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Top Most Iconic
REALTORS
to Watch in 2024

KINGA
KORPACZ



A Seasoned Realtor
with 22 Years of
Excellence in
Chicagoland
Real Estate





Cover
Story

KINGA KORPACZ

A Seasoned Realtor with 22
Years of Excellence in
Chicagoland Real Estate



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A full-time agent with an impressive 22 years of experience in the real estate industry, Kinga Korpacz is one of the top-producing Realtors in the Chicagoland area. Her entrepreneurial journey includes owning Diamond Automotive from 1995 to 2002, which was both an auto body shop and used car dealership. Currently, her real estate specializations lie in Residential Sales.

Kinga prides herself on being a knowledgeable, professional, and trustworthy agent dedicated to providing the absolute best representation for her clients. To deliver top-notch service, she continuously undergoes professional training in all aspects of real estate. Her mission revolves around delivering the utmost professional services to customers and clients, facilitating seamless home purchases and sales. With a client-centric philosophy, Kinga treats her clients' interests as if they were her own. As a Realtor, she is committed to upholding the duties outlined in the Realtor Code of Ethics and Standards of Practice set forth by the National Association of Realtors.

A Testament to Real Estate Expertise

Kinga's impressive list of designations, including CRS, GRI, ABR, CNE, SFR, CDPE, CIAS, RSPS, BPOR, and -Pro, reflects her commitment to

professional development and expertise in various aspects of real estate. As the Broker Owner of EXIT Realty Redefined, she holds a key leadership position in her real estate agency. Her role as Treasurer at the Mainstreet Organization of Realtors highlights her financial leadership within the largest real estate organization in Illinois. Additionally, serving as the Ball Chair for the Legion of Young Polish Women underscores her dedication to community involvement and leadership.

Kinga's involvement in political coordination, as the NAR Federal Political Coordinator for Congressman Raja Krishnamoorthi and a member of the NAR – FPC Advisory Committee, illustrates her engagement in real estate advocacy at the federal level.

Within the Illinois Realtors community, she holds prominent positions, including Vice Chair of the Local Governmental Affairs Committee, Vice Chair of the Strategic Planning Committee, and membership in the RPAC Trustees and RPAC Fundraising Working Group. Her participation in various committees, such as the Mainstreet Government Affairs Northwest Committee and the Outstanding Pole Abroad Committee, showcases her commitment to addressing real estate issues at both local and international levels.

Being recognized as the Top Real Estate Broker of the Year for 2024 by the International Association of Top Professionals further acknowledges Kinga's outstanding contributions and achievements in the real estate industry.

From Treasurer to Visionary President

Kinga's election as Treasurer at the Mainstreet Organization of Realtors, the largest real estate organization in Illinois, showcases her leadership and financial acumen. Managing finances for a group with nearly 20,000 members requires a deep understanding of real estate dynamics, financial expertise, and strategic leadership.

In her role, Kinga has the opportunity to make a significant impact on the Illinois real estate community. Her responsibilities as Treasurer involve overseeing and managing the organization's financial affairs, contributing to its overall success and sustainability.

Thriving in this position, Kinga envisions her company becoming a market leader. Her emphasis on excellence, innovation, and client satisfaction reflects her commitment to driving positive change in the real estate industry. As a leader, she is poised to influence and shape the direction of the organization, contributing to its growth and success.

The vision also includes expanding reach, entering new markets, and serving a larger client base. Kinga's team will stay ahead of industry trends, using cutting-edge technologies for an enhanced client experience. She anticipates a transformative role for her company, evolving into a source of leadership and mentorship within the real estate community. This involves sharing knowledge, experiences, and best practices to empower emerging professionals, contributing to industry growth and professionalism. Through community outreach, education, and





partnerships, Kinga aims to shape the future of real estate and cultivate a new generation of professionals. Her goal is not only market success but also a lasting impact on talent, innovation, and the integrity of the real estate profession.

The Firm

EXIT Realty Corp. International is a real estate franchise company that provides services to real estate professionals and brokers. The company was founded in 1996 by Steve Morris, and its headquarters is located in Toronto, Ontario, Canada. EXIT Realty operates as a franchise system, allowing real estate professionals to join the network and operate under the EXIT brand. Kinga does own a Franchise EXIT Realty Redefined in Rolling Meadows, IL

Leadership Insights

Kinga emphasizes the importance of staying informed about industry trends, regulatory changes, and emerging technologies. She actively participates in conferences, workshops, and networking events, with a particular affinity for leadership training programs focusing on communication, negotiation, and strategic decision-making. Kinga embraces challenges as opportunities for growth and regularly reads books on leadership and biographies of notable figures to draw inspiration and learning.

Identifying qualities lacking among today's emerging leaders, Kinga highlights the significance of confidence as a catalyst for personal and professional advancement. She underscores the need for strong communication skills, encompassing both verbal and written forms, and encourages emerging leaders to express ideas clearly, practice active



listening, and foster open communication within teams. Kinga advocates for a mindset open to new ideas, technologies, and market trends to stay ahead in the industry.

Furthermore, Kinga emphasizes the importance of understanding and managing emotions, developing strategic thinking skills, and cultivating empathy. These qualities are deemed essential for building strong relationships with clients, colleagues, and team members. By focusing on these areas, both female leaders and emerging leaders in real estate can continue to grow, develop, and contribute to the success of their teams and organizations.

Multifaceted Leadership

Kinga juggles multiple responsibilities on a daily basis. She actively manages and oversees her team of real estate agents, providing them with the guidance, support, and mentorship needed to navigate the dynamic real estate landscape. As a leader, Kinga is dedicated to building and maintaining the brokerage's brand and reputation, ensuring a strong and positive presence in the market.

A significant part of Kinga's role involves cultivating relationships with clients, including both property buyers

and sellers. She actively engages in handling escalated issues, ensuring swift and effective resolutions when necessary. In addition, Kinga plays a crucial role in assisting her agents during negotiation processes for real estate transactions, leveraging her expertise to facilitate successful outcomes.

Recognizing the importance of continuous improvement, Kinga takes pride in providing training programs for her team to enhance their skills. She is committed to supporting the continuous learning and professional development of her agents, fostering an environment of growth and excellence within the brokerage.

One of the happiest aspects of Kinga's role is the satisfaction derived from helping clients buy or sell a property and achieve their real estate goals. She finds fulfillment in witnessing the success and growth of her agents under her mentorship. Seeing the entire team thrive and contribute to the success of the brokerage adds to the sense of accomplishment. Moreover, Kinga takes pride in actively contributing to the building of a strong and reputable brokerage brand, making it well-known and respected in the market.

Hiring Philosophy

According to Kinga, when hiring a new team member, key traits she values include coachability, teachability, and a strong desire to succeed. These qualities are crucial as they contribute to an individual's ability to adapt, learn, and excel in a dynamic and challenging work environment. Kinga places importance on candidates who demonstrate a willingness to be coached and taught, coupled with a drive to achieve success.

Additionally, Kinga values candidates who are open about sharing their life story and how they have navigated challenges. This emphasis on transparency and resilience provides insights into a candidate's character and problem-solving skills. By understanding how individuals have dealt with obstacles in their personal and professional lives, Kinga gains a more comprehensive understanding of their suitability for the team.

Insight into Real Estate Technology

Kinga recognizes the profound impact of technology on real estate marketing. Traditional methods have evolved towards digital channels, utilizing online platforms and social media as pivotal tools. Advanced websites, virtual tours, and high-quality visuals enhance the online listing experience, enabling tailored approaches for specific demographics.

Virtual reality (VR) and augmented reality (AR) technologies are revolutionizing property viewing, empowering buyers to explore remotely. Kinga emphasizes the increasing importance of data-driven decision-making, facilitated by advanced analytics tools for market trend analysis and property value assessments.

In real estate transactions, digital platforms for document signing, online payments, and transaction management streamline processes, especially in the era of remote and

contactless transactions. Kinga highlights how these technologies enhance efficiency throughout the buying and selling journey.

Social Commitments

Kinga expresses her commitment to improving society, real estate, and people's lives through the following initiatives:

Fostering self-belief and confidence, especially among women and single-parent families. Empowering individuals with a strong sense of self-worth and confidence can positively impact various aspects of their lives.

Many communities face challenges related to affordable housing, and some individuals struggle to achieve homeownership.

Affordable access and Disparities in access to quality education and skill development opportunities can limit personal and professional growth

The Vision

In the future, Kinga envisions a commitment to inspiring and influencing individuals entering the real estate field. Her vision revolves around fostering a culture of learning, growth, and success. Through coaching and mentoring, Kinga aims to empower aspiring real estate professionals by imparting the knowledge, skills, and confidence needed to navigate this dynamic industry.

Believing in the transformative power of mentorship to unlock one's full potential, Kinga's goal is to contribute to the development of a new generation of real estate leaders. By sharing insights, providing guidance, and offering support, she aspires to create a positive and impactful ripple effect within the real estate community. Ultimately, Kinga aims to contribute to the overall excellence and innovation in the real estate industry.



President Frank Spula together with...

***Kinga Korpacz (owner of EXIT Realty Redefined - Rolling Meadows)**

***Micheline Jaminski (National Vice President of Polish Roman Catholic Union of America - PRCUA, Treasurer of PAC)**