

MACOMB COUNTY

SEPTEMBER 2026

REAL PRODUCERS[®]

Ashley
Shelton



Partner Spotlight
**SAFEGUARD
SECURITY
SOLUTIONS**

Celebrating Leaders
**RAPHAEL
FAZZOLARI**

PHOTO BY JANELLE RAYMOND

CONNECTING. ELEVATING. INSPIRING.

REALTORS® Win with Alliant Credit Union!



30+ Years of Mortgage Experience
\$4B+ in Funded Residential Loans
Backed by Alliant Credit Union's
Competitive Rates & Trusted Reputation

Call Today to Learn More!

Sandi Frith
Mortgage Loan Officer

NMLS #: 564023
586-871-8002
sfrith@alliantcreditunion.com

Come Hail or High Water Protect Your Transactions with ACS Roofing's

EXPERT EXTERIOR RENOVATIONS SOLUTIONS!

Residential Roofing
Commercial Roofs
Flat Roofs
Roof Repairs
Gutters
Windows and Siding



Get a Quote Today!

586.325.4001 | ACSRoofers.com

**Mention Real Producers
and Receive \$500 Off!**



**TAKING THE LEAD IN
LOCAL TITLE SERVICE.**

Experienced. Innovative.
100% Committed to Helping Agents Win

CONTACT ME TODAY

(240) 899-0537 | AllianceTitleMI.com
Linda@AllianceTitleMI.com

CW
CONTROLLED WEATHER
HVAC
586-625-2121

COMFORT YOU CAN
COUNT ON, EVERY SEASON!

A/C Checks

Installation,
Repair &
Maintenance

Emergency
HVAC Services

Residential &
Commercial

586.625.2121

Call Now for Fast &
Reliable Cooling Service!

**FINANCING
NOW AVAILABLE**

FURNACE INSPECTIONS
FOR \$59

**YOUR LISTING
DESERVES MORE**

AERIAL • PHOTOS • WALKTHROUGHS

VIRTUAL STAGING
PROPERTY WEBSITES
FREE MARKETING

LOCAL • TRUSTED
RELIABLE

Great Lakes Aerial Video Services

**BOOK YOUR
NEXT LISTING TODAY**

586-246-4203

GreatLakesAerialVideoServices.com
Contact@GLAerial.com

Official Partner
for Moving Services

Morse Moving & Storage
Agent for Allied Van Lines
A Full Service Relocation Company

**Unlock Exclusive Benefits
for REALTORS® with**

- Expert Fleet Allocation for Real Estate
- Seamless Client Transitions & Personalized Service
- Active Involvement in Real Estate Industry Events
- Trusted by Top Agents for 65+ Years

Partner with Morse Moving & Storage
Today to Elevate Your
Client Experience

Mention Real Producers
for up to 2 Months of
FREE Storage

ALLIED

Contact us Today
for a Free Quote!
734-484-1717

USDOT 274486 | PUCCO HHG#509459-HG



WE CHAMPION *Homebuyers*

\$99 mortgage processing* through September 30

Michigan Schools & Government Credit Union can help your clients save more than \$600 on closing costs, whether they're a first time homebuyer, upgrading, downsizing, or refinancing.

Our local Mortgage Consultants are dedicated to championing homebuyers at every step of the process. It's one reason why we've earned a 97% satisfaction rating for 20+ years.

Open to all Michiganders.



MICHIGAN
Schools & Government
CREDIT UNION



Sam Jovanovski
Mortgage Consultant
NMLS #1171796
Michigan Schools &
Government Credit Union
16224 26 Mile Rd.
Macomb, MI 48042
P: (586) 263-8800, ext. 540
C: (586) 604-6072



Jeff Miller
Mortgage Consultant
NMLS #718451
Michigan Schools &
Government Credit Union
4555 Investment Dr.
Troy, MI 48098
P: (586) 263-8800, ext. 764
C: (248) 515-0198

*\$99 mortgage processing fee offer available for mortgage loans originated and disclosed between 5/1/2026 and 9/30/2026 and saves \$646 on mortgage processing when you obtain a mortgage from MSGCU. Homebuyers are responsible for any third-party closing costs including but not limited to home appraisal, home inspection, title, tax, and insurance. A loan amount of \$200,000 amortized over 30 years at an interest rate of 6.375% has an Annual Percentage Rate (APR) of 6.436% and a payment of \$1,247.74 with 0 points due at closing. The payment does not include property taxes or insurances, the actual payment will be higher. Insured by NCUA.



Local service & great rates

Call, click or stop by today

Aaron Seitz
Agent

16392 26 Mile Road
Macomb, MI 48042-1057
Bus: 586-992-1175
aaronseitzinsurance.com



State Farm, Bloomington, IL



PARTNER WITH US TO CLOSE DEALS FASTER

Trusted by Realtors In Detroit and Across Michigan



Real estate agents across the region choose us because we understand the urgency behind every deal. From fast inspections to efficient repairs, we help keep your closings on schedule, your clients satisfied, and treat every roof like it's our own. Backed by thousands of 5-star reviews and trusted by hundreds of agents, we're the partner you can count on—every time.

BENEFITS OF PARTNERING WITH US



Accurate Roof Inspections

No surprises at closing.
Fast, honest valuations.



Faster Closings

We address & fix roofing concerns
before they break or stall deals.



Happy Clients = Referrals

Your clients will thank you —
(and refer you).



Seamless Communication

Clear Updates. Quick Turnaround.
Zero Headaches.

Contact Us Today! • Email: marketing@millssidingandroofing.com • Call: (248) 453-1112



Ready to close deals faster? Start earning referral
bonuses and peace of mind. **Scan to partner with us!**



Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the real estate community!

ALARM/SMART HOME SYSTEMS
Safeguard Security Solutions
(800) 631-3550
safeguardsecuritypros.com

BLINDS/DRAPERY
Impact Home Staging Experts
(248) 591-4290
www.impacthomestagingexperts.com

BUSINESS TECHNOLOGY MANAGEMENT
Connexion
(248) 720-6560
yourconnexion.com

CLEANING
Dawn To Dusk Cleaning
(586) 932-4090
dawntoduskcleaning.com

CUSTOM HOME BUILDERS
Cranbrook Custom Homes
(586) 781-2316
www.cranbrookcustomhomes.com

ESTATE SALES & AUCTIONS
Aaron's Estate Sales
(248) 915-8888
www.aaronsestatesales.com

EVENT VENUE
Insta Snap Studios
(586) 788-9700
instasnapstudios.com

FINANCIAL CONSULTING
Summit Financial Consulting LLC
(586) 226-2100
summitfc.net

HANDYMAN
Home Fixology
(586) 690-6211
www.homefixology.net

HEALTH INSURANCE
Summit Health Services
Anthony Landino
(586) 226-2100
summitfc.net/services/insurance/health

HEATING & COOLING
Controlled Weather HVAC
(586) 625-2121
www.weathercontrolhvac.com

HOME BUILDER
Lombardo Homes
(586) 781-2316
lombardohomes.com

HOME IMPROVEMENT/ MAINTENANCE/REPAIR
MI Home Repairs
David Iannucci
(586) 315-6565
mihomerepairs.com

HOME INSPECTION
en-Vision Property Inspections
(586) 453-8755
www.en-visionpropertyinspections.com

HomeTeam Inspection Service
(586) 783-9957
www.hometeam.com

HOME PREPARATION SERVICES
HOMEstretch - North Metro Detroit
(248) 453-1200
www.home-stretch.com/locations/mi/nmetro-detroit

HOME REMODELING
CCR Renovations
(800) 988-1710
ccrenovationsllc.com

HOME STAGING
Impact Home Staging Experts
(248) 591-4290
www.impacthomestagingexperts.com

INSURANCE
McDowell Insurance Group
Lauren McDowell
(586) 846-2230
lmcowellagency.com

State Farm Agency
Aaron Seitz
(586) 992-1175
aaronseitzinsurance.com

INTERIOR DESIGN
Impact Home Staging Experts
(248) 591-4290
www.impacthomestagingexperts.com

KITCHEN & BATH
CCR Renovations
(800) 988-1710
ccrenovationsllc.com

MORTGAGE
Alliant Credit Union
Sandi Frith
(586) 871-8002
www.alliantcreditunion.org/mortgages/loan-officers/sandi-frith

John Adams Mortgage
Stephen Anderson
(586) 909-0994
johnadamsmortgage.com

John Adams Mortgage
Chris DeRosier
johnadamsmortgage.com

Lake Michigan Credit Union
Brent Green
(586) 697-0199
www.lmcu.org/brentgreen

Michigan Mortgage Pro
Joseph Murray
(586) 210-3077
michiganmortgagepro.com

Michigan Schools & Government Credit Union
(248) 260-8906
msgcu.org

MORTGAGE BROKER
AFEX Mortgage
(248) 808-2456
www.afexmortgage.com

MOVING & STORAGE
Morse Moving & Storage
(734) 484-1717
www.morsemoving.com

NEW CONSTRUCTION MORTGAGE
Alliant Credit Union
Sandi Frith
(586) 871-8002
www.alliantcreditunion.org/mortgages/loan-officers/sandi-frith

Lake Michigan Credit Union
Brent Green
(586) 697-0199
www.lmcu.org/brentgreen

PHOTOGRAPHY/BRANDING
Gina Dinverno Photography
(586) 260-9658
ginadinvernophotography.com

PHOTOGRAPHY/ VIDEOGRAPHY/DRONES
Great Lakes Aerial Video Services & Photography
(586) 246-4203
www.greatlakesaerialvideoservices.com

PLUMBING, SEWER & DRAIN
J.A. Inspections Plumbing & Sewer Services
Jamyre Anderson
(313) 920-6708

RENOVATIONS
Renovations Now
(586) 335-4344
renovationsnow.com

RENOVATIONS/REMODELING
Renovation Sells Northeast Metro Detroit
Andrew Wehrli
(586) 301-6063
renovationsells.com

ROOFING
Mills Siding and Roofing
(248) 453-1112
millssidingandroofing.com

Roofana
(414) 404-7663
roofana.com

ROOFING & ROOF REPAIR
ACS Roofing
(586) 325-4001
acsroofers.com

SOCIAL MEDIA & CONTENT CREATION
Real Leverage Solutions
(810) 710-9095
realleveragesolutions.com

TAX SERVICES
Summit Tax
Heemer Klein & Michelle Chmelko
(586) 751-6060
summitfc.net/services/tax-planning

TITLE COMPANY
Alliance Title of Michigan
Kelly Anderson
(313) 447-0058
www.alliancetitleofmi.com

Fieldstone Title
(248) 318-3358

Secured Title of Michigan
(586) 292-8436
titlemi.com

VIRTUAL STAGING
Great Lakes Aerial Video Services & Photography
(586) 246-4203
www.greatlakesaerialvideoservices.com

UNLOCK YOUR DIGITAL POTENTIAL

SOCIAL MEDIA | EMAIL | WEBSITE



How does it work?

Our team of experts help your business stay visible, credible, and connected online through expert social media, email marketing, and website solutions.



Social Reach

Affordable organic social media management



Website Engage

Smart website design with chatbot integration



Email Connect

Targeted email and SMS campaigns

VISIT **WWW.N2.DIGITAL** FOR MORE INFORMATION

N2 Digital



At Lombardo Homes, we don't just build homes – we build strong realtor partnerships, too.

With 20+ communities across Southeast Michigan, including build-on-your-lot and urban options, we offer homes for every lifestyle.

Partner with Lombardo Homes and experience one of the most rewarding Realtor programs in the market.

info@lombardohomes.com
LombardoHomes.com



en-Vision Property Inspections
586-453-8755

Residential & Commercial Inspections

Why Choose us?

- Multiple inspectors
- We perform all the services needed for the real estate transaction
- Pay at closing option
- Open 7 days per week

SERVICE AREA COVERS 9 COUNTIES



www.en-visionpropertyinspections.com



Home Fixology
586-690-6211

Home Maintenance & Repairs

**Electrical
Plumbing
Carpentry**



**Painting
Interior &
Exterior**

SERVICE AREA COVERS 9 COUNTIES

At Home Fixology, we are about more than just fixing things, we are about serving people.

www.homefixology.net



Contents



Ashley Shelton **26**
TOP PRODUCER

PROFILES



20 Raphael Fazzolari



Safeguard Security Solutions

IN THIS ISSUE

- 6 Preferred Partners
- 10 Meet the Team
- 12 Event Announcement: Operation Give Back
- 16 Partner Spotlight:
Safeguard Security Solutions
- 20 Celebrating Leaders: Raphael Fazzolari
- 24 WAYA: We Ask. You Answer.
- 26 Top Producer: Ashley Shelton
- 32 Tips from Terra the Connector

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



SUMMIT
FINANCIAL
Working with People You Trust

If you call us and look at how we manage our investments with our daily research process, there is a chance you will fire your current advisor immediately.

We are Fiduciaries. With all of these professionals under one roof brainstorming to help you, we believe you'll feel better knowing you have a comprehensive plan in place for the future.



Ken Wink



Anthony Landino



Zach Bachner



James Baldwin

Give us a call to see how we're different. 586-226-2100 | www.SummitFC.net

Investment advisory services are offered through Summit Financial Consulting LLC, an SEC registered investment advisory firm. Health/Life/Annuity Insurance products and services offered by the individual insurance agent. Group Health insurance and ancillary benefits are offered through Summit Health Services, LLC. Property/Casualty (P&C) Insurance is offered through Summit Insurance Services, LLC and our local P&C agency partners. Summit Financial Consulting LLC and its representatives do not render tax, legal, or accounting advice. Representatives of Summit Financial Consulting LLC offer tax preparation services through Summit Tax Services. Summit Tax Services is a DBA of Heemer Klein & Company and they are owned and operated independently. Past performance cannot predict future performance.

Meet The Team



Terra Csotty
Owner/Publisher



Ashley Streight
Content Coordinator/
Ad Strategist



Joseph Cottle
Account Executive



Lexi Markison
Relationship Manager



Luana Nascimento
Event Coordinator



Amanda Matkowski
Editor/Writer



Jay Dunbar
Great Lakes Aerial
Video Services
Photographer



Real Leverage Solutions
Social Media



Follow us on our social channels for the latest info on exclusive events, newsmakers and more!



DISCLAIMER: The articles and opinions expressed in this publication are those of the respective authors and do not necessarily reflect the views of The N2 Company d/b/a Real Producers ("N2"). Advertisements appearing in this publication are paid placements and are not endorsed or recommended by N2. N2 is not responsible for the statements, opinions, or business practices of any authors, contributors, or advertisers featured herein. Portions of this publication may include content created with the assistance of artificial intelligence (AI) tools by authors or contributors and may not be independently verified by N2.



Partner with Michigan's
#1 construction lender.*



When your client is finally ready to build their one-in-a-million dream home, a bunch of numbers shouldn't get in the way. With our low rates, low down payments, one-time closing costs, and a streamlined builder activation process, we'll work with you to keep things moving.



Contact me today to get started.

Brent Green
Mortgage Sales Manager
(248) 848-7117
Brent.Green@LMCU.org
NMLS #709719

*Marketrac, January 2023.





Real Leverage SOLUTIONS

YOUR LISTINGS DESERVE MORE THAN LIKES
THEY DESERVE LEADS

Custom Reels • Captions • Carousels and Strategy Done for You
Hyper-Local Content that Turns Browsers into Buyers

LET'S TALK ABOUT LEVELING
UP YOUR SOCIAL 810.844.1835
realleveragesolutions.com



OPERATION GIVE BACK

A Charity Event Supporting Our Veterans

Join the top real estate agents and Preferred Partners in Macomb County for an afternoon of networking, great food, and giving back at **Operation Give Back!**

Connect with industry professionals while enjoying lunch, games, raffles, and plenty of opportunities to build new relationships in a fun and relaxed atmosphere at Canteen Golf & Billiards.

Most importantly, this event is dedicated to supporting our local veterans. Every registration helps make a positive impact on those who have served our country.

Come network, give back, and be part of an event that makes a difference!

To sponsor this event, reach out to terra.csotty@n2co.com



**THURSDAY,
SEPTEMBER 17, 2026**

12:00 PM - 2:00 PM

**CANTEEN GOLF
& BILLIARDS**

41701 Garfield Rd.
Clinton Township, MI
48038



Host: Canteen Golf & Billiards



**BERKSHIRE
HATHAWAY
HOMESERVICES**
KEE REALTY

Support Sponsors:
Elite Leverage Inc. &
Berkshire Hathaway
HomeServices Kee Realty



Food Sponsor:
Michigan Mortgage Pro



Photos: Great Lakes
Aerial Video Services



Real Leverage Solutions

Social Media:
Real Leverage Solutions



Register at:
www.realproducersparty.com



YOUR KEY TO FASTER CLOSINGS

Offering expert pre-listing preparation through MI Home Repairs making every property show ready, pre inspected, and positioned to sell quickly.

MIHOMEREPAIRS.COM
586-315-6565

EVENTS • PHOTOGRAPHY • PODCAST • MORE
586 788 9700

From corporate gatherings to pop up vendor events, our modern Studio & industrial Garage is the ultimate blank canvas.

INSTASNAPSTUDIOS.COM @INSTA_SNAP_STUDIOS

SIMPLE. SMART. SAVVY.

Our team's commitment is to simplify the home loan process and ensure transparency and satisfaction for our clients is commendable.
michiganmortgagepro.com

Joseph Murray
Broker, Michigan Mortgage Pro
586-210-3077 | 248-228-4843
joe@michiganmortgagepro.com
NMLS 1698513
Company NMLS 2566773

Matt Murphy
Loan Officer, Michigan Mortgage Pro
586-909-7104
matt@michiganmortgagepro.com
NMLS 938914
Company NMLS 2566773

Sean Perry
Loan Officer, Michigan Mortgage Pro
586-630-2682
sean@michiganmortgagepro.com
NMLS 2113869
Company NMLS 2566773

**A TEAM OF
HOME INSPECTORS
YOU CAN TRUST.**

HomeTeam
INSPECTION SERVICE

HomeTeam of Warren Michigan
(586) 783-9957
warrenmichigan@hometeam.com
hometeam.com/warren-michigan

Each office is independently owned and operated. ©2023 The HomeTeam Inspection Service, Inc. All rights reserved.

NETWORKING OPPORTUNITIES

4th Annual
DITCH the HEELS 2026

BET ON YOURSELF!

Ditch the Heels 2026 is a high-energy brunch experience for women ready to level up their business, their network, and the way they show up in life.

Thursday, September 24
9:30 AM - 3 PM
San Marino Club
Troy, MI

What to Expect

- Luxury brunch + mimosas
- Real strategies from women building multi-figure businesses

- Live podcast recording with bold, unfiltered conversations
- High-level networking that leads to real opportunities
- Women-owned vendor tables — shop, support, and connect
- Casino-inspired “Bet on Yourself” experience
- Giveaways, gifts, and exclusive Ditch the Heels merch

Featured Speakers and Panel

- Kim Agemy – host, real estate leader, and founder of Ditch the Heels



- Gogo Bethke
- Dr. Emily Jacobs
- Terra Csotty
- Brooke Allen (Live Podcast)

Ditch the Heels Vibe
Come as your real, authentic self. Sneakers > stilettos. Confidence required.

Check out ditchtheheels.org for more information!



AUTO | HOME | LIFE



Lauren McDowell, Agent
24416 Crocker Blvd
Clinton Twp MI 48036
P: 586.846.2230

Insurance underwritten by Auto Club Group Insurance Company, Auto Club Insurance Association, Member Select Insurance Company, and AAA Life Insurance Company.



JOHN ADAMS MORTGAGE COMPANY

FINANCE WITH CONFIDENCE.

Connect with us today to see what program is the right fit for you.

Conventional | FHA | VA | USDA Rural Development | Jumbo | Down Payment Assistance
Non- Warrantable Condos | Doctor Loans | Professionals Loan | First Responders Loan | HELOC

Stephen Anderson
Loan Officer | NMLS# 2077012
(586) 909-0994
sanderson@johnadamsmortgage.com
thebowtieguymortgage.com

Chris DeRosier
Sales Manager | NMLS# 1037414
(313) 220-1073
cderosier@johnadamsmortgage.com
yourmortgageguychris.com

THE BOWTIE GUY
STEPHEN ANDERSON

YM GC
Your Mortgage Guy Chris

JOHN ADAMS MORTGAGE COMPANY - A DIVISION OF STAUNTON FINANCIAL, INC. NMLS# 140012

Macomb County's Real Estate

MOVES FAST

Follow Macomb County Real Producers on social media to keep up.

@realproducersofmacombcounty
 @realproducersofmacombcounty

MACOMB COUNTY
REAL PRODUCERS.
CONNECTING. ELEVATING. INSPIRING.

HOME stretch

HOME PREPARATION SERVICES

Value-added services to prepare homes for sale.

How We're Different.

- Reduce stress for your clients
- Quickly get homes market-ready
- Pay-at-close with Notable
- Design & color suggestions

248-453-1200

SAFEGUARD

SECURITY SOLUTIONS

RAISING THE
STANDARD FOR
SECURITY IN
A CONNECTED
WORLD

PHOTOS BY JAY DUNBAR OF GREAT
LAKES AERIAL VIDEO SERVICES

PHOTOS TAKEN AT LOMBARDO
HOMES MODEL AT STILLWATER
CROSSING IN MACOMB TOWNSHIP



Originally from Atlanta, Georgia, Carlos entered the security industry at a young age and learned the business from the ground up. That hands-on experience revealed both the industry's potential and its shortcomings, particularly the reliance on long-term contracts that prioritized company interests over client needs. Carlos saw an opportunity to build something better — a company that would earn loyalty through quality service rather than lock clients into restrictive agreements.

At Safeguard Security Solutions, they offer comprehensive security and smart-home solutions tailored to each client's unique needs. From burglar and fire alarms to cutting-edge video surveillance and access control, the company designs, installs, and monitors systems that integrate seamlessly with a wide range of smart devices. Their automation-based approach creates fully connected environments where homeowners and business owners can control thermostats, lighting, cameras, and security features remotely.

A trusted name in Michigan's security landscape, Safeguard Security Solutions has become known for their consistent client growth that is driven by referrals, long-term partnerships with local businesses, and the successful deployment of scalable systems that meet modern safety and compliance standards. "Success is setting a goal and working relentlessly to achieve it, no matter the obstacles," Carlos said.

In the rapidly evolving security industry, Safeguard Security Solutions has adapted by shifting from traditional alarm systems to integrated automation-based solutions. The company has also kept pace by embracing the latest technologies, pursuing continuous training, and listening closely to client needs. By combining innovation with a customer-first philosophy — flexible contracts, personalized results, and responsive service — Safeguard Security Solutions delivers real peace of mind that extends long after installation.

For 15 years, Safeguard Security Solutions has been providing advanced automation and excellent customer care in Oakland and Macomb counties. Founded by owner Carlos Davila, the full-service security company in Troy, Michigan, specializes in burglar and fire alarms, video surveillance, and fully integrated smart-home systems. Among real estate professionals, they have earned a reputation as a partner who enhances property value and protects what matters most.



For Carlos, building a successful business from scratch has not been without obstacles. In an industry dominated by large corporations with rigid models, Carlos had to differentiate himself through superior service and authentic relationships. Market shifts and fluctuating client expectations demanded constant adaptation, but each challenge reinforced the importance of flexibility and accountability. By staying true to his values and focusing on long-term trust over short-term gains, Carlos has successfully navigated these hurdles and positioned Safeguard Security Solutions as a reliable partner for both residential and commercial clients.

Every aspect of Carlos's business and personal life has been influenced by his family's dedication to helping others. His mother was a lifelong school teacher who instilled the value of education and hard work, and his father, a New York City firefighter, tragically gave his life during the 9/11 attacks. As for Carlos's twin brother, he served in the Naval Academy, continuing a family tradition of courage and service.

Outside of the business, Carlos is often staying active outdoors, cheering on his favorite sports teams, and enjoying quality time with family and friends through travel, meals, and meaningful connection.

SUCCESS

IS SETTING
A GOAL AND
WORKING
RELENTLESSLY
TO ACHIEVE
IT, NO
MATTER THE
OBSTACLES.

As he looks to the future, Carlos is focused on expanding Safeguard Security Solutions' reach while maintaining the personalized service that sets the company apart. He also aims to deepen partnerships with real estate agents, helping them add value to transactions and impress clients with flexible, modern security solutions that enhance property appeal.

At Safeguard Security Solutions, agents can confidently recommend solutions that reflect well on their own reputations and deliver lasting benefits to their clients. By continuing to innovate with smart-home technology and delivering seamless experiences, the company will remain a go-to resource for those who demand both cutting-edge protection and exceptional customer care. ▀

For more information about Safeguard Security Solutions, visit safeguardsecuritypros.com or call 800-631-3550.

BAD ROOFS Hold Up Your Deals



✓ Instant Quote
No Salesman
Needed

✓ Pay at close with
no affect on your
next mortgage

OUR PROCESS:

Enter Your Address
Get 3 quotes in minutes!
Pick Your Package
Pick a Date
Track Your Entire Project in
the Customer Portal

**WARRANTY:
FULLY
TRANSFERABLE**

📞 [ROOFANA.COM](https://Roofana.com)

🌐 414-404-ROOF

EARN MONEY!
2%
REV SHARE
TO THE AGENT



**Three things,
done
exceptionally
well.**

Kitchens, bathrooms, and
roofing — handled start to
finish by our own team,
never a subcontractor.



📞 855-736-6669 | 🌐 renovationsnow.com
✉ office@renovationsnow.com



Building
More Than
Homes:
Building
People,
Opportunity,
& Legacy

PHOTOS BY SUMMIT
MEDIA GROUP

RAPHAEL FAZZOLARI

For Raphael Fazzolari, real estate was never just a career option — it was the environment he grew up in.

Construction sites, design conversations, investment decisions, and long-term planning were part of everyday life in the Fazzolari household. His father built homes, and his mother designed them. From an early age, Raphael developed a practical understanding of what property ownership and entrepreneurship really meant.

“I’ve been around homes my entire life,” Raphael said. “Not just the sales side — the building, the design, the risk, and the long-term vision.”

That perspective would later become one of Raphael’s greatest strengths.

Before becoming a real estate agent, Raphael worked as a general contractor, learning firsthand how homes are built, repaired, and improved. The experience gave him a technical understanding of properties that continues to benefit his clients today.

Raphael’s mindset was shaped in part by his father’s career journey. As a teenager, his father began working in dirt work and went on to build a successful path in construction and development — only to face the reality of the 2008 housing crash. Instead of stepping away from the industry, he

adapted, pivoting into rentals, remodels, and eventually custom homes and pools.

For Raphael, that season of uncertainty taught him something lasting.

“I saw what resilience looks like,” he said. “Real estate isn’t about avoiding challenges — it’s about learning how to adjust when the market changes.”

At the same time, Raphael’s mother, an interior designer with more than three decades of experience, showed him how presentation, relationships, and attention to detail can transform a house into a home.



Together, those influences gave Raphael a rare perspective — one rooted in both craftsmanship and client experience.

Raphael entered real estate immediately after graduating high school in 2016. While many new agents spend years finding their footing, Raphael approached the business with confidence built on lifelong exposure to the housing industry.

After beginning at Keller Williams Lakeside and later gaining experience with Anthony Djon Luxury Real Estate, Raphael joined Rondo Real Estate in 2022 — a move that would define the next chapter of his career.

At Rondo Real Estate, Raphael helped establish and grow the brokerage’s sales division while building strong personal production. Over the course of his career, he has closed more than \$60 million in volume, including over \$11 million in 2025, and has been recognized as Rondo Real Estate’s top broker from 2022 through 2024.

For Raphael, however, numbers are only part of the story.

“Production matters, but relationships matter more,” he shared. “This business is about trust.”

Today, Raphael serves as an associate broker at Rondo Real Estate, where he leads a team of eight agents. For



him, leadership is not about control — it's about creating opportunity.

"I want the people around me to grow," he said. "When the team succeeds, everyone succeeds."

The Rondo sales team operates with a shared focus on communication, consistency, and collaboration. Raphael believes those values create a stronger experience not only for agents, but for clients as well.

"Real estate can be competitive, but it doesn't have to be isolating," he explained. "We've built a culture where people support each other and improve together."

That team-first mindset has become one of the defining elements of Raphael's career.

Real estate is known for long hours and constant availability, and Raphael has learned that sustainability requires intentional balance.

"Real estate can be competitive, but it doesn't have to be isolating. We've built a culture where people support each other and improve together."

By building systems, trusting his team, and setting boundaries, Raphael has created space for life outside of work.

Raphael spends much of his time with his wife, Gina Fazzolari, owner of Greater Chiropractic in St. Clair Shores. He is active at the Detroit Athletic Club, participating in the car club and Beavers water basketball, and enjoys music that ranges from jazz to EDM.

Raphael also embraces his creative side — calling himself a "huge nerd" with a love for Star Wars, Marvel films, and the storytelling styles of Quentin Tarantino and Wes Anderson.

Personal growth remains a priority as well, including continued education and training through NCI Associates.

As Raphael looks ahead, his vision extends beyond individual transactions or yearly production goals. He plans to continue growing his real estate investment portfolio, mentoring new agents, and helping clients build long-term wealth through property ownership.

More than anything, Raphael wants to be remembered for the impact he had on others.

"Success isn't just about what you build for yourself," he said. "It's about what you help others build, too."

Through leadership, teamwork, and a lifelong connection to the housing industry, Raphael continues to carry his family's legacy forward — while creating one of his own. ▀



NOT YOUR AVERAGE BAR. Not your average night.

ELEVATED FOOD.
SERIOUS FLAVOR.

Craft burgers made from premium cuts—fresh, never frozen. Wings that are crispy, juicy, and known across the area.

THIS ISN'T BAR FOOD... IT'S
WHAT PEOPLE COME BACK FOR.



BUILT FOR CONNECTION
& COMPETITION

- 9 premium cornhole lanes
- Golf simulators (Top-rated by Golf Digest)
 - Pool tables
 - Darts
- Arcade games and more!

PERFECT FOR CLIENT OUTINGS,
TEAM BONDING, OR JUST A
NIGHT OUT THAT ACTUALLY
FEELS DIFFERENT.



HOST YOUR NEXT EVENT

LOOKING FOR A VENUE YOUR CLIENTS OR TEAM WILL ACTUALLY REMEMBER?

CORPORATE EVENTS • CLIENT APPRECIATION PARTIES • TEAM OUTINGS & CELEBRATIONS
12,000 SQ. FT. OF ENERGY, ENTERTAINMENT, AND SEAMLESS EXECUTION.

Come for the drinks.
Stay for the food.
Get in the game.

oneeyedjacksrestaurant.com
586-488-3196
48922 Van Dyke Ave Shelby Township, MI 48317

We Ask. You Answer.

WHAT'S ONE SKILL YOU
WISH YOU LEARNED
EARLIER IN YOUR CAREER?



We are not entitled to anything.
Everything is earned through hard work
and trust.

Fosta Bahri — Bahri Real Estate Group



Enter everything into a CRM.

Terra Csotty — Real Producers



It's OK to walk away from
a difficult client.

Kristi Donaldson — Berkshire
Hathaway HomeServices Kee Realty



Organization

Brittany Hislop — The Monzo
Group - Keller Williams



Boundaries with taking calls after 8 p.m.

Carol Lukity — Berkshire Hathaway
HomeServices Kee Realty



The importance of listening more
than talking. The better I understand
someone's goals and concerns, the better
I can help them find the right solution.

Matt Murphy — Michigan Mortgage Pro



One lesson I wish I had learned sooner:
It's better to take one small step than no
step at all. Progress begins with action,
no matter how small.

Luana Nakano — Luana
Nakano Photography



I wish I had embraced technology and
marketing sooner. Learning how to
leverage AI, social media, and systems
to stay organized has made my business
more efficient and allowed me to spend
more time serving my clients.

Theresa Sitto — Home
Sweet Home Realty



How to negotiate better.

Ashley Streight — Real Producers

Ashley Shelton

REAL ESTATE BUILT ON RELATIONSHIPS

After being featured as a Rising Star in Real Producers last year, Ashley Shelton has continued to build a business rooted in relationships, education, and trust. She has created a brand that reflects who she is — showing up authentically, educating buyers and sellers, and building meaningful connections with every client.

Before real estate, Ashley spent years working in the neurosurgery department, serving as a surgical first assistant in both the operating room and the clinic. It was demanding, precise work that required calm decision-making, attention to detail, and the ability to earn the trust of patients during some of life's most important moments.

PHOTOS BY
JANELLE
RAYMOND





“
BUYING OR
SELLING A
HOME ISN'T
SOMETHING
PEOPLE DO
EVERY DAY.
I MAY CLOSE
TRANSACTIONS
EVERY MONTH,
BUT FOR MY
CLIENTS, THIS
IS OFTEN
ONE OF THE
BIGGEST
FINANCIAL
DECISIONS
THEY'LL EVER
MAKE. MY JOB
IS TO MAKE
SURE THEY
UNDERSTAND
EVERY STEP
SO THEY
CAN MAKE
CONFIDENT
DECISIONS.”

Those same qualities continue to shape the way Ashley serves her real estate clients today.

Now nearly four years into her career, Ashley became a solo agent in June of 2025, stepping fully into building her own brand at Real Estate One. The move gave her the freedom to continue growing her business while staying true to the personalized, relationship-focused experience she strives to provide every client.

Ashley's approach to clients, especially first-time buyers, comes from a sense of responsibility. “Buying or selling a home isn't something people do every day,” she said. “I may close transactions every month, but for my clients, this is often one of the biggest financial decisions they'll ever make. My job is to make sure they understand every step so they can make confident decisions.”

Ashley doesn't view real estate as sales — she views it as service. For her, building relationships has always come before closing transactions, and much of her business comes from referrals and repeat clients who know they can count on honest advice and genuine guidance. “I'm always honest — even when it's not the easiest conversation to have. My clients deserve transparency because that's how trust is built,” Ashley said. Her sphere is woven into her daily life, and that presence translates directly into referrals and repeat business from people who already know and trust her.

Ashley has also built a strong online presence by creating educational real estate content, highlighting local businesses and communities, and sharing behind-the-scenes moments from everyday life. Her goal isn't simply to market homes

— it's to become a trusted resource long before someone ever needs an agent.

Outside of real estate, Ashley and her husband, David, are raising their two daughters in Armada, where life revolves around faith, family, and community. Whether they're attending school activities, enjoying the outdoors, or spending time together at home, those moments keep Ashley grounded and remind her why helping families find the right place to call home is so meaningful.

As for Ashley, when she gets the chance to step away from work, she travels — even though every time she books a vacation, her business suddenly explodes. More than anything, faith has become the foundation of Ashley's life and business. Instead of focusing on chasing the next transaction, she believes God places the right people in her path at the right time. “I always pray that God will bring me the people who need me and the ones I can truly help,” she shared.

For new agents in the industry, Ashley recommends that they find a mentor, sit in the room with someone who is succeeding, and listen. “Just see how they do their business,” she said. “Pride — or the assumption that you can figure it out alone — will only slow you down.”

For Ashley, success has never been measured solely by the number of homes sold. It's measured by the relationships built, the trust earned, and the families who know they have someone they can call long after closing day. As her business continues to grow, she remains committed to serving others with honesty, education, and faith — one family at a time. ▀

“
I’M ALWAYS
HONEST —
EVEN WHEN
IT’S NOT
THE EASIEST
CONVERSATION
TO HAVE.
MY CLIENTS
DESERVE
TRANSPARENCY
BECAUSE
THAT’S HOW
TRUST IS
BUILT.”




MORE THAN TITLE.
A Partner in Growth.

*Built on Integrity.
Driven by Growth.
Focused on You.*



Elias Sesi • Owner/Founder
esesi@fieldstone-title.com • (248) 318-3358



BEYOND THE BIO
PODCAST
WITH
Terra the Connector

#BEYONDTHEBIOPodcast
TERRATHECONNECTOR.COM



Renovations Simplified
Design. Construction. Financing.





Chat with *Andrew*
(586) 301-6063
Andrew@renovationsells.com



**FIGHTING HUMAN TRAFFICKING
WORLDWIDE**

n2gives.com



**Your clients have the perfect homesite.
Now let's build the perfect home.**

Cranbrook Custom Homes builds fully custom residences on your client's lot, offering expert guidance, thoughtful design, and fixed, guaranteed pricing at contract.

Partner with Cranbrook Custom Homes to learn more.

info@cranbrookcustomhomes.com
CranbrookCustomHomes.com




**Be Featured in
Real Producers**

Apply for you or someone you know to be featured in an upcoming article.

WHO WE FEATURE:

- **RISEING STARS:** High-performing agents who've been in real estate for less than 5 years.
- **CONTRIBUTORS:** Knowledgeable industry professionals who provide 500-800-word educational articles.
- **DIFFERENCE MAKERS:** Those who make a difference in the community through charitable or philanthropic work.
- **TOP AGENTS:** Agents who perform in the top 300-500 in the market and have an interesting or inspirational story to tell.
- **PARTNERS:** Highly recommended and strongly endorsed real estate and home service providers.



SCAN ME

Nominate on our website: www.michiganrealproducers.com



Throughout my career, I have learned that one relationship can change the direction of your business and sometimes even your life.

The right conversation can lead to a referral, a new opportunity, a partnership, a mentor, or an introduction to someone you may have never met otherwise. But building a powerful network is not about collecting business cards, adding contacts to a database, or asking people what they can do for you.

It is about building genuine relationships.

In real estate, relationships are at the center of everything. Your clients trust you with one of the biggest decisions of their lives. They rely on you to connect them with lenders, inspectors, title professionals, contractors, movers, and other trusted resources.

Your network becomes an extension of the service you provide.

The strongest networkers lead with curiosity. They ask questions, listen, and look for opportunities to help. Instead of walking into a networking event thinking, “Who can give me business?” try asking, “Who can I meet, help, or connect today?”

That simple shift can change the way people remember you.

Building the right network also requires consistency. One conversation is a starting point, but relationships grow through follow-up. Attend the events. Reach out after the closing. Celebrate other people’s successes. Make thoughtful introductions. Stay visible without making every interaction about business.

Through Real Producers, I have seen firsthand what can happen when top agents and trusted Preferred Partners come together with the intention of building real relationships. Opportunities are

created, referrals happen naturally, and communities become stronger.

Your network is not measured by how many people you know. It is measured by how many meaningful relationships you build and how well you nurture them.

The right network can open doors you never knew existed.

Show up. Be curious. Give before you ask. Stay connected.

Your network can change your life, but only if you build it with intention.



Check out terraconnector.com for upcoming networking events with The Connector Circle.



2025

BY THE NUMBERS

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



\$2,391,281,345
SALES VOLUME



7,856
TOTAL TRANSACTIONS



26
AVERAGE TRANSACTIONS PER AGENT



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



Start your path to homeownership with **Marcus Younan**,

individualized mortgage options made just for you.

MARCUS YOUNAN

MANAGING PARTNER
NMLS ID 2108826
(248) 808-2456
(833) 694-0520

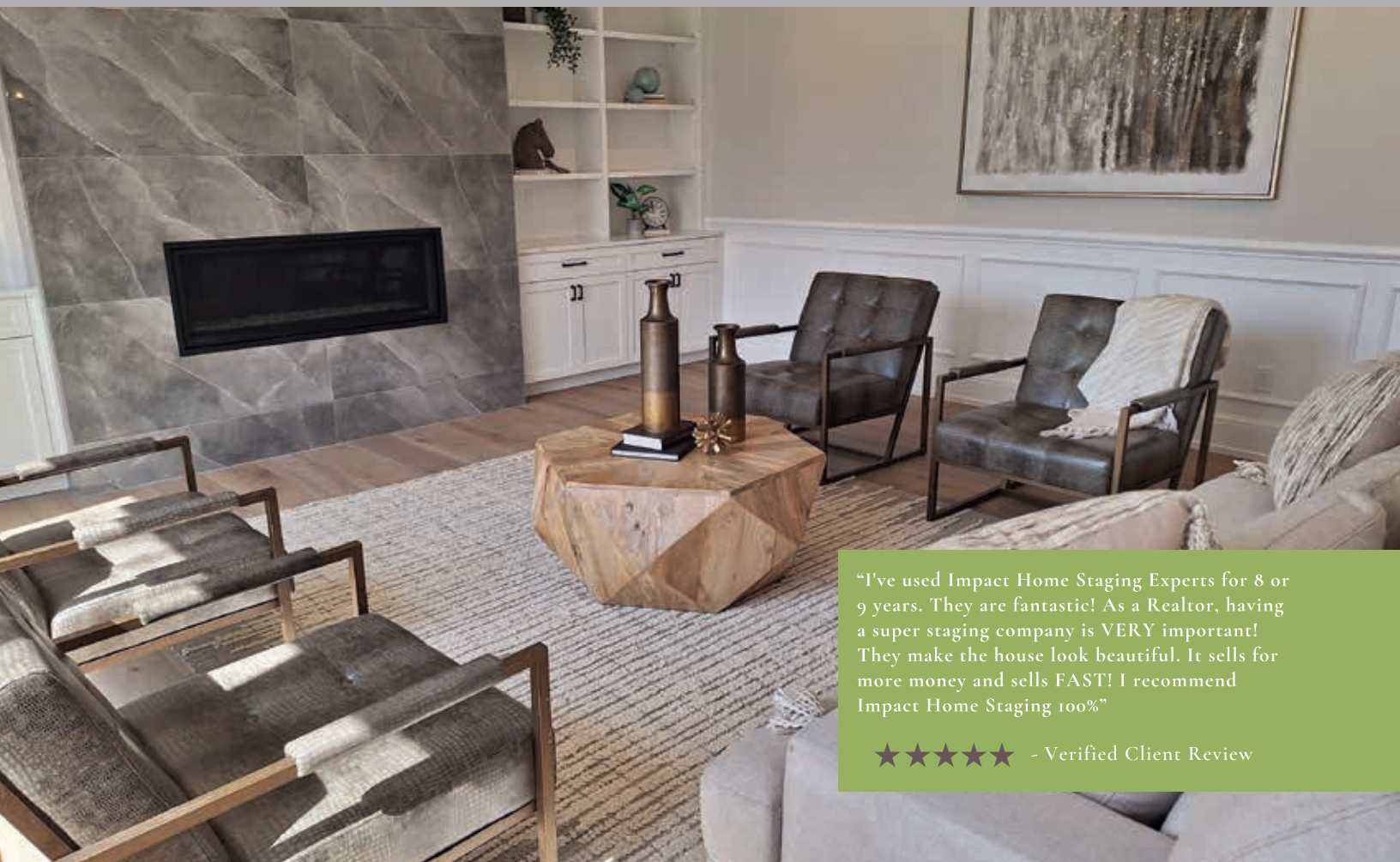

NMLS #2273319



 **7,000+**
HOMES STAGED

 **20+**
YEARS IN BUSINESS

★★★★★
200+
5-STAR REVIEWS



"I've used Impact Home Staging Experts for 8 or 9 years. They are fantastic! As a Realtor, having a super staging company is VERY important! They make the house look beautiful. It sells for more money and sells FAST! I recommend Impact Home Staging 100%"

★★★★★ - Verified Client Review

WHY TOP AGENTS CHOOSE IMPACT HOME STAGING EXPERTS



EXPERIENCE YOU CAN TRUST

With 22 years in home staging, we know what works and what sells.



A TRUE PARTNERSHIP

Responsive, reliable, and invested in your success.



RESULT-DRIVEN STAGING

Our team focuses on highlighting your listing's best features.



A SEAMLESS EXPERIENCE

Clear communication, fast installation, flawlessly executed


HOME STAGING EXPERTS

LET'S MAKE YOUR NEXT LISTING UNFORGETTABLE.

 (248) 591-4290

 Info@ImpactIDS.com

 ImpactHomeStagingExperts.com



MAKE SURE YOUR HOUSE IS **SAFE & SECURE**



- Residential & Commercial Security Systems
- Video Surveillance & Monitoring
- Smart Home Automation
- Energy Management Solutions
- 24/7 Security Support



1-800-631-3550 • safeguardsecuritypros.com

CALL US FOR SECURITY SERVICE TODAY

Supporting Agents Beyond the Closing Table

- Residential
- Commercial
- New Construction
- 1031



Collaborating with Realtors, Loan Officers, Builders, and Attorneys

 **SECURED TITLE of MICHIGAN**
SERVICE BEYOND EXPECTATION
Kathy Sleboda
Director of Sales & Business Development
kathy@titlemi.com | 586-292-8436



CONNECTION

THE EDGE TOP AGENTS HAVE

TOP PRODUCERS DON'T HUSTLE HARDER. THEY HAVE BETTER SYSTEMS.

★★★★★

UP TO 80% RESPONSE RATES

Trusted by agents across the country!

 **BOOK A FREE AUDIT**
SCAN HERE
yourconnection.com





Customer Satisfaction is our
NUMBER ONE goal and to
always leave you confident in
the services we provide for
you and your clients.

Jamyre Anderson | Owner
(313) 920-6708
jamyreanderson726@gmail.com



Dedicated to *Plumbing Excellence*
and *Customer Satisfaction!*

★★★★★ over **200+** 5 star reviews on Thumbtack



DAWN to DUSK

RESIDENTIAL & COMMERCIAL
CLEANING SERVICE

*We'll make it clean, fresh
and ready to call home!*



586-932-4090
DawnToDuskCleaning.com

FAMILY OWNED SINCE 2006



Rewards-Driven Employees!
Based on quality reviews after every cleaning!

EXCLUSIVE OFFER:
Enjoy \$50 off Your First Cleaning as a New Client!