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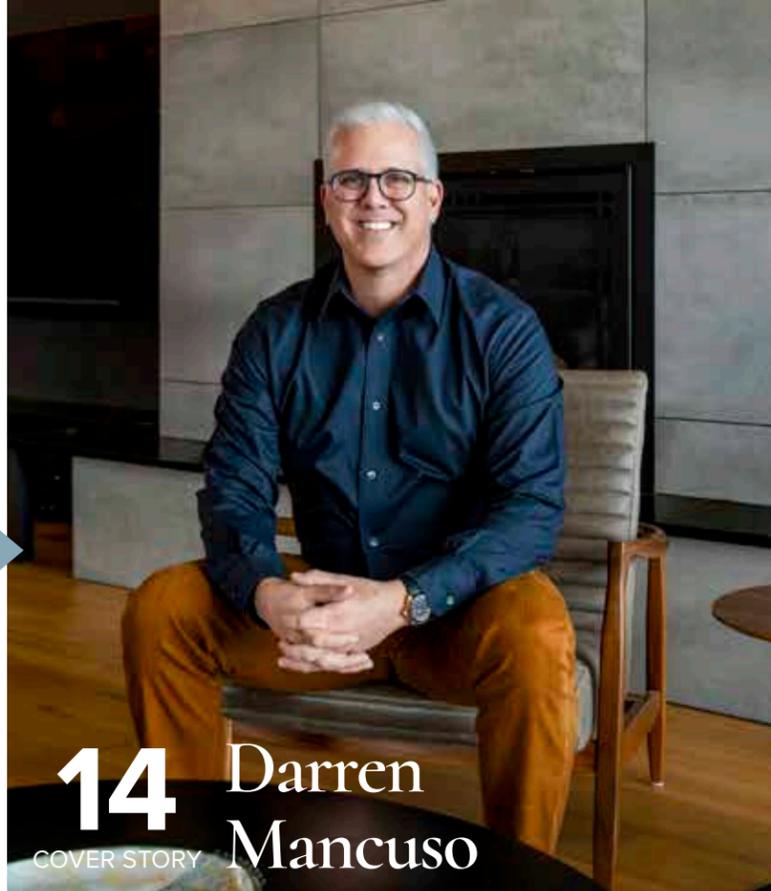
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If you are interested in nominating people for certain stories, please email us at: mike.maletich@n2co.com



2025

BY THE NUMBERS

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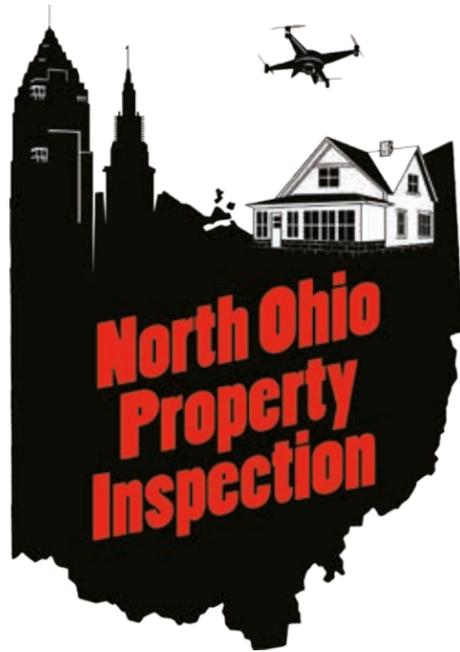


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WELCOME 2026!

Year after year at *Cleveland Real Producers* we recognize the top performers in our community, highlighting the Top 500 real estate agents in the region. And at the start of each year we announce a NEW Top 500 list, which always includes 100+ NEW agents. If this is your first issue as a Top 500 agent, welcome! Being among the top 3% of all local agents is no small achievement! Each month we highlight standout agents and trusted partners in the magazine, and once a quarter we host a major event exclusively for top agents. If you're receiving this magazine, you're automatically invited!

Our mission is simple: to celebrate excellence and foster meaningful connections among the best in the business. We also work exclusively with top partners: real estate-related professionals who come highly recommended by agents in this community. Our partners' support is what make this community possible. Together, we aim to elevate the industry through collaboration, professionalism, and shared success.

To those who earned a spot on the Top 500 list again this year—you rock! Congratulations on another outstanding year! And to those joining the list for the first time, welcome to a community of high achievers—you'll find real value in the relationships you build here.



Congratulations to the Top 500, and here's to a great 2026!

Publisher
Ben Snowden

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DARREN Mancuso

Always Ready to Solve The Problem

The first lessons Darren Mancuso learned about work didn't come from a classroom or a corner office, they came from witnessing it first hand. In a family shaped by the grit of Italian immigrants and the steady determination that comes from starting with little and building everything yourself, Darren learned early on that nothing meaningful happens by accident. It happens through effort, intention, and the willingness to keep going when things get uncomfortable.



“We are always tweaking, adjusting, learning, and optimizing so we can deliver a service and a product that truly stands out.”

Darren grew up surrounded by successful examples of entrepreneurship and deep values of hard work. With his grandparents having immigrated from Italy at just nineteen years old, Darren grew up hearing stories of how his grandfather worked as a builder and entrepreneur to create a legacy that left a lasting impression.

“Watching him create a life and livelihood from the ground up left a deep imprint on me,” Darren explains. “From an early age, I saw what it meant to work with your hands, solve problems, and build something that lasts. That entrepreneurial spirit runs through my family, and I truly believe it’s where much of my own drive comes from.”

At home, Darren’s parents made it clear that work was inevitable and the only choice he had was in how he approached it. “You’re going to work your entire life, the question is whether you want to work for three dollars an hour or a hundred dollars an hour,”

they used to say. And that mindset stuck with Darren. It taught him to value his time, think bigger, and grow through leverage, leadership, and opportunity.

Even as a kid, Darren was thinking ahead. In junior high, when asked what he wanted to be when he grew up, his answer was simple: “I want to be a manager and make \$50,000 a year.” The laughter that followed from classmates and his teacher stuck with Darren for years to come, not as discouragement, but as fuel to prove them wrong.

Inspired by his older brother John, after high school Darren applied to Hiram College and graduated with a degree in computer science. And although he initially planned to pursue education, what stuck with him most were the relationships he built throughout Northeastern Ohio. “What initially brought me here was education. What kept me here was opportunity, community, and the relationships that have become home.”

As Darren dabbled in various trades and jobs over the subsequent years, one thing remained constant, his pursuit of entrepreneurship. Even as a kid he was delivering newspapers and selling wholesale candy bars long before he understood what the term profit margin was. As a teenager, he worked any job that offered experience, from busboy and bartender at his family’s restaurant to lifeguard, telemarketer, and groundskeeper at a country club.

Later came roles with companies like Amway and Excel Telecommunications, before landing at IBM after college. “My first client was NASA in Huntsville, Alabama,” Darren explains of the opportunity which opened doors to major organizations including the Navy, the Department of the Interior, Kraft Foods, Clorox, Heinz, and Raytheon. “Those experiences gave me a strong foundation in business, systems thinking, and problem solving at a very high level.”

Looking back, Darren laughs admitting, “If you drew a line from where I started to where I am today, it wouldn’t look like a straight path. It would be a page filled with scribbles, holes in the paper, and then you would probably just set the whole thing on fire.” Still, every role mattered. Each one preparing him for the next opportunity. “They taught me how to work hard, how to communicate, how to solve problems, and how to keep going no matter what.”

Eventually that path led to purchasing a nightclub where Darren and his partner spent three years getting a crash course in leadership, staffing, and customer service. It was there that a bartender’s two week notice sparked Darren’s interest in real estate, and Darren asked him to reach back out once he was licensed. A few weeks later the wheels were set in motion.

From 2006 to 2012 they flipped fifteen homes together. “Those early projects lit something up inside me. I loved taking

something old or neglected and turning it into something valuable. I loved the mix of vision, strategy, and hands on work.” Real estate quickly became an obsession, Darren admitting, “If someone was selling a late night course on how to build wealth, I probably ordered it.”

Then in 2012, Darren and his wife, Kate started Relief Properties and transformed over 100 homes before Darren obtained his license in 2014. Since then, Kate has remained an integral part of the business; spearheading design, marketing, and operations. Major setbacks in 2019 forced them to reevaluate their model, resulting in a shift towards renovating rental properties, activating the power of passive income.

Even now, Darren continues to evolve with each new day. “We are always tweaking, adjusting, learning, and optimizing so we can deliver a service and a product that truly stands out.”

Technology and marketing strategy became key, especially understanding the Ideal Customer Profile, and utilizing market tools and strategies provided incredible new opportunities to reach their target audience...with precision.

Outside of work, Darren’s world centers around Kate and their daughter, Claire...although he admits their two cats, Henrietta and Lukie, truly run the household more than any of them care to admit. As a family, they love to travel and create memories that balance the intensity of work but closer to home Darren enjoys skiing, fishing, golfing, yoga, and early morning workouts, all of which help keep him grounded.

Giving back is equally important for Darren, as 2023 became a defining year for him and his team when they helped build a home through the Home Builders Association of Greater Cleveland while raising over \$200,000 for the Make A Wish Foundation. An

experience he credits as one of the most meaningful and fulfilling of his career.

At his core, Darren explains that everything he does is simply a math problem waiting to be solved. “When you understand the numbers the decisions become clearer and your results become predictable.” If you

understand your payback period, lifetime customer value, gross margin, and cash conversion cycle, you’ll understand how each item returns value to your business. Once those numbers become clearer, as do the decisions you need to make in order to predict the outcome you aspire to achieve.

Today, Darren is focused on growing his team with agents who are “hungry, humble, and coachable”. “I want to partner with people who truly want to grow and who are ready to step into the work required to become the best version of themselves,” he prides. “My mission is to help people build lives filled with freedom, fulfillment, and purpose.”

“My mission is to help people build lives filled with **freedom, fulfillment, and purpose.**”



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#BEALION



BERGER MOVING & STORAGE

INTO THE NEXT CHAPTER, TOGETHER.

WRITTEN BY KENDRA WOODWARD
PHOTOGRAPHY BY JANET MILLER PHOTOGRAPHY

There's a particular kind of quiet courage that shows up behind the scenes on moving day, whether you're moving into a new home or into the next chapter of life. It lives in taped up boxes and precisely packaged memories, within organized labels, and even in the exchanging of keys while a new set awaits patiently in a pocket nearby. For Berger Moving & Storage, however, these moments are more than background noise...they are where their standards for exceptional service lay. They've spent more than a century curating these moments, not rushing them or minimizing their importance, rather understanding exactly how much weight they carry for every home owner.

Berger's story stretches all the way back to 1910, when Carl Berger launched the company with a single horse and cart in Minneapolis. What began as a way to move household goods from the railway depot to nearby homes, slowly grew into something much larger. By the 1980s, Berger had become Allied Van Lines top booker and hauler, growing and expanding far beyond his initial reach and intentions.

It wasn't until 2001, however, that the company finally expanded into the Ohio market by opening offices and locations throughout Cleveland, Columbus, Cincinnati, Kansas City, Atlanta, Charlotte, and Louisville. And it was during this expansion when Berger acquired the company Paul Waickman and Debbie Walter were both working for, launching a decades-long career for both individuals.

For Paul Waickman, General Manager of Berger Moving & Storage in Cleveland, the understanding of what their services mean to their clients, began with a purpose solidified by their mission statement. "It's one of those things we really focus on: to help every customer have a positive and memorable experience," he prides. It's the compass that guides every decision, every interaction, every carefully planned move for Paul, Debbie and their team, and it's also the reason Berger continues to maintain a caring and personal touch in an industry so heavily defined by logistics, numbers, and timelines.

At age 18 Paul entered the moving industry when he started working on a moving truck, and by 23, he owned his own truck and was moving people across the country. In 1995 he began running local deliveries for Ehmke Movers, prior to Berger purchasing the company, and remained with the company when Berger took over. Even when Paul transitioned into office leadership, the heart of his work never changed. "You know moving is stressful. There could be any number of things why people are moving, you really have a hands-on opportunity to make a difference in someone's life."

"You know moving is stressful. There could be any number of things why people are moving, you really have a hands-on opportunity to make a difference in someone's life."





Debbie Walter, Relocation Consultant of Berger Moving & Storage in Cleveland, brings the same level of passion and empathy to every client interaction. Having started her work in the billing department at a trucking company while attending college, she too has seen the company through numerous changes.

After a recruiter helped her land a coordinator role at Berger, Debbie learned the business from the ground up, conducting surveys, understanding logistics, and eventually stepping into sales despite early hesitation. "I didn't want to feel like a used car salesman," she admits with a laugh. But a conversation with her father changed her outlook on the position when he reminded her she could do anything she put her mind to. "And 30 years later I can honestly say I still love my job!"

"A goal of mine, at the end of the consultation, is to cover all the important points before they even ask me the question."

As for the team as a whole, they understand that every client is navigating some of the most overwhelming transitions they'll face in their lifetime. Every employee and crew member takes that responsibility to heart, knowing they alone can help ease the client's stresses...even if just a little. They also offer free, no obligation, moving quotes that cover everything from packing, storage, moving, unloading, and even unpacking at your new location.

To help ease the process, Debbie aims to instill confidence in her clients by

giving them the tools they need to choose the right options for their move. She's available 24/7 to answer any lingering questions, and takes pride in informing her clients of what is to be expected. "A goal of mine, at the end of the consultation, is to cover all the important points before they even ask me the question," she prides, admitting that having a crew with more than 25 years of experience ensures the team will back her up with confidence. "That alone is huge. Being able to go to a customer and tell them our crew has been with us that long!"

Beyond logistics, Berger is also deeply committed to nurturing their surrounding communities through an initiative called The Berger Express, where branches are encouraged to give back through friendly competition. "It's a make-believe train that goes from Berger to Berger to see what each branch has done," Paul explains. The Cleveland team alone recently collected enough clothes, toys, and school supplies to fill more than thirty shoeboxes for Samaritan's Purse and regularly post about their progress on social media for all who want to contribute. As well, Allied and Berger are both highly supportive of the Move For Hunger and Susan G. Komen foundations.

With over a century of experience helping families and businesses with local, national, and international moves, Berger Moving & Storage of Cleveland continues to help both residential and commercial clientele reach their goals, and new locations, with confidence and ease. Their commitment to being open, honest, and fair shows up in the smallest details, in how thoughtfully they guide clients through change, in the understanding that moving is never just about boxes but about people, in their consistent 4.9 star Google reviews, and in their continued recognition as one of Allied Van lines top movers, having recently been awarded their 2025 Agent of the Year.

"Whatever we do, we do it right, and we do it together." - Paul Waickman



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Nicole Rodriguez

Work Hard
& Dream Big

WRITTEN BY
KENDRA WOODWARD
PHOTOGRAPHY BY ANDREW
EICHER PHOTOGRAPHY

Working hard was something that came easily to Nicole Rodriguez thanks to the strong influence her mother and grandmother had on her from a very young age. Long before business cards or closing days ever entered the picture, Nicole's passion and drive materialized in small increments, slowly accumulating and forming the foundation of a career filled with knowledge from various industries and trades.

Even as a kid, before she was truly allowed to have any measure of real responsibility, Nicole showed up to work at a pizza shop and quite literally spent her days placing pepperoni slices on the pizzas. When she finally received her first paycheck, something clicked, and Nicole realized she was going to have to work a lot harder if she wanted to achieve her goals. Amidst the lessons her mom and grandma had instilled and what she was gleaning through her job, Nicole realized if she wanted something bad enough, she was going to have to earn it.

Eventually, Nicole moved on to waiting tables and working in retail, always juggling multiple jobs to reach those goals. There was no fear of effort, only momentum. That same passion and outlook carried Nicole through college as well where she earned a marketing degree and spent some time testing out a career in cosmetology before realizing a future as a nail technician wasn't the right path.

When she pivoted into title, escrow, appraisal, and foreclosure, starting at a national title company as a switchboard operator before working her way through multiple positions both there and at similar companies, Nicole began to find her stride. Then, when she added on the responsibility of outside sales within the company, frequenting client offices to deliver promo materials, the market crashed and had Nicole rethinking her future in the industry.

However, when companies began disappearing and foreclosures surged, Nicole leaned into it, adapting once again, until every corner was bought out and she



made the decision to leave the corporate grind behind. The move couldn’t have come at a better time, however, with Nicole staying home to raise her three boys. She continued to study new topics, practicing as a notary in the interim for some additional income, and to remain connected to the industry.

During this time, real estate kept calling to Nicole, but online courses weren’t an option at the time and Nicole knew she couldn’t dedicate three weeks to in-person classes. As her youngest son entered his first year of preschool, Nicole bridged the gap between studying and practice, opting to finally take her real estate courses and earn her license in 2018.

Two short years later, Nicole was leading a team of seven female agents! But as she continued to grow and evolve within the industry, she realized she needed to make a big change if she was going to reach the success she had planned. So, she switched brokerages in 2025, finding her principles better aligned with Engel and Völkers Distinct Real Estate. In doing so, she also streamlined her

team, retaining only one of her previous agents, Grayce Young.

Part of that realignment included a new morning routine; starting every day with a cup of coffee, checking emails, and doling out inspiration to others through her social media through motivational posts. Work Hard, Dream Big, Be Kind...are some of Nicole’s go-to morning mantras. She also uses this time to send out her quarterly magazine which has resulted in a more community-based focus in her work. From organizing raffle baskets to casual coffee meetups for locals, Nicole’s goal is to create connections in her small town of Kirtland without the pressure of having to sign up for classes or mailing lists.

And despite her success over the last decade, Nicole remains refreshingly honest about her journey, admitting, “I don’t know what my plan is from here. I have honestly never loved what I do more than I do right now!” With each new day that comes and every new transaction she faces, Nicole takes great

pride in the journey and knowledge she’s gaining along the way.

That culmination of experiences is also why Nicole often suggests a team environment for novice agents. It allows them the opportunity to learn in a more hands-on setting by shadowing successful agents, and affords them the knowledge of witnessing agent-client interactions in real time versus scripted examples they might see in a text book.

She also suggests agents, no matter their time in the industry, get involved with the communities they plan to focus on. “Going to networking events doesn’t get you business,” she admits. “But when clients get to know you, and trust you, they’re going to want to work with you.” Her own experience volunteering locally reinforced that belief when Nicole realized how much her clients appreciate her patience, knowledge, and community ties.

Outside of work, Nicole remains devoted to being present in her sons’ lives. As the two youngest boys are

currently involved in soccer, she admits there’s one major rule in their household that never gets broken: “I do not miss games. It’s non-negotiable.” Her schedule bends around her family, not the other way around.

Together with her husband, Justin, the two enjoy juggling workouts, pickleball, and life with their Yorkie, LuLu. They love food, travel, and collecting wine, especially Spanish wines in honor of Justin’s roots in Madrid. As Nicole explains, each bottle marks a memory, a moment worth holding onto.

For Nicole, real estate has allowed her the life and opportunities she’s always dreamt of...and worked hard for. It has allowed her to become better connected to those around her, be present for her family and friends, and to grow... in unimaginable ways. It’s the same mentality she gleaned from her mom and grandma still showing up in her everyday life and building meaningful experiences, one day at a time.



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Tina White

**Grounded
& Grateful**

WRITTEN BY KENDRA WOODWAR
PHOTOGRAPHY BY TOURSPACE PHOTOGRAPHY
PHOTOGRAPHED AT KENT STATE UNIVERSITY FASHION SCHOOL

Some lessons settle in quietly, woven into everyday life before you ever realize they're shaping your future. For Tina White, those lessons arrived early, wrapped in the steady rhythm of watching her mom juggle multiple jobs and witnessing her grandfather work two jobs without complaint. There was no big speech about grit or resilience, no childhood memories of being told how to be successful... it was simply a lesson that was lived. Yet, after years working in corporate positions Tina never imagined she would make such a drastic change so late in life when an opportunity to start working in real estate presented itself.

Raised in Cuyahoga Falls, Tina's childhood shifted in a major way when her parents divorced while she was in third grade. From that moment, her mom became the steady force in her life, raising Tina and her siblings as a single mother, doing whatever it took to make ends meet. "A strong work ethic wasn't just encouraged in my family, it was modeled every single day, and it became part of who I am," Tina explains.

Initially, her plan was practical; graduate in two years and become a legal secretary. But then nursing caught Tina's attention with dreams of working in the NICU...which were swiftly dashed when the reality of a career in that field set in during her anatomy class. After obtaining a degree in management and human resources from The University of Akron, Tina stepped into insurance as she continued to put the lessons her mom and grandfather had taught her to practice.

Later, she transitioned into more corporate roles, where customer service and leadership remained a large focus. "Nearly every job involved serving people, and that's where I learned how much I truly love helping

others." That throughline only continued to grow when she joined Allstate Insurance and swiftly advanced the ranks to Claims Manager.

"Every step of my journey, from the examples set by my mom and Papa to the customer-focused jobs that shaped my early work life, built the resilience, empathy, and work ethic that guide me in my career today," Tina admits. "Each role strengthened my leadership skills, customer service abilities, and commitment to doing things the right way."

From 2000-2008, Tina shifted once more when she scaled back to a part-time position to focus on raising triplets. In the years that followed, she filled her time volunteering at her kids' school, as PTA President of Holy Family Parents club, fundraising chair for Holy Family athletics, and when the insurance company dissolved her part-time role, she worked as a substitute teacher while searching for her next venture.

As her triplets prepared to enter high school, new opportunities were presented when Tina's mentor, Will Penney, suggested she consider a career in real estate. It was



a major turning point for Tina, one she never expected so late in life. Will provided Tina a front row seat to the industry and, within just a few short months, she earned her real estate license and began selling homes while continuing her administrative role.

"That decision set me on the path I'm still on today. Real estate became not just a career, but a calling. One that allows me to serve, support, and walk alongside people during some of the most meaningful transitions of their lives," Tina admits. "Real estate is more than contracts and closings. It's about guiding people through meaningful life

transitions and building relationships that feel like family, long after the keys are handed over."

In 2023, a decade after getting licensed, Tina ventured out as a solo agent. The following year she hired a coach, Amanda Purnell, through Glover U, and admits the results have been amazing. "Everyone needs a good mentor, coach to keep growing," she says. And she's right, because the following year, in 2025, Tina reached a major milestone in her career when she received the eXp Icon Agent award! "That was a HUGE accomplishment for me and I intend to keep that momentum going into 2026."



Tina with her husband, Don; the triplets, Emma, Patrick and Maria; and their Bernese Mountain dog, Rylee.

As the future continues to evolve for Tina, one thing remains unchanged... her knack for seamlessly blending her knowledge, experience, and compassion. She's found her niche in the 55+ community and enjoys guiding them through the process of downsizing, transitioning to assisted/independent living, and handling the sale of a loved one's home as a Senior Real Estate Specialist. She even developed a monthly informational class (which kicked off in 2026), the Smart Senior Speaker Series, where various topics and speakers are used to help educate the senior community.

Outside of work, Tina volunteers her efforts through various organizations including Meals on Wheels, Linc World-

wide, Riverfront YMCA, Holy Family Parish, Walking with Moms in Need, Ministry of Married Couples, CLEO, and the Western Reserve Senior Coalition. Service is simply part of who she is and her family is the heart of everything she does. "Life is more than just real estate transactions, it's about the impact we make in our community and the lives we cross paths with along the way."

Tina and her husband, Don, recently celebrated three decades of marriage. Their triplets, Emma, Maria, and Patrick, continue to fill their lives with joy, laughter, and endless memorable moments. As does their Bernese Mountain dog, Rylee, who proudly acts like a fourth child and thinks the house revolves around her.

"Life is more than just real estate transactions, it's about the impact we make in our community and **the lives we cross paths with along the way."**

In her free time Tina enjoys relaxing at home with family, traveling, attending community events, volunteering, planning fun outings, reading, and cooking. "My family, faith, and community keep me grounded, grateful, and energized for the work I'm blessed to do every single day."

Looking ahead, Tina hopes to continue growing her

business from the 65.4% surge it saw in 2025 (totaling over \$11.2M in sales last year) with plans to continue that upward trajectory in the coming years. "Every chapter of my life has prepared me for this one," she admits... and it shows! Through faith, service, and an unwavering work ethic, Tina continues to guide others through life's biggest transitions with care, clarity, and heart.



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WRITTEN BY KENDRA WOODWARD
PHOTOGRAPHY BY JANET MILLER PHOTOGRAPHY
PHOTOGRAPHED AT THE ARCADE IN CLEVELAND

Somewhere between the hum of a busy restaurant floor and the quiet determination it takes to bet on yourself, Jacob Sudnick began to understand the kind of lifestyle he wanted to build and the type of career it was going to take to get him there. It wasn't centered on putting his name in spotlights, however, rather it was a dream rooted in people and the belief that success multiplies when it's built together.

As Co-Owner of Paramount Properties Group at Berkshire Hathaway Professional Realty, Jacob works alongside his partners Nicholas Slattery and Mate Paulic to help build a platform for other agents to succeed. And while the team's branding and title doesn't include any of their individual names, that was an intentional decision from the start.

"It was always very important to me when I got together with Nick and Mate to form this group, that it wasn't covered in our names," Jacob explains. "We chose Paramount Properties Group very specifically because we wanted to focus on being the agents that worked with us. This way each agent could build out an individual business that they had ownership of while working under the Paramount umbrella."

But long before PPG ever came into existence, Jacob was learning firsthand what it took to run a business. Having grown up in Chardon, Jacob watched

his parents work tirelessly in pursuit of entrepreneurship with their businesses in building and interior painting. The way they seamlessly navigated home life and work saw Jacob developing the foundation for his future success at a young age.

That determination was further engrained throughout each summer season during high school, when Jacob would often join his father on job sites. After graduation, however, he began a seven-year-long stint working in restaurants and eventually led to his discovery of real estate. Between conversations with regulars who were already top agents in the field and the rhythm of service work, a few of his customers convinced Jacob to give real estate a try. By 2015 he obtained his license and gave his full commitment to the industry and joined their team.

"My first six months I barely made any money at all," Jacob recalls. "I was surviving off of twenty dollars here and



there, showing homes for other agents, and helping write contracts.” Even after closing his first deal, Jacob continued to glean the harsh lessons of real estate and money management when his check barely amounted to \$800.

By that point, most of his savings from years working in restaurants were gone. He had stripped his budget to the bare minimum and given himself a narrow window to make it work. But he stayed committed anyway and by the end of the following year he had amassed \$3 million in sales...which he doubled the following year. “I kept committed to the process and eventually led me to where I am today.”

Years later, he partnered up with two agents from his team, Nicholas Slattery and Mate Paulic, to start something of their own. “We took a lot of experience with us and hoped to make a group that

would center on the agents that worked for us, not the people leading it,” Jacob explains. Two years later, the team now totals five agents who operate as partners equally.

Kayla Schikowski was one of the first to join and has done such an amazing job in her short time working in the industry that she’s on track to close 40 transactions this year and recently brought on her partner, Nick Gehrke. Vinny Gigliotti joined late last year and was quickly able to step away from his full time job to take care of his growing clientele, including numerous active listings and buyers.

For the team at Paramount Properties Group, each member brings something unique to the table as each partner also plays a significant role in the development and evolution of the team’s systems and processes. Nicholas plays an integral role in recruiting, managing

social media, and coaching, while Mate has built out company systems and manages payroll. “All of these people make Paramount what it is!” Jacob prides, explaining how his main role on the team focuses on training, coaching, management, and agent support.

That unique structure allows PPG’s agents to focus on their clients and transactions instead of getting bogged down by systems and paperwork. A robust CRM also helps the team stay in front of their clientele more efficiently, while Jacob’s background in photography and videography only serves to add another layer of value.

Behind the scenes, Jacob credits much of their foundation to the years he spent in the Mike Ferry coaching program, greatly influencing his perspective on money, momentum, and boundaries. Yet despite his success throughout the years, one



“I kept committed to the process and eventually led me to where I am today.

thing Jacob never relents, is the struggles real estate presents to newcomers.

“Right now, becoming a real estate agent seems to have become popular because of the ability to make a lot of money. What a lot of people don’t tell you is what you have to sacrifice to do it.” Long hours, rejection, and missed life moments are part of the early grind, and even later, boundaries take work to uphold and maintain. Still, Jacob believes longevity in this industry comes

from honesty, discipline, and support... and having the right team by your side.

Outside of work, Jacob regards his girlfriend, Megan, as his biggest supporter and the reason he stays grounded. She continuously impresses him with her heart for others, her caring nature, and how well she keeps up with such an enormous group of friends. In his free time, Jacob enjoys walking his dog, Rayla, who loves going to local parks, playing fetch, getting pup cups, and going for rides in the car.

Photography and videography remain Jacob’s most treasured hobbies even outside of the office, often focusing on landscape and street lifestyle, however, that doesn’t outshine his passion for Dungeons and Dragons, having proudly served as Game Master of a nearly two year long campaign with his friends.

Beyond the everyday rigamarole and lifestyle of a real estate agent, Jacob and Megan take every opportunity to

utilize the flexibility the career provides to explore the world. They recently travelled to Ireland and Scotland, and hope to travel to New Zealand next year, along with various destinations across the US.

Jacob also makes a point to give back through various organizations across the greater Cleveland area, including Laura’s Home, the Kidney Foundation, Miracle on Erie St, Student Veterans of America, City Mission, Cleveland Pride Band, Cleveland Kids’ Book Bank, and Ashtabula Pride.

Looking ahead, Jacob’s vision circles back to where it all began...with hopes to continue growing the team by hiring more agents and staff, and eventually stepping further into management roles. Ultimately however, the goal remains unchanged; build people up, create systems that support them, and lead a team where success is shared, ownership is real, and exceptional service truly is...paramount!

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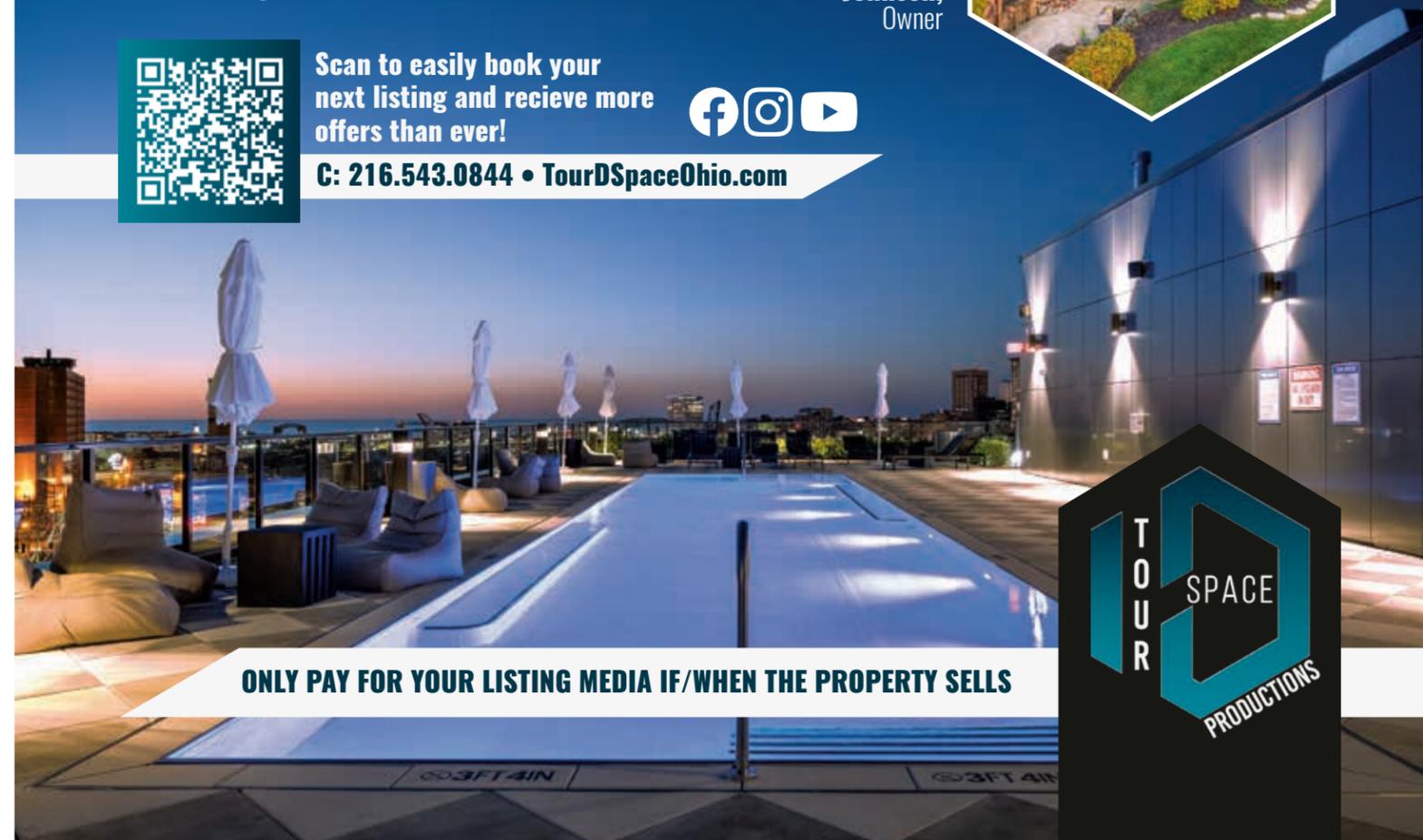
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