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Amanda Gibbs, eXp Realty

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Written by **Elizabeth McCabe**  
Photography by **Krista Silz**

Meet State Farm  
Insurance Agent

# EDWIN YOUNG III

EXCEEDING EXPECTATIONS  
from Start to Finish!

“I’ve been in insurance going on 21 years,” says State Farm Insurance Agent Edwin Young III. He loves what he does and it shows with his enthusiasm and people skills.

Prior to insurance, Edwin worked as a Financial Advisor at Merrill Lynch. But when the opportunity to dive into risk management came, Edwin switched over to insurance. “I’ve been here ever since,” he says.



“I am there for my clients when the unexpected takes place.”

## Exceeding Expectations

Edwin delivers on customer service for his clients. As he says, “There are two times people think about insurance – when they have a claim and when they have to pay the bill.” But Edwin seeks to create a positive experience regarding insurance outside these two times with every interaction he has with his clients.

Edwin explains, “When life takes a turn, I’m the first person they call. I am there for my clients when the unexpected takes place.” Edwin seeks to create extraordinary experiences for his clients.

“I like to make things as smooth as possible,” says Edwin. “I want them to be back to where they were prior to the claim or the incident.”

## Why Choose Edwin?

“I try to differentiate myself when building a rapport and a relationship with every household that I work with,” comments Edwin. He works with a total of 2,400 households.

“They don’t know me as State Farm. They know me as Edwin,” he beams with pride. “I have a business relationship with State Farm on their behalf. When you come to my agency and work with my team, you work with Edwin Young or Team Young.”

State Farm is proud to be the number one insurance carrier in the industry as well as the largest insurance carrier in the industry. As Edwin says, “There are more State Farm Insurance Agents than McDonald’s.” With 19,000 offices, State Farm is a household name.

Seeking connection with his clients, Edwin builds a rapport with them and establishes a relationship. That differentiates Edwin from the rest of his competition.

## Helping REALTORS®

“I work with many professional REALTORS®,” says Edwin. “If you want an additional resource on your team to evaluate your clients’ risk when it comes to their biggest investment, I’m open to having a collaborative partnership.” Edwin enjoys being a risk manager for his clients.

Edwin has built his business, one satisfied client at a time. “A win for me isn’t writing the business,” he explains. “A win for me is allowing a REALTOR® to have enough trust to provide a referral or for me to quote their clients’ business.”

Doing quotes is exciting for Edwin. He enjoys helping his clients protect from risk and is engaged in the process from the moment he picks up the phone.

...





...

“

You should KNOW your insurance agent. They have a RESPONSIBILITY to ensure that on your worst days your assets are PROTECTED. You should have some sort of RAPPORT with your risk manager, not just who they work with.



#### Expanding His Business

This past September 1, State Farm has given Edwin the liberty to write business in Kentucky. He couldn't be happier about that. In order to qualify for this responsibility, Edwin had to meet select criteria. Expanding his business is an exciting milestone in his career.

#### Advice for Clients

When it comes to advice for clients, Edwin says, “You should know your insurance agent. They have a responsibility to ensure that on your worst days your assets are protected. You should have some sort of rapport with your risk manager, not just who they work with.”

Secondly, if you haven't heard from your risk manager in the last six months to a year, you might want to revisit that. As Edwin says, “Things have changed in the last six months.” Taking time to make sure that people have the right level of protection for their stage in life is important.

Risk managers should take the time to connect with their clients, review their policies, and make sure that people's assets are covered.

“I would encourage REALTORS® to be very proactive regarding this pandemic,” says Edwin. He makes sure that REALTORS® have enough liability insurance in the case of an accident.

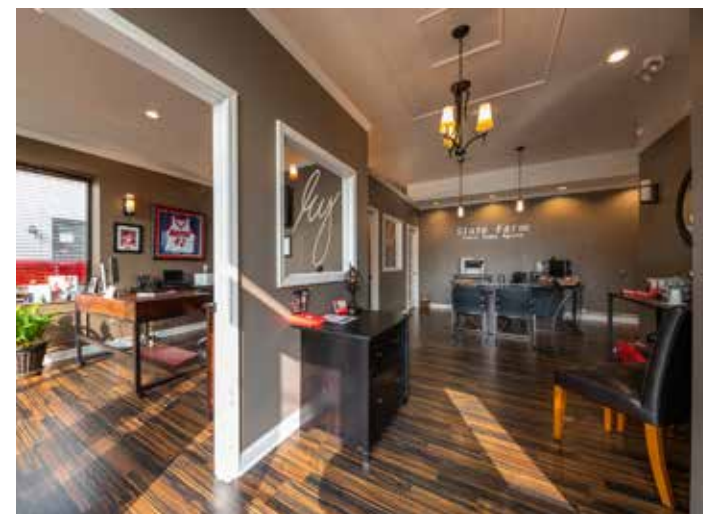
#### Outside Interests

When Edwin isn't working, you can find him spending time with his significant other Michelle and daughters. He says, “We enjoy watching them at soccer practice and volleyball games.”

A self-described “big sports fanatic,” Edwin watches sports to relax and unwind. He enjoys watching basketball games with friends and family. Edwin adds, “I like watching the top athletes in the world compete, whether it is us the US Open, NBA, or PGA tournament.”

A competitive individual, Edwin also likes playing golf as his schedule permits.

Edwin is currently growing his business and would be happy to meet more REALTORS® in the Cincinnati area. For more information, contact him at (513) 631-6699 or check out his website, [www.oakleyinsurance.net](http://www.oakleyinsurance.net).





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on the rise ◀◀

Photography by Brenna Smith  
Written by Elizabeth McCabe

# MEET AMANDA GIBBS

with eXp realty! ...





“REALTORS® should work TOGETHER and not against each other.”

...

REALTOR® Amanda Gibbs is living proof that with drive and determination, anything is possible. She owns her own Farmers Insurance Agency, which she started 10 years ago, and is a full-time REALTOR® with eXp Realty.

Four years ago, she made the leap to real estate. Amanda explains, “When I first got into real estate, I shared a place with a brokerage at the time. They convinced me to get my license. I thought I would do it for my contacts, but it became much bigger than that.” After all, being in real estate part-time is an illusion.

Amanda credits her success to time management and a solid team. At Farmers Insurance, she has an office manager and assistant named Danielle who excels in overseeing operations. “I’ve got five other people,” adds Amanda. “Three do phones and two are licensed insurance agents.”

Fortunately, Amanda is an efficient multi-tasker and can transition from one thing to another easily and effortlessly. “They collaborate so well together,” she says, “and my brain works at high capacity.”

#### Tasting Sweet Success in Real Estate

“I did 42 deals my first year in real estate,” smiles Amanda. “That was more than what I expected.” A year later, the person running the brokerage left and asked me to step into that role.

“I needed all hands on deck to do that,” says Amanda. “I went from doing real estate to managing a team in the office. I had 10 agents in the office at one time.” She developed the Amanda Gibbs Team, helping agents work together and help each other. Instead of competition, it was about collaboration.

“REALTORS® should work together and not against each other,” says Amanda. “There is no reason to fight over it (leads). We wanted to build that in our office – working together and not in competition with one another.” Amanda mentors agents and coaches them, helping them become successful. A successful business owner, she is happy to share her knowledge with others.

“I’m coaching new agents to be the best REALTORS®, to overcome obstacles in the industry. They are going up against 9,000 REALTORS® in the market,” adds Amanda. “There is so much more to real estate than turning on the lights and writing the contracts. I teach them how to build their business and make it a profession.”

Amanda recently switched over to eXp Realty, which she has found to be a positive experience. She comments, “I can’t say enough good things about them. Their support is key, helping people get set up, and they make you feel like a family versus a broker.”

#### Helping Others

One commonality with insurance and real estate is the common theme of helping others.

“I love helping people,” says Amanda. “With real estate, it’s a unique experience to learn about the person you are working with and helping them figure out exactly what they want.” She prides herself on the “aha moments,” whether that is finding the perfect house, closing on someone’s first home, or giving them the keys.

“My favorite clients are the first-time homebuyers and those who have always been told ‘no.’ They are used to getting the door slammed in their face and have no direction. But everyone should have the same opportunities. People just don’t know how to get there. They work with us for a little over a year, get to where they need to be, and we can help make it happen. That whole experience is so rewarding,” smiles Amanda.

This Rising Star pours her time into others. Although she admits that she needs to take time for herself, Amanda is a blessing to others with her kindness and commitment to her clients.

This award-winning REALTOR® has a career volume of 23 million. From March 1 to the end

...





“With real estate, it’s a unique experience to learn about the person you are working with and helping them figure out exactly what they want.”



of October, she had a sales volume of 12 million. Amanda is the proud recipient of the Presidents Club, Sales Master Award for Butler Warren (for two years), and the Circle of Excellence. She is also on the Cincinnati Area Board of REALTORS® Young Professional Network.

#### Outside Interests

When Amanda isn’t working, she enjoys spending time with her 11-year-old daughter Ashlyn and their Pomeranian named Peanut. Amanda is excited to build her new townhome in West Chester.

To relax and unwind from the demands of real estate, Amanda loves to travel.

“I want to see the world,” she says. “I just want to find new things to explore. I like to get lost in the culture of places that I go to.” She is pouring her excitement of travel into her daughter. Together, they have been to New York, visiting Manhattan on Christmas, and the Bahamas for her daughter’s birthday.

Amanda is an inspiration to others with her drive, determination, and helpfulness to her clients. We are proud to feature her as this month’s Rising Star!



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# ST. BERNARD

neighborhood focus

By Emmi Abel-Rutter

St. Bernard is a village, tucked away between Norwood, Downtown Cincinnati, and Northside.

Although it's small in both population and land, it is still home to over 4,300 residents, making it almost twice the population of Terrace Park. It is sandwiched between I-75, I-71, and the Norwood Lateral, making it easy and quick to get yourself around Cincinnati. To make the most of your time exploring the village, take a stroll down historic Vine Street and along the way, pick up a bottle of wine at the local winery or grab a burger at the pub.

### Schools:

Even with the population size and square mileage being on the smaller side, St. Bernard is still home to three private schools. One of those is Roger Bacon High School, which is one of many private high schools in the Cincinnati area. However, unlike most of the private high schools, this establishment is Co-Ed. The available schools are as follows:

- St. Bernard-Elmwood Place (Pre-K - 12)
- St. Clement School (K-8)
- Roger Bacon High School (9-12)

### Good Eats:

For fine dining, you'll most likely wander out of the St. Bernard area and take the short drive to Downtown Cincinnati or Hyde Park. However, along Vine Street, which cuts straight through St. Bernard, you'll find a variety of restaurants for fast or casual dining. Some of those include:

- Chili Time Restaurant
- St. Bernard Pub
- Five Stars Mediterranean Restaurant
- Wiedemann's Fine Beer, Brewery, and Pub

- We Smokin' Soul (Food Truck)
- I AM Coffee
- Woodstone Creek Winery & Distillery

### Shopping and Entertainment:

As with the local "Good Eats," it is most likely that you'll find yourself going to Rookwood Plaza, the Cincinnati Zoo & Botanical Garden, or even Ault Park for your doses of shopping and entertainment. However, the village has a few local options to choose from, most of which, being outdoor areas:

- St. Bernard Square
- St. Bernard Skate Park
- Ross Park
- Ludlow Park
- St. John's German Catholic Cemetery
- St. Mary Catholic Cemetery





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meet

ROB & LISA

FIX

with Sibcy Cline



couples in real estate

Written by Elizabeth McCabe  
Photography by Brenna Smith



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Love what you do and you will never work another day in your life. Rob and Lisa Fix found their passion for real estate and made it their profession. Lisa has been in real estate for 42 years.

“She still looks like she is in her 30s,” smiles Rob.

Lisa started as a secretary when Sibcy Cline Realtors was Cline Realtors in 1978. She went from being a secretary to Vice President/Operations at Sibcy Cline Relocation Services. “It was a long-term goal of mine that when I married Rob, I would join him in sales,” says Lisa. “I was looking for a change, a challenge. I was tired of managing people.”

Rob has been selling real estate for 28 years. He says, “Over five years ago, I

needed help. I knew I was losing business. Lisa was looking for a new challenge. It worked out great.”

Lisa comments, “I get to work with my best friend every day. It’s not work for us. It’s something we love to do. I’m a lucky person.”

Prior to real estate, Rob worked as a forklift operator at International Paper. He was introduced to real estate through his friend in San Diego. A lifelong Cincinnati, Rob obtained his real estate license, started part-time for three months and then quit his other job and dove in full time, never looking back.

#### *Working Together*

“When we first started working together, I thought we would have to have a team meeting every morning,” says Rob, “and figure out who does what. But we both come in and start working and everything falls into place.”

“That’s part of our personalities,” adds Lisa.

Married later in life, Rob and Lisa are like two peas in a pod. They are celebrating their 24 years of marriage this November. Lisa was 37 and

Rob was 41. Neither had been married before and they couldn’t be happier together.

“When we joined together, everything fell into place the way that it should. We don’t miss a beat,” smiles Lisa. Rob adds, “We call ourselves a real estate love story. We met in the business.” Lisa adds, “We will always be grateful to the Sibcy Cline family.”

Rob worked as a REALTOR® and would get business from relocation, connecting with Lisa in the process. Little did he know that he would end up marrying her and they would begin their life together.

“*When we joined TOGETHER, everything fell into place the way that it should. WE DON’T MISS A BEAT.*”



“*We call ourselves a REAL ESTATE LOVE STORY. We met in the business.*”

#### *Tasting Sweet Success*

With a career volume just shy of 104 million dollars, Rob and Lisa have tasted sweet success in real estate. They have achieved the Diamond Award from Sibcy Cline, the Circle of Excellence with the Cincinnati Board of REALTORS® as a team, and the Ohio Presidents’ Sales Club.

As Executive Sales Vice Presidents at Sibcy Cline Realtors, Rob and Lisa are tasting sweet success in real estate.

In a sea of agents, Rob and Lisa differentiate themselves by their name, Fix Solution. As they say, “We are the solution to your real estate needs.”

#### *Excelling in Service*

“We are passionate about giving the best service possible to the clients that we work with,” says Rob. The price of the house doesn’t matter to them. All clients are treated equally.

Rob and Lisa also pride themselves on communication. They often hear from their clients that previous agents did not update them or follow up.

“We call ourselves the over-communicators,” they explain. “We give the best service that we can.” They are very aggressive in cases of multiple offers, eager to exceed their clients’ expectations.

Before houses come on the market, Rob and Lisa even send their clients the property disclosures. They are ready to jump when a property hits the market. Getting their buyers into properties quicker makes for happier clients and swifter sales.

They are also very accessible to their clients, responding to emails, texts, and phone calls promptly. Rob and Lisa also take time to educate sellers to get their home ready to list. With a heart for helping others, they take it seriously to serve their clients.

#### *Outside Interests*

When Rob and Lisa aren’t working, they enjoy spending time with family and friends. They also enjoy the constant companionship of their three cats: Patches and Smoky Larry were both adopted

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from the SPCA. Gator, who recently passed away, was a cat from Hurricane Katrina and left with Hurricane Laura.

"They're low maintenance with no desire to go to college. So we're saving money on that," jokes Rob.

The cats love their screened-in porch that overlooks the third fairway on the golf course on Walden Ponds.

Rob, who had always grown up playing golf, now enjoys this popular pastime again. At 150 yards to the green, it's the perfect place to unwind.

"We feel like it's a vacation home on a golf resort," says Rob. Lisa adds, "We are very blessed."

Other pastimes include walking, going to Vegas several times a year, and



supporting local businesses. They are both big supporters of local businesses and love craft beer. They also like to cook. "Lisa is the cook and I'm the sous chef," says Rob. "We hardly ever go out but we do a lot of grilling out."

They also enjoy playing Monopoly, Scrabble, and two-handed Texas Hold 'Em. Both are very competitive.

As Lisa says, "It's a good life. No question about it. We are the most blessed people in the world. God brought two people together who needed each other for very different reasons."

Whether at home or at work, Rob and Lisa are a match made in heaven. They are a true real estate love story and like making matches for their clients, helping them every step of the way.

*We are  
very blessed.*



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# RE/MAX TIME

▶▶ leading the way

Written by Elizabeth McCabe  
Photography by Krista Silz

## MEET MICHELLE SLOAN

BROKER/OWNER OF RE/MAX TIME



Licensed in 2005, REALTOR® Michelle Sloan has seen the ups and downs of real estate.

“The real estate market has been a roller coaster ever since,” she says. “I feel like I have seen so much over the last 15 years, from the worst of times when we had the most devastating recession of our lifetime, to the rebound of the last 10 years and now a sellers’ market like no other. It is important to be able to pivot and accept that change is a big part of the real estate industry.”

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Prior to real estate, Michelle enjoyed a successful career in broadcast journalism, working in TV and radio newsrooms in Toledo, Milwaukee, Charleston, WV, and Youngstown, OH. She shattered the glass ceiling as a reporter, producer and one of the few female news directors in the country in the 1990s.

#### THE LEAP TO REAL ESTATE

After moving to Cincinnati in 2004, Michelle and her husband planned to buy, renovate, and sell houses when the market was a buyers' market. She explains, "It seemed logical for me to get my license in order to streamline the buying and selling our own properties. The plan fell apart when the market crashed, but I quickly found out I was good at helping others buy and sell properties and my business flourished."

Her background in broadcast journalism was invaluable in real estate. Just as the news business is 24/7, real estate is 24/7 as well. "When you do real estate, you always have to be available," says Michelle. She is readily accessible to her clients.

Another similarity is the research involved. Michelle explains, "As a reporter, I was doing a lot of research on stories. Now I'm doing research on homes and properties. I'm still providing a service to my clients and giving them as much information as possible."

#### RE/MAX TIME

Michelle also started her own brokerage, RE/MAX TIME in 2018, embarking on a new path in her career. The name is catchy when it comes to marketing and branding and resonates with potential customers.

"We're more of a boutique agency," says Michelle. "The customer service is our highest priority in the office and the brokerage."

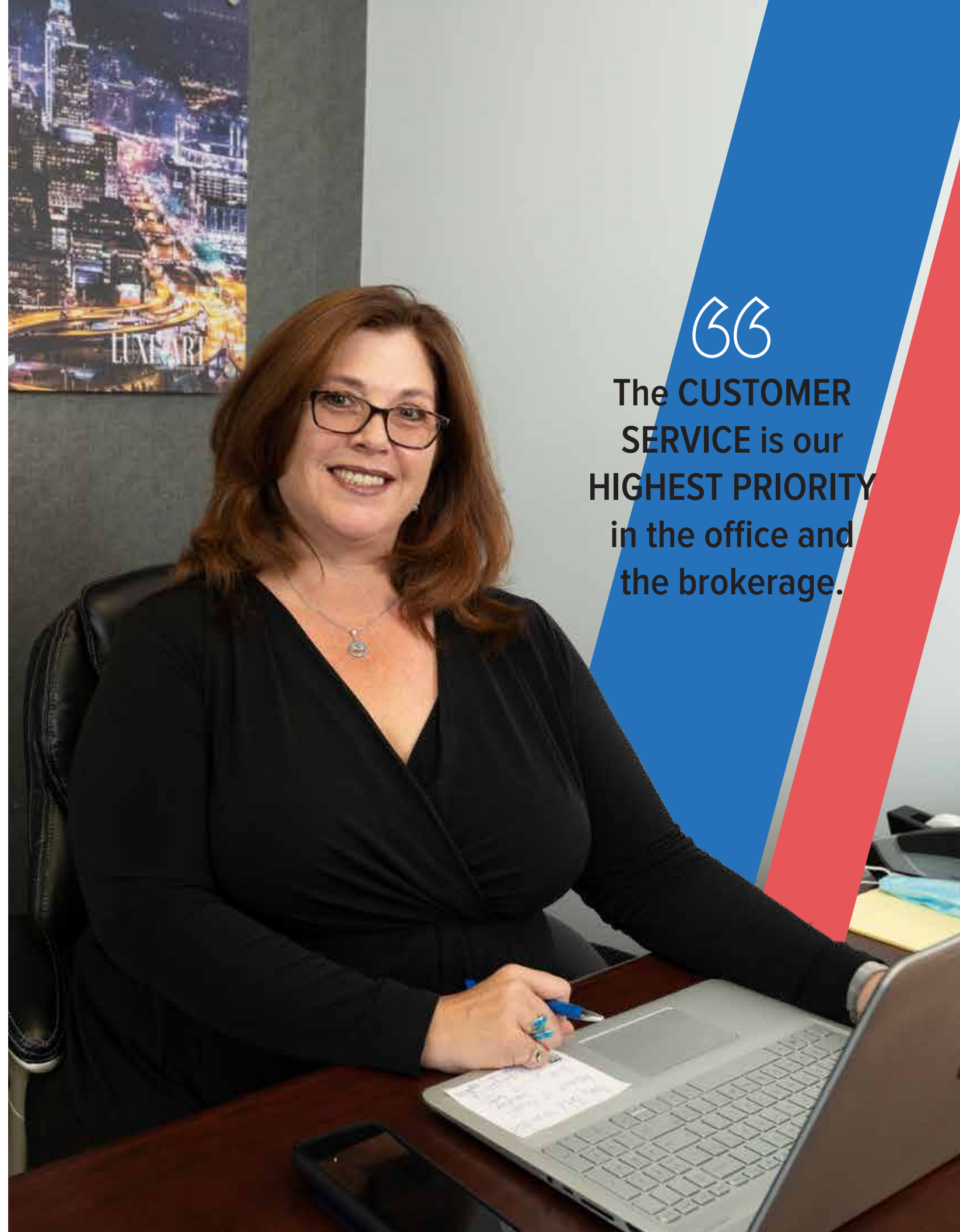
She strives to be a broker who is focused on her agents' best interests. Michelle says, "Currently we have 11 agents in the office with plans to double that in the next year. I do not have expectations of having an office with 100+ agents. I would rather be lean and mean with a solid core of quality, high producing agents. The focus of RE/MAX TIME is the growth of each individual agent with one to one coaching and accountability."

Michelle is looking for some high-producing agents who are ready to run their own business. She explains, "I really encourage agents to treat it like a business, more so than some of the traditional brokerages."

She worked at Sibcy Cline for 13 years before opening her own brokerage, crediting Sibcy Cline for teaching her a lot.

As for her opening her brokerage, Michelle says, "It's been really fun. I haven't regretted it one bit. It was concerning in March 2020 as to what was going to happen, but we've been cranking right along."

...



“

The **CUSTOMER SERVICE** is our **HIGHEST PRIORITY** in the office and the brokerage.



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#### MENTORING OTHERS

Michelle helps mold agents through mentorship, which she considers one of the most important aspects of her job as broker.

“Mentorship is one of the most important aspects of my job as broker. In the small office atmosphere, I am always available to answer questions and find solutions to challenges. The entire office works with a team mentality to help one another and celebrate our successes. The agents at RE/MAX TIME must be ethical, honest and respectful to our clients and other agents at all times,” says Michele.

By focusing on everyone’s strengths and providing systems they can use to build their business, Michelle helps agents be the best they can be.

She shares, “It’s important that each agent understands they are building a business for themselves. In the end, each agent is an independent contractor and responsible for growing their business with my guidance as their mentor.”

Each agent has his or her own identity or brand. It doesn’t matter if agents have been licensed for one year or 10, a RE/MAX TIME agent must have a clear brand to use to market themselves. Michelle says, “Each agent must set themselves apart, through this branding, personal marketing and the strength of the RE/MAX brand. RE/MAX is the number one real estate brand in the world. RE/MAX TIME has a more competitive commission structure than other more traditional brokerages.”

In addition to being a mentor to the agents at RE/MAX TIME, Michelle reports news and information about the local real estate market through radio, TV and print. She is proud to be the host of the Sloan Sells Homes Open House, Sundays at 4 p.m. on 55KRC. She also has a regular interview Thursdays at 10:30 a.m. on

700WLW and has been quoted in many print publications.

Michelle says, “My experience as a real estate agent/broker and TV news personality has combined to give me a brand that is unique in the Cincinnati market.”

#### COMMUNITY CONTRIBUTIONS

Passionate about helping others, Michelle takes time to give back to the community. She comments, “I provide financial support to The Dragonfly Foundation, Cancer Free Kids, Habitat for Humanity, Mason City Schools, Mason Food Pantry and several other charity organizations. In addition, RE/MAX TIME is a member of the Mason/Deerfield Chamber of Commerce, The African American Chamber of Greater Cincinnati, The Greater Cincinnati Gay Chamber of Commerce and the Home Builders Association.”

When she is not working, you can find her spending time with her husband, Scott Sloan, mid-day radio personality on 700 WLW. They have two grown children and two adorable Tibetan Terrier puppies. To relax and unwind, Michelle enjoys travel and golf.

From broadcast journalism to real estate, Michelle Sloan is leading the way at RE/MAX TIME, touching countless lives in the process. She is making a difference for others, each and every day.



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▶▶ featured producer

Photography by Mackenzie Frank  
Written by Elizabeth McCabe



MEET  
**THE  
TWO  
SUES:**  
SUE WAHL &  
SUE MILLER

Two REALTORS® are  
Better than One! ...







“  
We’ve really enjoyed  
working together,  
and as we like  
to say...

...

Sue Wahl and Sue Miller are a recipe for success. These two REALTORS® met 26 years ago and joined forces, working together. Both have their own background prior to real estate.

Miller says, “I have a degree in education and worked as an office manager for my husband’s veterinary hospitals for 18 years. My friend encouraged me to look into this business and that was the end of the story.”

Wahl came from a different career. She explains, “My education is in nursing. I worked in all different areas of nursing.” Helping others is the heart of what she does.

“The ICU was my first job,” states Wahl. “My last job was labor and delivery.” When she moved from Iowa to Cincinnati, her children were small and she took a little break from nursing. “I helped my brother Pete DeLois with his company, Invisible Fence, for eight years. When he sold the franchise, I suddenly felt that I needed to do something different. I would have to take a refresher course in nursing or find a new career.”

Wahl’s mother, Chris DeLois, who had been a REALTOR® at Comey & Shepherd, had retired from her career. “I decided to follow in my mother’s footsteps and get my real estate license in 1994,” she says.

They also have a team of people who work with them, including their manager Tracy Dunne, whom they hired in March 2003. Originally an assistant, Tracy progressed to a buyer’s agent and is now the Anderson Branch office manager. The Two Sues also have two assistants, Emalee Kauth, who keeps them on the “straight and narrow,” moving transactions forward. They also hired a past client, Jennifer Christensen, who has been a “real blessing, rounding out our team.”

#### TWO ARE BETTER THAN ONE

“Sue and I started in the business 26 years ago but didn’t know each other at all,” says Wahl. When they came to the office, their office manager had all the new people together. Sitting across from one another, they soon became friends. “Within six months, we decided we would have more fun if we did this together,” says Wahl, “as the Two Sues.”

Dedicated to Comey & Shepherd, the Two Sues have been with the same company since they started real estate. They have done remarkably well, with a career volume of about \$378,770,000. Their total volume last year exceeded 28 million dollars. Wahl says, “We have helped just over 2,000 people find their new homes or sell their existing homes.”

Top Producers, Wahl and Miller have both made the Circle of Excellence from 1996 to 2020. They are also proud recipients of the President’s Award from OAR. Another notable accomplishment was winning the prestigious Sheila Miller award. Sheila was one of the first REALTORS® at Comey & Shepherd. In addition, they get the Consistency Award, generally ranking in the top 10 of all the agents at Comey & Shepherd. With over 100 transactions a year, they have tasted sweet success in real estate.

Wahl and Miller have also received numerous awards with their BNI group. “We have been involved with BNI for 22 years,” says Wahl. “Some years, over 30 percent of our business has been with the BNI group. It gives us the opportunity to network with like-minded individuals. There are a lot of quality people that we can refer to our clients, such as inspectors, roofers, and more.”

#### HELPING OTHERS THROUGH REAL ESTATE

“We’ve helped a lot of families,” smiles Wahl. “We’re getting ready to help a young couple who just had their first baby and have outgrown their condo. We’ve done a lot of multi-generational business with their family.” Building relationships is what it is all about to the Two Sues.

Miller says, “Seventy-five percent of our business is referrals. We’re passionate about helping past clients and the referrals.”

“We’ve made a lot of people homeless and are proud of it,” laughs Wahl. “It weighs on our consciences and it’s hard to sleep at night,” she jokes. On a more serious note, the Two Sues work tirelessly to find properties for their clients to meet their needs. “It’s rewarding to be able to accomplish that,” says Wahl.

#### GIVING BACK

Real estate gives the Two Sues the freedom to give back. They are involved in an international real estate coaching group with the Mike Ferry organization. Through that, they are able to donate to Andrea Bocelli Foundation, an international philanthropic group. This foundation empowers people, communities, and builds schools. Sue Miller also does a lot with Ohio State.

#### FAMILY-FOCUSED

The Two Sues couldn’t be as successful as they are today without the unwavering support of their husbands. Wahl comments, “Bo Wahl, my husband, is a REALTOR® and also holds his broker’s license. He is my biggest cheerleader and supporter as well as a wealth of information helping by serving as a sounding board and advisor. He jokes he’s had one year of experience 47 times!” Wahl has three children of her own and three bonus children. She and her husband are expecting their 18th grandchild in January.

...

“  
‘buy one Sue,  
get the  
second free!’







...

Miller says, "My husband is a veterinarian and we've been married for 48 years." Her entire family are Ohio State graduates and Buckeye fans. Miller and her husband are blessed with two sons. One resides in Cincinnati with three children and another son lives in Atlanta with two children.

Family traditions are near and dear to their hearts. Wahl comments, "Our family tradition is having Sunday night dinner with our family. We have a plaque on our wall, 'Home of the Sunday Night Dinner.'" Although COVID-19 has put a halt on some of the family togetherness, Wahl stays active walking, doing yoga, and reading. She is a member of three different book clubs. "My grandchildren are high on my list too," she adds.

Miller also leads an active lifestyle, taking time to recharge with walking, reading, and golfing.

#### TIPS FOR NEW AGENTS

The Two Sues have a few helpful tips for those who are just starting real estate. Wahl comments, "Surround yourself with like-minded individuals. Sue and I have been with the Mike Ferry organization for at least 20 years. We are part of a mastermind group and we meet every day on the phone at 8:00 for 30 minutes. We get a lot of support from that group. We also have another mastermind group that we meet with once a week." Coaching is highly recommended to be successful in real estate.

In conclusion, the Two Sues are a recipe for success. "We've really enjoyed working together, and as we like to say 'buy one Sue, get the second free!'" After all, Two Sues are better than one.

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Individuals | By Volume Closed date from Jan 1- Sept 30 as of Oct 12, 2020 at 11:08AM

Rank	Name	Office	Total	Volume
1	Julie K Back	Sibcy Cline	92	\$91,891,571
2	Rick J Finn	Coldwell Banker West Shell	148	\$49,849,591
3	Scott A Oyler	Coldwell Banker West Shell	129	\$45,081,548
4	Bob Dorger	Comey and Shepherd	85	\$43,643,187
5	Kim K Mansfield	Keller Williams Advisors	192	\$42,495,508
6	Ragan R McKinney	Ragan McKinney Real Estate	235	\$39,618,485
7	Ellie D Kowalchik	Keller Williams Pinnacle Group	121	\$38,166,442
8	Peter D Chabris	Keller Williams Seven Hills Re	171	\$38,105,555
9	Adam G Marit	Real Link	137	\$34,760,312
10	Robert Dorger	Comey and Shepherd	63	\$33,357,087
11	Michael C Hinckley	Coldwell Banker West Shell	73	\$31,819,148
12	Michael P Hines	Coldwell Banker West Shell	68	\$31,720,109
13	Kevin E Hildebrand	Comey and Shepherd	101	\$30,763,700
14	Andrew S Gaydosh	eXp Realty	139	\$30,385,855
15	Heather R Herr	Coldwell Banker West Shell	77	\$30,108,483
16	Donna Franke	Sibcy Cline	69	\$29,014,540
17	Rakesh Ram	Coldwell Banker West Shell	100	\$28,938,179
18	Sandra L Peters	Comey and Shepherd	42	\$27,977,611
19	Holly M Finn	Coldwell Banker West Shell	90	\$27,293,302
20	Mike Hildebrand	Comey and Shepherd	90	\$25,960,360
21	Tom Deutsch Jr.	Coldwell Banker West Shell	130	\$25,383,452
22	Andrea L DeStefano	Sibcy Cline	60	\$24,668,800
23	Kathy J Kramer	Star One Real Estate	60	\$24,393,790
24	Ron A Bisher	Coldwell Banker West Shell	98	\$24,274,850
25	Sue S Lewis	Sibcy Cline	69	\$24,039,050
26	Lisa S Morales	Coldwell Banker West Shell	83	\$23,898,525
27	Lee G Robinson	Robinson Sotheby's Internat'l	39	\$23,669,444
28	Sondra M Parker	Coldwell Banker West Shell	75	\$23,518,651
29	Andrew Homan	Coldwell Banker West Shell	57	\$23,207,392
30	David W Wellinghoff	Comey and Shepherd	35	\$22,779,490
31	Tina A Burton	Sibcy Cline	88	\$22,721,222
32	Chris R Waits	Sibcy Cline	86	\$22,179,854
33	Micha Gleisinger	Comey and Shepherd	43	\$21,867,750
34	Megan S Stacey	Coldwell Banker West Shell	59	\$21,855,955




# TOP 150 STANDINGS


Individuals | By Volume Closed date from Jan 1- Sept 30 as of Oct 12, 2020 at 11:08AM

Rank	Name	Office	Total	Volume
35	Diane Tafuri	Sibcy Cline	36	\$20,952,165
36	Maryann D Ries	Coldwell Banker West Shell	41	\$20,497,454
37	Sue M Miller	Comey and Shepherd	84	\$20,348,605
38	Sarah E Close	Keller Williams Advisors	78	\$20,211,870
39	Sue Wahl	Comey and Shepherd	85	\$20,169,905
40	Kelly Pear	Comey and Shepherd	41	\$20,122,937
41	Alexander Schafers	RE/MAX United Associates	72	\$19,336,437
42	Patrick J Cagney	Coldwell Banker West Shell	106	\$19,334,015
43	Amy L Markowski	RE/MAX Preferred Group	107	\$19,256,763
44	Deborah A Martin	Keller Williams Advisors	47	\$19,115,019
45	Monika Deroussel	eXp Realty	60	\$19,097,051
46	Ingrid K Likes	Coldwell Banker West Shell	48	\$19,050,177
47	Tiffany B Allen-Zeuch	Sibcy Cline	51	\$18,729,130
48	Regina M Hamilton	Sibcy Cline	88	\$18,374,283
49	Walter B Gibler	Coldwell Banker West Shell	62	\$18,273,065
50	Timothy J Mahoney II	Sibcy Cline	23	\$18,256,424

Rank	Name	Office	Total	Volume
51	Judy S Recker	Sibcy Cline	18	\$17,981,794
52	Lori N Wellinghoff	Comey and Shepherd	23	\$17,881,090
53	Denise L Gifford	Keller Williams Realty Assoc.	64	\$17,489,961
54	Jon L Bowling	RE/MAX Preferred Group	76	\$17,303,845
55	Anna S Bisher	Coldwell Banker West Shell	67	\$17,087,418
56	Nicole M Gulick	Reign Realty	53	\$16,778,135
57	Julia Wesselkamper	Coldwell Banker West Shell	35	\$16,722,675
58	Heather M Stallmeyer	Coldwell Banker West Shell	45	\$16,703,671
59	James E Pitzer III	Coldwell Banker West Shell	55	\$16,696,653
60	Angelo M Pusateri	Comey and Shepherd	33	\$16,632,524
61	Gina A Dubell-Smith	eXp Realty	40	\$16,465,333
62	Lynn M Schwarber	Comey and Shepherd	51	\$16,462,200
63	Lisa M Phair	Coldwell Banker West Shell	67	\$16,443,094
64	Bob Hines	Coldwell Banker West Shell	29	\$16,427,280
65	Michael L Vazquez	ERA Real Solutions Realty	49	\$16,236,834
66	Michele Donovan	Comey and Shepherd	83	\$16,197,524
67	Bobby Stephens	Comey and Shepherd	30	\$16,192,015
68	Courtne C Brass	Coldwell Banker West Shell	81	\$16,180,859
69	Amy Hackett Roe	Sibcy Cline	32	\$16,167,300
70	James C Harris	Keller Williams Seven Hills Re	70	\$16,117,555
71	Jason J Bowman	RE/MAX Elite	76	\$16,112,361
72	Mitchell Ram	Coldwell Banker West Shell	60	\$16,009,900
73	Jon W Weeks	Keller Williams Realty Assoc.	70	\$15,953,450
74	Scott T Ferguson	Keller Williams Realty Assoc.	56	\$15,897,390
75	Rebecca A Messenger	Comey and Shepherd	37	\$15,855,037
76	DeeDee R Ollis	RE/MAX Victory	71	\$15,774,450
77	Tyler McConnell	Comey and Shepherd	83	\$15,682,055
78	Celia B Carroll	Sibcy Cline	32	\$15,657,569
79	Sarah A Woody	Keller Williams Advisors	63	\$15,493,350
80	Tyler A Smith	RE/MAX United Associates	53	\$15,326,429
81	Beth A Brown Ciul	Keller Williams Realty Assoc.	61	\$15,141,122
82	Jon A DeCurtins	ERA Real Solutions Realty	39	\$15,102,850
83	Eric Lowry	eXp Realty	64	\$15,028,300
84	Hossam Elsayed	Plum Tree Realty	68	\$15,012,994

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# TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1- Sept 30 as of Oct 12, 2020 at 11:08AM

Rank	Name	Office	Total	Volume
85	Kathy M Bryant	Weichert Realtors	28	\$14,768,900
86	Zachary Ferrell	Keller Williams Community Partners	86	\$14,709,120
87	William Draznik	Coldwell Banker West Shell	33	\$14,694,300
88	Jeanne M Rieder	Hoeting, Realtors	75	\$14,684,025
89	Brian P Leisgang	Coldwell Banker West Shell	49	\$14,629,910
90	Guy W Cagney	Coldwell Banker West Shell	80	\$14,509,500
91	Gary L Hamilton	Sibcy Cline	69	\$14,401,233
92	Shelley Miller Reed	Sibcy Cline	28	\$14,383,800
93	Michael T Wiseman	ERA Real Solutions Realty	46	\$14,374,277
94	Jamie R Gabbard	Comey and Shepherd	61	\$14,304,300
95	Lisa E McCarthy	Coldwell Banker West Shell	65	\$14,280,297
96	Benjamin M Austin	Keller Williams Advisors	74	\$14,201,600
97	David D Dawson	Sibcy Cline	37	\$14,184,800
98	Brett A Keppler	TREO Realty	63	\$14,091,799
99	Robert R Smith	Coldwell Banker West Shell	71	\$14,031,694
100	Brendan S Morrissey	Sibcy Cline	44	\$13,994,605

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Rank	Name	Office	Total	Volume
101	Elizabeth Waits	Sibcy Cline	53	\$13,981,252
102	Steve Sylvester	Comey and Shepherd	25	\$13,917,650
103	Larry L Thinnes	Sibcy Cline	49	\$13,828,036
104	Chris Dohrmann	Sibcy Cline	17	\$13,555,149
105	Anne V Bedinghaus	Coldwell Banker West Shell	68	\$13,526,400
106	Heather R Alley	ERA Real Solutions Realty	38	\$13,415,857
107	Beth R Mahoney	Sibcy Cline	31	\$13,306,356
108	Barbara Browning	Coldwell Banker West Shell	40	\$13,273,700
109	Jason A Reynolds	RE/MAX Alpha Real Estate	49	\$13,271,161
110	John M Bissman	Keller Williams Pinnacle Group	51	\$13,248,799
111	Tammy K Thome	Century 21 Thacker and Associates	65	\$13,157,540
112	Jackie Quigley	Comey and Shepherd	31	\$13,145,400
113	Candace N Burton	Sibcy Cline	52	\$13,006,733
114	Helena F Cameron	Sibcy Cline	33	\$12,977,576
115	Keli S Williams	Sibcy Cline	43	\$12,813,750
116	Janelle A Sprandel	Comey and Shepherd	47	\$12,753,491
117	Tami E Holmes	HER LLC	58	\$12,721,825
118	Tyler Minges	Huff Realty	64	\$12,693,724
119	Paul C Renwick	Renwick Realty	106	\$12,652,950
120	Mark Schupp	Star One Real Estate	59	\$12,644,845
121	Leann M Starks	RE/MAX Preferred Group	54	\$12,589,875
122	Don M Johnson	Cutler Real Estate	58	\$12,490,589
123	Laura M Faz	RE/MAX Preferred Group	45	\$12,331,512
124	Sharon I Packer	Coldwell Banker West Shell	22	\$12,197,000
125	Emily A Foebur	Huff Realty	49	\$12,183,100
126	Heather S Kopf	Kopf Hunter Haas	26	\$12,009,050
127	Wendi J Sheets	eXp Realty	40	\$11,994,365
128	Pete Kopf	Kopf Hunter Haas	28	\$11,972,770
129	Linda T Destefano	Sibcy Cline	26	\$11,845,000
130	Daniel Baron	Keller Williams Advisors	53	\$11,776,920
131	Lindsay Spears	RE/MAX Incompass	57	\$11,757,525
132	Oscar Asesyan	Sibcy Cline	39	\$11,682,926
133	Chris B Gerke	Comey and Shepherd	46	\$11,634,669
134	Patrick Gunning	Coldwell Banker West Shell	26	\$11,594,640



# TOP 150 STANDINGS

Individuals | By Volume Closed date from Jan 1- Sept 30 as of Oct 12, 2020 at 11:08AM

Rank	Name	Office	Total	Volume
135	Elizabeth K Gerbus Akeley	Comey and Shepherd	40	\$11,454,800
136	May Wu	Comey and Shepherd	37	\$11,315,418
137	Marsha Bennett	Bennett Realty	51	\$11,310,700
138	Chris S Russell	Plum Tree Realty	28	\$11,266,899
139	Eric Surkamp	Comey and Shepherd	34	\$11,266,275
140	Steve S Early	Sibcy Cline	19	\$11,135,500
141	Barbara L Woehrmyer	Comey and Shepherd	32	\$11,130,290
142	Erica Monahan	Comey and Shepherd	40	\$11,027,025
143	Nicholas Binkley	Comey and Shepherd	20	\$11,005,000
144	Austin R Castro	Coldwell Banker Heritage	27	\$10,929,485
145	John M Durso	Comey and Shepherd	44	\$10,920,323
146	Christy R Jones	Coldwell Banker West Shell	28	\$10,917,988
147	Meg S Perez	Coldwell Banker West Shell	59	\$10,892,000
148	Robert DiTomassi	Comey and Shepherd	32	\$10,858,800
149	Sandra L Burkhardt-Williams	Huff Realty	38	\$10,846,960
150	Scot C Avery	Huff Realty	30	\$10,841,359

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