

Awards & Recognition for August, 2008

#1 SALES ASSOCIATE



Bernie Taylor
Crown Point

RUNNER-UP SALES ASSOCIATE



Diane Cline
Scherverville

#1 LISTING AGENT



Bernie Taylor
Crown Point

TOP OFFICES

DIVISION 1 - Crown Point, Highland, **Schererville**, Merrillville, Valparaiso

DIVISION 2 - Chesterton, DeMotte, **Portage**

DIVISION 3 - Beecher, Bourbonnais, Crete, **Lowell**, Tinley Park, Winfield, Shorewood

#1 Offices for August

CROWN POINT (residential) **Listing Units 69**

SCHERERVILLE **Listing Volume \$10,487,818**

CROWN POINT **Sales Units 68** **CROWN POINT** **Sales Volume \$10,408,409**

MEDALLION WINNERS

Jeff Blade	Dan Ferguson	Lisa Zieminski	Sharon Plassmann
Megan Foley	Sue Sullivan	Deborah Gleason	Ray Keil
Carlos Lemus	John Lewandowski	Paula Casanova	Bernie Taylor
Bonnie Pugh	Terry Papp, Jr.	Sheryl Barnard	Diane Cline
Wendy V	Kathy Smailis	Donna Case	Sandy Hernandez
Sharon Webb	Tim Dossaji	Kelly Ryan	
Marcie Wheeler	George Dubovich	Bob Calabrese & Kristi Davids	
Debra Blummer	Will Hinton	Karen Sytsma	
Marion Mrzlock-Dabis	Frank Montanez	Al Schmidt	
David Capp	Kathy Camp		
Mary Stang	Melissa Capellari		

August Portraits of Success

BEECHER

LISTING



Jackie Graniczny

SALES



Michelle Boicken

OFFICE PRODUCTION

Listing Units	10	Sales Units	4
Listing Volume	2,447,200	Sales Volume	982,800

BOURBONNAIS

LISTING



Laura Bacon and
Tammi Greenwald

SALES



The K Team

OFFICE PRODUCTION

Listing Units	19	Sales Units	5
Listing Volume	3,504,700	Sales Volume	1,561,895

CHESTERTON

LISTING



Mike Adams

SALES



Patty Raffin

OFFICE PRODUCTION

Listing Units	14	Sales Units	29
Listing Volume	2,332,000	Sales Volume	4,017,200

CRETE

LISTING



Jack Slater

SALES



Paul Lowe

OFFICE PRODUCTION

Listing Units	10	Sales Units	8
Listing Volume	2,427,400	Sales Volume	871,600

CROWN POINT

LISTING & SALES



Bernie Taylor

OFFICE PRODUCTION

Listing Units	69	Sales Units	68
Listing Volume	9,845,286	Sales Volume	10,408,409

DEMOTTE

LISTING



Joyce Martin

SALES



Joan Majerik &
Linda White

OFFICE PRODUCTION

Listing Units	23	Sales Units	31
Listing Volume	3,782,000	Sales Volume	5,025,100

August Portraits of Success

HIGHLAND

LISTING



Mary Jane DiMichele

Listing Units 30
Listing Volume 4,341,493

SALES



Lisa Zieminski

Sales Units 45
Sales Volume 6,847,477

OFFICE PRODUCTION

LOWELL

LISTING



Jennifer Dregors

Listing Units 23
Listing Volume 4,400,600

SALES



Myra Harris

Sales Units 25
Sales Volume 4,382,625

OFFICE PRODUCTION

PORTAGE

LISTING & SALES



Rosalind Davila

Listing Units 13
Listing Volume 1,514,200

Sales Units 29
Sales Volume 2,807,714

OFFICE PRODUCTION

SCHERERVILLE

LISTING



Chuck Dellorto

Listing Units 51
Listing Volume 10,487,818

SALES



Diane Cline

Sales Units 54
Sales Volume 9,299,661

OFFICE PRODUCTION

SHOREWOOD

LISTING & SALES



Hilary Pappas

Listing Units 2
Listing Volume 410,000

Sales Units 1
Sales Volume 225,000

OFFICE PRODUCTION

TINLEY PARK

LISTING & SALES



Kelly Ryan

Listing Units 21
Listing Volume 4,880,000

Sales Units 15
Sales Volume 2,278,700

OFFICE PRODUCTION

August Portraits of Success

VALPARAISO

LISTING & SALES



George Dubovich
OFFICE PRODUCTION

Listing Units	19	Sales Units	37
Listing Volume	2,859,298	Sales Volume	5,398,300

WINFIELD

LISTING



Robin Sturgeon
OFFICE PRODUCTION

Listing Units	11
Listing Volume	2,060,000

SALES



Terry Papp, Jr.

Sales Units	16
Sales Volume	3,139,900

Written Sales for previous month: Sales Associates with \$1,000,000+ in Sales

Joan Majerik and Linda White - DeMotte
Joyce Martin - DeMotte

Edie Cothran - Schererville

Written Sales for previous month: Sales Associates with \$750,000 to \$1,000,000 in Sales

Debbie Lightfoot - Chesterton
Sharon Plassmann - Crown Point
Al Schmidt - Crown Point

Lori Benoit - Lowell
Nina Borom - Schererville
Scott Eriks and Kelly Rinker - Winfield

Written Sales for previous month: Sales Associates with 5 or more Commission legs and/or \$350,000 to \$750,000 in Sales

Michelle Boicken - Beecher
Cristina Cisneros - Beecher
Jackie Graniczny - Beecher
Marti Mancuso - Chesterton
Patty Raffin - Chesterton
Nancy Frigo Team - Crown Point
Binika Henderson - Crown Point
Sue Herrmann - Crown Point
Brenda Hidalgo - Crown Point
Ray Keil - Crown Point
Don Ready & Jeff Sunny - Crown Point
Sandy Samson - Crown Point
Bernie Taylor - Crown Point
Ralph Peo - DeMotte
Opal Williams - DeMotte

Kathy Camp - Highland
Kali Desai - Highland
John Lopez - Highland
Karen Stein - Highland
Lori Benoit - Lowell
Myra Harris - Lowell
Rich and Maria Todd - Lowell
Sharon Webb - Lowell
Tracy Anderson - Portage
Cveta Gass - Portage
Donna Case - Schererville
India Castaneda - Schererville
Edie Cothran - Schererville
Tina Douglass - Schererville
Sandy Hernandez - Schererville

Frank Montanez - Schererville
Mary Stang - Schererville
Julie Banasiak - Tinley Park
Don Moore - Tinley Park
George Kepchar, Sr. - Valparaiso
Milt Moyer - Valparaiso
Ruth Norlington - Valparaiso
Kendra Simon - Valparaiso
Paula Casanova - Winfield
Christine Frogli - Winfield
Scott Eriks & Kelly Rinker - Winfield
Wendy V - Winfield

Listing Volume for previous month: Sales Associates with 5 or more Listings and/or over \$350,000 in Listing Volume

Karen Baker - Beecher

Jackie Graniczny - Beecher

Joanne Sebben - Beecher

Laura Bacon & Tammi Greenwald -

Bourbonnais

Karen Hertzberger-Schmidt -

Bourbonnais

Mike Adams - Chesterton

Bob Calabrese & Kristi Davids -

Crown Point

Debbie Depper - Crown Point

Nancy Frigo Team - Crown Point

Sharon Plassmann - Crown Point

Al Schmidt - Crown Point

Bernie Taylor - Crown Point

Dory Lovely - DeMotte

Joyce Martin - DeMotte

Sara Risner - DeMotte

Mary Jane DiMichele - Highland

Jennifer Dreggors-Lowell

Myra Harris -Lowell

Donna Case - Schererville

Diane Cline - Schererville

Chuck Dellorto - Schererville

Tina Douglass - Schererville

Elaine Eich- Schererville

Megan Foley - Schererville

Pat Hill and Nicole Kelly- Schererville

Steve Kroczek - Schererville

Chris Suarez- Schererville

Rachel Borgman & Kelly Stob -

Tinley Park

Sam and Dorothy Granville -

Tinley Park

Kelly Ryan - Tinley Park

Mike Salman - Tinley Park

George Dubovich - Valparaiso

Evelyn Kaye - Valaraiso

Robin Sturgeon - Winfield

Frank Trapane - Winfield

Wendy V - Winfield

TOP IN REFERRALS

Top Referral Office in Dollar Volume • Schererville

Top Referral Office in Units • Winfield

Top Referral Sales Associate in Dollar Volume • Starr Burde

Top Referral Sales Associate in Units • Star Burde

COMPANY TOTALS

LISTING UNITS: **315**

SALES UNITS: **367**

LISTING VOLUME: **\$55,291,995**

SALES VOLUME: **\$57,246,381**

Newly Licensed Associates

Bart Hochstetler - Chesterton

Angela Garcia - Crown Point

Rachel Herrmann- Crown Point

Tiffany Dodd - DeMotte

Melissa Tumminaro - Portage

Sam Granville - Tinley Park

Dorothy Granville - Tinley Park

Portraits of Success COMPANY ESTABLISHED GOALS for the month.

BEECHER

Jackie Graniczny

BOURBONNAIS

Laura Bacon & Tammi Greenwald

CHESTERTON

Bob and Candy Crone, Debbie Lightfoot

CROWN POINT

Bob Calabrese and Kristi Davids, Nancy Frigo Team, Binika Henderson, Will Hinton
Ray Keil, Sharon Plassmann, Anita Sakes, Sandy Samson, Al Schmidt, Bernie Taylor

DEMOTTE

Dory Lovely, Joan Majerik & Linda White, Joyce Martin, Ralph Peo

HIGHLAND

Kay Blissmer, Mary Jane DiMichele

LOWELL

Lori Benoit, Myra Harris

PORTAGE

Rosalind Davila, Tom Feeney, Cveta Gass, Scott LaMantia, Fred Stratton

SCHERERVILLE

Edie Cothran, Chuck Dellorto, Tina Douglass, Steve Kroczek

TINLEY PARK

Don Moore, Kelly Ryan

VALPARAISO

Sheryl Barnard, Deanna Borisenko, George Dubovich, George Kepchar, Sr.

Christine McDaniel, Milt Moyer, Ruth Norlington

WINFIELD

Robin Sturgeon