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PUBLISHER'S NOTE



Hello June

A Season of Growth!

June marks the halfway point of the year — a moment to pause, reflect, and recognize the growth that has already taken root. It's easy to get caught up in the rhythm of busy days, but this season reminds us to look around and appreciate how far we've come. Every story, every connection, and every success within our Real Producers community has been built through consistency, collaboration, and care.

The second half of the year invites us to keep nurturing that growth

— to stay intentional, inspired, and focused on the values that make this community so strong. Whether through partnerships, events, or shared stories, Real Producers continues to be a space where trust and authenticity lead the way.

As we move through June, let's remember: *"Gratitude and growth go hand in hand."*

Here's to thriving together — in business, in purpose, and in community.



Kristin Brindley
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From the Sales Floor to the Closing Table

BY LARRA ROQUE
PHOTOS BY JORDAN FIORDALISO



Chris POLETO

Reinvention is not always planned. Sometimes it arrives unannounced and demands action.

For Chris Poletto, a decades-long career in retail leadership was not supposed to end. As a Divisional Vice President with Lord & Taylor during the golden age of department stores, he built teams, developed leaders, and managed complex operations in a constantly shifting landscape. He rose through roles from Training and Development Manager to Regional Operations Director and Store Manager, always driving business forward.

Then the company he had devoted more than twenty-five years to began closing its doors.

Retail may have failed him, but the next chapter was already waiting. His wife, Mary, who was working as an assistant to a local Broker Manager, recruited him into real estate. In 2018, Chris stepped into a new career as a Realtor. What began as a simple transition soon became a life-changing transformation.

A Teacher at Heart

Born in New Orleans and raised within the warmth of a large Southern family, Chris carries a natural hospitality that makes people feel seen and heard. He earned a Bachelor of Science in Elementary Education, a foundation that continues to shape his professional identity. "Once a teacher, always a teacher," he says.

Whether managing multimillion-dollar retail operations or guiding first-time homebuyers, Chris has always focused on development and empowerment. His years in leadership trained him to anticipate needs, communicate clearly, and remain calm under pressure. Raising two children only sharpened those instincts.

Today, clients describe him as strategic, outgoing, welcoming, patient, and calm, all delivered with what he calls creative

confidence. It is a blend that reflects both educator and executive.

Building a New Vision

Chris entered real estate in 2019 during a moment of professional uncertainty. Yet the shift revealed new possibilities. Beyond serving buyers and sellers, he began to see real estate investing as a powerful vehicle for building income and generational wealth.

Now an Associate Broker and Team Leader at RE/MAX Preferred, Chris serves on the Circle of Excellence Committee for the New Jersey Board of Realtors for the sixth year. His commitment to professionalism has earned him consistent recognition, including Circle of Excellence Silver in 2022, Gold in 2023, and Silver again in 2024 and 2025.

Last year, he closed \$10 million in volume and projects \$11 million this year. He leads a small team, anchored by his wife Mary, who serves as Transaction Coordinator and keeps every file moving smoothly toward the finish line.

Still, for Chris, numbers are secondary to relationships. "The human connections I've developed are real and lasting," he says.

Expanding Opportunity Through Language

One of the most defining aspects of Chris's career has been his commitment to serving Spanish-speaking buyers.

Believing deeply that the American Dream of homeownership is attainable for everyone, especially non-native-born families, he recognized a gap. In 2020, he made the decision to elevate his limited Spanish skills. Through self-study and practice with Spanish-speaking friends, he strengthened his fluency and began working with Spanish-only speaking buyers.

"There is a lot of pre-work with new buyers to empower them," he explains. "They especially need caring, informative guidance, just in Spanish."



Selina, Chris, Yamani, and Mary.



Family, Faith, and Fresh Eggs

Outside of real estate, Chris's life is rich with connections and personality.

He and Mary are celebrating their 30th wedding anniversary in August, a milestone that reflects the same partnership they bring to their business. Together, they have raised two children, Ella and Jack. Their home life is active, joyful, and occasionally feathered.

Yes, they keep backyard chickens. "The daily routine is fun and funny," Chris shares. "Nothing beats fresh eggs."

Family time often includes cheering on the Phillies, hosting tailgate parties, and attending games together. He values shared experiences, whether at a stadium or around the dinner table.

Travel is another passion. Chris enjoys exploring languages and cultures

through immersive experiences. Recent trips have included language stays with host families in the Dominican Republic and Brazil, along with travel to Italy. For him, exploration is more than leisure. It is growth.

"Keep it moving forward. Self-motivation is key."

He once managed a shopping mall ranked among the top ten in the country, attended and graduated from Leadership Fairfax, and worked with an executive coach who shaped his leadership mindset. Those experiences, combined with his Southern upbringing and educator training, continue to influence how he serves clients today.

His commitment to service extends into the community as well. Through the Knights of Columbus in Moorestown, he leads an annual blood drive with the American Red Cross each February, and was chosen as a Host City Ambassador at the management level for the FIFA World Cup 2026 in Philadelphia.

"I am excited to work as a volunteer for this once-in-a-lifetime event this month and in July."

Always in Motion

Chris often quotes a simple but effective mantra: "Run Forrest Run. First, there is a strategy and then, every day, be in motion to carry that strategy forward."

It captures his approach to both life and business. Create a plan. Execute daily. Keep moving.

Looking ahead, he hopes to continue building a successful real estate career, maintain his fitness, and explore even more of the world. His advice to aspiring top producers reflects his steady mindset.

"Keep it moving forward," he says. "Self-motivation is key." ▀

The family who inspired Chris to expand his impact and better support Spanish-speaking families.



Pictured left to right: Ben Sullivan, Ella, Chris, Mary, and Jack Poletto.

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Where Heart and Home Come Together

BY AMELIA ROSEWOOD
PHOTOS BY JORDAN FIORDALISO



Lauren
QUINN

When Lauren Quinn walked away from the classroom to pursue real estate, she wasn't chasing numbers — she was chasing purpose. She wanted a life built on connection, creativity, and care. What began as a side pursuit soon revealed itself as her true calling. Today, as a trusted Realtor with Prime Realty Partners, Lauren brings the heart of a teacher and the hustle of an entrepreneur to every client she serves.

To her, success isn't measured in sales; it's found in the people she helps, the trust she earns, and the lives she touches along the way.

A Teacher at Heart

Lauren's path to real estate wasn't planned, but it was meant to be. Before she was helping families find homes, she was shaping young minds in the classroom. A proud Philadelphia native, Lauren earned her bachelor's degree in Elementary Education from Saint Joseph's University and later her master's in Educational Leadership from Rowan University.

"Education taught me how to guide people through big decisions," she says. "Patience, clarity, and compassion were essential in the classroom, and they're just as important in real estate."

In 2020, Lauren earned her real estate license, originally hoping it could supplement her teaching income. But once she got started, she knew it wasn't something she could do part-time. "Real estate gave me a creative outlet and a way to connect with people in a whole new way. I fell in love with it," she says.

Guided by Purpose

From the beginning, Lauren approached her business with the same heart she brought to teaching. Her work is grounded in empathy, communication, and care. "What fulfills me most is being part of someone's story," she explains. "Buying or selling a home isn't just a transaction. It's a major life transition, and I'm honored every time someone lets me be a part of it."



relationships are what matter. I treat every client like family and stay in touch long after the deal closes. The friendships that come from this business are what truly fill my heart."

The Heart Behind the Work

At her core, Lauren is deeply family-oriented. Her parents have always been her foundation, and her sister, Jordyn, is not only family but her best friend. She shares her life with her fiancé, Kyle, and his son, both of whom bring laughter and balance to her days.

Her two boxer dogs, Penelope and Athena, were her loyal companions every step of the way, and now their newest addition, Pac the Frenchie, brings even more joy and personality to the family. Though Penelope and Athena have passed, they remain close to Lauren's heart. They were like children to her. They were Lauren's first dogs and such blessings in her life. "Anyone who knows me knows I'm boxer-obsessed."

Her clients often describe her as calm, kind, and genuine — qualities that have fueled her quick rise in the South Jersey market. In 2024, she closed 27 transactions totaling over \$8.6 million in sales volume, and she is already on pace for another strong year. But for Lauren, the most important measure of success is the relationships she builds.

"I've never been someone who chases awards or recognition," she says. "The

Outside of work, Lauren finds joy in spending time with loved ones,



relaxing at home, or hosting get-togethers filled with laughter and good food. She's also passionate about interior design, which often blends naturally with her real estate work. "I love bringing a creative touch to what I do," she says. "Designing a home, whether it's mine or a client's, is something that truly brings me joy."

Grounded in Gratitude

Lauren's story is one of resilience and growth. Her involvement in

the recovery community has deeply shaped her perspective. "Being part of that community has taught me humility and strength," she says. "It's about showing up for others and staying grounded in gratitude."

That same philosophy extends into her business. "How you do one thing is how you do everything," she says. "Whether it's helping a client, decorating my home, or spending time with family, I try to give it my full attention and care."



“
The friendships that come from
this business are what truly fill my
heart.”

Looking Ahead

In the coming years, Lauren hopes to continue growing her business while maintaining the balance that matters most. She's currently working on her first investment property and considering building a small team in the future. "I love what I do, but I also want to create space for the people I love," she says. "Real estate gives me that freedom and flexibility, and I'm grateful every day for it."

Personally, Lauren's dream is simple: to build a family of her own and continue living a life centered on love, service, and authenticity. "Real estate has given me more than I could have imagined," she reflects. "It's given me purpose, community, and a chance to make a difference in people's lives. That's something I'll never take for granted."

Through every season of her journey — from the classroom to closing day — Lauren Quinn remains proof that when you lead with heart, success will always follow. 🏡

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Kevin Ciccone

The Value Of Being Direct

BY LAURA REESE
PHOTOS BY JORDAN FIORDALISO

Kevin Ciccone will tell you something upfront. You might not always like what he says, but you will respect it.

In an industry where diplomacy sometimes softens the truth, Kevin built his business on being direct, honest, and unapologetically clear. He would rather have an uncomfortable conversation today than watch a client regret a decision tomorrow. That standard has shaped his reputation, his referrals, and the way he approaches every transaction.

“Reputation is everything,” he says. “It takes years to build and minutes to ruin.” For Kevin, that is not just a phrase. It is the foundation of everything he does.

Early Lessons in Work and Sales

Long before real estate, there was work. Real work.

At nine years old, Kevin was sweeping floors at his

uncle’s garden center to earn money. By ten, he had a paper route, and at twelve, he managed two routes. By thirteen, he was selling merchandise at flea markets and learning how to read strangers within seconds. A few years later, at fifteen, he convinced his parents to let him travel to New Orleans with a group of adults to work at a wholesale show.

He grew up in sales. He grew up around pressure. He grew up understanding that effort produces opportunity.

“I started working young,” he says. “When you’re in sales, you learn how to deal with different personalities. You learn how to adjust.”

That adaptability became second nature. It would later separate him from the crowd.

“Reputation is everything.”



A Nineteen-Year-Old in a Grown Man's Industry

Kevin's path into real estate began almost accidentally. In high school, while serving in the business club, he intercepted a phone call from a local RE/MAX broker searching for a nighttime admin. Instead of passing the message along to his teacher, he gave it to his girlfriend, Nicole. She took the job. When several agents left to start their own brokerage, they encouraged her to attend real estate school. Kevin joined her.

He was nineteen when he became licensed, but he also looked fifteen. "I knew early on the only way I was going to make it was to know more than everybody else," Kevin says.

Age was not on his side. So he made knowledge his weapon. He read hundreds of inspection reports. He studied contracts late into the night. He followed his broker everywhere, absorbing language, negotiation tactics,

and legal nuance. If he was going to compete against agents twice his age, he needed to outprepare them.

When he walked into listing appointments, he wanted clients to leave thinking, "This kid actually knows what he's talking about."

That mindset has never left him.

Building a Business on Referrals and Reputation

Today, Kevin is co-owner of Real Broker in Washington Township, the same town where he was born and raised. Last year, his team closed 71 transactions totaling just over \$30 million. This year, he is aiming for 100.

He thrives on challenge. "I love the pressure," he says. "I was an ice hockey goalie. There's no more stressful position in sports. All the pressure is on you."

Still, numbers are not what define him.



Kevin runs a referral-based business that many agents want, but few truly achieve. He does not spend his days cold calling or chasing internet leads. His phone rings because past clients send friends and family his way. That consistency did not happen overnight. It was built transaction by transaction, conversation by conversation, decision by decision.

He is known for being blunt when necessary. If a property is overpriced, he says so. If a deal feels wrong, he walks away. If a situation requires creativity, he finds a solution.

"I'm going to tell you things you don't want to hear," he

tells clients. "But at the end of the day, it's the truth."

He is outspoken about ethical gray areas in the industry, including dual agency. In his view, representing both sides of a transaction compromises full advocacy. When someone hires him, he believes they deserve undivided representation.

Too many agents, he says, allow money to dictate their decisions. He refuses to operate that way.

The Partner Behind the Scenes

Kevin's wife, Nicole, has been part of his journey from the beginning. She

worked in real estate administration through her twenties before stepping away to pursue nursing after her father was diagnosed with cancer. She earned her degree, worked in the operating room, and built a career of her own.

Then life shifted again. When her mother was diagnosed with small-cell lung cancer, Nicole asked to go part-time to care for her. The hospital declined. She chose family.

She returned to real estate and took over Kevin's backend operations entirely. Contracts, compliance, transaction processing, systems. She created the structure that allowed the business to scale.

"She handles everything," Kevin says. "That's what allowed me to build."

Kevin and Nicole have a six-year-old daughter, Callie, and a five-year-old German Shepherd named Bennie. As a family, they enjoy many activities together, but Kevin especially enjoys summers that revolve around swimming with his daughter. No matter how busy the market gets, Kevin carves out an hour each day to be in their pool with her.

"That's our thing," he says.

They cook most nights, entertain friends often, and travel to Florida several times a year. Each year, they take Callie somewhere new for her birthday. They share a belief that success means little without balance.

Service, Standards, and the Long View

Kevin and Nicole support dog rescues and veteran organizations regularly. Before COVID, they hosted an annual holiday appreciation party for 150 guests. Admission required donations. Crates filled their home with supplies for shelters and contributions for veterans. Giving back is not an add-on. It is part of their identity.

Kevin's advice to new agents is clear. Join a team. Treat it like an apprenticeship. Learn contracts, inspections, and negotiation properly instead of chasing quick commissions. "Real estate school teaches you how not to get in trouble," he says. "It doesn't teach you how to protect someone's largest asset."

In his mind, slow and steady wins the race. Education first. Reputation always.

Looking Ahead

Kevin holds licenses in New Jersey, Pennsylvania, Delaware, and Maryland. He has considered expanding south, possibly into South Carolina or Florida. He wants the team to become self-sustaining, but he has no interest in stepping away from production entirely. He enjoys the grind. The stress. The problem-solving.

At his core, Kevin Ciccone is still that nine-year-old kid who believed hard work creates opportunity. Only now, the stakes are higher and the responsibility heavier. And through it all, one thing remains unchanged.

Do the right thing. Protect your name. Let the rest follow. ▀



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