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Remembering What Matters



November is a good time to remember what matters.

As the year begins to wind down, it's natural to focus on what remains unfinished—the goals still out of reach, the calls still to make and the business you hope to close before December 31.

But November also offers a chance to pause and appreciate what it took to get this far.

In real estate, success is rarely a solo effort. Every transaction depends on people choosing to place their trust in you. Clients invite you into major life decisions. Colleagues share their knowledge and experience. Lenders, inspectors, title professionals and countless others help move each deal forward. Friends and family offer patience and support through the long days, shifting schedules and inevitable surprises.

Those relationships are worth recognizing.

Gratitude in business is more than saying thank you, although that matters. It's returning a call when there's nothing immediate to gain. It's acknowledging the people who helped you along the way. It's making time for past clients, encouraging another professional and remembering that every closing represents a person or family beginning a new chapter.

This season can become busy quickly. There are year-end goals to pursue, holiday plans to make and plenty of demands competing for attention. Staying grounded in gratitude helps keep all of it in perspective.

Take a moment this month to consider the people who trusted you, supported you, challenged you and helped your business grow. Reach out. Let them know they mattered.

There is still work to do before the year is over. But before racing toward the finish line, it's worth appreciating who helped you get there.

With gratitude,



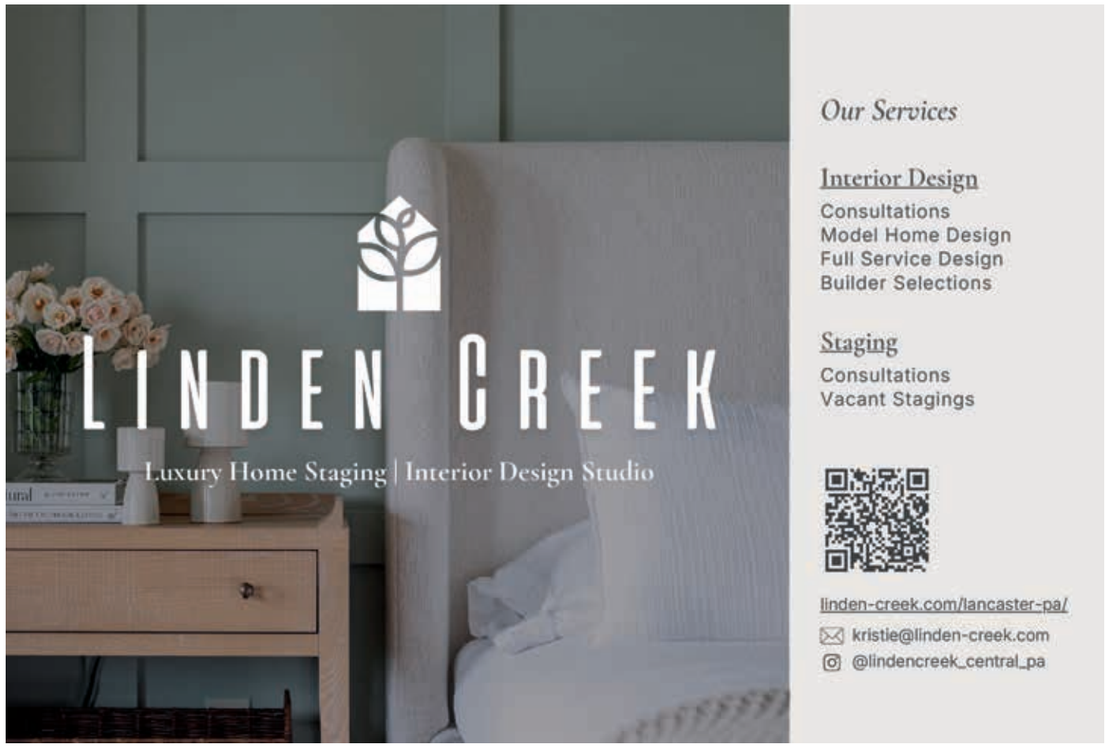
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From Brazil To Broker-Owner

NEXT DOOR PHOTOS | MIRIAM SMITH

Army veteran **Ysmaine Domiciano** turned determination, discipline and a passion for helping others into a thriving real estate career.

Born and raised in Brazil, Ysmaine Domiciano charted her own course early. A full scholarship carried her to the University of São Paulo for law school, and when she decided to master English, she crossed an ocean to do it. What began as a temporary plan became a brand-new life: U.S. Army service, American citizenship, a second degree earned on a second continent, a successful career in supply chain and project management, and finally the launch of her own brokerage.

Today, Ysmaine is the broker-owner of NextHome Dream Seekers Realty in Harrisburg. As the nation honors its veterans this November, she reflects on the chapters that shaped her confidence, sharpened her leadership, and inspired her mission: helping others find a place to call home.

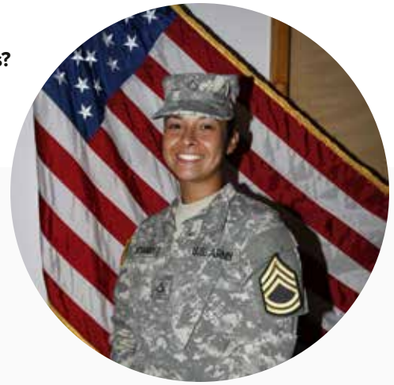
Tell us about your childhood and education in Brazil.
I grew up in Brazil with my younger sister and two wonderful parents. I was a self-described bookworm, and school was always my happy place.

I earned a scholarship to a technical secondary high school, where I spent my afternoons studying English and computer science. I finished high school in three years, then earned a full scholarship to the University of São Paulo, one of Brazil's most prestigious universities, where I studied law.

What originally brought you to the United States?
I wanted to become fluent in English and then return to Brazil. I figured a law degree plus strong English would make me much more valuable in the job market.

I moved to Washington, D.C., and started learning English. While I was there, I learned I could join the U.S. military and get help paying for college. I had always wanted to serve, even growing up in Brazil, so it felt like the perfect fit. I thought I could serve, earn another degree, and return to Brazil with an even stronger résumé.

Instead, the military led me to citizenship and an entirely new future in the United States.



"The Army taught me **discipline**, **accountability**, and **how to lead under pressure**."



My **background** helps me bring several **perspectives** to my clients.”

How did your military experience shape you?
The military made me who I am today. I entered with low confidence, and I sometimes felt people judged me because of my accent. I refused to let that define me.

I earned the rank of sergeant and led soldiers who were older and had served longer than I had. I had to find the confidence to say, “I am your sergeant. I am in charge, and you need to follow my leadership.” They did, and that confidence never left me.

The Army taught me discipline, accountability, and how to lead under pressure. Those lessons shape how I run my business and how I guide clients through decisions that can feel stressful or overwhelming.

What happened after your military service?
I graduated from Shippensburg University with a dual major degree in Supply Chain Management and Information Systems and Analytics.

My personal journey taught me resilience too. I married young, and that marriage ended, but the timeline matters: I was already in college and had already joined the Army during that chapter. I call it my “worst best mistake” because it showed me how strong I really was. And the beautiful part of the divorce is that it gave me the time I needed to meet my current husband at exactly the right moment. We have been together for 10 years and married for 3.5, and our shared passion for growth and entrepreneurship is what led me to real estate.

How did you make the transition into real estate?
After college, I built a successful career in project management. It paid well, but I hated it. Meanwhile, my husband and I had started investing in real estate together, and we decided one of us should get licensed. The plan was for him to do it, but the timing was not right, so I took the leap myself.

After my first sale, something clicked. It lit a fire in me to realize I could guide people through one of the most important moments of their lives.

How did that first sale lead to opening your own brokerage?
I went from solo agent to team leader to mentor, and ultimately opened NextHome Dream Seekers Realty. My business took off during the COVID era, and I have been building ever since.

My background gives my clients several advantages. I understand the legal and logistical sides of a transaction, and I also know that buying or selling a home is deeply personal. Whether I am helping a first-time buyer, a seller, or a seasoned investor, every client gets personalized attention, honest guidance, and the confidence to make an informed decision.

Looking ahead, I want to keep growing the brokerage and start a family in the next few years. I never could have predicted this path when I left Brazil to study English, but every chapter, from law school to military service to real estate, prepared me for the work I do today.



My **personal journey** also taught me **resilience.”**

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All About *Real Producers of South Central PA*

Real Producers magazine started in Indianapolis in 2015 and is now in over 120 markets across the nation and continues to spread rapidly.

Q: WHO RECEIVES Real Producers' MAGAZINES?
A: The top 500+ producing real estate agents in Dauphin, York, Lancaster, Lebanon, Perry, Cumberland, Franklin and Adams Counties.

Q: WHAT IS THE GOAL OF THE PROGRAM?
A: To connect, elevate and inspire our entire industry. We are better together. We can create change when we surround ourselves with other successful, like-minded people. We as people grow. Our businesses grow. Our impact on the community grows. Real Producers is the platform that brings together.

We take the top 500 real estate agents and RP-vetted businesses in every market, and we build an exclusive community around that group. We share their stories, successes, market trends, and upcoming events — really, anything that will connect, inform and inspire, we put in our monthly publication.

Q: DOES Real Producers HAVE EVENTS?
A: Yes! In fact, in-person celebration and collaboration are essential to building REAL RELATIONSHIPS with Real Producers. We will have specific networking, learning and community events throughout the year.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?
A: It's really simple. You have to be on the top 500 list, and we take nominations seriously. You can nominate other real estate agents, businesses, brokers, owners or even yourself! Office leaders can also nominate real estate agents. We will consider anyone brought to our attention who is in the top 500 because we don't know everyone's story, so we need your help to learn about them. We cannot guarantee a feature, but we encourage you to meet with one of our team members, support Real Producers and attend our private events to increase your chances.

Q: WHAT DOES IT COST A REAL ESTATE AGENT/ TEAM TO BE FEATURED?
A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! We are not a pay-to-play model. We share **real** stories of Real Producers.

Q: WHO ARE THE RP-VETTED BUSINESSES?
A: They are the best businesses in South Central PA in their category, and you can find them listed in our index! We don't just find these businesses off the street, nor do we work with all businesses that approach us. Many of the top agents have recommended every single business you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our team will further vet every business to make sure they are a good fit and bring value to our community. Our goal is to create a powerhouse network, not only for the best real estate agents in the area but the best businesses so we can grow stronger together.

Q: HOW CAN I RECOMMEND A BUSINESS?
A: If you want to recommend a business that works with top real estate agents, please email or message us!

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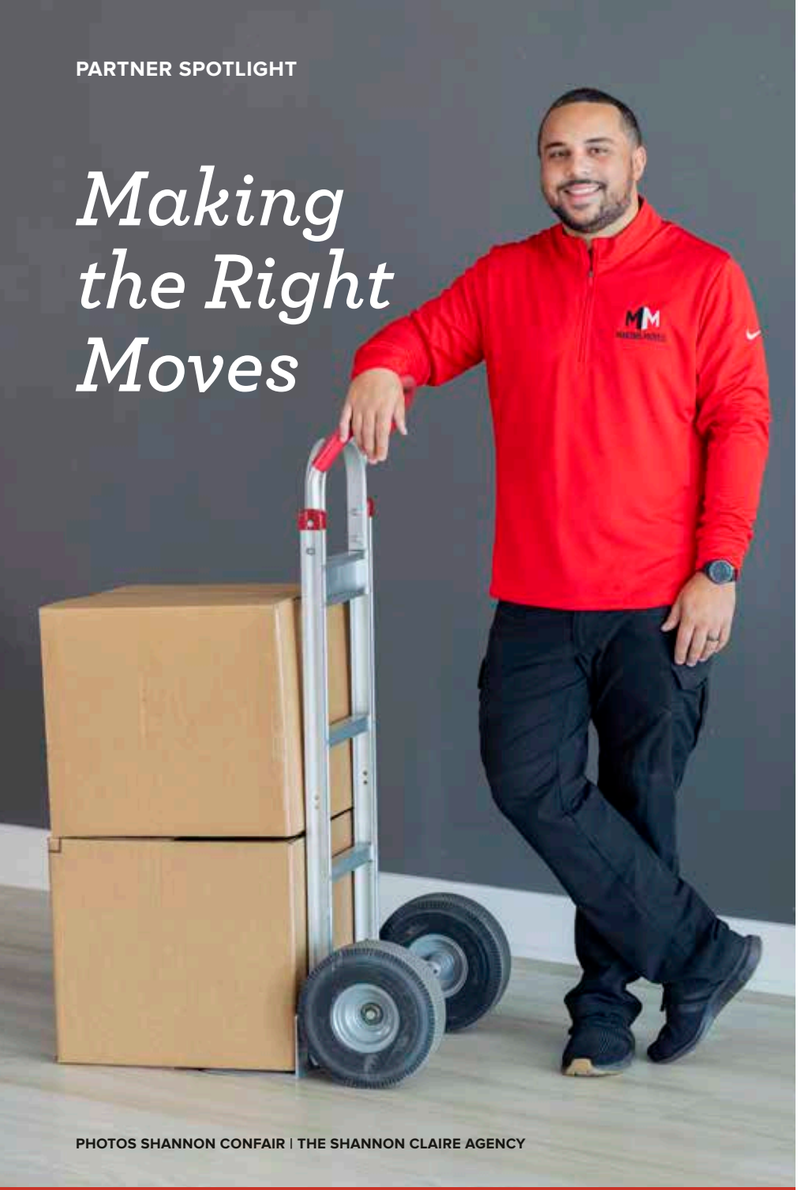








Making the Right Moves



PHOTOS SHANNON CONFAIR | THE SHANNON CLAIRE AGENCY

How ***Jadin Ogden*** turned a cross-country moving nightmare, years behind the bar and a willingness to grind into ***Making Moves PA***

Jadin Ogden knows a thing or two about controlled chaos.

"That's a term in restaurants," he says. "And move day is 100% controlled chaos."

For the Harrisburg native and owner of **Making Moves PA,** learning to navigate that chaos started long before he ever owned a box truck.

Born and raised in the Harrisburg area, Jadin graduated from Central Dauphin High School before he and his now-wife, Gillian, decided to see what life looked like somewhere else. Both were bartenders, young and ready for an adventure.

"We wanted to see something different, and LA was about as far as we could drive without catching a boat somewhere."

With no elaborate plan, they headed west, booked an Airbnb, found jobs and spent several years experiencing Los Angeles. Jadin eventually became a bar manager, gaining his first real experience hiring, interviewing and managing people. Later, the couple moved to downtown Denver.

"I owe a lot of my professional skills to the restaurant industry," Jadin says. "I learned a lot on how to manage people."

Coming Home

When Jillian became pregnant with their first child, home started looking different.

"It was pretty interesting how having children led me to decide to leave Los Angeles and Denver and ultimately we decided that Central Pennsylvania was the best for us and best for our family."

The move back, however, was anything but easy. Their experience with a moving company was so poor that they waited roughly 60 days for their belongings—and only received part of them. Their daughter was born while they were still waiting for necessities, including her crib.

Ironically, that experience helped set the stage for Jadin's future career.

While bartending back in Harrisburg, a friend managing a furniture store needed a dependable delivery team. He suggested Jadin get a box truck and start delivering furniture. Jadin and his cousin bought a used U-Haul truck and got to work.

"We delivered hundreds of couches," he said. Customers quickly began asking another question: If you have a truck, can you move me?

"It just snowballed from there."

Making Moves PA grew rapidly during COVID, initially through furniture delivery. By 2023, Jadin had decided to leave deliveries behind and focus fully on moving.

The reason went beyond business.

With deliveries, success meant getting to as many houses as possible. Moving gave him the opportunity to spend a day with one family and make a tangible difference during an inherently stressful transition.

"I just really enjoyed being the one sense of calm, the one sense of relief," he says. "You don't know how many strangers hugged me as I'm dripping sweat, saying 'Oh my gosh, you made this so much easier.'"

Building Something That Lasts

Today, Making Moves PA provides residential and commercial moving, packing, unpacking and labor-only services throughout the Harrisburg area. Jadin's philosophy is straightforward.

"We care," he said. "I would lose sleep if we scratched a floor or damaged something. It would haunt me."

That attention comes at a price, and Jadin makes no attempt to position Making Moves PA as the cheapest option.

"We charge a premium, but it's for a reason," he says. "I pay my guys well so they can do a good job. I invest in the right materials to give our customers the level of service they expect."



"Growth isn't about becoming the biggest moving company—it's about becoming the one the community trusts first. That's the goal."

That approach matters to REALTOR® professionals whose client experience doesn't necessarily end at closing. Jadin also understands their world personally: Jillian has built her own real estate career with Iron Valley and now mentors newer agents in the Harrisburg office.

Meanwhile, Jadin has focused on building a business that can thrive without him carrying every responsibility. After a period of rapid growth and long weeks, he turned his attention to stronger systems, local hiring and bringing more operations in-house.

"The goal is to be more structured and have better systems," he says.

Away from work, Jadin describes himself as being in "full dad mode." His daughter, 8, keeps him on the soccer sidelines, while his 2-year-old son has developed an appropriately timed obsession with trucks. Camping, fishing, boating and family trips fill whatever free time remains.

Someday, Jadin would love to hand the company to one of his children.

For now, his ambitions are closer to home: keep growing carefully, keep serving Central Pennsylvania and become the moving company Harrisburg knows it can rely on.

"Growth isn't about becoming the biggest moving company—it's about becoming the one the community trusts first. That's the goal."

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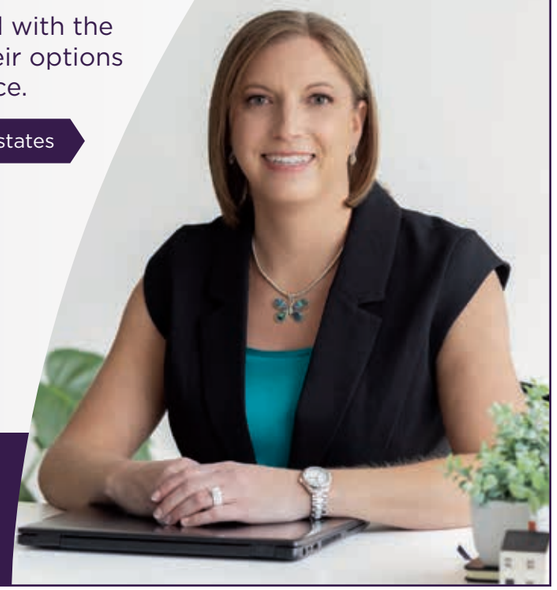
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Honoring Those Who Served

Through Wreaths Across America and Honor Flight, real estate professionals can help preserve veterans' stories, recognize their sacrifices and connect more heroes with meaningful experiences.

For REALTOR® Audrey Wentling, supporting veterans is personal. The daughter of a father who served 42 years in the Army, Audrey has worked with many military families during her real estate career and has seen firsthand both their sacrifices and their gratitude.

Recently, she helped a veteran and single father purchase a home. At closing, he mentioned he couldn't afford furniture right away. By coincidence, Audrey was also selling a home for another veteran who had furnishings to give away. She connected the two, and the sellers donated items the new homeowner could use.

That simple act of veterans helping a fellow veteran reflects the spirit behind two organizations Audrey supports: Wreaths Across America and Space Coast Honor Flight. This Veterans Day, members of the South Central Pennsylvania real estate community can help extend both missions by donating, volunteering and sharing the word with veterans and their families.

Wreaths Across America: Remember, Honor and Teach

What began in 1992 with one Maine wreath company's surplus holiday wreaths has grown into a nationwide mission to remember the fallen, honor those who serve and teach the next generation the value of freedom.

Each December, volunteers gather at participating cemeteries to place fresh balsam wreaths on veterans' graves. As every wreath is laid, the volunteer says the service member's name aloud—a small but powerful gesture that helps ensure each life and legacy is remembered.

"Participating in Wreaths Across America is a way to not only honor my own family members but also provide for those who have few or no surviving family members so that they too can be remembered and honored," Audrey says. "Donations and volunteers are needed to provide a wreath for every soldier across America."

National Wreaths Across America Day will be held Saturday, December 19, 2026. There is no cost to attend a ceremony, and volunteers of all ages are welcome. Participants can place wreaths, help organize a local event, support fundraising efforts or sponsor a wreath for $17.

To get involved: Use the QR code to sponsor a wreath, locate a participating cemetery or register to volunteer.

Honor Flight: A Day of Recognition and Remembrance

Audrey's involvement with Honor Flight began through Space Coast Honor Flight in Florida, where she has helped send veterans off for their trips to Washington, D.C., and welcome them home. Space Coast is one of more than 128 independent hubs that make up the national Honor Flight Network.

Together, these hubs carry out a shared mission: to celebrate America's veterans by inviting them to experience a day of honor at the memorials built in recognition of their service. Veterans travel free of charge, supported by donations and volunteers. The program serves veterans of World War II, the Korean War and the Vietnam War eras, as well as critically ill veterans from any period of service.



For South Central Pennsylvania residents, that mission is carried forward locally by Central PA Honor Flight. "Seeing veterans' faces before their Honor Flight and their smiles as they return to a welcoming crowd is something that stays with you forever," Audrey says. "Knowing you touched their lives and made a difference is a feeling like no other."

The trip is also an opportunity for veterans to spend time with others who share the bond of military service, remember those who were lost and tell stories that might otherwise go unheard.

Real estate professionals can help by identifying eligible veterans among their clients, relatives, friends and neighbors and encouraging them to apply. Community members may also volunteer, serve as guardian escorts, organize fundraisers or make individual or corporate donations. Sponsorships help provide transportation, meals and other necessities, allowing veterans to participate at no cost.

Those outside Central PA Honor Flight's service area can visit the national Honor Flight Network website to locate their nearest hub.

CONTACT US!

To get involved locally: Visit centralpahonorflight.org, call 717-259-3313 or email CPAHFcontact@gmail.com. Donations may be mailed to Central PA Honor Flight, P.O. Box 10, Quincy, PA 17247.







Business Planning Strategies from Top Performers

By Sherri Johnson

Top producers don't wait until January to decide what kind of year they're going to have. They start building it now.

November is the time to step out of production mode and evaluate what truly drove your results—and what limited them. Business planning isn't simply about setting a bigger income goal. It's about identifying the activities, people, and systems that will make that goal predictable.

Start with profitability. Look beyond volume and GCI. Which lead sources, clients, price points, and markets produced the strongest return? Where did your time and energy outweigh the revenue? Top performers don't just ask, "How can I do more?" They ask, "What deserves more of me?"

Reverse-engineer your goals. If you want to increase your income, identify exactly where the additional business will come from—your database, referrals, past clients, listings, or a new market. Then connect that goal to measurable weekly activities. Hope is not a strategy.

Plan for capacity. Growth without the right infrastructure creates chaos. Make sure your systems, team, communication, and client experience can support the level of business you're working toward.

Identify your biggest constraint. Is it inconsistent prospecting, weak follow-up, poor delegation, or time spent on low-value activities? Your next breakthrough may not require a new strategy—it may require eliminating what is diluting your focus.

Your business plan should answer four questions:

- What are you committed to producing?
- Where will the business come from?
- What must happen consistently each week?
- Who will hold you accountable?

Top performers don't build their businesses around motivation. They build them around clarity, standards, and execution.

Use November to make the decisions. December to install the systems. January to execute.
Your best year shouldn't begin with a resolution. It should begin with a plan.

Ready to turn your goals into a focused, measurable strategy? Schedule a business-planning session with me to identify your opportunities, remove the obstacles, and build an execution plan designed to produce results.



MERYL STOLTZFUS

GROUNDED IN THE LAND

From a 114-acre Perry County farm, Meryl Stoltzfus has built a sophisticated real estate and auction business around knowing the land, understanding the people who own it and choosing the right strategy for every sale.



"Farming is a lot more enjoyable when it doesn't have to be the primary business," Meryl Stoltzfus says with a laugh.

For the longtime farm and land REALTOR® and auctioneer, however, agriculture has never been far from the center of his life.

Meryl lives with his wife, Katie, and their six children on 114 acres in Newport, where they keep Texas Longhorn cattle and Standardbred horses and put roughly 50 acres into crops.

From that Perry County home base, he has built a career specializing in the farms, acreage and rural properties he has understood since childhood.

A Move That Became an Opportunity

Meryl grew up near the Chester-Lancaster County line in an Amish home, the oldest of nine children.

With dairy farmers on both sides of his family, farms were part of his life from the beginning, as were horses and the auction business.

When his father began purchasing property in Perry County, Meryl followed him there at 22. He expected to spend most weekends back among friends in southeastern Pennsylvania. Then Perry County began to feel like home.

"I ended up marrying a Perry County girl," he says. "We like it here."

Around the same time, Meryl completed the auctioneering program at Reading Area Community College and connected with Beiler-Campbell Realtors. The company was building its auction operation and expanding its Farm & Land Division, and Perry County gave Meryl the territory a specialist needed.

He earned his real estate license in 2009 and went full time in 2010. What began as a move to follow his father became the foundation for a career helping clients buy and sell thousands of acres across Pennsylvania.

"When I moved here, I didn't realize the business opportunity Perry County offered," he says. "For what I do in farm and land real estate, it puts me right in the middle of the people I serve."

Strategy Before Salesmanship

Meryl's expertise sits at the intersection of two professions: REALTOR® and auctioneer. Rather than treating them as competing business models, he uses each as a tool.

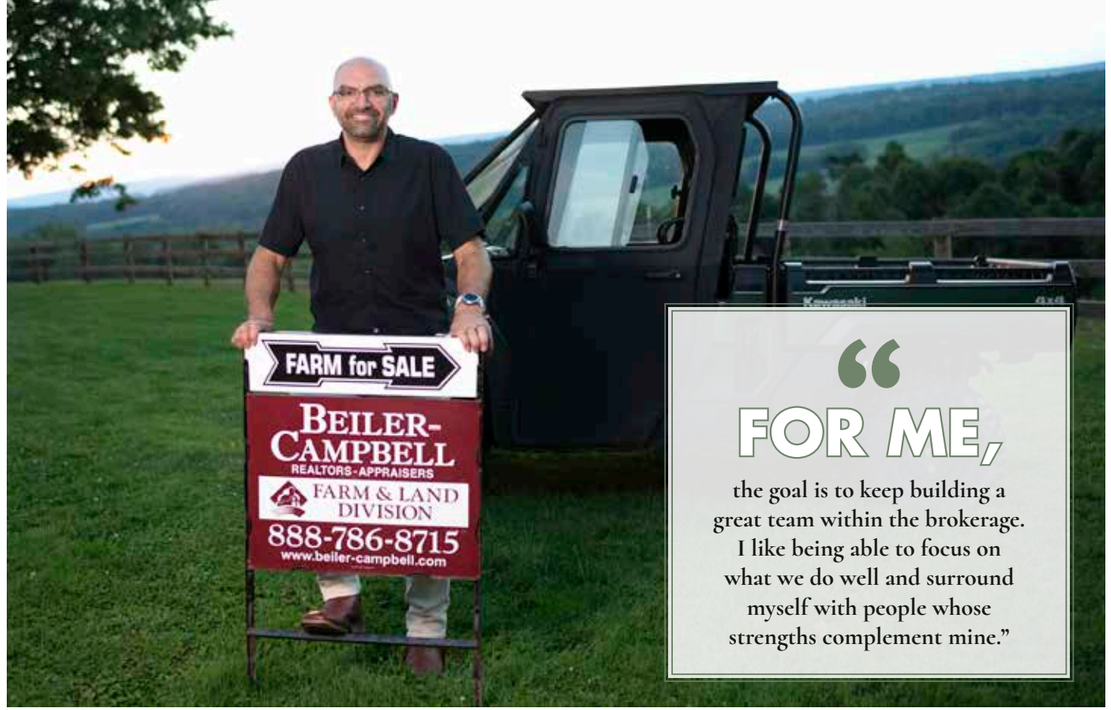
"My focus is on choosing the right approach for the property and the seller," he says. "Some properties are a better fit for auction, while others make more sense as a traditional listing. Both can work, and both can work well."

That distinction matters in agricultural real estate. Farmers routinely purchase livestock and equipment at auction, so

"MY FOCUS is on choosing the right approach for the property and the seller."



CONTINUED ▶



> “FOR ME,
> the goal is to keep building a great team within the brokerage. I like being able to focus on what we do well and surround myself with people whose strengths complement mine.”

selling a farm the same way is often not a distress strategy. For many clients, it is a familiar and preferred way to do business.

Auctions can provide a defined timeline and transparent competition, while a traditional listing may make more sense when the buyer pool or financing calls for it.

His work also reaches beyond marketing. Farm transactions can involve leases, subdivisions, financing, tax considerations, agricultural preservation easements and Pennsylvania’s Clean and Green program. Meryl has spent more than a decade developing expertise in details that can make rural transactions fundamentally different from conventional residential sales.

He has built his team with the same intentionality. Meryl hired a personal assistant early in his career and later added agent Gerald Nolt, whose strengths complement his own.

“For me, the goal is to keep building a great team within the brokerage,” Meryl says. “I like being able to focus on what we do well and surround myself with people whose strengths complement mine.”

Right Where He Belongs

Perry County has become more than Meryl’s address. It is where he and Katie are raising their family, where he farms and where he remains closely connected to the people his business serves.

The rural lifestyle is part of the appeal, but so is the location.

“I don’t know why I’d live anywhere else,” he says. “It’s an overlooked area, honestly.”

That connection also shapes how Meryl defines his work. Despite a career built in sales, he would rather be known as a “transaction manager” than simply a salesperson.

One of his favorite parts of the job is showing buyers a property, giving them the information they need and then getting out of the way.

“Step back and let them walk through, and let them dream,” he says.

It is an approach that has allowed Meryl to build a significant business from a place he once wondered whether he would ever call home.

“Perry County gave me the room for a farm, a family, and a career -- and my Christian faith is at the heart of how I view my life,” Meryl says.

“My family, the farm, and the opportunities to serve others through my business are gifts from God. I give God the credit for the blessings and success I have experienced.”

And through changing markets and evolving strategies, his measure of the business has remained remarkably simple.

For Meryl, success has always followed the same order: people first, service always.

“Take care of people and provide a real service. The rest will follow.”

WHAT’S A PROMO?

A Promo is a unique promotional piece created for agents featured in the pages of Real Producers. A previously printed Real Producers article is transformed into a four- or eight-page leave-behind, laid out like the original article with limited customization.

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