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LEFT TO RIGHT

CINDY JENSEN (REALTOR, RE/MAX ONE),  
WENDY MCCORVEY (LOAN OFFICER, REVOLUTION MORTGAGE),  
ANGELA HARRIS (REALTOR, E-MERGE REAL ESTATE),  
STEPHANIE O'BRIEN (SALES & MARKETING DIR., ELITE LAND TITLE)



### WENDY MCCORVEY

LOAN OFFICER, NMLS#1142871  
(614) 946-1634 | @wmccorvey  
wendy.mccorvey@revolutionmortgage.com



Revolution Mortgage

## Women in POWER

There's a remarkable shift in our industry happening and it's a tremendous honor to be living the future we're in now. Women are gaining and holding power in the mortgage and real estate world at a pace we haven't seen before.

This month, we dedicate our featured spot to recognize Wendy McCorvey, a top producing loan officer with Revolution Mortgage.

Wendy exemplifies elegance, grace, and confidence of female power. She commenced her career as a Loan Officer 22 years ago when a friend talked her into exploring mortgage lending.

"I cherish the feeling I get when I advise my clients to achieve homeownership," stated McCorvey, "It never gets old because each journey is unique."

Wendy's social circle includes other influential businesswomen who embody the entrepreneurial mindset. These women influence and encourage each other to reach the desired goals and aspirations to be a powerful force in the industry.

We're honored to witness the growth, and accomplishments of women who continue to innovate and inspire each other in our industry today.



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If you are interested in contributing or nominating Realtors for certain stories, please email us at [stories@realproducersmag.com](mailto:stories@realproducersmag.com)

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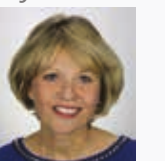
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▶▶ publisher's note

The Most **POWERFUL TOOL** a REALTOR® Has

One can not achieve success in Real Estate without **WORDS**. Think about it; could you even sell 1/3 of the homes you've sold in your career if you had no voice? You wouldn't last one second in a listing appointment, you couldn't negotiate at all throughout the transaction, and you couldn't even say "Thanks for choosing me as your REALTOR®."

No matter who we are, our **WORDS** are our greatest tool. Often, our reflections typically result in whether we've said too much or not enough. Moreover, **WORDS** to a Real Estate Agent are like a garden hose to a beautiful bed of roses. My grandmother used to tell me that "Too much water is as harmful to plants as not getting enough."

Ultimately, the words that come out of our mouths have the ability to influence people — one way or the other. To be successful in Real Estate, one has no choice but to talk...a lot. You probably walk in the door some nights and wonder if there was even a moment in the day where you didn't say anything. You decide to dim the lights, pour that glass of wine or bourbon neat, and plan to sit in silence for the rest of the evening...until your phone rings.

Pastor Levi Lusko says that 16,000 words come out of our mouths on average in one day! That's 863,000,000 in the American lifetime. Man, if I had a dollar for every time I opened my mouth, I could buy that giraffe I've wanted since I was four...

Truthfully, I wish I could go back and listen to the **WORDS** that have come out of my mouth over the years. I am willing to bet there are several things I've said that I would love to take back. I wonder how many times my **WORDS** have hurt people, damaged their confidence, or even supported a limiting belief that hindered them from inching closer to their dreams. It's dreadful to even think about.

The more **WORDS** we use, the greater the opportunity to influence others. I've learned that the more our profession requires the usage of **WORDS**, the more time we must spend working on ourselves. I continue to believe that Real Estate Agents and babies make the world go round when it comes to local influence, and if, in fact, that is true (which it is...try me!), then Agents must pay very close attention to the **WORDS** that come out of their mouths.

Our perspective on people, situations, and life all show up at some capacity in our words. Lau Tzu coined the eternally famous quote: "Watch your thoughts, they become your words; watch your words, they become your actions; watch your actions, they become your habits; watch your habits, they become your character; watch your character, it becomes your destiny."

I'll take it a step further here for Real Estate Agents, who have a massive responsibility and influence in the community in which they serve. Our thoughts become our words, and or words not only become our actions, they become the energy we give others in our industry, our clients, and people we come in contact each and every day, good or bad. Are you able to track back to one thing you've said (good or bad) to someone that ignited a fire and changed the world?

They say big waves start with small ripples. Our **WORDS** are tiny ripples distributed out into the world each and every day.

Choose wisely, my friends,



Sincerely,  
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# Who Cares? Well, I Think We All Better.



By Sara Walsh

Opportunity for success in real estate is available in every market. But, those of us fortunate enough to sell real estate in Central Ohio was agasp when early in Spring Columbus hip-checked the pricey California markets to become the hottest market according to realtor.com®.

Just before that in February, Westerville, Ohio, was honored as a Top Seven Intelligent Community of the Year. The Intelligent Community Forum (ICF) is a network of cities and regions with a think tank to collaborate and inspire community progress by emphasizing citizens, businesses, and institutions to work together in creating best practices for advocacy, broadband deployment, digital inclusion, innovation, and workforce development.

With new buyers entering the Columbus market every day coupled with still quite affordable interest rates and today's house-

hold budgets appearing the strongest they have been in forty years, Central Ohio seems to be a winning combination as an ace in the hole regarding real estate sales.

Yet, a house divided against itself cannot stand. The promise of prosperity is what motivates us as REALTORS® but, real estate sales and real estate construction become a target as it drives much of our economic well-being as a society. Therefore, while things are good, we as REALTORS® need to come together to govern and protect our interests.

The REALTORS® Political Action Committee (RPAC), and the Central Ohio REALTORS® Political Action Committee (CORPAC) are standing strong supporting REALTORS® and real estate related issues vital to us. CORPAC and RPAC support pro-REALTOR® candidates and maintain political clout to gain legislative victories in our communities regarding topics of interest for REALTORS® and real property owners.

When income tax on our earned commission was considered, our voices were heard with a roar. A few other recent accomplishments are the passage of the Home Inspector Licensure bill (SB 255); securing tax cuts in small business income tax; supporting modernized municipal income tax collection; defeating the Licking County Contractor Database and in Columbus defeating both the Columbus Short Term Rental Cap and the Community Bill of Rights.

RPAC Major Investors, members with a minimum annual investment of \$1,000, receive specific benefits and accolades that acknowledge their support of RPAC. Consider a small donation to show support that we stand ready to participate in legislative efforts to protect real estate.

**Harley E. Rouda, Sr.**, is Columbus' only \$100,000 Hall of Fame donor, but at the NAR Midyear Legislative meetings in Washington, DC, two more Columbus REALTORS® members joined **Barbara B. Lach** at the \$50,000 Hall of Fame level. Please congratulate **Sue Lusk-Gleich** and **Charlotte Van Steyn**.

As President John F. Kennedy said, "We must find time to stop and thank the people who make a difference in our lives." Next time you see Barbara, Sue, or Charlotte, thank these three Columbus REALTORS® past-presidents for their commitment to our industry.



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# RUOFF HOME MORTGAGE

Meet Jodi Vermillion, one of Ruoff Home Mortgage’s newest team members. She took a circuitous route to the mortgage industry but has worked as a loan officer for 20 years now.

Her work ethic has always set her apart. Growing up, she continuously had a job, whether it was managing a newspaper route, teaching dance or working as a bank teller right after graduating high school – which she did earlier than most. Throughout college at Ohio State University, she maintained an internship and worked at restaurants in addition to going to school full-time. She remained in the restaurant industry for 10 years where she held a variety of positions, including serving A La Carte at the New Albany Country Club, assistant general manager of Strada World Cuisine when it was in the Short North, and selling wine in the Fine Wine Division for Robins Wine & Spirits.

She said these opportunities taught her how to listen to her customers and provide an elite level of customer service that she continues to provide her clients today.

She said Ruoff provides a family feel that so many companies are lacking today.

Ruoff’s motto is “today not tomorrow” and Vermillion loves that they are quick to listen and implement suggestions from their team members in order to make the loan process smoother for customers.



Ruoff Home Mortgage is an innovative company, having just purchased a bank, where they plan to develop a line of portfolio products.

The Vermillion Lending Team’s goal is to over-communicate, create a smooth process and exceed their clients’ expectations.

“Our team is determined to have our clients ready to close early with a shiny silver bow and know that we have created a referable experience that you can’t match online,” she said.

Another unique feature of her team is they are bilingual. Vermillion said an important determining factor when

choosing her new mortgage home was to make sure that she could take care of her team. Ruoff, with the help of Vermillion’s licensed loan partner, Jorge Castillo, has developed an online and mobile Spanish application that is user-friendly to the Hispanic community.

Personally, Vermillion describes herself as a no-nonsense tomboy. She’s athletic and loves to laugh. She competed in dance for 14 years, from fourth grade until her early 20s, and still loves to boogie her butt off. She and her husband are active extreme sports athletes. They snowboard, mountain bike and wakeboard. Recently, she and her husband owned a wakeboarding school on the Scioto River, where they still spend a lot of free

time in the summer. They both lay claim to several national and world wakeboarding titles.

*Learn more about Ruoff Home Mortgage and the Vermillion Lending Team at [ruoff.com/jodivermillion](http://ruoff.com/jodivermillion) or call/text 614.206.1687.*

featured affiliate ◀◀

By Kaitlin Hall  
Photos by Live.Laugh.Photograph





# Make Safety A PRIORITY

As I write this article, the Reitter family tragedy is still fresh in our minds. Just weeks ago, a beautiful family of four and their three beloved pets were taken from us far too soon.

As you first get the opportunity to read this article, the Reitter family tragedy may be becoming a distant memory. As many tragedies in life do, we've been taught a valuable lesson with the passing of this young family. As professionals in the homeownership business, our job is to never forget this tragedy and to pass along the knowledge we have gained from it.

As we have learned through the stages of the investigation, the Reitter family perished due to carbon monoxide exposure. In simple terms, carbon monoxide combines with hemoglobin in our blood system and prevents oxygen from flowing through the blood. Symptoms of carbon monoxide exposure include headaches, dizziness, and nausea. It takes a relatively small amount of carbon monoxide to experience effects. For example, at an exposure of 35 parts per million, a headache will develop within six to eight hours. At 100 parts per million, a headache will be experienced within two to three hours.

Since carbon monoxide is colorless, odorless, and tasteless, prevention is vitally important to public health. Utilizing carbon monoxide detectors inside your home is a must. These devices are available for \$20-\$60 at many major retail stores. Most units are plug-in powered with a battery back-up. Detectors should be utilized in any home that has a fuel-burning appliance (furnace, water heater, stove, fireplace or all of the above). Carbon monoxide detectors should be placed on each level of the home and near sleeping areas as recommended by the manufacturer and the National Fire Protection Association. Detectors should have batteries replaced every six months and should be replaced every five years.

As we remember the Reitter family and their tragic departure, we should seize the opportunity to honor their memory. As professionals, we can take action to help prevent another life from being lost in the future due to carbon monoxide. For many RE-

ALTORS® and agents, a gift to the new homeowner upon closing is customary. I strongly urge you to consider health and safety for your clients. Purchase a carbon monoxide detector for your clients who possess fuel-fired appliances in their new homes.

Until next month, Happy Selling!

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Ron Guzzo grew up in Columbus and has lived here his entire life. He received his degree from Ohio State University with the goal of not working in the family business – concrete construction.

But after an abbreviated career selling fine and fashion jewelry including Swatch® watches, he returned to his real estate and construction roots.

A salesman at heart, Guzzo turned to real estate and has had his license for over 30 years. To help get started, he enjoyed working with his family and friends while learning the business. Eventually, he found himself starting a Century 21 franchise with Roger Perry in Worthington, the city he's called home for 43 years.

"As life got more complicated, I didn't want the responsibility of ownership, so I went back to being an agent. Things worked out beautifully and I have never looked back," he said.

Several years later – in 1993 – he found a niche that plunged him back into business ownership. He and his business partner started Ron Guzzo Custom Homes. The company specialized in building the highest quality of true custom homes. The company motto was "The hardest part of climbing the ladder of success is getting through the crowd at the bottom." There was merit to this business statement and the business grew.

In 2015, Guzzo merged with longtime business partner Joe Garner to create Guzzo & Garner Custom Builders. In 2017, Columbus First recognized them as the largest true custom home builder in the city. In addition, they hold the title of one of the largest remodeling contractors in Columbus.

Guzzo's work as a REALTOR® and custom home builder are interwoven. He is often able to help his clients buy one of his newly built homes and also assist with the sale of their current residence. He also used his background in construction to provide his customers with benefits that can't be found elsewhere.

# RON GUZZO – MASON TEAM, RE/MAX PREMIER CHOICE AND CO-OWNER, GUZZO & GARNER CUSTOM BUILDERS, LLC

FINDING NICHE MARKET LEADS TO SUCCESS FOR

REALTOR® AND CUSTOM HOME BUILDER RON GUZZO



“If a client needs work done on their home to bring it up to market expectations, I can leverage my resources through my construction business at little or no cost to my customer. They can also get any building materials they need at my builder’s cost,” said Guzzo.

He also emphasizes the importance of over-communicating with clients and cites his listening skills as one of the reasons for his success.

“When people are spending large amounts of money that a home requires it’s important that they understand where their money is being spent. As a builder and a REALTOR®, it is vital to be transparent and make sure your clients have no surprises and enjoy the journey as much as the destination.”

He strives to be proactive by picking up the phone and providing updates to his customers before they have to ask. Exceeding expectations is the minimum acceptable standard for Guzzo.



You can find a display of Guzzo’s work at the BIA Parade of Homes July 13–28 in Delaware County. He said this is the first venture for Guzzo & Garner outside the limits of New Albany, where they are headquartered.

The BIA community, which was modeled after Celebration near Walt Disney World, is walkable and includes restaurants, a sports complex, stocked fishing lakes and big front porches so people can get to know their neighbors.

“It’s a nod to the old days when family and community were top priorities,” he said.



The goals of the development suit Guzzo, who said one of his biggest accomplishments is the impact he’s made on his family and their value system – a value system that no doubt was passed on by his parents. His father was a highly decorated World War II soldier.

Professionally, he’s proud to have risen to the level of success he has.

“Making the \$25 Million Club, and being part of a team that works well together and has fun – it doesn’t get much better than that.”

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►► featured staff member

By Kaitlin Hall  
Photos by Live.Laugh.  
Photograph

## Take Your Business to the Next Level With Live. Laugh. Photograph

# DANIELLE KRAVEC

Many of you may know Danielle Kravec, owner of Live. Laugh. Photograph. She may have taken photos of you or your team, or maybe she's photographed the home of one of your clients, which has boosted viewings and helped it sell in record time! *Real Producers* recently sat down with her to learn more about her and her business.

**RP: Where did you grow up and how did you land in Columbus?**

**DK:** I grew up in Utica, Ohio, about 45 minutes northeast of Columbus. Its claim to fame is Velvet Ice Cream. I moved to Columbus shortly after meeting my husband in 2001. I think he got tired of the 45-minute drive so he quickly helped this country girl find a place in the city.

**RP: What events led to you starting your own business?**

**DK:** I went to college for graphic design with plans to design and layout magazines. I thought I had landed the perfect job right after graduating, but it wasn't for me. Fast forward a few years – I went from event planner to stay at home mom when the market crashed in 2008. By the time we had our second child in 2012, I was going stir crazy and was ready to work again. While pushing the kids on the swings



one day, I was talking to a fellow stay-at-home mom, who talked about how busy she was taking photos for friends and family. I took photography classes in college and loved it, but had never thought of it as a career. That's when the wheels started turning. One thing led to another, and here I am! I've been blessed to come into contact with so many amazing people at the right time. They have all contributed to my success.

**RP: What motivates you?**

**DK:** My passion and my inspiration for photography come from sharing my subjects personal brand with the world. Whether it's a favorite location, a great outfit or a beautiful smile, I work with each and every one of my clients to ensure they are conveying exactly who they are. I also believe branding applies to the homes that you are selling for your clients. In today's world, prospective buyers often make their first, and sometimes last, impressions of a home from online photos.

**RP: What sets you apart from other real estate photographers?**

**DK:** First, I'm always trying to improve myself through continuing education. Second, I don't whisk my way through any job. I go above and beyond. I engage with my clients and build relationships.

**RP: What would you name as your biggest accomplishment?**

**DK:** It has been a huge honor to be selected as this year's BIA Parade of Homes exclusive photographer. I've taken still shots for the TV commercial, met some of the most talented builders in our communities, and photographed custom built, designed and decorated homes. It's a design/architecture photographers dream! I'm like a kid in a candy store, which I guess shows that I truly love what I do.

**RP: When you're not being a rock star photographer, what's your favorite thing to do?**

**DK:** Relaxing at home on my patio on a summer evening with my family.

Whether you or your team need updated headshots to convey who you are and what you stand for, or you know professional photos for your listings can take your business to the next level, give Danielle a shout! She can be reached at 614.309.2800 (call or text), or check out her website at



daniellekravec.com. And don't forget to check out this year's BIA Parade of Homes, July 13–28 at Evans Farm in Delaware County. Learn more at biaparade.com.

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# Who are you LOYAL TO?

► work-life balance

By **Nancy Jane Smith, MSEd, LPC**



One trait all my clients share is a strong sense of **loyalty** to others.

They are loyal to their mothers, fathers, spouses, kids, friends, work and the world in general.

They are the caregivers for their aging parents.

They are the listeners, supporters, lovers, givers, cheerleaders, fans, “head-down-get-the-job-done” workers.

They are the backbone of their families, relationships, and workplaces.

They ooze loyalty to everyone around them. They are strong, quiet, kind, “get-the-job-done” individuals.

The dark side of this loyalty, the shadow side of this devotion to others, is the exhaustion, the never-ending to-do list, the never feeling good enough, satisfied enough.

It is ironic; here are some of the kindest, gentlest, giving people in the world and yet they never quite feel kind, gentle or giving enough.

Want to know why?

Loyalty to self.

They are so busy devoting themselves to make sure their family and friends are heard, supported, and cared for they bypass themselves.

They have been trained to care for everyone else but themselves. They have been sold the message that if everyone else is happy, **THEY** will be happy.

This is why I love **A.S.K.** because it allows you to start listening to yourself so you can start building self-loyalty.

**Acknowledging what you are feeling:** Allows you to get in touch with **YOUR** feelings. We are highly tuned into the feelings of those around us, but we tend to dismiss our feelings (especially when they are negative).

**Slow Down and Get into Your Body:** Allows you to feel your body and get out of your head even for just 10 seconds.

**Kindly Pull Back and See the Big Picture:** Allows you to start to ask...“Do I want to do this action?” “Is there someone else I can ask for help?” “Is there a way to solve this differently?”

**A.S.K.** bypasses the default that you must be loyal to others first and allows you to start making room for you. Loyalty is awesome. I challenge you to add some self-loyalty into the mix and see how your life changes.



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TBD – please check website for updated information)

**Where:** The Funny Bone, Easton Town Center, 145 Easton Station

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**Who:** All *Columbus REAL Producers* partners and readers, age 21+ are invited to attend this event. Limit of four per address.

**When:** Thursday, August 8, 5:30 p.m. – cocktails, appetizers; 7:30–9 p.m. Comedy Show (comedian

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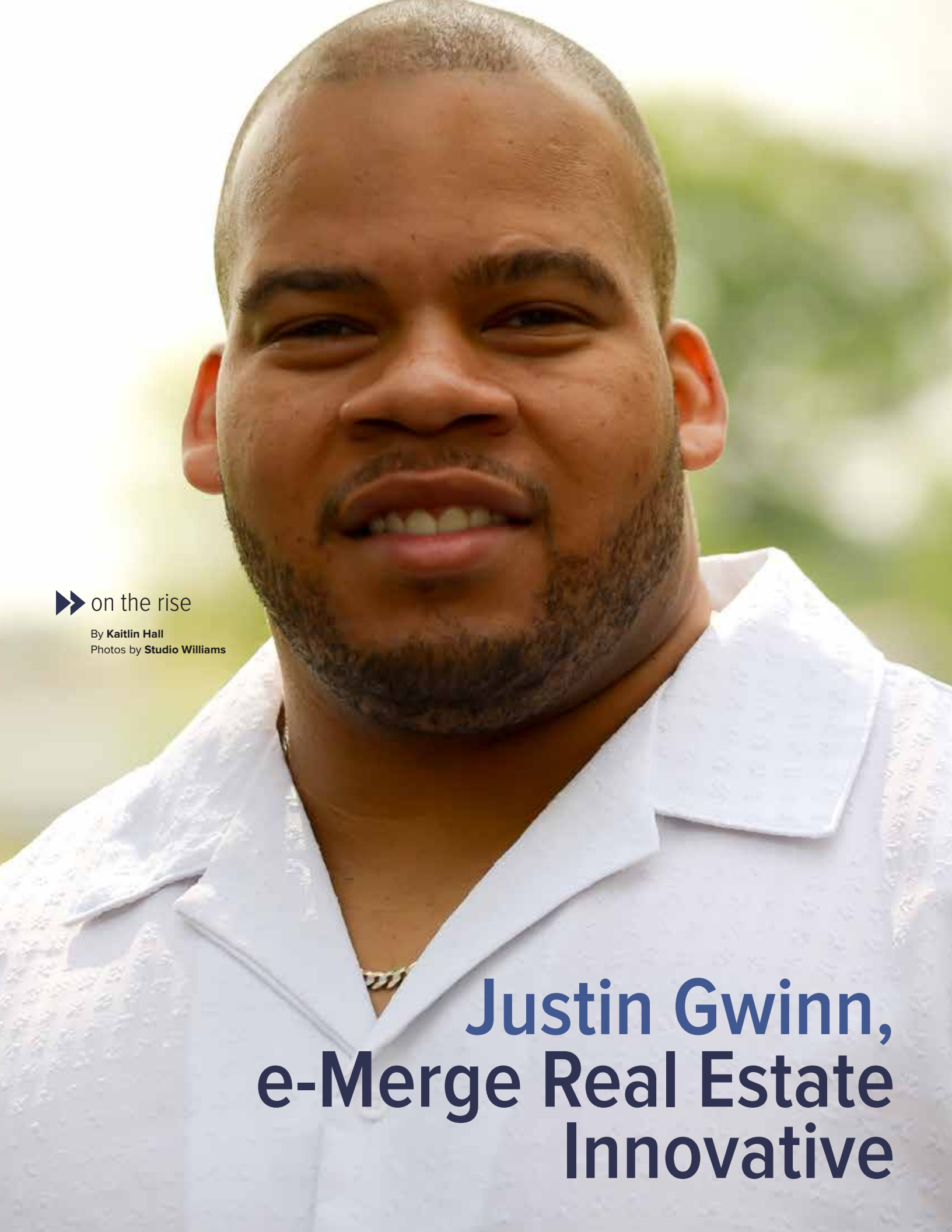
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► on the rise

By Kaitlin Hall  
Photos by Studio Williams

# Justin Gwinn, e-Merge Real Estate Innovative



## Thinking and Work Ethic Keep Gwinn Moving Up

Justin Gwinn's innovative business model changed the tide for his e-Merge Real Estate team. He operates solely on referrals.

He took this approach after his business plateaued around the \$5 million per year mark.

So how does it work? Gwinn said he used to spend his entire marketing budget on advertisements and securing covers of real estate magazines. It's when he shifted his focus to building relationships with his current clients that things changed. Now, his annual marketing spend is on client appreciation events that better connect him with his sphere of influence. For example, he recently rented the Gahanna Cinemark for a screening of Avengers: Endgame. He hosted nearly 1,000 customers and their family and friends. The event included food, a photo booth, raffles and giveaways.

"I determined and knew I needed to grow with my team but do it properly," he said. "It was in the way we were servicing our current clients that helped us get over the hump to reach sales of \$10 or \$15 million per year."

Gwinn, originally from Columbus, is the youngest of five children, and the third in his family to play football for the Buckeyes. He discerned from his parents' careers — his mom worked for the State of Ohio and his dad for Ross Products — that he did not want to be awarded for longevity, rather, for productivity. He wanted to control his own destiny. This is what led him to start his own real estate business.

His work ethic is what has allowed him to accomplish so much in a short span of time. He majored in real estate and urban analysis at Ohio State University. He graduated in just three years by taking 23 credit hours per quarter. He said he only took classes that he knew would have an impact on his work.

And when he first entered real estate, he worked with a collection of top agents in central Ohio. He was often the first one in the office and the last one to leave because he was determined to learn and gain as much knowledge as possible.

Today, he's surrounded by a team that knows how to have fun, all while providing the highest level of service.

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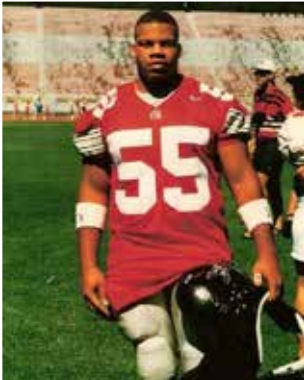




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“I determined and knew I needed to grow with my team but do it properly,” he said. “It was in the way we were servicing our current clients that helped us get over the hump to reach sales of \$10 or \$15 million per year.”

Gwinn is motivated by helping others. After 19 years in real estate, his career is more about training other agents — and the next generation of leaders as well. He took his 11-year-old son’s Little League football team to the Pro Football Hall of Fame national championship in 2017! He views sports as a way to develop character, hunger and drive. The additional connections (and potential customers) he makes through sports doesn’t hurt either!



In his spare time, you can find him fishing on Buckeye Lake or Alum Creek. Gwinn purchased a boat a few years ago so that he, his brother and friends could enjoy some casual grilling and fishing — time to just be guys. With their collective competitive spirit, however, it didn’t take long for it to turn into something more. Now, he said, there’s no time for grilling. The only thing they are hungry for is the Fisherman of the Year award they launched!



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# DRIVEN

I discovered my love for the gym early in my twenties. It came at a time when I knew I needed to take intentional action to make changes in my life. Through both diet and exercise I worked years to mold my body into my ideal image. Countless hours of sweat, years of meal prepping and thousands of pounds of dumbbells later, both my mind and body began to evolve. Eventually I aimed to make it more than a personal passion, taking a job at a gym and acquiring my degree in exercise science, but when the time came for me to launch my career, I realized my trajectory had shifted. I decided that I could channel my drive into something greater.

As I worked my way through school, Alex, PM's co-owner was launching out on his own adventure. He desired to establish himself in the Columbus market and founded PM Title as a means to do so, but he discovered he needed help. In the beginning I drove from Washington C.H. just to attend networking events. He saw the way I dove into my fitness and education, how I worked 3 jobs while supporting myself through school, and he knew that my dedication to the business would be equally powerful and invaluable.

I had no experience in sales, so I approached the job with unconventional eyes. Knowing I needed to separate myself, and the company, from a crowded pack, I didn't wait for opportunities to come to me, but rather created my own in unique ways. I made cold calls, held boot camps, attended open houses on Sundays and once baked 800 Shamrock made-from-scratch cookies to hand out for St. Patty's Day. I bucked traditional operating hours by answering late night calls from my bed, and I put my client's needs ahead of all else by often closing deals within just a matter of hours. I helped shoulder the weight of a burgeoning business and found myself addicted to my job in the same way I was to my fitness. I became obsessed with creating value for others. Now I wake up every day excited to face a new challenge, be it with weights in the gym or solving problems for a client. This industry is one of connection and collaboration and I'm eager to provide you with a spot.

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## RECENT Court Decisions PERTAINING TO REAL ESTATE

▶▶ legally speaking



By Jeffrey J. Madison, Esq.,  
Lane, Alton and Horst, LLC,  
jmadison@lanealton.com



The plaintiffs-appellees in this action were all residents of Garfield Heights and the complaint alleged noxious odors in their neighborhood affected the use and enjoyment of their properties. In addition to Garfield Heights, numerous other defendants were named in the suit. The plaintiffs' claims against the defendants revolve around the development of property in Garfield Heights that previously was the site of two landfills from the 1960s through the 1980s. In 2002, the waste materials on the property were disturbed and in 2005 the property was developed into a shopping center. Residents in the neighborhood immediately surrounding the shopping center complained of odors. As a result, the Ohio Environmental Protection Agency (EPA) issued orders in 2005 obligating Garfield Heights to take actions necessary for compliance with environmental regulations. As of November 2014, most of the tenants in the shopping center had vacated.

In support of a motion for certification as a class action, the plaintiffs submitted an affidavit of a licensed Ohio real estate agent and broker. The real estate broker testified that, if in a residential neighborhood, there are noxious odors which have continued for a long period of time, a reasonable buyer will be willing to pay only a diminished price. Consequently, he provided an opinion, to a reasonable degree of certainty, that the homes in the "class area" could be sold by a reasonable seller to a reasonable buyer only at a price of 30-35% below what these homes would sell for in the open market if there were no noxious odors; and that diminution in price will apply to the entire class area. The class was certified and Garfield Heights then filed a motion for judgment on the pleadings, which was denied.

Garfield Heights appealed claiming that Garfield Heights is statutorily immune from the nuisance claim. However, because

the denial of the motion for judgment on the pleadings did not constitute a final appealable order, the appeal was overruled and the matter remanded to the trial court for further proceedings.

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# DEB SACZAWA, MANAGER, CUTLER REAL ESTATE

►► leader feature

By Carol Rich

**I**t's at the heart of her many professional achievements and interests: Deb Saczawa, a manager with Cutler Real Estate, brings enthusiasm and her A-game to everything she does.

A REALTOR® since 1990, Saczawa oversees Cutler's Muirfield and Powell offices. She is also Cutler Real Estate's Director of Education for central Ohio. "REALTOR®s work very hard and I feel very passionate about helping them," she said.

After studying English at the University of Kentucky and Ohio State, Saczawa, who grew up in Waverly, Ohio, took stock of her career options and decided becoming a REALTOR® would be a good fit. "Practicing real estate sales is very unique because you become a trusted advisor and that role brings a lot of rewards with it," she said. "You get to be a part of people's lives and that's pretty amazing."

One of Saczawa's favorite stories sums up just how close she became to one young house-hunting family: After closing, their little boy walked into his



new home, looked around and asked, "Where's Debby?"

Recruited into management in 2013, Saczawa found that the same skills that made her a successful REALTOR® translated into effective supervisory tools. "I'd like to encourage other agents to think about joining the management side," observed Saczawa. "It's very rewarding and it could be something you find that comes naturally and that you enjoy." As a selling manager, she feels being in the field helps her stay relevant with the market, better serving her clients' and agents' needs.

Saczawa, who ran track in high school and was a cheerleader, has always been active and athletic — so much so, that the friends who introduced her to her husband, John, knew they would be a good match because they were both so passionate about fitness. Today, the two live in Powell with their 20-year-old son, Jack, a student at Michigan State University; their 17-year-old daughter Kate, who attends Olentangy Liberty High School; and their two Havanese dogs.

Like their father, John, who swam for Purdue, both of Saczawa's children are competitive swimmers. "When I'm not working out or with friends, I'm at a pool," jokes Saczawa.

Saczawa loves running; she hits the road several times a week and runs marathons and half-marathons. She also enjoys working out with John, and the two regularly take boxing and circuit training classes.

One of the Saczawas' favorite activities is scuba diving as a family. "My husband and I have gone scuba diving all over the Caribbean and in Tahiti. The kids just started into it and we've gone to the Florida Keys with them," said Saczawa. "It's fun when you enjoy something like that and you introduce it to your children."



*Danielle + Grace*



“

*REALTOR®s  
work very hard  
and I feel very  
passionate  
about helping  
them”*

Saczawa’s other off-hours interests include trying out new restaurants, sampling wines, cooking, reading, watching sports on ESPN, catching a movie and binging on Netflix. She loves joining friends and family on trips to New York City, where she can combine several of her favorite activities: Shopping, going to the theater and eating out.

A member of the St. Joan of Arc church, Saczawa is involved with the Franklin Park Conservatory Women’s Board and has participated in the Walk to End Alzheimer’s and the Buddy Walk. She also took part in an Honor Flight along with her late father, a World War II veteran. “To be able to do an Honor Flight with him was just an extraordinary experience,” she said.

Saczawa calls herself a lifelong learner, and she especially enjoys educating Cutler Real Estate’s REALTOR®s. “It’s really that opportunity to get together and grow together that we learn so much from,” she said. “I dedicate myself to personal development on a daily basis and I feel like it enhances our journey. You can’t give up the quest for learning new things — it’s the secret to having a rich life that keeps getting better and better.”



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► question of the month

# What song do you sing out loud every time you hear it?



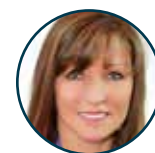
"Since I spend so much time in the car, I listen to music constantly! I tend to be a '70s chick — anything Pink Floyd, Led Zeppelin, James Gang, I love! But the song that never fails to move me is 'Here Comes the Sun' by The Beatles. How can your day not be lifted and your road paved with sunshine with this song as your anthem?"

**MARY CAMPBELL STAEBLER**



"Favorite song of my youth, 'Born to Run' by Bruce Springsteen. Great memories of driving in my car...music blaring...windows down...singing loudly! The very best was seeing The Boss from a front row seat in Charlotte, NC. He jumped off the stage and started singing to me and my friend. A moment in time that I'll never forget!"

**KELLY CANTWELL**



"Summer of '69' (Bryan Adams). Just like the song says...those were the best days of my life! If my kids could grow up like this compared to now! Wow!"

**TRUDY TIÚ**



"Most any Pat Benatar song makes me smile, but 'Shadows of the Night' is likely the favorite. Why? Pat Benatar is the first female solo rocker and greatest artist of all time; her influence is evident in every successful female artist since. While not my first album, Get Nervous had an awesome cover and this song still makes me want to grab someone's hand and passionately escape! I have zero singing voice, but always belt out this song."

**JASON HOTTLE**



"Smooth' by Carlos Santana always makes me smile and sing along. Reminds me of a fun trip to Cabo San Lucas where we were out on a catamaran with whales all around our boat, margaritas in hand and dancing to Smooth up on the tarp in the beautiful sunshine. That song always brings me back to that special time and the special people I shared that vacation with."

**SUE ANDREAS**



"Rachel and I were married February 17, 2018, and our first dance as husband and wife was to Ed Sheeran's 'Perfect.' These lyrics tell a story that we are fortunate to live. We laugh together, we've cried together and we pick each other up. Having her by my side to share life with makes me feel invincible. So often, I look at her and marvel. This is my favorite song because I can replay one of the most heartfelt moments of my life every time I listen."

**JONATHAN TOMKO**



"Humble and Kind' by Tim McGraw. I love this song only because that's how I see life in most ways! Plus it's my son's favorite song too and I would love to hope one day when he gets married that would be our song! That's what he tells me."

**NIKKI DINARDO**



"Lizzo, 'Good as Hell'! Why I like it ... because it's awesome!"

**CHERYL GODDARD**



"Journey's 'Don't Stop Believing.' My kids even loved that song!"

**PENNY SMITH**





NIKKI DINARDO

*“I love being a REALTOR®,” DiNardo said. “It has its highs and lows, but it’s one of the most rewarding careers I’ve ever had. From an \$8,000 house to a million-dollar house, everyone deserves a place to call home.”*



►► real producer

By Mary Mitton-Sanchez  
Photos by Studio Williams

# Century 21 Excellence Realty

**I would never generalize that blondes have more fun, but in the case of REALTOR® Nikki DiNardo—it happens to be true. A lot of that fun and joy can be attributed to her successful career as a real estate agent.**

DiNardo, like many of the successful REALTORS® *Real Producers*, has featured over the years, didn’t intend on being a REALTOR®. “My best friend since third grade, she wanted desperately to be a REALTOR®,” DiNardo said. “I always said, ‘No way!’ Now, she is extremely happy that this my career.”

DiNardo went to college to become an early childhood educator, and her high school sweetheart (now her husband of 19 years) wanted to be a police officer. He wanted to be a police officer so much that he put in applications all over the state.

After he was hired in Hamilton County, DiNardo found herself moving to Cincinnati area. While looking for apartments, she stumbled upon a job that she hadn’t planned on originally. “We went to an apartment community, and the woman happened to be looking for someone to lease apartments,” DiNardo said. “I worked in property management and then ended up making it my full-time job.”

Eventually, DiNardo and her family headed back to Columbus upon the birth of her daughter. Her uncle helped her find a job selling new builds, and she did that for eight years. “I worked for a few companies, and I was really happy,” DiNardo said, “but people were always calling and asking me for referrals. Finally, it sunk in that I was passing out so many other people’s business cards. I went to school, took my test, and became a licensed agent in 2008.”

Over time, DiNardo has established a business in an area very familiar to her life. “My main niche is working with firefighters, police officers, and nurses,”

DiNardo said. “They expect a lot from me, have high expectations, and are strong-willed. It makes me happy when I can do a good job for them. They also get to see me in another light, rather than just the wife of my husband.”

DiNardo’s husband is now a sergeant with the Franklin County Police Department. This has allowed her to make and maintain many connections in the community. “I always look out for their best interest, and I have to feel like this is the right house for them,” DiNardo said. “I can show you 50 houses or four houses, but you have to know that this is the one.” That care and attention to detail are what DiNardo prides herself on.

“In four or five years, I want them to pick up the phone and want to call me again,” she said. “They’re a person to me. Sometimes my clients are surprised that I work with so many other clients, but it’s fun for me. If I was going to count, it would lose some of the thrill of it. I do it because I love it, and it’s fun.”

DiNardo works to instill that sense of fun in TEAM CORE as well. “We are all individual team agents but still work great together. Our clients can tell we all love what we do...help people make the dream of homeownership come true and fun at the same time. Cathie Kaufman, Heidi Coppess, Sarah Culbertson, Amy Kraft and me. We’re all blondes. You have to be blonde to be on our team—just kidding!”

...



••• DiNardo works hard, and she plays hard, too. Her family is a top priority, even amongst her busy schedule. She and her husband, Kevin, share a daughter, Kaitlyn (17), and a son, Austin (13). The family also just got a new dog, a German Shepherd. “I’m very involved in my kids’ lives and my family,” DiNardo said. “It was important to me to prioritize my kids’ games and competitions. My son plays football, my daughter does all-star cheer, and we travel frequently. I never want to miss my kids’ events, and I work hard to prioritize them. Sometimes, when I make an appointment, that’s what it is.”

Having a career she truly enjoys makes it easy for DiNardo to shift gears back into professional mode.

“I love being a REALTOR®,” DiNardo said. “It has its highs and lows, but it’s one of the most rewarding careers I’ve ever had. From an \$8,000 house to a million-dollar house, everyone deserves a place to call home.”





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# TOP 150 STANDINGS • BY VOLUME

Teams and Individuals Closed date from Jan 1st, 2019- May 31st, 2019 as of Saturday, June 1st, 2019 at 1:57pm

Rank No	Agent Name	Office	Units	Volume
1	Ruff, Jeffery W	HER, Realtors	119	47,408,000
2	Raines, Sandy L	HER, Realtors	114	44,575,000
3	Casey, Michael A	Re/max Connection, Realtors	77	25,606,000
4	Ritchie, Lee	Re/max Metro Plus	74	23,909,000
5	Cooper, Samuel	HER, Realtors	97	20,804,000
6	Ciamacco, DeLena	Re/max Connection, Realtors	55	17,916,000
7	Robbins, William T	HER, Realtors	48	16,172,000
8	Elflein, Joan	Ohio Broker Direct, LLC	64	15,583,000
9	Thomas, Anthony L	New Albany Realty, Ltd	36	15,499,000
10	Lynn, Lorraine M	Keller Williams Consultants Realty	65	14,173,000
11	Fairman, Charlene K	The Realty Firm	46	13,860,000
12	Berrien, Todd V	Keller Williams Consultants Realty	55	12,753,000
13	Looney, Sherry L	HER, Realtors	77	12,629,000
14	Madosky Shaw, Lari	Coldwell Banker King Thompson	24	11,649,000
15	Green, Melissa M	Re/max Consultant Group	32	11,501,000
16	MacKenzie, Cynthia C	Keller Williams Capital Partners	35	11,138,000
17	Powell, Tina M	Coldwell Banker King Thompson	35	10,841,000
18	Yoder-Barnhart, Nicole R	HER, Realtors	43	10,781,000
19	Wainfor, Susan	HER, Realtors	28	10,657,000
20	Kamann, Heather R	HER, Realtors	42	10,472,000
21	Kemp, Brian D	Keller Williams Capital Partners	27	10,317,000
22	Ferrari, Rhiannon M	Kw Classic Properties Realty	37	9,933,000
23	Clark, Amy G	Era Real Solutions Realty	40	9,818,000
24	LaBuda, Jo-Anne	Keller Williams Capital Partners	26	9,694,000
25	Shaffer, Donald E	HER, Realtors	50	9,609,000
26	Ruehle, Ryan J	Exp Realty	54	9,560,000
27	Chiero, Kathy L	Keller Williams Greater Columbus Realty, LLC	42	9,247,000
28	Guanciale, Andrew P	Coldwell Banker King Thompson	56	8,960,000
29	Linn, Misty D	Core Ohio, Inc.	44	8,594,000
30	Dixon, Tracey L	HER, Realtors	36	8,444,000
31	Hetherington, Robert	Keller Williams Consultants Realty	21	8,340,000
32	Close, Allison L	Keller Williams Consultants Realty	22	8,194,000
33	Urbatis, Patti	Berkshire Hathaway Homeservices Professional Realty	30	8,152,000
34	Fox-Smith, Angelina L	Coldwell Banker King Thompson	24	7,964,000

Rank No	Agent Name	Office	Units	Volume
35	Murphy, Kristina R	HER, Realtors	42	7,851,000
36	Hicks, Lori A	Keller Williams Greater Columbus Realty, LLC	39	7,746,000
37	Dysinger, Lindsay C	Wagenbrenner Realty, Ltd.	13	7,740,000
38	Abbott, Kelly	HER, Realtors	27	7,730,000
39	Hinson, Alan D	New Albany Realty, Ltd	9	7,690,000
40	Neff, Mark B	New Albany Realty, Ltd	19	7,514,000
41	Roehrenbeck, James F	Re/max Town Center	35	7,379,000
42	Tobias, Aaron M	Re/max Revealty	36	7,364,000
43	Gang, Judy	Re/max One	34	7,346,000
44	Conley, Amy E	Cutler Real Estate	12	7,343,000
45	Godard, Cheryl S	Kw Classic Properties Realty	9	7,212,000
46	Beckett-Hill, Jill	Realty Executives Decision	11	7,203,000
47	Harr, Debbie	Homes That Click Advantage, LLC	22	7,081,000
48	George, Paul J	Keller Williams Greater Columbus Realty, LLC	27	7,047,000
49	Vlasidis, Nicholas J	Nexthome Experience	22	6,823,000
50	Kearns-Davis, Pat	Re/max Capital Centre	16	6,819,000

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Teams and Individuals Closed date from Jan 1st, 2019- May 31st, 2019 as of Saturday, June 1st, 2019 at 1:57pm

Rank No	Agent Name	Office	Units	Volume
51	Price, Hugh H	HER, Realtors	29	6,750,000
52	Wyatt, Lauren S	Keller Williams Consultants Realty	31	6,741,000
53	McKivergin, Lisa	Re/max Premier Choice	20	6,728,000
54	Smith, Steven S	Keller Williams Consultants Realty	27	6,724,000
55	Hebert, Christopher P	HER, Realtors	27	6,717,000
56	Peters, Carla K	Re/max One	22	6,700,000
57	Kovach, Michelle L	Keller Williams Premier Realty	32	6,676,000
58	Skinner, Charles G	Vip Realty, Inc.	26	6,675,000
59	Meyer, James D	Cutler Real Estate	14	6,643,000
60	Reil, Timothy C	Keller Williams Consultants Realty	15	6,597,000
61	*Mahler, Jeff A	Keller Williams Capital Partners	23	6,430,000
62	Parsley, David H	Ross, Realtors	16	6,404,000
63	Carruthers, Michael D	Coldwell Banker King Thompson	12	6,325,000
64	Kim, Lory	Re/max Connection, Realtors	24	6,251,000
65	Moore, Timothy R	Keller Williams Excel Realty	34	6,160,000
66	Jones, Jane L	HER, Realtors	8	6,104,000
67	DiNardo, Julia N	Century 21 Excellence Realty	22	6,103,000

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Rank No	Agent Name	Office	Units	Volume
68	Koontz Gilmour, Paula	Coldwell Banker King Thompson	14	6,015,000
69	Robinson, Andrew W	Re/max Achievers	11	5,972,000
70	Toth, Sherrie	Re/max Consultant Group	23	5,958,000
71	Rudler, Jill D	Keller Williams Excel Realty	20	5,926,000
72	Soller, Linda C	Coldwell Banker King Thompson	19	5,867,000
73	Willcut, Roger E	Coldwell Banker King Thompson	19	5,841,000
74	Barlow, Jaysen E	Sell For One Percent	25	5,834,000
75	Parrett, Constance D	HER, Realtors	25	5,825,000
76	Kessler-Lennox, Jane	New Albany Realty, Ltd	6	5,823,000
77	Rano-Jonard, Linda M	Re/max Affiliates, Inc.	26	5,779,000
78	Benadum, Jan R	Coldwell Banker King Thompson	13	5,724,000
79	Casey, Susanne	Keller Williams Capital Partners	20	5,694,000
80	Grandey, M. Michaela	Rolls Realty	13	5,648,000
81	Davis Spence, Katherine	Kw Classic Properties Realty	19	5,648,000
82	Rano, Richard J	Re/max Affiliates, Inc.	21	5,613,000
83	Ross, James E	Red 1 Realty	28	5,599,000
84	Rosen, Christopher	Cutler Real Estate	14	5,513,000
85	Press, Marci L	Home Central Realty	19	5,397,000
86	Powers, David S	Street Sotheby's International Realty	8	5,375,000
87	Pacifico, Michael A	Re/max One	21	5,357,000
88	Miller, Sharon L	Re/max One	23	5,349,000
89	McClaine, Michele A	Coldwell Banker King Thompson	25	5,348,000
90	Miller, Lois J	Kw Classic Properties Realty	16	5,299,000
91	Rowe, Robert A	Re/max Capital Centre	20	5,172,000
92	Tomlinson, Meredith	Coldwell Bankerrealtychampions	24	5,167,000
93	Curtis, Jack R	Keller Williams Consultants Realty	13	5,143,000
94	Golan, Virginia	Nexthome Experience	24	5,122,000
95	*Acosta Tobin, Regina	Metro Village Realty	14	5,119,000
96	Pandya, Ajay B	E-merge Real Estate Unlimited	18	4,984,000
97	Criss, Kristen L	Keller Williams Greater Columbus Realty, Llc	17	4,982,000
98	Farwick, Melinda K	Re/max Resource	18	4,957,000
99	Miller, Sam	Re/max Stars	23	4,913,000
100	Lusk-Gleich, M. Sue	Keller Williams Capital Partners	17	4,884,000

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Rank No	Agent Name	Office	Units	Volume
101	Alley, Rachel M	Keller Williams Capital Partners	23	4,879,000
102	Fenters, Dan T	Coldwell Banker King Thompson	13	4,872,000
103	Chudik, Margaret L	Coldwell Banker King Thompson	12	4,845,000
104	Breeckner, Brian	Realty Executives Decision	35	4,817,000
105	Calvert, Aimee C	Re/max Premier Choice	15	4,771,000
106	Nitzschke, Amy L	Crt, Realtors	20	4,729,000
107	Hursh, Andrew J	Cutler Real Estate	19	4,718,000
108	Brunner, Johnathon	Keller Williams Greater Columbus Realty, LLC	17	4,668,000
109	Allen, David M	Key Realty	18	4,650,000
110	Prewitt, Brandon T	Re/max Metro Plus	20	4,634,000
111	Lim, Daniel J	Lim Realty Group	13	4,604,000
112	Eagleson, Sarah R	Kw Classic Properties Realty	12	4,602,000
113	Mason, Marilyn D	Re/max Premier Choice	14	4,599,000
114	Mitchell, Courtney J	Re/max Premier Choice	14	4,583,000
115	Schottenstein, Lawrence	Re/max Revealty	11	4,552,000
116	Kovacs, Kimberly A	Coldwell Banker King Thompson	26	4,530,000
117	Novak, Susanne	Re/max 24/7	14	4,520,000
118	Michel, Meg	Re/max Winners	22	4,470,000
119	Krider, Jeffrey D	Kw Classic Properties Realty	21	4,465,000
120	Brennan, Susanne L	Howard Hanna Realcom Realty	10	4,413,000
121	Ford, Clint A	HER, Realtors	18	4,409,000
122	McNichols, Debra A	Re/max Impact	22	4,404,000
123	Lorenzo, Diane C	Keller Williams Consultants Realty	7	4,386,000
124	Meacham, Timothy W	Meacham Real Estate Company	15	4,359,000
125	Maze, Jamie L	Re/max Affiliates, Inc.	15	4,350,000
126	Goldach, Deborah R	Kw Classic Properties Realty	9	4,345,000
127	Cook, Monica L	Coldwell Banker King Thompson	16	4,339,000
128	Lubinsky, John D	Re/max Affiliates, Inc.	15	4,312,000
129	Walsh, Sara L	Re/max Impact	11	4,303,000
130	Griffith, Tyler R	Re/max Peak	20	4,287,000
131	Whiteman, J. Michael	Re/max Achievers	14	4,283,000
132	Berg, Susan J	Coldwell Banker King Thompson	13	4,281,000
133	Heicher Gale, Barbara S	Keller Williams Consultants Realty	12	4,276,000
134	Hart, Kevin	Keller Williams Consultants Realty	20	4,264,000

Rank No	Agent Name	Office	Units	Volume
135	Uhlenhake, Angela E	Keller Williams Consultants Realty	7	4,227,000
136	Bean, Michael J	Keller Williams Excel Realty	15	4,206,000
137	Kendle, Ronald D	Re/max Town Center	18	4,202,000
138	Gregory, Christopher H	Rolls Realty	8	4,193,000
139	Alfriend, Kyle	Re/max Achievers	14	4,165,000
140	Averill, Rory D	Re/max North	15	4,128,000
141	Minister, Judy	Minister Realty, Inc.	15	4,115,000
142	Wheeler, Lacey D	Core Ohio, Inc.	14	4,090,000
143	Marvin, Scott A	Team Results Realty	16	4,068,000
144	Meige, Pamela K	Coldwell Banker King Thompson	11	4,064,000
145	Hemmert, Benjamin	HER, Realtors	16	4,060,000
146	Parrish, Susan T	Kw Classic Properties Realty	14	4,012,000
147	Glanzman, Matthew A	Re/max One	12	4,001,000
148	DeLeon, Zachary T	Gorsuch Realty Company	16	3,995,000
149	Schilling, Samantha J	Re/max 360	10	3,971,000
150	Kirk, Jon F	Re/max Premier Choice	6	3,965,000

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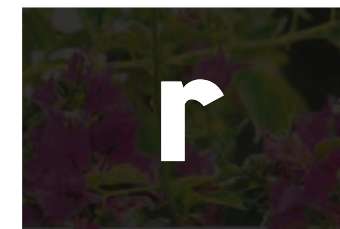
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# TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan 1st, 2019- May 31st, 2019 as of Saturday, June 1st, 2019 at 1:57pm

Rank No	Agent Name	Office	Units	Volume
1	Ruff, Jeffery W	HER, Realtors	47,408,000	119
2	Raines, Sandy L	HER, Realtors	44,575,000	114
3	Cooper, Samuel	HER, Realtors	20,804,000	97
4	Casey, Michael A	Re/max Connection, Realtors	25,606,000	77
5	Looney, Sherry L	HER, Realtors	12,629,000	77
6	Ritchie, Lee	Re/max Metro Plus	23,909,000	74
7	Lynn, Lorraine M	Keller Williams Consultants Realty	14,173,000	65
8	Elflein, Joan	Ohio Broker Direct, Llc	15,583,000	64
9	Guanciale, Andrew P	Coldwell Banker King Thompson	8,960,000	56
10	Berrien, Todd V	Keller Williams Consultants Realty	12,753,000	55
11	Ciamacco, DeLena	Re/max Connection, Realtors	17,916,000	55
12	Ruehle, Ryan J	Exp Realty	9,560,000	54
13	Shaffer, Donald E	HER, Realtors	9,609,000	50
14	Rhoads, Bryan E	Vinebrook Homes Realty	3,175,000	49
15	Robbins, William T	HER, Realtors	16,172,000	48
16	Fairman, Charlene K	The Realty Firm	13,860,000	46
17	Linn, Misty D	Core Ohio, Inc.	8,594,000	44

Rank No	Agent Name	Office	Units	Volume
18	Yoder-Barnhart, Nicole R	HER, Realtors	10,781,000	43
19	Chiero, Kathy L	Keller Williams Greater Columbus Realty, Llc	9,247,000	42
20	Murphy, Kristina R	HER, Realtors	7,851,000	42
21	Kamann, Heather R	HER, Realtors	10,472,000	42
22	Hatfield, Kelli L	Realty Executives Decision	3,554,000	41
23	Clark, Amy G	Era Real Solutions Realty	9,818,000	40
24	Hicks, Lori A	Keller Williams Greater Columbus Realty, Llc	7,746,000	39
25	Ferrari, Rhiannon M	Kw Classic Properties Realty	9,933,000	37
26	Tobias, Aaron M	Re/max Revealty	7,364,000	36
27	Thomas, Anthony L	New Albany Realty, Ltd	15,499,000	36
28	Dixon, Tracey L	HER, Realtors	8,444,000	36
29	Breeckner, Brian	Realty Executives Decision	4,817,000	35
30	Powell, Tina M	Coldwell Banker King Thompson	10,841,000	35
31	MacKenzie, Cynthia C	Keller Williams Capital Partners	11,138,000	35
32	Roehrenbeck, James F	Re/max Town Center	7,379,000	35
33	Gang, Judy	Re/max One	7,346,000	34
34	Moore, Timothy R	Keller Williams Excel Realty	6,160,000	34
35	Kovach, Michelle L	Keller Williams Premier Realty	6,676,000	32
36	Green, Melissa M	Re/max Consultant Group	11,501,000	32
37	Wyatt, Lauren S	Keller Williams Consultants Realty	6,741,000	31
38	Urbatis, Patti	Berkshire Hathaway Homeservices Professional Realty	8,152,000	30
39	Price, Hugh H	HER, Realtors	6,750,000	29
40	Wainfor, Susan	HER, Realtors	10,657,000	28
41	Ross, James E	Red 1 Realty	5,599,000	28
42	Wilcox, James L	Countrytyme Realty, Llc	2,528,000	27
43	Kemp, Brian D	Keller Williams Capital Partners	10,317,000	27
44	Hebert, Christopher P	Her, Realtors	6,717,000	27
45	Smith, Steven S	Keller Williams Consultants Realty	6,724,000	27
46	George, Paul J	Keller Williams Greater Columbus Realty, Llc	7,047,000	27
47	Abbott, Kelly	HER, Realtors	7,730,000	27
48	Skinner, Charles G	Vip Realty, Inc.	6,675,000	26
49	Payne, Donald A	Vision Realty, Inc.	3,496,000	26
50	Kovacs, Kimberly A	Coldwell Banker King Thompson	4,530,000	26

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# TOP 150 STANDINGS • BY UNIT

Teams and Individuals Closed date from Jan 1st, 2019- May 31st, 2019 as of Saturday, June 1st, 2019 at 1:57pm

Rank No	Agent Name	Office	Units	Volume
51	LaBuda, Jo-Anne	Keller Williams Capital Partners	9,694,000	26
52	Rano-Jonard, Linda M	Re/max Affiliates, Inc.	5,779,000	26
53	Parrett, Constance D	HER, Realtors	5,825,000	25
54	McClaine, Michele A	Coldwell Banker King Thompson	5,348,000	25
55	Barlow, Jaysen E	Sell For One Percent	5,834,000	25
56	Madosky Shaw, Lari	Coldwell Banker King Thompson	11,649,000	24
57	Fox-Smith, Angelina L	Coldwell Banker King Thompson	7,964,000	24
58	Hart, Georgia	Keller Williams Consultants Realty	3,626,000	24
59	Golan, Virginia	Nexthome Experience	5,122,000	24
60	Tomlinson, Meredith	Coldwell Bankerrealtychampions	5,167,000	24
61	Kim, Lory	Re/max Connection, Realtors	6,251,000	24
62	Miller, Sharon L	Re/max One	5,349,000	23
63	Toth, Sherrie	Re/max Consultant Group	5,958,000	23
64	*Mahler, Jeff A	Keller Williams Capital Partners	6,430,000	23
65	Alley, Rachel M	Keller Williams Capital Partners	4,879,000	23
66	Watkins, Cindi Ann	E-merge Real Estate Excellence	3,794,000	23
67	Miller, Sam	Re/max Stars	4,913,000	23

Rank No	Agent Name	Office	Units	Volume
68	Peters, Carla K	Re/max One	6,700,000	22
69	McNichols, Debra A	Re/max Impact	4,404,000	22
70	Harr, Debbie	Homes That Click Advantage, Llc	7,081,000	22
71	DiNardo, Julia N	Century 21 Excellence Realty	6,103,000	22
72	Close, Allison L	Keller Williams Consultants Realty	8,194,000	22
73	Vlasidis, Nicholas J	Nexthome Experience	6,823,000	22
74	Michel, Meg	Re/max Winners	4,470,000	22
75	Warner, Gina L	Kingdom Realty	3,329,000	21
76	Krider, Jeffrey D	Kw Classic Properties Realty	4,465,000	21
77	Pacifico, Michael A	Re/max One	5,357,000	21
78	Rano, Richard J	Re/max Affiliates, Inc.	5,613,000	21
79	Hetherington, Robert	Keller Williams Consultants Realty	8,340,000	21
80	Collins, Jonathan W	Bauer Real Estate Company, Llc	2,686,000	21
81	Mickey, William A	Re/max Premier Choice	2,570,000	21
82	Nitzschke, Amy L	Crt, Realtors	4,729,000	20
83	Bonnie, Sara J	Bonnie Realty Services	2,935,000	20
84	Rowe, Robert A	Re/max Capital Centre	5,172,000	20
85	Prewitt, Brandon T	Re/max Metro Plus	4,634,000	20
86	Grimm, Shannon T	HER, Realtors	3,763,000	20
87	Figueroa, Gerardo L	Mi Casa Group Realty Llc.	2,071,000	20
88	Hart, Kevin	Keller Williams Consultants Realty	4,264,000	20
89	Casey, Susanne	Keller Williams Capital Partners	5,694,000	20
90	Griffith, Tyler R	Re/max Peak	4,287,000	20
91	Patterson, Charmin M	HER, Realtors	2,882,000	20
92	McKivergin, Lisa	Re/max Premier Choice	6,728,000	20
93	Rudler, Jill D	Keller Williams Excel Realty	5,926,000	20
94	Neff, Mark B	New Albany Realty, Ltd	7,514,000	19
95	Willcut, Roger E	Coldwell Banker King Thompson	5,841,000	19
96	Russo, Richard	Art Russo, Realtors	3,500,000	19
97	Ridley, Rebecca R	Signature Real Estate	1,480,000	19
98	Russo, Arthur F	Art Russo, Realtors	3,553,000	19
99	Hursh, Andrew J	Cutler Real Estate	4,718,000	19
100	Davis Spence, Katherine	Kw Classic Properties Realty	5,648,000	19

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**- Mike Whiteman,**  
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**Teams and Individuals** Closed date from Jan 1st, 2019- May 31st, 2019 as of Saturday, June 1st, 2019 at 1:57pm

Rank No	Agent Name	Office	Units	Volume
101	Ogle, Donna S	Coldwell Banker King Thompson	2,762,000	19
102	Cliffel, Eric J	Kw Classic Properties Realty	3,958,000	19
103	Press, Marci L	Home Central Realty	5,397,000	19
104	Ringer, Scott W	Keller Williams Consultants Realty	2,281,000	19
105	Parks, Aaron	Century 21 Frank Frye Real Est	2,810,000	19
106	Lepi, Roberta L	Lepi & Associates Real Estate Services	1,249,000	19
107	Soller, Linda C	Coldwell Banker King Thompson	5,867,000	19
108	Rader, Gwen E	Re/max One	3,747,000	18
109	Bell, Megan L	E-merge Real Estate	3,382,000	18
110	Lyubimova, Ekaterina	Nexthome Experience	3,370,000	18
111	Farwick, Melinda K	Re/max Resource	4,957,000	18
112	Barker, Dara L	HER, Realtors	3,696,000	18
113	Ford, Clint A	HER, Realtors	4,409,000	18
114	Moll, Mindy M	E-merge Real Estate Excellence	2,857,000	18
115	Allen, David M	Key Realty	4,650,000	18
116	Pandya, Ajay B	E-merge Real Estate Unlimited	4,984,000	18
117	Gilmore, Teri J	HER, Realtors	3,547,000	18

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Rank No	Agent Name	Office	Units	Volume
118	Stasel, Heather M	HER, Realtors	2,243,000	18
119	Wright, Kacey A	Re/max Metro Plus	3,749,000	18
120	Kendle, Ronald D	Re/max Town Center	4,202,000	18
121	Tiu, Trudy D	E-merge Real Estate	2,875,000	18
122	Wills, Julie R	HER, Realtors	3,637,000	17
123	Gwinn, Justin N	E-merge Real Estate	2,929,000	17
124	Reeves, Carol A	Re/max Achievers	3,566,000	17
125	Mulroy, Faith C	Re/max One	2,856,000	17
126	Johnston, Justin N	Signature Real Estate	3,521,000	17
127	Criss, Kristen L	Keller Williams Greater Columbus Realty, Llc	4,982,000	17
128	Lusk-Gleich, M. Sue	Keller Williams Capital Partners	4,884,000	17
129	Brunner, Johnathon	Keller Williams Greater Columbus Realty, Llc	4,668,000	17
130	Laemmle, Michael R	The Mike Laemmle Team Realty	2,746,000	17
131	Daring-Stewart, Bryn L	Royer Realty Llc	2,170,000	17
132	Hamilton, V. Patrick	Re/max Alliance Realty	2,139,000	17
133	Keith, Kimberly A	Coldwell Banker King Thompson	3,452,000	17
134	Stone, Todd C	Re/max Town Center	2,670,000	17
135	Reed, Christopher L	Kw Classic Properties Realty	3,531,000	17
136	Bethel, John	Re/max Realty Group	1,669,000	17
137	Wimmers, James E	Keller Williams Consultants Realty	3,840,000	17
138	Wlodyka, Jamie M	Realty Executives Decision	3,346,000	16
139	Schneider, Karl G	Cam Taylor Co. Ltd., Realtors	2,049,000	16
140	Parsley, David H	Ross, Realtors	6,404,000	16
141	Kearns-Davis, Pat	Re/max Capital Centre	6,819,000	16
142	Coffey, Kevin P	Keller Williams Premier Realty	2,480,000	16
143	Hemmert, Benjamin	HER, Realtors	4,060,000	16
144	Wooden, Brenda G	Re/max Revealty	3,344,000	16
145	Miller, Lois J	Kw Classic Properties Realty	5,299,000	16
146	Cook, Monica L	Coldwell Banker King Thompson	4,339,000	16
147	Sayre, Susan A	Collective House Realty	3,385,000	16
148	Marvin, Scott A	Team Results Realty	4,068,000	16
149	Weade, Branen L	Weade Realtors & Auctioneers	2,083,000	16
150	Sheppard, Joshua B	Realty Executives Showcase	3,248,000	16





Brad Hennebert



# COMMON TAX MYTHS THAT CAN GET YOU INTO TROUBLE

**Myth:** “I bought a magnetic sticker and put it on my car, so I’m always advertising with it, therefore all my car expenses are 100% deductible.”

**Fact:** That’s a commonly heard myth, but it just isn’t true. Your personal mileage is still personal, and only your business usage would actually be deductible, just like in a vehicle with no sign.

**Myth:** “I don’t need to have a mileage log, because I claim a percentage of business use.”

**Fact:** This isn’t true, but is commonly believed. If you claim automobile expense in any manner, you need to prove where you went, when, and why. Only a mileage log meets the criteria the IRS has established for corroborating evidence.

**Myth:** “I can write off my profession clothing – I only wear that suit, or those shoes – for work, so it is work expense and I can write it off.”

**Fact:** Clothing that you buy that is suitable for everyday wear – such as suits, dress pants or slacks,

shoes or whatever – is not tax deductible. Even if you only wear it to work. The only type of clothing you can expense for tax purposes is that which is not suitable for everyday wear – such as a fireman’s uniform, police uniform, nurse and doctor scrubs, fire retardant clothing that steelworkers may use, etc. Dry cleaning is likewise not deductible.

**Myth:** “I can write off season tickets to my hometown football team or local performing arts, etc. if I take clients to some events.”

**Fact:** You used to be able partially deduct amounts that would accrue to each separate game, for business use. The Tax Cuts and Jobs Act of 2017 effectively eliminated the entertainment deduction, however.

**Be aware of these common tax mistakes!** If you made this mistakes on your return recently, give us a call at **614-524-4888** and we can prepare an amended return for you, so you can fix it BEFORE you get audited!

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