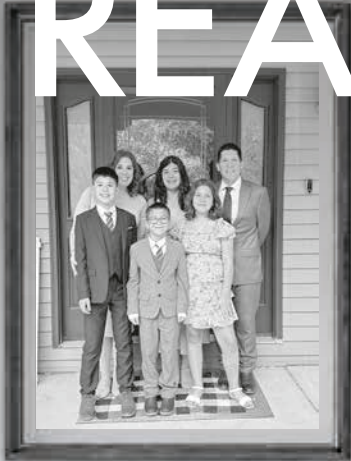


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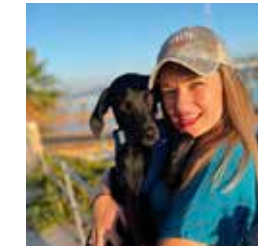
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ALL in the FAMILY

Special Edition

Every once in a while, an issue comes together that reminds us why we do this in the first place.

This is one of those issues.

As you read through these stories, you'll notice something quickly. No two journeys look the

same. Different seasons. Different challenges. Different definitions of success. And yet, there is one thread that runs through every single page.

Family.

For some, family is the reason they started.

For others, it's the reason they kept going.

And for many, it's what redefined success altogether.

You'll meet agents who built their careers out of necessity, driven by the responsibility to provide and create stability. Others who are now experiencing the full circle, watching their children grow into the kind of people they always hoped to raise.

There are stories of sacrifice and partnership. Spouses stepping in during busy seasons. Kids growing up alongside the business, understanding the late nights and unpredictable schedules. Families who didn't just support the journey, but became part of it.

You'll also see something deeper.

A shift.

A shift from chasing more to appreciating what already exists. From measuring success in transactions to measuring it in time, presence, and connection.

Some stories highlight the beauty in the chaos. Busy homes. Full schedules. Kids moving in every direction. Others reflect quieter seasons, where the pace slows and the focus becomes holding onto traditions, memories, and moments that once felt ordinary.

There are reminders throughout these pages that success does

not always look the way we expect it to.

Sometimes it looks like showing up when it's hard.

Sometimes it looks like building something together.

Sometimes it looks like simply being there.

And maybe most importantly, sometimes it looks like choosing what matters most, even when it means redefining everything else.

This issue is not just about real estate professionals. It is about people. It is about the lives behind the business. The conversations around dinner tables. The car rides. The sidelines. The quiet mornings and the loud, messy, meaningful moments in between.

It is a reminder that while we celebrate production, growth, and achievement, the real story is always happening behind the scenes.

So as you flip through these pages, I encourage you to reflect on your own version of success.

Who are you building it for?

What moments are you prioritizing?

And what would it look like to measure success a little differently?

Because at the end of the day, the most important thing we build is not a business.

It is a life.

Jeff Bliler
Publisher,
Michiana Real Producers

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**BUILT ON
RELATIONSHIPS:
Michelle Langdon's
30-Year Journey
in Real Estate**

**Michelle (DeHoff)
Langdon's story in real
estate doesn't begin with
listings or lockboxes. It
begins in a restaurant.**

After graduating from Ball State University in 1985, Michelle stepped into a life that would shape her approach to business in ways she couldn't have predicted. She married her husband, Dave, and together they built something from the ground up—owning and operating The Brass Rail Bar & Grill in Plymouth, Indiana for almost 4 decades. It was fast-paced, people-centered work, and without realizing it at the time,

Michelle was developing the exact skills that would later define her success in real estate.

"Selling homes had been on my radar for some time," she says. "After buying and selling our own homes and acquiring a few rental properties, becoming a real estate broker just felt like the perfect fit."

The turning point came in a moment that feels almost too fitting. One day, Chris Collins, owner of Collins & Co. Realtors, sat down for dinner at the restaurant. A conversation about Michelle's future turned into an opportunity.

"He offered me the chance to take the required schooling and tests and then come work for Collins," she recalls. "I got busy and fulfilled all the requirements—and now here I am, 30 years later."

That moment didn't just launch a career. It introduced Michelle to a profession where relationships, trust, and consistency would become her greatest assets.

Her background in the restaurant industry gave her something many agents spend years trying to build: a natural network. "I had made many friends and acquaintances," she explains. "That became a strong foundation for my business."

Over the years, Michelle has become a familiar and trusted name in Marshall County real estate. She has consistently ranked among the top producers in her office and has been recognized multiple times in the "Best of Marshall County Realtors." But what stands out most isn't just her production—it's her longevity and the relationships behind it.

One of her most meaningful experiences captures that perfectly.

"Early in my career, I helped a client purchase their first home. It was a



*"I would like to see the **PERSONAL TOUCH** that Realtors have had with their clients remain. **That connection is something you can't replace.**"*



dream come true for them," she shares. "They went on to have a family and eventually outgrew that home. I sold it for them so they could move into something bigger. Since then, I've helped them buy and sell multiple properties—including homes for their children and even their grandchildren."

It's the kind of full-circle moment that only happens when an agent stays consistent, committed, and connected over time.

Michelle attributes much of her success to a combination of personality, experience, and a deep sense of responsibility to her clients. "I think what separates me is my ability to build trust, solve problems, and bring insight to every situation," she says. "I'm not just participating in negotiations—I'm working to create value and move things forward."

That mindset has carried her through decades in an industry that has seen significant change. And while technology continues to evolve—especially with the rise of AI—Michelle remains grounded in what she believes matters most.

"I would like to see the personal touch that Realtors have had with their clients remain," she says. "That connection is something you can't replace."

At the heart of everything Michelle does is a genuine love for helping people navigate major life transitions. Whether it's a first-time buyer, a growing family, or someone moving into a new chapter, she sees each transaction as something bigger than just a sale.

"The most fulfilling part is handing over the keys," she says. "Seeing the happiness of both buyers and sellers at the closing table, ready for what's next—that never gets old."

Outside of real estate, Michelle's life is just as full. She and Dave have been married for 41 years, a partnership that has clearly been a cornerstone of her journey. Together, they've raised two children—Kyle and Kayla—and now enjoy time with their grandchildren, Landon and Kyler. Whether traveling or spending time boating on Pretty Lake, family remains at the center of it all.

There are also a few surprises in her story. During her time at Ball State, Michelle was a featured baton twirler—something many wouldn't expect from a seasoned real estate professional. But in a way, it fits. There's a rhythm, discipline, and confidence required in both.

When it comes to inspiration, Michelle points to Chris Collins—not just as a broker, but as a mentor. "He supports me in every way possible," she says. "He leads by example with a strong work ethic and high level of competence. He celebrates success and motivates the entire company."

It's a reflection of the kind of environment Michelle has spent her

career in—one built on encouragement, growth, and shared success.

If there's one thing Michelle wants people to understand about how she does business, it's this: "I always put my client's best interest first."

It's a simple statement, but after 30 years in the industry, it's one she has proven time and time again.

Her favorite quote sums it up in a way only real estate can: "The best investment on Earth is earth."

For Michelle Langdon, that investment has never just been about property. It's been about people, relationships, and the long game—and that's exactly what has made her not just successful, but truly impactful in the lives of those she serves.

Ultimately, I am incredibly grateful for the doors that have been opened for me and attribute all of my successes to God whose constant hand has steered my course and has guided me to where I am today and continues to shape my future. ▾



Amir

WITH THE ELITE
HAULERZ

BENJELLOUN



Raising the Standard in Moving: THE ELITE HAULERZ APPROACH

Amir Benjelloun entered the moving industry after recognizing a clear gap in the local market—clients needed dependable, affordable moving services, while at the same time, people in his network were searching for honest work.

“I entered the moving industry because there was a practical need in the local market for clients in search of dependable and affordable moving help,” Amir shares. “At the same time, people I knew were looking for honest work.”

Rather than scaling quickly, he made the intentional decision to start small, building the business with a focus on labor-only services. Clients would secure their own trucks, while Amir and his team handled the loading and unloading with precision and care.

“I intentionally built the business small at first, focusing on labor-only services. Clients would rent their own trucks, while we provided professional loading and unloading.”

In those early days, Amir was personally present on every move—a decision that would shape the foundation of the company.

“I was personally on every move, which gave me firsthand insight into how much the moving experience impacts not only the client, but also the Realtor who referred them.”

That insight became a defining principle of Elite Haulerz. Amir quickly recognized that movers are often the final touchpoint in a transaction—and that final experience carries weight.

“It reinforced that a mover is often the final touchpoint in a transaction, meaning the quality of that experience directly reflects on the agent’s reputation.”

Those early years established the standard he operates by today. Being hands-on

with every job built a deep sense of accountability, clear communication, and the ability to execute under pressure.

“Being present on every job taught me accountability, clear communication, and the importance of executing well under pressure.”

Following COVID, demand for moving services surged—and so did client expectations. Amir saw this as a pivotal moment to elevate the business.





“That period marked a turning point for the business. I made the conscious decision to elevate Elite Haulerz from a small labor operation into a professionally structured company with higher standards, stronger training, and refined systems.”

Packing and logistics have always been a natural strength for Amir. His background as a competitive chess player, along with a long-time interest in strategy-based games like Tetris, sharpened his ability to think spatially and plan efficiently.

“Those skills translated naturally into truck loading, space optimization, and furniture protection.”

He took that skill set further by investing in advanced packing

techniques, modern wrapping methods, and proper load balance—then built structured training systems to ensure consistency across every crew.

“I invested time into mastering modern packing techniques, advanced wrapping methods,



I invested time into mastering modern packing techniques, advanced wrapping methods, and proper load balance, then built training processes so every crew member would operate with consistency and care.”



and proper load balance, then built training processes so every crew member would operate with consistency and care.”

As the company expanded, Amir’s role evolved from doing the work to leading the vision.

“As the company grew, my role shifted from simply doing the work to leading, mentoring, and setting expectations, ensuring each job meets a standard that Realtors can confidently stand behind.”

Like many entrepreneurs, Amir’s path came with challenges. Early on, he experienced the loss of trusted relationships when individuals close to him chose to pursue their own paths after learning the business. Rather than slowing him down, those moments reinforced his long-term vision.

“Those experiences strengthened my commitment to integrity, professionalism, and long-term thinking. Rather than slowing growth, they reinforced the importance of structure, accountability, and building a company the right way.”

Today, Elite Haulerz continues to grow primarily through word of mouth and repeat clients—something Amir views as the strongest measure of trust.

“What has remained consistent is that Elite Haulerz continues to grow primarily through word of mouth and repeat clients, which I view as the strongest indicator of trust in this industry.”

The company is intentionally aligned with Realtors and higher-end clients who value communication, presentation, and execution over speed alone. That alignment is not by accident—it is by design.

“We are selective about the work we take on because our focus is on protecting the client experience and, by extension, the Realtor’s brand.”

For Amir, success has never been about volume. It’s about delivering a level of consistency and reliability that earns long-term trust.

“Our goal is not volume. It is consistency, reliability, and being the mover agents feel confident referring without hesitation.”

To learn more about Elite Haulerz or to schedule your next move, visit www.elitehaulerz.com. Whether you’re a homeowner preparing for a transition or a Realtor looking for a dependable moving partner, Amir and his team are ready to deliver a seamless, professional experience from start to finish. For direct inquiries or to request a quote, call 269-240-3518, email info@elitehaulerz.com, or submit a request through the website—someone from the team will respond promptly. ▾





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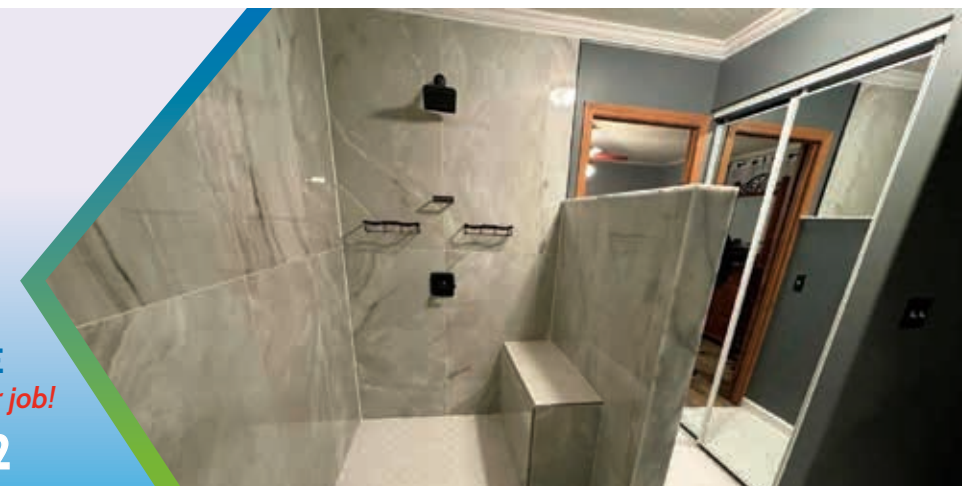
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KIM POWELL



For Kim Powell, success has never been a solo pursuit. It has always been a team effort, built alongside the people who know her best and support her through every season of life.

“My husband is the most supportive and picks up the slack when things get busy.”

That kind of partnership is the foundation of everything. In a career that comes with demanding schedules and unpredictable seasons, having a partner who steps in without hesitation makes all the difference. It allows Kim to fully step into her role, knowing that at home, everything is being held together with the same level of care and commitment.

When her children were younger, that sense of teamwork extended throughout the entire household.

“Everyone knew that roles changed a little when busy season hit.”

There was an understanding that things would shift when work demanded more attention. Responsibilities were shared, expectations were flexible, and everyone worked together to support the bigger picture.

“We are a team and everyone benefits when mom is able to do what she does best.”

That mindset created more than just balance. It created unity. A shared

understanding that each person plays a role in building something together.

When Kim reflects on success, her definition is rooted in that same sense of teamwork.

“Success is working together so the whole family has a little extra.”

It is not about individual gain. It is about collective growth. About creating opportunities not just for herself, but for her entire family. It is about building a life where everyone benefits from the effort and sacrifice that goes into her work.

Right now, her family is in a meaningful season of transition. Her youngest child is making their way through college, while her oldest is preparing for a major milestone.

“My oldest is getting married this summer.”

It is a time filled with excitement, change, and reflection. The kind of moments that remind you just how quickly life moves.

“To be able to help with these goals is a privilege.”

That perspective says everything. It is not about obligation. It is about gratitude. The ability to support her children as they step into their next chapters is something she does not take for granted.

Looking ahead, Kim hopes to continue creating experiences that bring her

family together. Vacations, shared moments, and opportunities for her children to stay connected and involved.

“Beyond that we love to have family vacations and provide so the kids can all be involved.”

Those moments become the memories that last long after the schedules quiet down.

And in many ways, that is exactly where Kim finds herself now.

After years of navigating a full household with three kids in three different schools, each with their own activities and schedules, life has shifted into a new season.

“Today my husband and I are reclaiming time for ourselves in this first season of empty nesting.”

It is quieter now. Slower in a way that feels unfamiliar, but also refreshing. There is space to rediscover what they enjoy, to spend time together without the constant movement that once defined their days.

“We are enjoying rediscovering what we like to do.”

That transition brings a different kind of fulfillment. One that reflects the years spent building, supporting, and showing up for their family.

The photo Kim shared captures the full picture of that journey. Standing alongside her husband Jason are their children, Jacob with his fiancée Olivia, Aaron with his wife Zoe, and their daughter Ashlee.

It is more than a family photo. It is a snapshot of years of teamwork, love, and shared experiences.

Kim Powell’s story is about partnership, resilience, and the power of building something together.

Because in the end, success is not just about what you achieve. It is about who you get to share it with.

COURTNEY BARBER



For Courtney Barber, the connection between family and business runs deep. It is not something she separates or balances. It is something that naturally overlaps, shaping how she works, how she connects, and how she leads her clients through some of the biggest decisions of their lives.

“My family shows up in my business in ways that go deeper than just motivation.”

That influence is not surface level. It is woven into how she communicates, how she cares, and how she guides people through the process of buying or selling a home. There is a level of empathy and understanding that comes from knowing what “home” really means, not just as a place, but as a feeling.

For Courtney, success is not defined by numbers or production. It is defined by the life she is creating for the people who matter most.

“Success isn’t just about numbers or achievements. It’s about the life I’m trying to create for my family.”

At the center of that life is her daughter, Cadence.

“She is literally my world and everything I do, I do it for her.”

That kind of clarity changes everything. It shapes how she spends her time, the opportunities she pursues, and the boundaries she sets. It is about more than building a career. It is about building a life that allows her to be present.

“It’s having the flexibility to be there for my daughter.”

That presence matters. It is about showing up for the big moments, but also the small ones. The everyday experiences that create connection and memories over time.

Courtney also values balance, something that can be difficult to maintain in a fast paced industry like real estate.

“It’s being able to step away from work and enjoy the simple moments.”

Those simple moments are often the ones that matter most. The ones that bring a sense of fulfillment that cannot be measured by business success alone.

“Success is feeling fulfilled in life.”

Looking ahead, Courtney’s goals reflect both ambition and lifestyle. She hopes to invest in one or more vacation properties in a warmer location, creating opportunities for her and her daughter to spend time together, relax, and experience something beyond their everyday routine.

It is a vision that combines smart investment with meaningful experiences.

One of the most relatable and lighthearted glimpses into their day to day life comes from a moment many parents can appreciate.

“When I have closings and Cadence is attending, she always asks which one.”

But her question is not about the details of the transaction or the logistics of the day.

“Her response is always in relation to the snacks the title company provides.”

It is a small, simple detail, but one that perfectly captures the personality and dynamic between them. It is those kinds of moments that bring humor and lightness into busy days, reminding Courtney what it is all for.

The photo she shared is of just the two of them. A snapshot of the relationship that drives everything she does.



“Success isn’t just about numbers or achievements. It’s about the life I’m trying to create for my family.”

Courtney Barber’s story is about more than building a successful career. It is about building a life with intention. One where success is measured not just by what is achieved, but by how it feels.

Because at the end of the day, everything she is building comes back to one thing.

Her daughter.

And creating a life they both get to truly enjoy.

MICHELE BURKHEIMER



The way Michele Burkheimer shows up in her business is not something she learned from a training or a system. It is something that was shaped at home, through the values that have guided her family for years.

“They shaped the way I show up by teaching me to be consistent, patient, and present.”

Those three qualities are not just ideals. They are part of how she lives her life every day. Whether she is working with clients or spending time with her family, the approach is the same. Reliable, caring, and committed no matter what.

“I show up for my clients the same way I do at home.”

That consistency is what defines Michele. It creates trust, builds relationships, and allows her to serve others in a way that feels genuine and grounded. There is no separation between who she is at home and who she is in her career. It is all rooted in the same foundation.

When Michele thinks about success, her answer is simple, but it carries deep meaning.

“Supporting and loving each other.”

There is no mention of achievements or milestones. For her, success is about connection. It is about showing up for one another, being present through every stage of life, and creating a family environment where love and support are constant.

That perspective shapes how she looks at the future. Right now, her

family is in the middle of a meaningful transition. Her youngest son, Anthony, is preparing to graduate from high school. A milestone that brings both pride and reflection.

Anthony’s journey reflects determination and growth. Although he had the ability to graduate earlier, he made the decision to stay in school and pursue vocational classes. A choice that speaks to his work ethic and his commitment to building a strong foundation for his future.

“I am so very proud of him.”

Michele describes him as full of personality, someone who knows how to push her buttons, something she laughs about because she sees so much of herself in him. It is that mix of strength, independence, and connection that defines their relationship.

Alongside Anthony is JD, her husband and lifelong partner.

“My rock since we were in high school.”

Their story spans nearly four decades together, with twenty seven years of marriage. Through every season, he has remained her biggest supporter, someone who encourages her, challenges her, and stands beside her through it all.

“I can’t imagine what my life would be like without him.”

Their relationship is the kind that grows stronger over time, built on shared experiences, trust, and a deep understanding of one another.

While not pictured, Michele’s family extends even further. Her oldest son Joseph, her daughter in law Dymond, and her granddaughters Brynn and Lainey are all an important part of her life and her sense of purpose.

Looking ahead, Michele’s goals reflect both transition and intention. Watching her son graduate, stepping into the role of parents with adult children, traveling together, and continuing to give back through volunteering as a family.

Even with busy schedules and changing seasons, one tradition remains.

“We take time in the evening to sit at the table and have dinner together several times a week.”

In a world that moves quickly, that time around the table matters. It is where conversations happen, where connections are strengthened, and where the day slows down, even if just for a little while.

Michele Burkheimer’s story is about showing up with consistency, leading with care, and building a life centered on love and support.

Because in the end, success is not just about what you build. It is about who you build it with.

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JEN ARIZMENDI

For Jen Arizmendi, family is not just an important part of life. It is the reason behind everything she does. It is the motivation that has shaped how she has built her career, how she manages her time, and how she defines success.

“My family is my why.”

That statement says so much about the heart behind her work. Jen has been in real estate for seventeen years, and in many ways, her career and family life have grown side by side. Her oldest child is fourteen, which means her children have only ever known her as a Realtor. They have watched firsthand what this business requires. The calls, the schedule changes, the demands that do not always fit neatly into a traditional workday.

And through all of it, they have not only understood it. They have supported it.

“They understand the demands of the business and have always been encouraging and understanding.”

That kind of support matters. It creates a foundation that allows someone to



fully pursue a calling while knowing the people at home are with them, not just watching from the sidelines, but truly invested in the journey. For Jen, that encouragement has helped shape the way she shows up every day. It has strengthened her sense of purpose and reminded her why the work matters.

When she reflects on success, her answer is both simple and deeply meaningful.

“Success means having children who are proud of what I do every day. Proud of the person I am.”

That definition reaches beyond career accomplishments. It is not just about being successful in business. It is about being the kind of person her children admire. Someone they respect not only for what she does, but for how she lives, how she works, and how she treats others.

That kind of success is lasting. It reflects character, integrity, and the example she is setting every day, whether she realizes it or not.

Right now, much of family life revolves around a full and active season. Jen and her family are in their fourth year of navigating travel soccer, a commitment that comes with busy weekends, frequent games, and a calendar that is always moving.

Still, she makes it clear where her heart is.

“I try to make as many games as possible because what’s important to my kids is important to me.”

That sentence captures so much about her priorities. Even in the midst of a demanding career, she is intentional about showing up for what matters to her children. She knows that being present at their games, cheering them on, and sharing in what they love is part of how she builds connection with them.

Day to day life, as she describes it, is often a whirlwind.

“Mostly hectic Monday through Thursday with practice every night.”

There is honesty in that. Family life in this season is busy, loud, and packed with movement. The weeks move quickly, with practices, responsibilities, and everything else that comes with raising kids while balancing a career. It may not always be calm, but it is full of purpose.

In the photo she shared are her kids and husband, the people who mean the most to her and the ones who help shape the rhythm of her life. They are her constant, her support system, and the reason behind her work.

Jen Arizmendi’s story is a reminder that success is not only built through hard work and dedication. It is also built through presence, support, and the willingness to keep showing up for the people who matter most.



Because in the end, the greatest success is not just having a career your family understands.

It is building a life they are proud to be part of.



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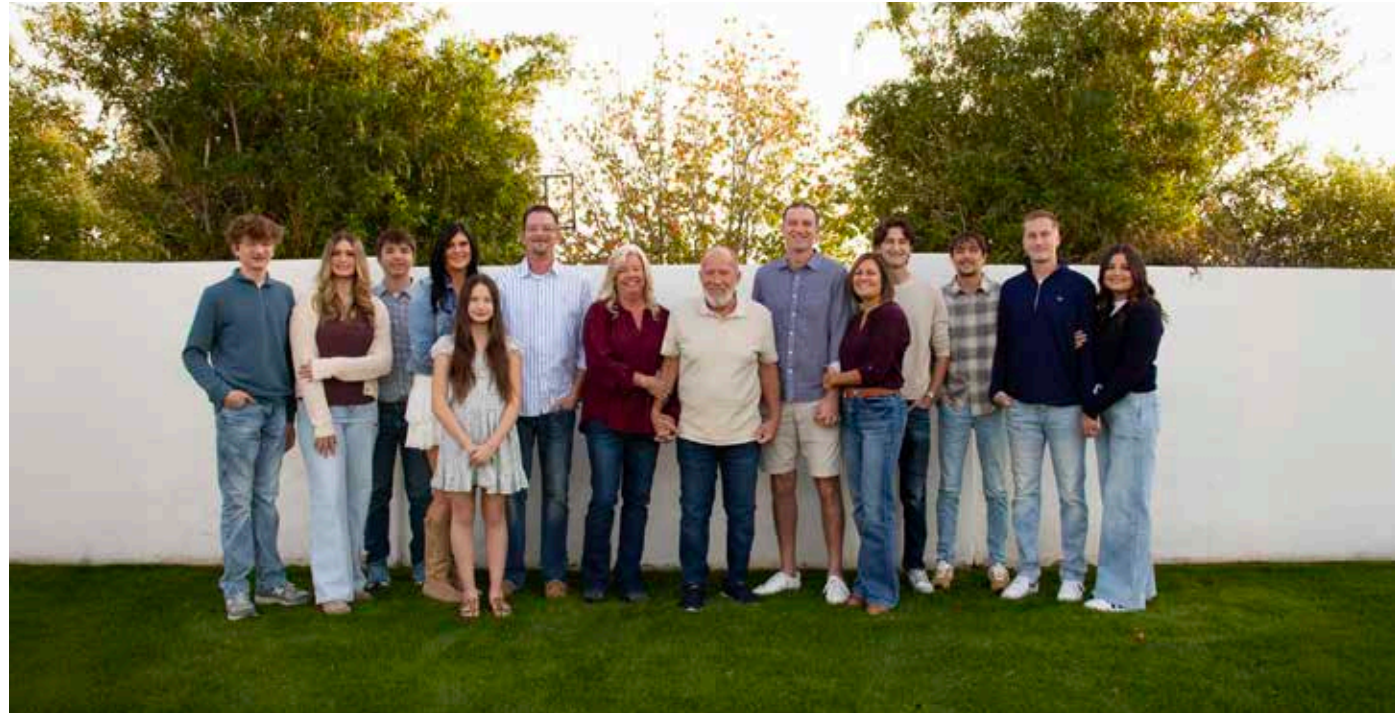
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PATTY MILLER



Patty Miller's story is a reminder that success is often defined less by what we accomplish and more by the people we get to share life with along the way. In both her career and her personal life, family has remained the steady support system that keeps everything grounded.

"They are always there to support me."

That support is something Patty clearly values, and it has shaped the way she shows up in her work and in the rest of her life. She describes her family as people with a strong work ethic who also understand something just as important. The value of balancing family time and work time.

That balance does not happen by accident. It comes from shared values, mutual respect, and a commitment to what matters most. In a profession where the schedule can quickly become demanding and unpredictable, having a family that understands both hard

work and the importance of being present is a gift.

When Patty thinks about success, her answer is simple, but it says everything.

"Success means they are all happy, healthy, kind and respectful."

It is a definition rooted in character rather than accomplishments. It is not about titles or achievements. It is about raising and loving people who are grounded, caring, and living well. It is about the kind of legacy that extends far beyond any career.

That perspective gives her story a sense of clarity. Family is not just something Patty fits into her schedule. It is the heart of what she values most.

Looking ahead, the goals she has for the next five years reflect exactly that. More time together. More shared experiences. More memories made with the people she loves.

"Travel together more, see as many concerts together as we can."

There is something special about that vision. It is joyful, intentional, and centered on togetherness. It is not only about where they go, but about being side by side while they experience it. Whether it is a trip to a new place or a favorite band playing live, those moments become part of the family story.

One of the clearest pictures of who Patty's family is comes from the way they spend time together at home.

"One of our favorite things we do as a family is having pool parties and competing in backyard sports of any kind."

It is easy to picture the laughter, the friendly competition, and the energy of a family that genuinely enjoys being together. Those are the kinds of moments that become traditions without anyone formally calling them that. They are fun, simple, and full of life.



“ Success means they are all **happy, healthy, kind and respectful.** ”

The family photo she shared captures that same spirit. Taken on a family vacation in Arizona during Christmas 2025, it includes multiple generations gathered together in one place. Patty and her husband Dean are surrounded by their sons, Greg and Christopher, their daughters in law Jessica and Brandi, and a growing group of grandchildren. Garrett, Andrew, Ashley and her husband Cameron, Braxton, Brody, Kennedy, and London.

It is more than just a photo. It is a snapshot of legacy, connection, and the kind of family bond that only deepens over time.

Patty Miller's story is built on support, shared values, and the joy of simply being together. It is about working hard, showing up well, and making room for the people who matter most.

Because in the end, success looks a lot like happiness, health, kindness, and a backyard full of family.

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NATALIE BROOKINS

The pace of life in Natalie Brookins' world rarely slows down. Between leading in her role as a Regional Sales Manager and raising three boys who are each in their own stage of life, her days are full, fast-moving, and deeply meaningful.

At the center of it all are her sons. Pierce, Preston, and Porter are not just part of her life. They are the reason behind it.

"My boys have been a constant source of encouragement in my career."

That encouragement shows up in ways that go beyond simple support. They celebrate the wins, not just hers, but the success of the offices and agents she leads. They take pride in what she does, and that pride fuels her in return.

"Their excitement and pride motivate me to show up every day as a stronger, more dedicated Regional Sales Manager."

It is a two-way relationship built on mutual respect and admiration. Natalie leads by example, and her boys respond with encouragement that keeps her grounded and focused.

When she thinks about success, her definition is clear and deeply personal.

"For me, success means showing my boys what hard work, care, and dedication truly look like."

It is not just about achieving goals. It is about how those goals are pursued. It is about consistency, reliability, and the ability to show up with purpose, even when things get challenging.

Real estate is not an easy career. It requires resilience, passion, and a willingness to keep going in the face of uncertainty. Natalie embraces that reality, and more importantly, she wants her boys to see it.



"Real estate isn't for the faint of heart. It takes passion, and I want them to see what it looks like to pursue something wholeheartedly."

That example is something they will carry with them long after they leave home.

Looking ahead, Natalie is entering a season filled with milestones. Her oldest son, Pierce, is graduating from college in June 2026. A moment that represents years of growth, hard work, and

transition. Her younger two, Preston and Porter, are moving toward their own futures, with high school graduation on the horizon in the coming years.

"I'm looking forward to watching each of them pursue their own dreams and aspirations."

It is a time of change, but also one of excitement. Alongside those milestones, Natalie hopes to create more space for connection. Traveling together, making



memories, and holding onto the time they have as a family.

A glimpse into their daily life paints a picture that many families can relate to.

"A real moment for my boys and me is the fast-paced, hectic rhythm of our weekdays."

Each of her sons is moving in a different direction. Pierce is already stepping into his career, heading to the job he has secured. Preston and Porter are balancing school, sports, and everything that comes with being teenagers.

And then there is life outside of schedules. Their 4-H animals in the barn bring another layer of responsibility, filling evenings with chores and time spent working together.

"There's truly never a dull moment, but I wouldn't have it any other way."

It is busy. It is full. It is real.


Natalie's story is not about slowing down. It is about embracing the pace, finding meaning in the movement, and recognizing that these are the moments that matter most.

Because at the end of the day, everything she builds, everything she leads, and everything she works toward comes back to one thing.


Her boys.

They are her purpose, her motivation, and the reason she continues to show up every single day with intention.







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DAWN BROWN

Everything about Dawn Brown's life and career traces back to one central theme: family. It is the foundation of how she lives, how she works, and how she defines success.

As a Realtor with Century 21 Circle, Dawn has built her business on hard work, consistency, and genuine care for the people she serves. But long before real estate, it was her family who shaped the mindset she carries into everything she does.

"My family has taught me resilience and adaptability, especially during challenging times," she shares. "They also give me reason to want to prove that hard work, accountability, and treating people with respect goes a long way in life."

Those lessons are not just words. They show up in every interaction. Dawn understands that behind every transaction is a person, a family, and a story. That perspective has become one of her greatest strengths.

When asked what success truly means, her answer is grounded and clear.

"Success in relation to my family means that they are all happy and healthy. To me, that is when I know I have been successful in life."

It is a definition that shifts the focus away from external wins and toward what actually matters.

At the center of Dawn's world is her family, each person playing a meaningful role in her life.

Her husband, Johnny, has been her partner for more than 25 years. Through every season, he has been steady, supportive, and all in.

"When I decided to dive into the unknown that is real estate many years ago, he supported me without question," Dawn says. "He picked up the slack with the kids and home life while I was working evenings and weekends."

Together, they have built a life grounded in partnership and shared commitment.

Her oldest son, Greden, is someone she now calls not just her son, but one of her best friends.

"As an adult, he is now one of my best friends. We call each other multiple times a week just to chat, vent, and laugh."

She credits motherhood, especially raising Greden, as a defining part of who she has become. Watching him grow into the man he is today is something she speaks about with pride and gratitude.

Greden's next chapter includes Lydia, his fiancée, who will officially join the family in October 2026.

"We already see her as family," Dawn shares.

Her youngest son, Bransen, brings a different kind of energy into their lives.

"He amazes me daily with his intelligence, his kind heart, and his athleticism."

With a schedule full of sports and activities, life stays busy, but it is the kind of busy that fills a home with purpose and excitement.

"He keeps our family busy, but I wouldn't have it any other way."



Looking ahead, Dawn's goals reflect what matters most to her.

"To travel more together as a family. Watch my oldest son become a husband and help guide my youngest son through his high school years."

It is not about chasing more. It is about being present for what is already here.

One of the most memorable reflections of their family dynamic comes during the holidays. What starts as a typical Christmas morning quickly turns into something unforgettable.

"It has become a tradition to turn the after present opening into a wrapping paper ball throwing battle," Dawn says. "Everyone knows to take cover as soon as the last gift is opened. It's a no-mercy battle."

It is playful, chaotic, and full of laughter. The kind of tradition that becomes part of a family's identity.

Dawn Brown's story is a reminder that success does not always look the way people expect. It is not always loud or measurable. Sometimes, it is found in the quiet consistency of showing up, in the relationships that matter most, and in the values that guide each decision.

In her world, success is not about having everything. It is about appreciating what you already have.

PAM PROCTOR

For Pam Proctor, real estate was never just a career choice. It was a necessity. A decision made out of love and responsibility, with one clear purpose in mind. To provide for her family.

"I got into real estate to support my three sons as a single mom back in 1989."

That moment marked the beginning of a journey that would define not only her career, but her legacy. Building a life as a single mother requires resilience, determination, and an unwavering commitment to showing up, no matter the circumstances. Pam carried all of that with her as she built her business.

Over the years, her work created stability, opportunity, and a foundation for her family. But when Pam reflects on success today, it is not about the deals she closed or the years she spent working.

"My sons are all successful adults, but the best is they are all great fathers and humans."

That is the legacy she values most. Not just success in the traditional sense, but character. Integrity. The way her children now show up in the world and in their own families.

Today, Pam is surrounded by the very life she worked so hard to create. Her sons, their wives, and her growing group of grandchildren represent a full circle moment. What started as a mission to provide has become a life filled with connection and pride.

Her goals moving forward reflect a shift in priorities that comes with time and perspective.



"Stay safe and healthy."

There is simplicity in that statement, but also wisdom. After years of pushing forward, building, and sacrificing, the focus turns toward maintaining what has been created. Protecting it. Appreciating it.

One of the most meaningful parts of Pam's life today is the connection she shares with her family.

"One of my sons or grandkids will check in with me frequently. Plus, I often pick their brains for ideas."

It is not a one sided relationship. It is dynamic, evolving, and rooted in mutual respect. She continues to learn from them, just as they have learned from her.

Pam's story is a testament to what it means to build something that lasts. Not

“My sons are all successful adults, but the best is they are all great fathers & humans.”

just a career, but a family grounded in values, connection, and love.

Because at the end of the day, success is not measured in transactions. It is measured in the lives we shape and the people we raise.

And in that, Pam Proctor has built something truly lasting.

JENNIFER PANZO-HERNANDEZ



Jennifer Panzo-Hernandez leads her life and business from a place many strive for but few truly achieve. Grounded, intentional, and deeply connected to what matters most.

“My family is the reason I show up the way I do in my business.”

That belief is not just something she says. It is the lens through which she makes decisions, sets goals, and navigates both life and career. In an industry that can easily pull people in a hundred different directions, Jennifer remains anchored in her priorities.

“They’ve grounded me, reminded me what truly matters no matter how busy life gets.”

Her family is not just a support system behind the scenes. They are part of everything. Every client she

serves. Every relationship she builds. Every goal she continues to chase. It is all connected.

That connection has shaped how Jennifer defines success.

“Success isn’t measured by what I achieve in business. It’s measured by how I show up for my family.”

It is a perspective that brings clarity. Success is not about how much you close, how busy you are, or how far you climb. It is about presence. About being there when it matters. About creating a life where the people you love never feel like they come second.

“If I can build a life where they always come first, then I’ve already made it.”

Looking ahead, Jennifer’s vision is filled with both purpose and possibility.

She wants to travel the world with her family, create a home they truly love, and continue pouring into others.

“We want to grow, give, and live fully.”

That intention extends beyond her own household. It shows up in her work, in her community, and in the way she connects with people. For Jennifer, success includes impact. It includes showing up for others in meaningful ways.

One morning in particular captures the heart of her life.

The day started before the sun came up. Her husband, Silvano, quietly getting ready for work at the boat factory while the house was still half asleep. Soon after, Jennifer was up, moving into her role for the day, making sure Oliver was ready for school. His last year of middle

school hit a little harder than expected. A reminder of how quickly time moves.

Back at home, Jovani was in his online classes but never far from her side. Helping with calls, appointments, and even stepping into the kitchen. Fully present. Fully engaged.



“He’s truly my right hand in everything.”

Meanwhile, Nelson, her eighteen year old, is preparing to graduate while following his passion in culinary classes. Learning, creating, and turning simple meals into something special.

It was not a perfectly structured morning. It was busy. It was loud. It was real.

And in the middle of it all, Jennifer paused.

“And I realized... this is everything.”

That moment defines her story. Not perfection. Not control. But awareness.

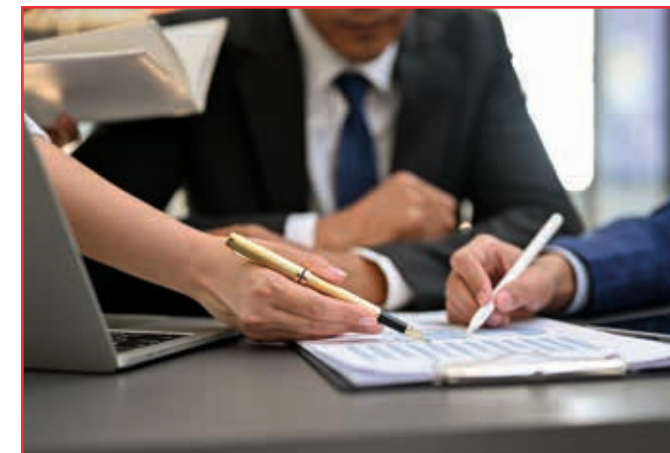
An understanding that the life she is building is already full. Already meaningful. Already successful.

Jennifer Panzo-Hernandez is building more than a career. She is building a life rooted in love, presence, and purpose.



A life where family is not something she balances.

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KERRI PATRICK

For Kerri Patrick, real estate is not just a profession. It is an extension of her life experience and the roles she holds within her family.

“I’m not just selling homes. I’m helping people through some of the biggest, most emotional moments of their lives.”

As a mom, grandmother, and wife, Kerri understands what home truly represents. It is more than a place. It is where life happens.

Her definition of success reflects that understanding.

“It’s measured in presence, peace, and the legacy I’m building.”

For Kerri, success is about showing up. It is about being there for the moments that matter, both big and small.

Looking ahead, her goals are centered around building a life that feels meaningful and secure. A life where family remains the priority.

One moment captures her perspective perfectly.

It was a busy morning. Her phone was buzzing with client messages. She had a full day ahead. At the same time, she was caring for her grandbaby and managing everything happening at home.

The house was filled with noise. Toys scattered. Coffee unfinished.

And then, she paused.

Holding her grandbaby in her lap, everything slowed. “In the middle of all the noise, there was this quiet, grounding moment.”

That moment represents everything she values. It is not about eliminating the chaos. It is about finding peace within it.



Kerri’s story is a reminder that life does not have to be perfect to be meaningful. The beauty is often found in the middle of it all.

In the moments we choose to be present.

In the connections we prioritize.

And in the legacy we build along the way.

CHELSEA REVELLA



Chelsea Revella’s journey in real estate is not a story of doing it all alone. It is a story of shared effort, quiet sacrifices, and the kind of support that often goes unnoticed but makes everything possible.

“This is my family, my why, and my village.”

That statement says everything. Behind every milestone in her career is a family that has shown up in ways that go far beyond encouragement. They have stepped in, taken on responsibilities, and stood beside her through every season of building her business.

In the early days, her twin daughters, Jocelyn and Jordyn, played a role that most would never expect from children. They helped manage things at home, supported their younger sister, and took on responsibilities that allowed Chelsea to keep moving forward in her career.

“I truly could not have done it without them.”

Their contribution was not small. It was foundational. It allowed Chelsea to pursue opportunities, serve her clients, and grow her business with the confidence that things at home were being held together by a team effort.

Her daughter Kyleigh experienced that journey from a different perspective. She grew up alongside the business, spending afternoons and weekends going on showings and being part of



the day to day rhythm of real estate. She saw firsthand what it takes to build something from nothing.

Chelsea’s husband has been her steady anchor through it all.

“He sees the emotional side of my daily life.”

He has witnessed every part of the journey. The excitement of closing deals. The disappointment when things do not go as planned. The pressure, the persistence, and the resilience required to keep going.

Because real estate is not just a profession. It is emotional. It is demanding. It requires a level of commitment that often extends beyond business hours and into every part of life.

Her grandchildren now bring a different kind of joy into her world. The kind that shifts perspective instantly. A photo, a FaceTime call, or a quick visit in the middle of a busy day can bring everything back into focus.

Her sons in law have also played an important role, contributing in ways that have made both her personal life



and career more manageable over the years.

And even in the quiet moments, her dogs are there.

“They’re the listening ears I need sometimes.”

Chelsea’s story is not just about building a successful career. It is about the people who helped make it possible. The ones who supported her, believed in her, and stood beside her through it all.

“This career may have my name on it, but it has been built with the support of my village.”

It is a reminder that success is rarely a solo journey. It is built together, piece by piece, with the people who matter most.

MARYBETH HOOPENGARNER

The way Marybeth Hoopengartner shows up in her business is a direct reflection of the life she has built at home. There is a natural alignment between her personal values and her professional approach, and that consistency is what sets her apart.

“I treat my clients like family.”

It is not just something she says. It is the standard she holds in every relationship. Her work in real estate is rooted in trust, communication, and genuine care. She understands that buying or selling a home is more than a transaction. It is a life moment filled with emotion, change, and new beginnings.

“It’s about people, connection, and helping others move forward in their next chapter.”

That belief shapes everything she does. It influences how she communicates, how she listens, and how she supports her clients through some of the most important decisions of their lives.

When Marybeth reflects on success, her perspective is deeply personal and grounded.

“It’s creating memories, showing up during the important moments, and being someone my family can count on.”

Success is not defined by numbers or recognition. It is defined by presence. By being there for milestones, for everyday life, and for the moments that may seem small but carry the most meaning.

It is about building a life where love, stability, and connection are constants.

Marybeth also understands the importance of leading by example.



“Showing my children the value of hard work, integrity, and treating people well.”

These lessons go far beyond her own life. They shape how her children move through the world and how they build their own relationships and careers. It is a legacy rooted in values rather than achievements.

Looking ahead, her goals are centered around intention. She wants to continue prioritizing time together, creating meaningful experiences, and strengthening the relationships that matter most.

Her life today looks different than it once did. With her children grown and living their own lives, the day to day rhythm has shifted. But the connection has not.

When her family gathers, the house quickly fills with energy. There is food being prepared, laughter in every room, and conversations that stretch longer than expected.

“It’s never just a quick catch up.”

Time together is not rushed. It is not surface level. It is intentional and meaningful.

Even outside of those larger gatherings, connection remains a priority. Whether it is meeting for dinner, grabbing drinks, or simply spending time together, there is a deep appreciation for being present with one another.

And in the quieter moments, it is just Marybeth and her dogs at home. A slower pace that creates space for reflection and anticipation of the next time everyone is together again.

That contrast between busy and quiet, full and still, is what makes it all meaningful.

Marybeth’s story is a reminder that while life evolves and seasons change, connection does not have to fade. With intention, care, and consistency, it can continue to grow stronger over time.

CODY EDGE

For Cody Edge, family is not just part of his life. It is the reason behind everything he does. It shapes how he leads, how he works, and how he shows up every single day.

“To be a leader that is easy to follow by staying grounded in the word and being genuine.”

That mindset defines his approach to both business and fatherhood. It is not about perfection. It is about consistency, authenticity, and leading by example.

Cody’s definition of success is clear and direct.

“Say you’re gonna do something, you gotta show up and do it.”

It is a principle that applies across every area of his life. Whether it is his work, his responsibilities at home, or the promises he makes to his children, follow through matters.

With four young children, Liam, Claire, Oak, and baby Farrah, life in Cody’s home is full of energy and movement. Each day begins with intention but quickly evolves into the kind of unpredictability that defines family life.

Mornings often start peacefully. Smiles, greetings, and breakfast being prepared. But as any parent knows, that calm does not last long. A toddler needs attention. Older kids begin to argue. Hunger turns into frustration. Voices rise.

And then, just as quickly, it settles.

After breakfast, the house finds its rhythm. Each child moves into their own world. Liam spends time on video games before shifting to responsibilities like exercise and chores. Claire connects



with friends and spends time outside. Oak builds forts and stays close to home, often helping in the kitchen. Farrah quietly observes it all, smiling and taking in the world around her.

It is busy. It is loud. It is real.

Evenings bring the family back together. Bedtime routines turn into conversations, stories, and moments of connection that often stretch longer than expected. What starts as a simple goodnight can turn into laughter, wrestling, and shared time that no one wants to end.

“My role is to be a strong role model. A leader and mentor to them.”

Cody understands that fatherhood is not static. It evolves. It requires intention, discipline, and a commitment to guiding his children in a world that does not always make that easy.

Looking ahead, his goals reflect both ambition and purpose. He wants to continue building his business, invest in real estate, and create a family farm. But above all, he wants to raise children who are grounded, strong, and prepared.

Cody’s story is about showing up, staying consistent, and building a life that reflects his values. It is about leading with purpose and understanding that the work done at home is just as important as the work done in business.

CATHIE WAGGONER



Family has always been the foundation that steadies Cathie Waggoner through every season of life. No matter how much changes around her, the support and connection she shares with her family remain constant.

“They have been here for me no matter what.”

That kind of support is not something she takes lightly. In real estate, where schedules shift quickly and clients often need immediate attention, it takes a strong and understanding family to stand behind that kind of commitment. Cathie’s family does more than support her. They understand the purpose behind what she does.

“They understand that what I do is help other families have a home to go to at night, just as we do.”

That shared perspective has created a sense of alignment in her household. There is mutual respect not only for the work she does, but for the impact it has on other families. It is not just a career. It is something meaningful, something that reflects their own values.

When Cathie thinks about success, her definition is broad and deeply rooted in her role as a mother and partner.

“We have always taught our kids that there is no limit to success.”

For her, success is not confined to professional milestones. It includes

education, growth, and achievement, but it also includes health, happiness, and the ability to truly enjoy life together. It is about raising children who are not only capable, but fulfilled. Children who understand the importance of both ambition and balance.

Today, her family is entering a new stage of life. Her son has graduated from college, and her daughter is currently in her junior year. These milestones bring both pride and reflection, along with the awareness that change is coming.’

“I feel like we are in a stage of life where we may have big transitions in the next five years. I am excited to see what that will look like.”

“ We have always taught our kids that **there is no limit to success.** ”



There is a sense of openness in that outlook. A willingness to embrace whatever comes next, whether it is a growing family, new paths for her children, or shifts in how they spend their time together.

Through all of these transitions, one thing continues to anchor them. Tradition.

“Traditions are one of my favorite things in our family.”

Even as her children have grown, those traditions have remained. The Easter Bunny and Santa still have a place in their home. While it may seem unexpected, for Cathie, it is not about holding onto childhood. It is about holding onto connection.

“Those traditions keep us grounded and remind us of who we are.”

One tradition that stands out is their annual trip to the Berrien County Youth Fair. Year after year, they return to the same place, walk the same paths, visit the same barns, and even stop at the same taffy vendor.



There is something powerful in that consistency. It creates a sense of belonging, a shared experience that ties each year to the next.

Cathie’s story is a reminder that while life continues to evolve, the things we choose to hold onto can keep us grounded. Traditions, connection, and shared values create a foundation that carries a family through every stage of life.

And in that foundation, everything else finds its place.

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MARY DALE

At the center of everything Mary Dale does is a deep understanding of what truly holds life together. Not schedules, not achievements, not even career success, but family.

“This career requires support from family to make it work. It wouldn’t be possible without them.”

In real estate, no two days look the same. It is a profession that asks for flexibility, patience, and emotional presence. Mary knows that behind every showing, every conversation, and every closing is a family that helps make it all possible. Their support may not always be visible, but it is always there.

For Mary, success is not defined by her work alone. It is rooted in something much deeper. Her faith and the values she is instilling in her children shape how she sees the world and how she chooses to move through it.



“That our kids know they are loved first by a heavenly Father and that His love should shine through us.”

This belief is not something she sets aside. It is something she lives out daily. It shows up in how she parents, how she treats others, and how she approaches even the smallest interactions. Kindness and compassion are not ideas to aspire to. They are habits she practices every day.

“Be kind, as you never know what someone else is going through.”

That mindset extends into every part of her life, including her home. Looking ahead, Mary is focused on something that can easily be overlooked in the middle of busy seasons.

Time.

“Make memories because we know we only have our kids for so many years.”

There is an awareness in that statement that changes everything. It brings intention

to her choices. It reminds her to slow down, to be present, and to appreciate the stage of life she is in right now.

Her home reflects that reality. It is not staged or perfectly put together. It is full of activity, creativity, and the signs of a family that is living life together.

The kitchen island is often covered with homework, computers, tools, and whatever project is happening that day. There are socks on the floor, unfinished tasks, and constant movement.

It is not perfect, and it is not meant to be.

It is real.

Her husband Justin and their children Brayden and Maddie bring energy and personality into every corner of their home. Each day looks different, but it is always full of life, learning, and connection.

There is something meaningful in that kind of everyday chaos. It represents growth, curiosity, and a family that is actively engaged in each other’s lives.

Mary’s story is a reminder that the moments that feel the busiest or the

most overwhelming are often the ones that matter the most.

Because one day, the house will be quieter. The projects will be finished. The socks will be picked up.

And what will remain are the memories created in the middle of it all.

The laughter, the conversations, the small moments that once felt ordinary but were actually everything.



“**Be kind,** as you never know what someone else is going through.”

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EMERIC SZALAY

Some stories shift your perspective on what success really means. Emeric Szalay's is one of them. While many measure success through numbers, milestones, and constant growth, his life has been shaped by something far more meaningful. Love, devotion, and the quiet strength it takes to show up every single day.

Emeric has spent years building his real estate career, sharing his knowledge and experience with those around him. He understands the industry, the process, and what it takes to guide clients through important decisions. But beyond all of that, the center of his world is his wife, Cheri.

Their partnership has grown and changed over time, especially as Cheri navigates dementia. With that has come a new set of challenges, ones that require patience, resilience, and a level of care that cannot be measured.

"Caring for Cheri is a struggle at times, but also rewarding."

That honesty says everything. There is no attempt to pretend it is easy, but there is also no loss of gratitude. It is this balance that defines how Emeric approaches both his life and his work. He understands that people are not just transactions. They are individuals with stories, emotions, and experiences that matter.

It is a mindset he often sums up in his own way:

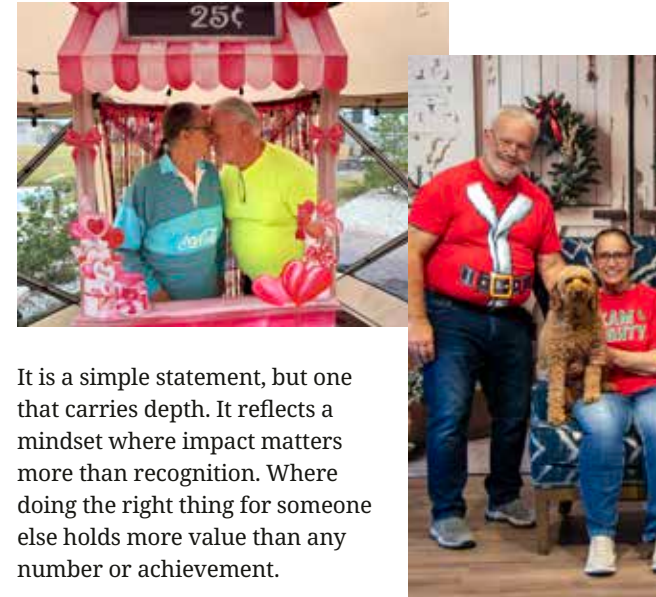
Emeric's 5 F's recipe: Start with your Faith; add a cup of Family; put in a dash of Friends; top it off with Food; then we all end up having Fun.

For Emeric, success is not complicated.

"Success is reflected by the smiles on clients' faces."



“Success is reflected by the smiles on clients’ faces.”



It is a simple statement, but one that carries depth. It reflects a mindset where impact matters more than recognition. Where doing the right thing for someone else holds more value than any number or achievement.

Looking ahead, his priorities are clear. They are not focused on expansion or chasing the next milestone. They are centered on something much more important.

Time. "Spending more time with my wife for as long as possible."

face, Emeric and Cheri chose to embrace the joy of the season. They dressed up for Christmas, creating moments that were simple, but deeply meaningful.

Alongside them is Rudder, Cheri's service dog, who plays an important role in their daily life.

There is weight in those words. They reflect a deep understanding that time is not guaranteed, and that the moments we have are worth protecting.

One memory that captures the heart of their life together took place during a winter spent at an RV resort. In the middle of everything they

"Rudder loves to enjoy our fun and helps me as much as she helps my wife."

It is these everyday moments that tell the real story. Not grand gestures or perfect circumstances, but small, genuine experiences filled with care, humor, and connection.

Emeric's story is not about perfection. It is about commitment. It is about choosing love even when it is difficult. It is about finding meaning in the present and understanding that success does not always have to be loud to be significant.

Sometimes success is quiet. Sometimes it looks like patience. Sometimes it is simply showing up, day after day.

And in that, Emeric Szalay reminds us of something important. Family is not just a part of life. It is what gives everything else meaning.

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MEET Annie Ragukonis



Annie is the heart of our Mishawaka marketing team, serving Northern Indiana and Southwestern Michigan. With a strong sales background and genuine passion, she builds lasting connections. Rooted in faith and family, Annie lives in Granger with her husband and children. She finds joy coaching her daughter's basketball team, cheering on her sons, biking, and walking their beloved chihuahua, Bentley.

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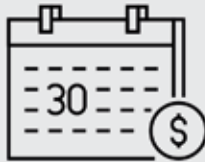
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