

# TOP AGENT MAGAZINE



TOM VOGELZANG

“You can make people very happy in this business,” says Tom Vogelzang, associate vice president of Anderson Financial Group. “Getting from point A to point B can be difficult, but it can be a great job, such as when you help a family who lost their house get into another one.”

It almost wasn't a great job, or a job at all, for Tom, who got into it completely by accident. He had been working for a construction company in Michigan when he moved to Chicagoland for his wife's (then fiancée's) CPA job. A friend helped him get interviews in insurance and financial sales and a small mortgage company offered him a job.

“Three months in,” he says, “the owner dropped his phone book on my desk and said ‘Go meet some REALTORS®. Get us some business.’ I found out how hard it could be.”

After just four or five months, Tom was recruited by a larger company and trained by one of the owners. Nine months in, he was named Rookie of the Year. “If I hadn't been recruited by that company,” he says, “I probably would have failed. But they found me and trained me. Twelve years later, it ended up being a blessing in disguise.”

Besides the joy of helping people, he likes the flexibility the industry offers. With four kids at home, he appreciates not always having to be in the office 9–5. He can coach his son's soccer team or be involved in school activities. With a business that's almost 100 percent referral based, he doesn't even have to do much marketing, other than sending out flyers.

For someone who stumbled into the mortgage industry, Tom has made his mark, winning Chicago magazine's Five Star Professional award five years in a row and making President's Club every year he's been in the business.

What's his secret? “Treating people like family and making sure you get in your house,” he says. “I know that sounds silly, but we're very good at getting to the closing. I'm very honest. Trustworthiness is a huge part of this industry. People need to be able to trust you when you say you'll get them into a house.”

And it doesn't end with getting them in. Tom makes a follow-up call three months later to make sure things are going right. He sends a card on the one-year anniversary of the closing, as well as birthday cards, an occasional mailer about the market, and sometimes a magnet with the Bears game schedule on it and a business card attached.

He reaches out to the community with the same kind of care, working with My Brother's Kitchen, “a great organization that has an after-school meal program for kids and a nice lunch on the weekends. They treat people well.” He's also a leader of Junior Cadets, part of the Pathfinders' boys' club, at his church.

Tom loves to engage with his family, too. He and his wife are big gardeners. “She always says I'm the labor and she's the brain,” he says. “She does the designing, I just dig the holes.” They're an outdoorsy family, going fishing, camping, and hiking at every opportunity. Even his three-year-old hikes with them.

As Tom looks to the future, he notes that his goals are the same every year: to do quality work he can be proud of, help people get in homes, and continue to stay in business. “We want to stick to our core values, work hard for people and do what we believe in. And make some money while we do it!”

For more information about Tom Vogelzang, Associate Vice President of Anderson Financial Group, Lisle, Illinois, please visit <http://tomvogelzang.com/>, call (708) 288-7670 or email [Tom@andersonfinancialgroup.com](mailto:Tom@andersonfinancialgroup.com)