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WALKER**

Agent Spotlight
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Partner Spotlight
PAUL SADOWSKI
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PROFILES



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Paul Sadowski with Chet's Cleaning



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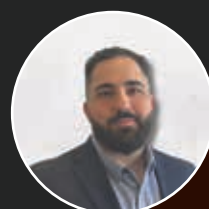
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Tawny WALKER

TURNING ENTREPRENEURIAL
VISION INTO CLIENT SUCCESS

PHOTOS BY
RYAN PINI

When Tawny Walker officially launched her real estate career in 2025, she brought something many newly licensed agents lack: a decade of hands-on experience as an investor, property renovator, and designer, coupled with 20 years as a proven entrepreneur. Now affiliated with DOBI Real Estate, she applies her knowledge to serve Oakland County clients with the insight of someone who has lived every aspect of the transaction — from acquisition and renovation to negotiation and disposition.

Tawny grew up in Pontiac and has lived in Bloomfield Hills for 15 years, establishing deep ties to the community she serves. Two decades ago, she founded Liquid Salon in Bloomfield Hills and later launched a women's retail chain that grew to eight locations. She earned a bachelor's degree in business and marketing from Oakland University and built each venture from the ground up, guided by a strong sense of purpose. That drive was deeply personal: her mother immigrated to the United States with just \$25 and raised three daughters on her own, inspiring Tawny to create lasting success for her family.

Tawny's entrepreneurial foundation proved to be a significant advantage, because in her first full year as an agent,



she achieved an impressive career volume of \$12.2 million. She understands the stakes, the pitfalls, and the opportunities of the industry from her perspective of being an owner, investor, and operator. This practical expertise, honed through years of managing real estate assets as the central component of her business ventures, positions her to deliver exceptional outcomes for both residential clients and investors alike.

Whether guiding an investor through portfolio expansion or helping a family find their dream home, Tawny goes the extra mile to secure success for those who entrust her with major life milestones. "In today's market, trust is currency," she explained. "By focusing on building authentic relationships rather than closing one-off deals, I've found that I achieve better outcomes, stronger referrals, and more





“IN TODAY’S
MARKET,
TRUST
IS CURRENCY.”

resilient partnerships. That relational approach is the bedrock of how I do business over the last 20 years.”

Beyond real estate, Tawny spends every free moment with her family. She looks forward to playdates with her 5-year-old son, Ethan — either at the jump park, on long walks, or outdoors. She also mentors women in business, particularly in the beauty industry, offering the guidance she wishes she had when starting out. Tawny also supports charities focused on youth mentorship and assistance to women entrepreneurs, giving back in ways that reflect her own journey.

In the years ahead, Tawny sees real estate as an enduring part of her professional life and can’t imagine doing anything else. The capacity to design her day according to her principles and only work with people who inspire trust and mutual growth represents the true achievement she has spent the past two decades building before she even began her career.

For up-and-coming agents, Tawny reminds them to never underestimate anyone. “The most unexpected person can become a key ally or open a door that changes everything,” she said. Her journey has taught her that the biggest barrier to achieving dreams is often hesitation itself. “People may question or discourage you, but you will never know what is possible unless you take that first step. Work hard, bet on yourself, and remember that every expert was once a beginner who decided to try,” Tawny added.

After two decades of experience as a real estate investor and entrepreneur, Tawny gives her clients unmatched insight at every stage of a transaction with her hands-on knowledge and commitment to meaningful relationships. Above all, she is shaping outcomes that leave a lasting impact on the families and communities she serves. 🏡

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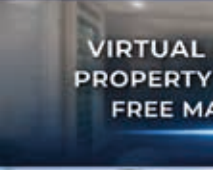
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Lauren FORTINBERRY

CREATING SUCCESS ON HER OWN TERMS

PHOTOS BY RENAE FRANCES PHOTOGRAPHY
PHOTOS TAKEN AT LOMBARDO HOMES MODEL AT
STILLWATER CROSSING IN MACOMB TOWNSHIP



*L*auren Fortinberry has built her business on authenticity, creativity, and intentional growth. An agent at CENTURY 21 Professionals, she is known for forging her own path, bringing a fresh perspective to real estate that resonates with both clients and colleagues.

Before entering real estate, Lauren earned a degree from Albion College and pursued her passion for visual arts, eventually joining a digital creative agency. There, she managed high-profile projects for global brands including Nike and Pepsi. Her background — along with her childhood dream of becoming an architect — prepared her for a career where design vision meets client advocacy. In 2018, Lauren earned her real estate license and launched her career with a memorable first transaction: selling her grandfather’s Eastpointe home for more than three times what he thought it was worth. His words at closing, “you’re going to be great at this, kiddo,” proved prophetic.

Lauren began her real estate career in Clarkson, which presented a unique challenge: Her mother-in-law was an established, successful agent in the area with deep community roots. While Lauren didn’t originally intend to work for the same broker, it proved to be the best fit. She knew she needed to create



“

I believe you can be professional and smart, and still have a sense of humor. Thinking outside the box is a rare trait, and not everything has to feel so serious.”

her own path though, so Lauren focused on marketing herself differently and consistently to build her distinct brand. Her determination to establish her own identity, rather than ride anyone’s coattails, shaped the authentic presence she brings to the business today.

Eight years later, Lauren has earned steady recognition in the industry while building a career sales volume of \$56 million. She has been recognized as a top agent by Real Producers for multiple years, including Top 300 in Oakland County for the past two years. She is also a four-time finalist in Hour Detroit’s “Best Of” Awards — an honor driven entirely by consumer votes across Metro Detroit. At her Clarkston office, she has been ranked as the top producing agent for two consecutive years.

For Lauren, her business philosophy centers on authenticity and vision. “I believe you can be professional and smart, and still have a sense of humor. Thinking outside the box is a rare trait, and not everything has to feel so serious,” she explained. Her creative and technology background allows her to market properties differently, positioning homes as story-driven assets. Clients often joke that Lauren can “see through walls,” recognizing potential the moment she walks into a property. Alongside her transaction coordinator Tayler, Lauren has created the operational support needed to maintain excellence while learning to protect the personal time that keeps her balanced.

Beyond her business, Lauren has built a life that reflects that same sense of levelness. She lives in Clarkston with her husband Lane and their yellow Labrador retriever Henry, enjoying life on the lake and attending concerts at Pine Knob. They also maintain a



home in Harbor Springs, where they boat, hike, and ski while exploring the beauty of M-119. Lauren’s love of travel, photography, and art keeps her creative spirit engaged, while her passion for animals and the outdoors grounds her.

Lauren appreciates that real estate allows professionals to pave their own way — from staying in daily transactions to moving into education or becoming a referral partner. As she prepares to pursue her broker’s license, Lauren remains committed to operating at a high level while preserving the flexibility to enjoy weekday dinners, morning workouts, travel, and uninterrupted time with family.

For new agents entering the industry, Lauren emphasizes developing a CRM and establishing processes early. “Equally important is blocking personal time on your schedule as non-negotiable appointments — whether for family dinners, school events, or workouts,” she added.

Lauren remains focused on growth that is both professional and personal, with an emphasis on long-term sustainability. Through it all, she continues to define success on her own terms, building a business that not only performs at a high level, but also supports the life she has worked hard to create. ▼

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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



How to negotiate better.

Ashley Streight — Real Producers



Time management! I tend to do way too much multitasking, and I am so much more productive when I focus on one thing at a time.

Linda Wells — RE/MAX Classic



Communication and the importance of staying in touch

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PAUL SADOWSKI

with **CHET'S CLEANING**

A LEGACY BUILT ON FAMILY & HARD WORK



PHOTOS BY JAY DUNBAR WITH GREAT LAKES AERIAL VIDEO SERVICES

PHOTOS TAKEN AT LOMBARDO HOMES MODEL AT WOLVERINE COUNTRY CLUB ESTATES IN MACOMB TOWNSHIP

Paul Sadowski has spent a lifetime building relationships, closing deals and learning the value of listening. Now, after five decades in the automobile industry, he is channeling that experience into a new chapter with family at the center.

Born at Cottage Hospital in Grosse Pointe and raised in

Fraser, Paul learned early what hard work looked like. As one of five children, he watched his father build a career in auto sales that provided for their entire family. “My father was able to support us through auto sales and management,” Paul said. “That showed me what was possible.”

After graduating high school in 1974 and taking

business courses at Macomb Community College, Paul followed a familiar path. He began selling cars at Roy O’Brien Ford, working under his father, who served as his sales manager. It was the start of a long and successful run.

Over the years, Paul moved through the ranks, eventually becoming general sales manager at Riverside Ford in Detroit. Though the

role was brief, it opened the door to a long career in auto financing, where he found his stride. “I have been quite successful in automobile financing,” Paul said. “That business rewarded us with trips and such that allowed me and my wives to travel to many places.”

Paul’s career also gave him something even more important: stability. “I





“At Chet’s, we are constantly trying to improve and grow. It’s no accident that they have been so successful.”

with nine trucks, all fueled by referrals rather than advertising. “If there is a better way to do something, this company will always look and listen to it,” Paul said.

That mindset aligns perfectly with Paul’s personal philosophy, one shaped by both success and hardship. In 1993, he made a life-changing decision to become sober, a milestone he still reflects on today with humility and humor. “When I tell people I had my last drink on November 13, 1993, I usually follow it with the statement that I can still blow a 2.3 on a good day,” he joked. “I guess that says I’ve had plenty to drink for a lifetime.”

Paul’s faith has also played a major role in his journey. As a certified lay minister in the United Methodist Church, Paul is committed to giving back and helping others. “I feel this role allows me to try to make up for some of the misdirection I have experienced in my life,” he admitted.

Outside of work, Paul and his wife Linda enjoy life’s simple pleasures. They share a love of classic cars, with Linda driving a 2002 Ford Thunderbird and Paul behind the wheel of a 1969 Ford Torino. Together, they host a monthly car cruise at their church during the summer, along with a pig roast in August that welcomes the entire community. “That is an opportunity for anyone and everyone to come enjoy

some food and smiling faces,” he said.

Paul’s experiences continue to shape how he approaches his work today. At Chet’s Cleaning, he is focused on growth — not just for the business, but for the people within it. “My goal is to help grow this business to the point where I have made a difference, and my nephew, son and the rest of the employees will always be secure in their employment,” he said.

Paul also sees strong alignment with real estate agents, who rely on trusted partners to serve their clients. “Real estate professionals are perfect for what Chet’s offers,” he said. Many cleaning companies can come in and do a quick clean for a sale, but in addition to that, Chet’s Cleaning prides themselves on the fact that a client will use them for years to come after they have experienced what is considered a complete and healthy cleaning.

When asked what advice he would give others, Paul keeps it simple and consistent with the lessons he learned from his father. “Be as humble as you can and listen twice as much as you say,” he said. “If you can slow your talk and listen close, you can hear when your deal is closed.”

It is a philosophy that has guided Paul through every chapter of life — from car lots to cleaning services, from challenges to successes. 🍷

have almost always made a comfortable living,” he said. “I have supported my family, lived well, never been rich, and hopefully remained humble.”

At the heart of everything that Paul does has been his family. He married his wife Linda on July 13, 2002, and together, they share a blended family that includes sons Paul II, Michael and Joseph, daughter Suzie, and eight grandchildren. “They range from 21 years old to our latest, who was born on March 12, 2026,” he said.

Paul’s focus on family is what ultimately guided his next career step.

Paul officially retired from the automobile business on December 31, 2025. Days later, on January 8,

2026, he started a new role with Chet’s Cleaning Inc., a company founded by his brother and sister-in-law. Today, Paul works alongside his nephew, Chet III, and his son Michael. “I guess I am just comfortable working with family,” he shared.

Paul is also quick to credit the leadership that built the company into what it is today. “Chet and Sally have opened and grown a business that I am totally amazed at how well-run it is,” he said. “At Chet’s, we are constantly trying to improve and grow. It’s no accident that they have been so successful.”

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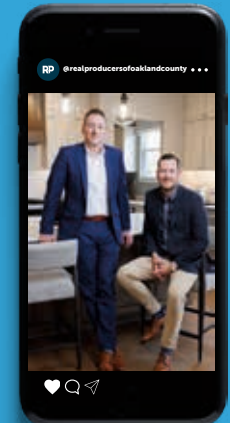


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DANA Saad

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An agent at Anthony Djon Luxury Real Estate, Dana Saad has quickly carved out a reputation in the real estate industry for her unstoppable work ethic and client-first mindset. “I built my business by becoming the person I needed when I had no one to show me the way,” she said. “I didn’t inherit a path — I created one through discipline, sacrifice, and relentless belief.”



Dana’s transition into real estate came after 12 years of running her own sales and marketing firm, where she trained salespeople to become leaders. She decided to adjust career paths when the world changed during the COVID-19 pandemic. “I knew

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ME: IT’S
CREATING
MY LEGACY.”

I wanted a career that was still people-oriented and sales-driven,” Dana explained. “I had Anthony Djon on my Facebook feed and would watch the lifestyle he and his agents had, and I thought, ‘That’s something I’d like to do.’”

Dana began her real estate journey in 2021, and with it, she brought her entrepreneurial mindset. “Leadership, for me, has always been about setting the example, not seeking the spotlight,” she said. “I never followed the trends. I cared about doing things the right way — with integrity and intention.”

“I’m raising three children, and I wanted to show them what a woman can do — lead, build, nurture, and thrive all at once,” Dana added. “Every risk and success is part of something bigger than me: It’s creating my legacy.”

Five years later, Dana has achieved remarkable success in the industry, achieving \$40 million in career volume. She has also received recognition as a Top 300 agent in 2024, 2025, and 2026, and awards such as Shining Star and No Days Off.

According to Dana, much of her success has come from her ability to connect to others on a deeper level. “I believe listening is half the battle,” she explained. “I ask the right questions, pay attention to what really matters, and guide people with care and honesty. I don’t just sell homes — I solve problems and help people step into the next chapter of their lives. I take the time to understand why someone is moving and help them feel confident and supported throughout the process.”

At Anthony Djon Luxury Real Estate, Dana was promoted to team lead in July of 2025 and now

oversees a team of 10, drawing on the leadership skills she developed as an entrepreneur and business owner. She credits her mentorship under Anthony Djon for helping her raise the bar. “Working under Anthony has allowed me to step up and become the agent and leader I am today,” she said. “I believe all new agents should have a mentor in this business.”

Outside of real estate, Dana enjoys visiting art galleries, working out, doing Pilates, and exploring new places with her family. She’s also a big fan of spy films and rereads “How to Win Friends and Influence People” by Dale Carnegie yearly to keep her communication sharp. “Personal growth is a lifestyle for me,” she said. “I surround myself with people who inspire me to evolve.”

Central to Dana’s purpose are her three children — Aya, Navine, and Rafic. Aya is currently studying optometry in Chicago, Navine is a nurse in the operating room and going back to school to become a nurse practitioner, and Rafic is studying engineering at the University of Michigan. “We are very close,” Dana said. “We love food, travel, and those small shared moments. My children are my greatest motivation.”

For Dana, she hopes to be an example for her children to look up to. As for her business, she wants to be known for her trustworthiness, loyalty, and ability to produce results. “I want to be remembered for showing up with honesty, consistency, and care,” she said.

When asked about her advice for new agents in the industry, Dana wanted to remind them to stay consistent. “Do the work,” she shared. “Stop chasing shortcuts. Success isn’t built by

watching what everyone else is doing — it's built by showing up and mastering your craft."

"Success is doing what you said you would do, even when it's hard," Dana added. "It's built through staying consistent, being accountable, and pushing through when most people would quit."

As Dana continues to grow her business and inspire those around her, she remains committed to leading with intention. "I'm proud of where I am, but I'm even more focused on where I'm going," she said. "I'm still building and still evolving — and I'm just getting started." 📌

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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.

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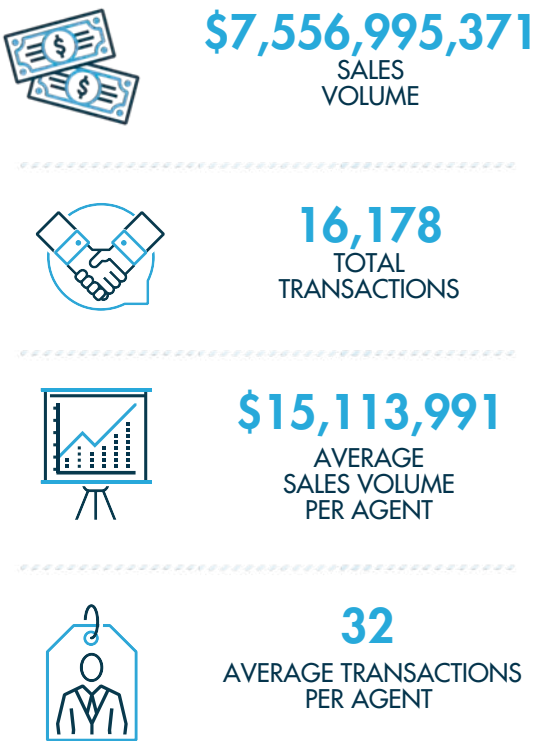
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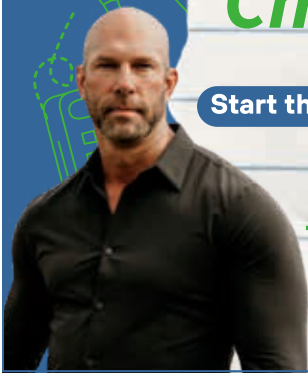
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