

# TOP AGENT MAGAZINE

## TOM CAMPONE

Tom Campone began his career in commercial banking, where he cultivated a passion for entrepreneurship. While he had found quick success in the corporate sphere, he still found himself searching for an opportunity that better aligned to his love of empowering those within his community. He realized he could apply his unique skill set to real estate. Inspired, he decided to switch paths and launch his career as an agent—and the rest is history. Today, Tom is a Broker for Keller Williams OneChicago, where he serves clients throughout the South Loop and all of Chicagoland. He has applied his extensive professional background to represent his clients with a distinct blend of integrity, tenacity, and business expertise.



thrives on connecting people.

Because of his strategic approach, Tom has earned a strong reputation throughout Chicago, with the majority of his volume coming from repeat clients and referrals. Now averaging close to forty transactions per year, he still remains focused on the values that inspired him to enter real estate in the first place. “Here, I’m truly able to help people,” he says. “There’s nothing more rewarding than stepping back and showing a client the bigger picture of their transaction.” Then he adds with a laugh, “I always joke that I’m half-fireman and half-therapist—and I do a little bit of real estate on the side.”

When listing a home, Tom presents his clients with a diversified strategy. After helping them ready their property for the market, listings are solicited through his website and a mix of targeted, digital and organic social media campaigns. Never settling, he also promotes his listings via traditional methods like mailers to the surrounding neighborhoods—all to give his clients as much exposure as possible. Through the process, Tom is there for his clients, navigating their transaction and troubleshooting any issues that might arise. “I’m a very hands-on broker,” he says. “Communication is important in every aspect of life. My goal is for my clients to feel as if theirs is the only transaction I’m working on.”

Tom is just as attentive when assisting his buyers, leveraging his commercial insurance and banking background to inform each step of their transaction. As a longtime resident of the Chicagoland area, he also leans on his acute knowledge of the local market to guide clients to the right home for their needs. For Tom, the transactions are never truly finished, as he enjoys staying in touch with his clients long after closing to ensure every need is met. Whether that is an introduction to a carpenter or a friendly neighbor, Tom

Outside his career, Tom is tremendously active in his community. A devoted husband and father, he currently volunteers at his children’s school, and when he’s not with clients or giving back, he can be found vacationing around the world and capturing images for his travel photography business. Elsewhere, Tom has a strong vision for the future of his business. As his volume maintains its steady growth, he intends on adding new members to his team. In the meantime, he is most excited for the new opportunities that lie ahead in the city he loves.



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