPHY BY JAMIE HARRINGTON



The real estate industry is never short on debate. Between lawsuits, policy changes, mergers, acquisitions, and a seemingly endless stream of new rules, change is always on the horizon and there's always another headline competing for our attention.

Every listing begins with a data-driven valuation. From there, I often recommend a PE price above that baseline—aggressive, but still realistic. I also establish a separate MLS launch price designed to generate maximum activity if we go public. The objective is to identify the highest price and strongest terms the market will support, not simply rush to the MLS because that's the way it's always been done.

I also strongly encourage a pre-inspection. In my experience, informed buyers write stronger offers and sellers gain more certainty through cleaner buyer offers.

When marketing a Private Exclusive, I target the agents doing the most business within that property's specific market. These are often the agents with the deepest buyer pools and the strongest relationships.

Just as importantly, PE is not a pocket-listing strategy for my own buyers. Our team does not practice dual agency, and I don't limit opportunities to Compass agents. A qualified buyer is a qualified buyer, regardless of brokerage affiliation; In fact, 4 out of the last 6 of my PE deals were with "co-brokers" at other companies.

Typically, I give agents 24 to 36 hours to evaluate the property and determine whether they have a buyer. If there is no meaningful interest, I move on to the next group. Buyers' agents appreciate the opportunity to secure unique opportunities for their clients, while sellers benefit from highly targeted exposure.

In most cases, I recommend a PE period of approximately seven days. That's usually enough time to gauge demand without delaying or injuring a broader market launch.

At the end of the day, this isn't really about Private Exclusives versus MLS. It's about strategy. Every property, every seller, and every market presents a different set of circumstances.

The only question that matters is this: What path gives the seller the best chance to achieve the highest price, the strongest terms, and the smoothest transaction? The answer won't always be the same. That's why having more than one tool in the toolbox matters.

One topic generating plenty of discussion lately is the use of non-MLS listings.

Depending on the brokerage, market, or MLS, these listings go by different names. Some agents embrace them. Others oppose them. Some simply misunderstand how they work. At Compass, we call them Private Exclusives (PE), and when used strategically, they can be a valuable tool for sellers.

A Private Exclusive is marketed much like any other listing, with one important distinction: it lives on Compass' platform rather than the MLS. If the property later moves to the MLS, it does so without accumulating days on market or public price history. Many agents utilize a three-phase launch strategy: Private Exclusive, followed by Coming Soon, and ultimately a public MLS launch

The key question is not whether every listing should begin as a PE. It's whether the seller should have the option.

In certain situations, the answer is absolutely yes. Some sellers value privacy. Others want to test pricing in a controlled environment before going fully public. Some simply want to test a price, explore demand, before committing to a broader launch strategy.

The criticisms I hear most often are that pre-market listings are just for agents to double-end and/or that they limit exposure. These can happen if PE is handled unprofessionally. But that's not how I approach them.

My responsibility is the same regardless of strategy: maximize value for the seller, put their interests first, and conduct business fairly within our real estate agent community.



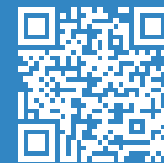
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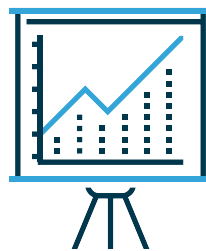
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Trust the Process

PHOTOGRAPHY BY JAMIE HARRINGTON
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Faith, family, and fitness have become the foundation of Kevin Sokolowski's rapid rise in Rhode Island real estate.

Some agents build their business around transactions. Kevin Sokolowski built his around transformation.

Over the past six years, the founder of The SoldWithSoko Team has quietly emerged as one of Rhode Island real estate's rising stars, surpassing \$50 million in career sales volume, helping more than 140 families achieve their real estate goals, and closing nearly \$14 million in sales across 31 transactions in 2025 alone. Yet ask Kevin what changed the trajectory of his business, and he won't start by talking about marketing strategies, lead generation, or market share.

He'll talk about faith. He'll talk about family.

And he'll talk about the discipline that comes from showing up every day committed to becoming a better husband, father, leader, and professional.

The numbers are impressive. The mindset behind them is what makes Kevin someone to watch.

Many clients are surprised to learn just how intentionally Kevin structures his life. Mornings begin with prayer and Bible study. Family time is

non-negotiable. Fitness remains a consistent priority. While those habits may seem separate from real estate, Kevin believes they directly influence his ability to serve others at the highest level. They keep him grounded, energized, focused, and fully present for the people who trust him to guide one of the most important financial decisions of their lives.

"Without Jesus, I genuinely wouldn't have any of this," Kevin says. "I'm beyond grateful for the family and lifestyle I've been blessed with."

That perspective influences far more than his personal life. It shapes the way he approaches clients, leads his team, and defines success. While many agents focus exclusively on transactions and volume, Kevin believes the true measure of success is the positive impact you make on families and the community around you. It's a lesson reinforced by both his faith and the mentors who helped shape his career.

"My family has been my biggest influence," he says. "But I've also been fortunate to learn from people who showed me that success isn't just about the numbers. It's about the difference you make in people's lives. That's what drives me to be the kind of agent I'd want helping my own loved ones."

Ironically, that people-first philosophy has become one of the biggest drivers of his business growth. Kevin isn't searching for the latest shortcut or trying to reinvent the wheel. Instead, he has doubled down on something much simpler: relationships. By focusing relentlessly on serving clients, earning trust, and delivering a true white-glove experience, he has created a referral-based business that continues to gain momentum year after year.

Many of the families Kevin helped early in his career have since returned when it was time for their next move. Others have introduced him to friends, family members, neighbors, and coworkers. Those referrals aren't something he takes for granted. To him, they represent the ultimate compliment.

"I'd rather lose a deal today if it means preserving trust for a lifetime," he says. "When people know you genuinely care about helping them make the right decision, they never forget it."

That mindset has proven especially powerful in Rhode Island, where relationships matter and reputations travel fast. Clients want more than someone who can unlock doors and negotiate contracts. They want an advisor they can trust. Kevin has built his business around becoming exactly that.





Part of that growth has come from lessons learned through experience. Early in his career, Kevin admits he tried to wear every hat in the transaction. Like many ambitious agents, he felt responsible for solving every problem and answering every question. Over time, however, he discovered that the best service often comes from simplification.

Today, one of his core philosophies is “staying in your lane.”

“Finance belongs to the lender. Legal belongs to the attorney,” he explains. “The key is having great people around you that you trust.”

That realization transformed not only his business but also the client experience. Rather than trying to be everything to everyone, Kevin has built a trusted network of professionals who each excel in their specific roles. The result is a smoother, more efficient process and a level of accountability that clients appreciate.

It is also a reflection of his leadership style. Kevin understands that great businesses aren’t built by individuals working harder; they’re built by teams working together. By surrounding himself with trusted partners and



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focusing on his own zone of expertise, he has created a foundation that supports continued growth while maintaining the personal service that has become his trademark.

Looking ahead, Kevin remains optimistic about Rhode Island’s housing market. While inventory challenges

and interest rate fluctuations continue to shape buyer behavior, he believes opportunity remains abundant for clients who are prepared and properly guided. Areas with strong schools, coastal access, and proximity to Providence continue to attract demand, while Rhode Island’s limited housing supply supports long-term value.

More importantly, Kevin believes the coming years will reward agents who prioritize relationships over transactions.

As technology continues to evolve and consumers gain access to more information than ever before, he believes the value of a trusted advisor will only become more important. Buyers and sellers don’t simply need information; they need guidance, perspective, and someone willing to put their interests first.

If he could go back and offer advice to the version of himself who was just

entering the business six years ago, it would be simple: trust the process.

“Focus on service over speed,” he says. “Don’t chase volume at the expense of integrity.”

Those words have become something of a blueprint for the career he’s building today. By leading with faith, prioritizing family, maintaining discipline, and staying committed to serving others, Kevin has created a business that is both successful and sustainable.

For his clients, that means having an advocate who genuinely cares about helping them achieve their goals. For his peers, it means watching a talented professional whose best years may still be ahead.

And for Kevin, it means continuing to do what has worked from the very beginning: keeping faith first, family close, and people at the center of everything he does. ▀



PHOTOGRAPHY BY
MOLLY ROBINSON
EDITED BY STUART TITUS

All-in

With a **Pair of 8's**

Martin Beck proves that sometimes the biggest wins come from betting on yourself.

Spend an afternoon with Martin Beck and it doesn't take long to realize cattle are only part of the story.

Martin is the founder of New England Grass Fed, a Rhode Island-based business known for producing exceptional grass-fed beef served everywhere from neighborhood dinner tables to some of the region's most celebrated kitchens. But as you continue the conversation, it moves quickly beyond beef. What unfolds instead is a story about instinct, timing, risk, resilience—and, ultimately, coming full circle.

"Sometimes the business model you leave behind like wandering cattle," Martin says with a smile, "is the one you eventually come back to."

That perspective was hard-earned.

When Martin launched New England Grass Fed in 2011, he had no land,

limited capital, and what he describes as "a healthy amount of risk tolerance." His father, a veterinarian and Cornell graduate, had long encouraged him with one simple piece of advice: Bet on yourself. Martin's career as a landscape architect was winding down just as the local food movement was taking off across New England. Consumers were becoming more thoughtful about sourcing, quality, and where their food came from. Martin recognized the shift—and saw opportunity in it.

The spark came a few years earlier in an unlikely setting: a Cub Scout meeting. A group of dads floated the idea of buying a local beef steer together and dividing it among their families.

That search led Martin to Little Compton, where he met an Irish farmer with a Hereford steer grazing in the morning grass.

Martin still laughs, remembering the farmer proudly describing the animal as "shaped like a freezer on legs."

A month later, the families split up steaks, burgers, ribs, and everything in between—and it was a hit.

"It was a total success," Martin says. "But we all walked away asking the same question: why isn't more of Rhode Island eating beef like this?"

The answer was clear. The beef was exceptional. But there was no system

connecting that product to the people who wanted it. Martin stepped in to build the bridge.

Before long, that beef was appearing on menus throughout Newport and Providence and making its way through farmers' markets from Wickford to Westerly. What began as helping one farmer sell beef became something bigger: building a regional brand around thoughtfully raised pasture-fed beef and creating direct relationships between producers, chefs, and families.

Soon after, Martin made the leap himself.

With no land and no money, he borrowed \$40,000 from a friend on a handshake

and bought a small group of cattle. Through partnerships with grazing farms around New England, he raised them on pasture through a contract-grazing model.

"We were all in with a pair of eights," he says. "But we believed in the product." The bet paid off.

New England Grass Fed steadily built a loyal following among chefs, home cooks, and wholesale buyers drawn not only to the quality of the beef, but to the story behind it. Martin is quick to point out that the business wouldn't have survived the early years without the support of his wife, who carried the family financially while the company found its footing.

"Without that support," he says, "there's no New England Grass Fed."

In 2016, the business entered a new chapter when Martin was offered a lease on 140 acres on Aquidneck Island, where he built Cloverbud Ranch. There, cattle rotated through fresh pasture in carefully managed paddocks,

supported by a regenerative grazing model designed to improve soil health while producing exceptional beef.

The work was relentless—but deeply rewarding.

"The fence always needed attention. Something was always broken," Martin says. "But watching cattle move onto fresh grass—that part never got old."

The herd grew, and so did Martin's belief in the broader mission behind the work.

Over time, he became an advocate not just for grass-fed beef, but for regenerative agriculture, local food systems, and land stewardship. He lectured at Johnson & Wales University, encouraging aspiring chefs to embrace whole-animal cooking and understand the value behind locally raised food.

"Beef quality improves when soil improves," he says. "And when you do it right, everything benefits. It's all connected."

That belief in connection extends far beyond the ranch.

Martin often talks about "Givers Gain"—the idea that generosity tends to come back around. It's a philosophy that has shaped how he approaches both business and community. Over the years, New England Grass Fed has supported local meal programs, school agriculture initiatives, youth sports, and countless Rhode Island gatherings where food brings people together.

"Communication and respect are at the center of every successful relationship," Martin says. "Business is no different."

By 2020, New England Grass Fed brought in a partner to manage herd operations while Martin focused on sales and growth. But after years of balancing ranch life, logistics, and business, the pace became difficult to sustain. In 2025, Martin sold his share of the ranch operation.

For some, that might feel like an ending. For Martin, it felt more like a return.

Today, New England Grass Fed operates through a trusted network of ranch partners across Rhode Island, Massachusetts,

and Vermont—bringing the business back to its original contract-grazing model, now strengthened by fifteen years of experience and relationships.

"The journey brought us right back to where we started," Martin says. "Just older, wiser, and with better relationships."

And maybe that's the through-line in Martin Beck's story.

Not simply cattle. Not just entrepreneurship. But relationships, built patiently over time through trust, generosity, consistency, and showing up for people again and again.

Whether it's beef for a family dinner, a chef's tasting menu, a closing gift for a client, or a backyard grill-up among friends, Martin sees food as something bigger than the meal itself.

A connector. A conversation starter. A reason to gather.

"Breaking bread together still matters," he says. "That part never changes."

For Martin Beck, that's the real product after all. ■



Martin with contract grazing partner Natalie Meyer at Moonstone Land & Cattle Company



Martin with Anthony Bourdain



BETTER TOGETHER

Kirk Schryver transformed a friendly rivalry into one of Rhode Island's most respected real estate teams

PHOTOGRAPHY BY
JAMIE HARRINGTON
EDITED BY STUART TITUS



Some of the strongest partnerships begin with a little competition.

Long before they became one of Rhode Island's most respected real estate teams, Elizabeth Kirk and Lisa Schryver were successful agents building independent businesses. Coming from similar creative backgrounds—Elizabeth in film publicity and Lisa in magazine publishing—they quickly became close friends. Yet beneath that friendship was an unmistakable competitive streak.

That dynamic continued for several years until a memorable New Year's Day listing appointment changed everything.

A seller had independently contacted both Elizabeth and Lisa about representing a property. After interviewing

both women, the sellers came back with an unexpected proposal: they couldn't decide between them and wondered whether they would consider listing the property together.

For Lisa, it was a defining moment. "That message was our lightbulb moment," she recalls. "We realized that if we combined our strengths instead of competing against each other, we'd be unstoppable."

Nearly six years later, that decision has proven transformative. Together, the Kirk Schryver Team has facilitated more than 1,066 transactions and over \$737 million in Rhode Island sales volume, while earning recognition as one of the top 1.5 percent of agents nationwide. Yet ask Elizabeth and Lisa what they're most proud of, and the conversation quickly

shifts away from statistics and toward relationships.

"We can teach anyone the mechanics of a transaction, but we cannot teach them to care," Lisa says. "When Elizabeth and I bring on team members, we look for culture and values alignment above all else."

That philosophy is reflected in every member of the team. For Jan Lyle Malcom, real estate has been woven into her life since childhood. Raised by a father who spent more than fifty years as a respected Rhode Island broker, she developed an early appreciation for both the business and the homes themselves.

"As a young girl, I had been fascinated by architecture and layout design," Jan says. "Guiding clients successfully through intimate and potentially fraught

transactions has brought me immense joy over the years."

Rebecca Rubin brings over a decade of experience, sharp intuition, and an unwavering commitment to her clients. Known among her teammates as both an exceptional agent and a trusted friend, she has built a loyal following of clients who appreciate her professionalism and practical guidance. Rebecca has also observed firsthand how the market continues to evolve and how client needs have shifted in recent years.

"The most surprising trend has been the volume of all-cash Baby Boomers entering the market," Rebecca says. "With interest rates fluctuating, older homeowners are prioritizing lifestyle over their mortgages by downsizing and moving closer to family."

Sarah Mackley's journey into sales followed a different path. Before becoming an agent, she worked behind the scenes supporting Compass agents throughout Rhode Island on the marketing side of the business. That experience gave her a unique perspective on what separates good agents from great ones.

"Before joining the team, I supported Compass agents across the state on the marketing side, so when the opportunity came to make the move into sales, it was an easy decision,"

Sarah says. "As a newer agent, being part of a team of this caliber has been instrumental in my growth. The support and mentorship of such accomplished colleagues has opened doors I simply wouldn't have had starting out on my own."

Matthew Schryver represents the next generation of the business. After years of observing the industry through his mother, Lisa, he officially joined the team and is helping expand its reach throughout Newport and Aquidneck Island.

"Working alongside industry icons like my mom, Lisa Schryver, and Elizabeth Kirk has been an invaluable experience," Matthew says. "Our six-person team has been incredibly supportive since I joined last year. I am thrilled to be in a position where I can continuously grow and serve my clients, especially the friends who trust me with their milestones, at the absolute highest level."

Although their backgrounds are different, the team's members share a remarkably similar outlook.

They view real estate not simply as a sales profession, but as a service business built on trust, relationships, and genuine care for the people involved.

That mindset is especially important because nearly all of the team's business comes from repeat clients and referrals.

"After almost six years in the business, we've shifted away from transactional cold-calling to running a 150 percent relationship-driven business," Elizabeth explains. "We've been fortunate

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After almost **sixteen years** in the business, we've shifted away from transactional cold-calling to running a **150 percent relationship-driven business.**

We've been fortunate enough to turn past clients into **lifelong friends** and lifelong friends into clients.

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enough to turn past clients into lifelong friends and lifelong friends into clients."

For a business built almost entirely on referrals, culture isn't just important—it is essential. Every client interaction reflects on the entire organization. That's why Elizabeth and Lisa have been so intentional about surrounding themselves with people who share the same values and commitment to client care. Just as importantly, they have structured the organization so that every member can contribute in the areas where they excel most.

"We structured our team so that everyone operates within their 'zone of genius,' which ultimately provides a better experience for our clients," Lisa says.

Rather than asking everyone to perform every role, the

team leverages individual strengths. Elizabeth and Lisa often focus on strategic negotiations, client advisory services, and listing marketing, while other team members provide critical support through transaction coordination, operational management, client communication, and showing assistance.

The result is a highly collaborative environment where no detail falls through the cracks. Clients benefit not only from the experience of seasoned advisors but also from the responsiveness, expertise, and support of an entire team working behind the scenes on their behalf. Everyone has a role, everyone contributes, and clients feel the difference.

It's a model that has helped fuel remarkable growth while preserving the personalized service

that built the business in the first place.

In an industry that often celebrates volume and production above all else, the Kirk Schryver Team remains focused on something far more enduring.

"We treat every single client exactly the same—whether your budget is \$300,000 or \$3 million," Elizabeth says.

Because for this team, every transaction is ultimately about people. It's about helping families navigate important decisions, guiding clients through emotional milestones, and building relationships that last long after the closing table. Sixteen years after that fateful New Year's Day listing appointment, that commitment to relationships continues to be the foundation upon which everything else is built. ▾



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