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We'd like to extend our sincere thanks to everyone who joined us for our Breakfast of Champions event! It was a pleasure to gather with such a dynamic group of real estate professionals for a morning of insight, connection, and inspiration.

A special thank-you to our incredible host Insta Snap Studios and Davincian, as well as the panel of agents for sharing their expertise on market strategies, lead generation, client relationships, and the lessons that have shaped their success.

We also appreciate all of the attendees who contributed to the energy of the event — your engagement, questions, and willingness to connect are what made this gathering so meaningful.

Check out photos from this event on social media and in our July issue.

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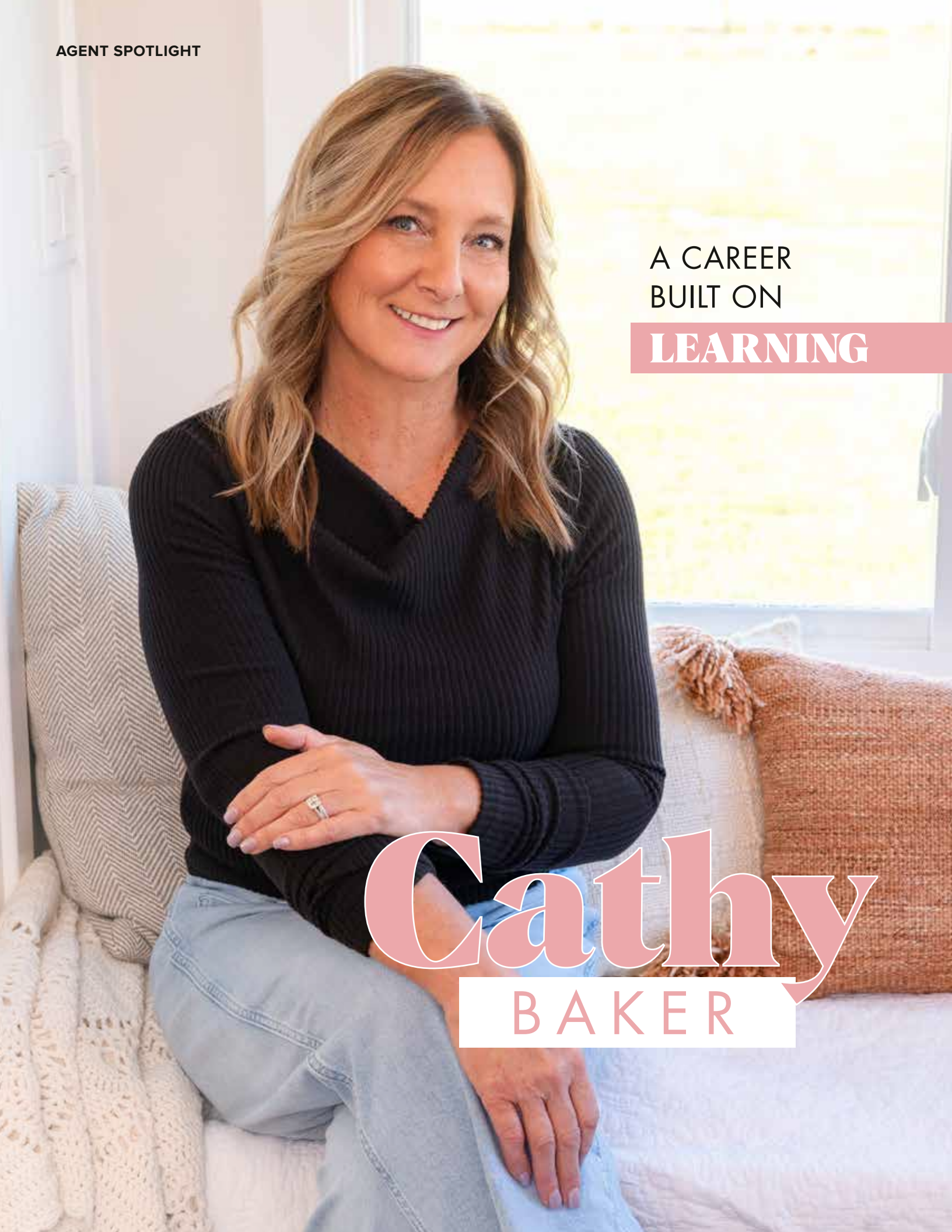
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A CAREER
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PHOTOS BY
GINA DINVERNO
PHOTOGRAPHY

In the vibrant world of real estate, Cathy Baker stands out for her warmth and dedication. With 20 years of experience as a real estate agent, she has built a thriving business at RE/MAX Advisors that is focused on cultivating sincere relationships with others.

Before real estate, Cathy owned a cleaning business, which sparked her love for homes and decor as well as gave her the satisfaction of transforming spaces. Her time

in the food industry also honed her multitasking skills, ability to work under pressure, and knack for connecting with people from all walks of life. “With my entrepreneurial background and love of helping others, it made sense that real estate would be a great fit,” Cathy said.

In 2005, Cathy officially began her real estate career during a time when the market was dominated by foreclosures and short sales. Despite the hurdles, she embraced every opportunity to learn. After

taking a brief hiatus to focus on her family, she returned to the industry in 2014 with a renewed interest in the profession.

A major influence during this period was Cathy’s broker, Maria. When Cathy first walked into her office, she felt discouraged and was simply looking for a job that would provide a weekly paycheck. Maria, however, had a different vision for her future. “She had confidence in me that I, at the time, was lacking,” Cathy said. Under Maria’s guidance, she developed skills such as management, contracts, and client communication — and, most importantly, gained the confidence to trust her own abilities.

At the heart of Cathy’s real estate success is her desire to help others, particularly first-time homebuyers. “I love their energy and really enjoy teaching the process of the transaction, and best of all, getting them to the closing table to see their pride shine,” she said.

When it comes to her business, Cathy was deeply influenced by her father, who built a successful, referral-based career based on trust and genuine relationships. “He approached his work with ease, humor, and enthusiasm, chatting with clients as old friends would and created an atmosphere of connection and positivity,” she shared. “His ability to create long-term professional relationships and transform clients into loyal advocates greatly shaped his own approach to business and personal success.” Inspired by his example, Cathy has adopted his philosophy, creating an atmosphere of connection and positivity with her clients.

Like many in the industry, Cathy has faced her share of difficulties as an agent. One of the most significant challenges has been



comes from her four grandsons — Jack, Leo, Vincent, and Levi.

When Cathy carves out time for herself, she likes to listen to country and rock music, and according to her, nothing beats a good rock concert on a hot summer night. She also enjoys reading motivational and informational books whenever she can, always eager to learn and stay inspired. Her love of plants and flowers led her to take on a new challenge last spring, when she started seeds and grew a beautiful country garden filled with sunflowers, dahlias, zinnias, and a few vegetables. “It was a really rewarding experience,” Cathy said.

As she looks to the future, Cathy remains committed to personal growth and exceptional client service. “I find my success in competing with myself while hitting small daily goals, counting my blessings, and staying focused on the big picture,” she explained. Cathy also believes that her honesty and open communication have been the cornerstone of her success.

For aspiring agents, Cathy wants to remind them that building a business takes time. “Stick with it,” she said. “Be consistent, be diligent, and pick up the phone when it rings! Communication is key — with the clients and the agents you work with.” Cathy additionally emphasizes the importance of trustworthiness and the ability to adapt to the ever-changing landscape of the industry.

Cathy consistently goes above and beyond for others, and her clients can always count on her honesty and reliability. With her focus on relationships and commitment to growth, she continues to set a high standard in the real estate industry. ▀

maintaining consistency with her business plan amidst the tasks that can sidetrack her day. “It’s easy to get derailed by the day-to-day demands and distractions that come with this career, especially when things get busy or when unexpected opportunities pop up,” she explained. “Over time, I’ve learned that sticky

notes are my friends, but ultimately, staying focused with my plan is the roadmap to stay on track and continue to grow personally and professionally.”

Cathy’s career is marked by professional accomplishments, but she will admit that her strong family values have guided her business. She is blessed with a supportive husband, Jeremy, who plays an active role in her real estate career — whether it’s helping her install signs or simply listening to the day-to-day highs and lows. Their family life is full of time spent camping, attending horse shows, gathering for meals, enjoying lake days, and making memories with their five children and their spouses. Cathy’s greatest joy

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As the owner of J.A. Inspections Plumbing & Sewer Services, Jamyre Anderson was introduced to the industry at a young age from his father, who was a second-generation plumber himself. Growing up in Detroit, Jamyre was drawn to the practical problem-solving nature of the work. “My father instilled a strong foundation of structure with me and my brothers at a young age,” Jamyre explained. “Whether it was playing little league football or helping my father on various plumbing projects, I think having that structure early on resulted in me having a successful business today. I owe a lot of credit to my father.”

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Throughout his four years of business ownership, Jamyre has made an effort to evolve his networking capabilities. By attending more industry events and deliberately building his company’s brand presence, he has expanded his

reach and strengthened his position as a reliable partner for real estate professionals. His commitment to continuous improvement shows in his self-taught approach to learning, constantly researching new techniques and investing in tools to become more efficient.

For Jamyre, self-motivation drives him to see the fruits of his accomplishments each day. The most fulfilling moments come when he sees relief wash over a customer’s face after resolving their plumbing crisis or meeting their expectations. The ability to help anyone in need remains at the core of his professional mission.

Like any business owner, Jamyre has faced his share of obstacles. As he built the company from the ground

up, it required him to navigate market uncertainties, establish credibility, and manage the operational complexities of service delivery. His strategy for handling these challenges mirrors the structure his father instilled in him: stay disciplined, remain adaptable, and never stop learning. By continuously investing in his skill set and equipment, Jamyre has positioned J.A. Inspections Plumbing & Sewer Services to weather market shifts and maintain consistent service quality regardless of external pressures.

Outside the demands of running a business, Jamyre enjoys a close-knit family dynamic. Part of a family of five with two bonus siblings, he values quality time spent sharing meals, telling jokes, and reminiscing about old times. His siblings — Dave, 33, O’Rondey, 30, Jazmyne, 27, and Janaiya, 24 — all stay connected through planned activities and gatherings where laughter flows freely.

As for Jamyre, when he’s not working, he loves exploring new cultures and perspectives by traveling abroad. He also enjoys



visiting museums and aquariums, and has recently taken up fishing.

When he looks ahead to the future, Jamyre envisions continued growth for J.A. Inspections Plumbing & Sewer Services. His focus remains on strengthening partnerships with real estate professionals who need a dependable plumbing resource they can confidently recommend to their clients. By maintaining same-day service capabilities and expanding his range of offerings, Jamyre aims to be the first call agents make when plumbing challenges arise during transactions or when clients need reliable referrals after closing.

At J.A. Inspections Plumbing & Sewer Services, customer satisfaction is the number one priority — because if every customer is pleased with the service, referrals will follow. As for Jamyre, business success means waking up as his own employer and seeing the tangible results of his labor. He hopes

to be remembered for exceptional customer service and the meaningful relationships he has built along the way.

Jamyre’s commitment to quality and reliability makes J.A. Inspections Plumbing & Sewer Services an invaluable resource for Macomb County’s real estate community. With a second-generation foundation and a forward-thinking approach to service delivery, the company continues to prove that excellence in the trades comes from equal parts skill, dedication, and respect for every customer.

CONTACT US!

For more information about J.A. Inspections Plumbing & Sewer Services, email Jamyre at Jamyreanderson726@gmail.com or call 313-920-6708.



BROCK BEAN

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An agent with The Delia Group at Keller Williams Paint Creek, Brock Bean is passionate about helping people achieve their dreams while utilizing his years of sales experience. “I’ve been in sales my whole life,” he explained. “I started as an investor in 2014, and after years of working behind the scenes in real estate, I knew I wanted to be more hands-on, so I transitioned to the agency side in early 2025.”



Though relatively new to the agent side of the business, Brock is far from a rookie when it comes to relationships, negotiation, and entrepreneurship. Before real estate, he built and ran America’s #1 gold-buying company, which sharpened his business instincts and introduced him to his future mentor and teammate, Joe Delia.

“Joe and I worked together in the gold business, and I watched him go on to build one of the top real estate teams in the country,” Brock said. “I wanted to be a part of that.”

According to Brock, the collaboration and client-first mentality that he saw in The Delia Group is what drew him to join the team. “Everyone on our team brings different strengths, and together, we deliver a top-tier experience that’s rooted in service,” he said. “Every decision starts with one question: ‘What’s best for our client?’”

Although The Delia Group’s support has been a key factor of his real estate success, Brock also brings a proactive approach and unshakeable work ethic to his business. “I communicate, negotiate,

and anticipate problems before they arise,” he said. “I go the extra mile to make sure clients’ goals are met.”

Like many other new agents in the industry, Brock will admit that finding the proper work-life balance can be a challenge. “Real estate doesn’t stop, but I’ve learned how to protect time for my family while still delivering for my clients,” he shared.

Despite the 24/7 nature of the real estate world, Brock stays grounded in his family. He is a devoted husband



PHOTOS BY JAY DUNBAR OF GREAT LAKES AERIAL VIDEO SERVICES
PHOTOS TAKEN AT LOMBARDO HOMES MODEL AT PRESTON CORNERS VISTAS IN SHELBY TOWNSHIP



to his wife, Gail, and father to their two children — Leo, 6, and Vivian, 4. Together, they are active in their church community and love traveling together, especially on family vacations filled with swimming and sports. As for Brock, he enjoys golf, fitness, and sporting events.

For those who are interested in launching a career in real estate, Brock recommends that they show up, stay consistent, and put people first. “Real estate is a marathon, not a sprint,” he said. “My advice to new agents is to outwork the challenges. Focus on people, not just deals. Build relationships, earn trust, and the business will follow.”

With his deep sense of purpose and commitment to excellence, Brock knows that when clients recommend him to others, he has truly succeeded in his role. “To me, success is being a good steward of the gifts I’ve been given,” he said. “Using my work to serve others, support my family, and honor God in the process — that’s what it’s all about.”

As he looks to the future, Brock hopes to be known for the way he positively impacted the lives of others. “I want to be remembered as a devoted family man who worked hard, loved deeply, and left behind a legacy of service and integrity,” he admitted.

“My dad was a national sales trainer and motivational speaker, and I grew up watching him help and inspire people,” Brock added. “He taught me the value of relationships and how to bounce back from failure — lessons I carry with me every day in real estate.”

Although Brock is still in the early stages of his real estate career, his heart for helping others and his history of hustle have already proved that he is a force to be reckoned with in the industry. “I may be new to the agency side, but I’ve spent years learning the business from a different angle,” he said. “My clients don’t care how long I’ve had a license — they care how well I serve them. And I serve them with everything I’ve got.”

“My advice to new agents is to outwork the challenges. **FOCUS ON PEOPLE, NOT JUST DEALS.** Build relationships, earn trust, and the business will follow.”



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2025

BY THE NUMBERS

HERE'S WHAT THE TOP AGENTS IN MACOMB COUNTY SOLD IN 2025



\$2,391,281,345
SALES VOLUME



7,856
TOTAL TRANSACTIONS



26
AVERAGE TRANSACTIONS PER AGENT



\$7,970,938
AVERAGE SALES VOLUME PER AGENT



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BOB LESKOVIANSKY

CONNECTION, COMMUNITY, and a Leap of Faith

PHOTOS BY JAY DUNBAR OF GREAT LAKES AERIAL VIDEO SERVICES

PHOTOS TAKEN AT LOMBARDO HOMES MODEL AT WOLVERINE COUNTRY CLUB ESTATES IN MACOMB TOWNSHIP

Before Bob Leskoviansky ever stepped into the world of real estate, his days started and ended in the dark.

“At the time, I was working for a small e-commerce company,” Bob explained. “I was managing the warehouse shipping department, and it was just one of those jobs. I didn’t dislike the job, but I was the first one to arrive in the morning. It was dark in the winters. There weren’t any windows, and I was the last to leave when the final shipments went out, and it was dark at night.”



That routine sparked a realization.

“I was like, ‘Man, I can’t do this anymore,’” he said.

Bob had always been outgoing — the kind of person others nudged toward a career in sales. He saw this type of career firsthand growing up, with a front-row seat to his dad thriving in sales roles for years. “He was just this social person,” Bob said. “I kind of took that on a little bit.”

The nudge Bob needed to pursue sales came from a friend, whose parents owned a local brokerage. “She was like, ‘You should talk to my parents. You’d make a great agent,’” he said.

Bob did exactly as she suggested — and everything clicked.

“We really hit it off. They thought that I’d be a pretty good agent,” Bob said. “I was really lucky to meet them right away because they are great mentors.”

Bob launched his career in 2016, starting part-time, but that didn’t last long. “I was showing too many houses after work,” he said with a laugh. “I pretty much said, ‘OK, I’m going to take the leap of faith,’ and I quit my job, started full-time, and didn’t look back.”

Bob’s risk paid off. In 2025, he recorded his best year yet, closing \$9.8 million in sales. More impressive, however, is how he built that business.

“Almost all of my business is referral-based, word of mouth,” he shared. “I would say, in general, 90% of my business comes from past client referrals, friends and family referrals, and people who I meet in the community.”

Bob’s community presence runs deep. He is active in his church and the Knights of Columbus, where giving back is part of the culture. “We do a lot of great things,”



"I love that people have been able to use purchasing a home to take the next step in their lives. When someone calls me and says, 'Hey, guess what? We're ready to sell... they've got a family on the way, and they're looking for something bigger,' THAT'S JUST THE BEST."

he said. "I think we took in almost over 180 coats this winter for the coat drive."

While Bob runs a largely solo operation at W.C. Collins Realty, it is far from a one-man show: His wife plays a key role behind the scenes. "My wife got licensed on maternity leave," he explained. "She writes our newsletter for me and manages my CRM while she's at home watching our 2-year-old and I'm out in the field."

Bob keeps that balance between work and family at the forefront of everything he does. "I love being a dad," he said. "My son has just turned 2 years old — that probably takes up almost all of my free time."

When Bob is not working, he is likely to be found at the park, on the golf course, or in a bowling league he has been part of since he was 18. Family

outings often turn into mini adventures — whether it is trying a new restaurant or visiting a local market. "We love living where we do," Bob said. "We love to keep checking out new things."

That same enthusiasm carries into Bob's work, especially when he sees clients grow through homeownership.

"I love that people have been able to use purchasing a home to take the next step in their lives," he said. "When someone calls me and says, 'Hey, guess what? We're ready to sell... they've got a family on the way, and they're looking for something bigger,' that's just the best."

For Bob, real estate is not just about transactions: It is about transformation. "Real estate is such an important and powerful tool for people — building wealth and doing things," he said. "Watching that happen for a lot of families, it's pretty amazing."

Bob brings this mindset into every client relationship. "I feel like we start off as a client relationship, but really, most of these clients turn into friends," he explained. "Next thing you know, it's like I'm going over to their house for a barbecue."

In fact, some of those connections go even further. "My wife and I were invited to a wedding of clients of mine," Bob shared. "I had no prior relationship to them."

It is this genuine connection that sets Bob apart.

"I want clients to feel I am their friend," he said. "I have their best interest in mind. I want them to feel comfortable and know that they can trust me."

As he looks ahead to the future, Bob plans to continue growing his business steadily. He is not focused on building a massive team, but he is open to adding support where needed. "I do think that, as real estate grows, I might hire a showing agent or admin," he admitted. Bob is

also expanding his skill set, recently becoming a licensed builder and starting work on a spec home project.

If there is one piece of advice Bob offers to anyone considering the business, it comes down to authenticity.

"You need to go out and really just make honest connections with people," he said. "Become their

friend — not to solicit them — and their business will come."

It is a philosophy that has guided Bob from a windowless warehouse to a thriving career built on trust, relationships, and a willingness to take a chance.

As for Bob, his leap of faith continues to open doors for him today. ▀



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