

▶▶ real producer

By Carol Rich • Images by Wes Mosley

ANGELINA FOX-SMITH



The Fox-Smith team has a secret weapon: they are all mothers. From left to right: Katy Iwaszkiewicz, Juliet Zyskowski, Megan Anzur, Angelina Fox-Smith, Angie Mahl and Allyson Bowman.



& COMPANY, COLDWELL BANKER REALTY

When it comes to business success, Angelina Fox-Smith, Coldwell Banker Realty, has a mega advantage: her team.

Each team member has a strong skill set — and a secret weapon. Everyone from the REALTORS® to the admins to the stager is a mom. Between them, team members have kids ranging in age from toddlers to their late 20s.

“It is such an honor to be featured in the May edition of Real Producers. The month of May lends to celebrating mothers, and as a team of moms I think that perspective not only leads to our success but also really helps our clients,” said Angelina.

Whether it’s the extra level of understanding they bring to the potentially nerve-wracking process of home sales — or just providing a set of helping hands to hold a baby so the parents can concentrate on a home’s feature — Angelina and the team’s other agents, Megan Anzur and Juliet Zyskowski, draw on their inherent mom expertise.

“I think because we’re moms, it’s natural for us to connect with buyers and sellers,” said Megan. “As moms, we’ve learned to wear many hats while multi-tasking life events. We know when to provide a listening ear to the client who is having a bad day or give a hug to that client whose toddler is in the middle of a meltdown. We’ve all been there.”

Observed Juliet: “It is our ability to understand and provide compassion. There’s a lot of emotion when you’re buying and selling a home and we help our clients navigate the process.”

This team is also passionate about helping those in need. Last year, they organized a canned food drive in conjunction with their annual Thanksgiving pie giveaway in which they collected

674 pounds of non-perishables to donate to the Westerville Area Resource Ministry (WARM), and they hope to exceed that number this November. They are also proud to support St. Jude Children’s Research Hospital®, a place so many kids call home while they fight cancer and other life-threatening diseases. “For each transaction closed, our team donates in honor of that client to St. Jude,” explained Angelina. “Our hearts break for the families dealing with an ill child, and that is just one reason we will continue to support St. Jude’s mission: Finding cures. Saving children.”

Angelina created a unique team structure, with each team member handling a specific role. Angelina takes care of sellers, Juliet covers buyers and Megan works with buyers while also managing operations. The group works so well together that, although there are just three agents, Angelina Fox-Smith & Company (AFS & Co.) consistently ranks as one of Coldwell Banker’s top-producing teams.



Angelina and her family. From left to right: Jake, Jim, Angelina, Ty and Laney. Image by Erica Lemaster Photography.

Each REALTOR® brings superpowers to the team. Angelina is creative, an ace negotiator, and a risk-taker, with a strong work ethic. Juliet is a champion-level extrovert with a great sense of humor, who's a pro at handling the fast pace of real estate. Megan is an AI communicator and an outstanding organizer, who creates strong connections with others and never loses her focus.

Angelina grew up in Westerville with parents who were both entrepreneurs. At 18, she became a licensed hairstylist and worked in the industry for 23 years. Following in her parents' enterprising footsteps, she was part owner of Shear Sensations & Company for over 18 years.

While she continued to run her salon, Angelina began purchasing investment properties as a sideline. In 2008 she obtained her REALTOR® license, initially so she could sell her own investment properties. However, she

quickly had friends, family, and even her salon customers turn to her for their real estate needs. Angelina's real estate business took off and she found herself balancing two highly successful careers. She knew she would have to choose between them, and in 2013 she chose real estate and sold her salon.

Angelina and her husband, Jim Smith, are empty nesters who live with their Doberman, Gabby. Jim, who also has his real estate license, is a high school American history teacher with Hilliard City Schools. The couple has two sons: Ty (25) and Jake (23). Ty and his wife, Laney, reside in Greenfield, Indiana, with their two Golden Retrievers, Lucy and Finley, and Jake recently moved to Pittsburgh to begin his career at the corporate headquarters of DICK'S Sporting Goods.

"All of our husbands and families are 110% behind us," stressed Angelina. "Their support has made it possible for us to be successful."

Megan grew up in Gahanna and graduated from The Ohio State University with an education degree. She and her husband, Scott, who works in medical device sales, met while they were OSU students. After college, Megan taught middle and high school home economics before having children and moving back to Ohio.

The Anzurs, who have lived in Westerville for 20 years, have two sons, Sam (21), who just completed his junior year at OSU and Jack (16), who is finishing his sophomore year at Westerville North High School. The family also has two rescue dogs, Sadie and Lucy.

Megan and Angelina first connected when one of Megan's cousins chose Angelina to sell her home. "Years later when it was time for my grandma to sell her condo, and my mom was handling it, I recommended she call Angelina," Megan remembers. One day during the sale



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My parents both invested in real estate and they also owned rental properties, so we were constantly involved with the process.

process, Angelina casually mentioned she'd had an especially crazy day with eight scheduled closings. "My mom told her, 'you need an assistant — call Megan!' And that's how I joined Angelina's team." Megan started in 2016 as an admin but she soon became a licensed REALTOR® to better serve the team's real estate clients.

Juliet's interest in home sales began while she was growing up in the Akron suburb of Fairlawn. "My parents both invested in real estate and they also owned rental properties, so we were constantly involved with the process," Juliet remembers.

After Juliet earned her education degree, she and her husband Kevin, a business owner, moved to Shaker Heights, where Juliet taught in several Cleveland area Catholic schools. In 2008 the couple moved their family to Columbus. Today the Zyskowskis live in Westerville with their four children: Josie (19), James (17), Johnny (14) and Juliana (12). The family has two dogs, and their names are proof Juliet loves the comedic side of life: Eddy, a Pomeranian mix, and Murphy, an Airedale.

Soon after arriving in central Ohio, Juliet started a tutoring business, but she never lost her interest





in real estate. When she heard Angelina, a friend she'd made through tutoring, was expanding her team of REALTORS®, the two met over coffee. Convinced that a spot on Angelina's team would be right for her, Juliet got her license in 2017 and became a team member. "I was looking to join a successful real estate team and I felt lucky to join Angelina," Juliet said.

Along with the REALTORS®, Angelina Fox-Smith & Company includes three other experts — and mothers. "Our support staff are not just employees of AFS & Co. — they are integral members of our team," said Angelina. "We would not be where we are today without the skills they provide to assist us and our clients."

The team's stager, Katy Iwazskiewicz, helps behind the scenes working with sellers to ensure the home looks its absolute best. Katy and her husband,

Matt, have three children, Emily (28) and Jarrod Culp, Allie (27) and Nick (19), as well as two young grandchildren. The team also is supported by two admins including the transaction coordinator, Allyson Bowman, who ensures the transaction runs smoothly and the client care specialist, Angie Mahl, who is responsible for providing extra attentiveness to all the clients. Allyson and her husband, Brice, have two boys: Jaxon (3) and Reid (18 months), and Angie and her husband, Tim, are parents to Caden (14) and Siena (10).

"We love that everyone on this team has a special connection to each other. We truly have become friends that rely on each other more than just for business reasons," said Megan.

"Those connections are real and they're profound. The relationships we make run deep. Even our three support staff team members are past clients of the team," observed Juliet.

Team members enjoy each other's company so much that they often get together outside of the office. "We have similar interests and we enjoy spending time together," Angelina said. "We've been known to exercise together, go to cooking classes together, and we even recently tried playing pickleball when we traveled to Naples, Florida, together!"

It's fitting that when a designer was creating Angelina Fox-Smith & Company's logo — a fox posed in front of a house — she observed how much the REALTORS® loved their work and inadvertently came up with the team's tagline: We love what we do and it shows!

"We spend time motivating and celebrating with each other and we truly want to be the best for each other," said Angelina. "The more success we have — that just makes my heart happy."