

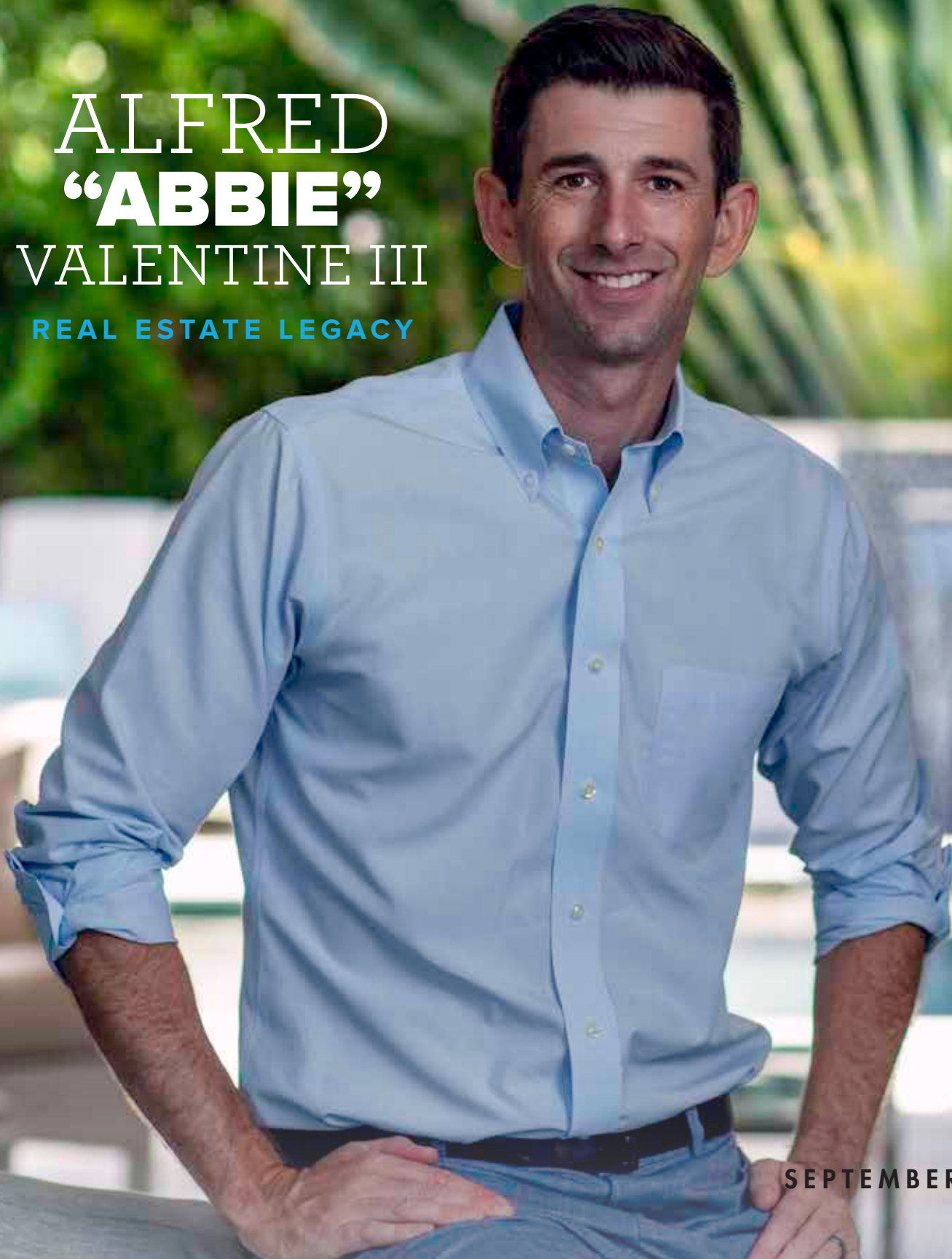
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LIFE AS A HIGH-END REALTOR

Following the strategies of Realtors Rupert and Karen Irby as they try to make their mark in the upscale market in Naples.
BY JUSTIN PAPROCKI

"There's opportunity here—you just have to see it. Put a little money into it—well, the Naples version of 'a little money'—and this could sell quickly."

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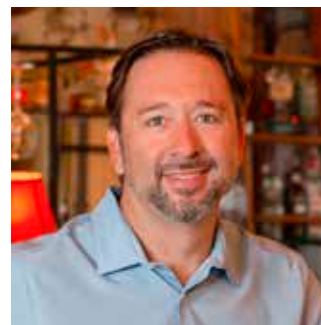
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Cover photo courtesy of John Paul Buchanan.

RP

If you are interested in contributing or nominating REALTORS® for certain stories, please email us at Andrew.Regenhard@realproducersmag.com

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G R O W T H

publisher's note ◀◀



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A MESSAGE FROM THE PUBLISHER

SWFL Real Producers is growing rapidly, and I wanted to take a second to show my gratitude. The love and support from our REALTORS® and partners has been overwhelming. The growth and value we plan on adding in the future is to better assist each and every one of you! We have been working on fine-tuning our preferred partner list. These businesses support SWFL Real Producers in an array of different ways. They are here to help in any way possible and are looking forward to meeting you in the near future!

I have gotten some great feedback from agents and partners about the relationships formed from this platform. They have stated it has provided

ed more opportunities and different ways to close more deals. With that being said, I want to offer you my services. I am here to assist in any way I can. I love personality matching and helping forge meaningful relationships between two mutually beneficial parties. Don't be shy, reach out to me on my cell at 239-290-0692. Text/call whenever and let's all grow together.

CHALLENGE: I challenge you to provide me with one thing you would like to see in SWFL Real Producers. It could be as simple as a different type of article, funny stories, unique experiences, or even hosting creative masterminding events. Email me at andrew.regenhard@realproducersmag.com. This platform is exclusively for you, as leading experts in the real estate industry, and I want to get your feedback on how to constantly improve.



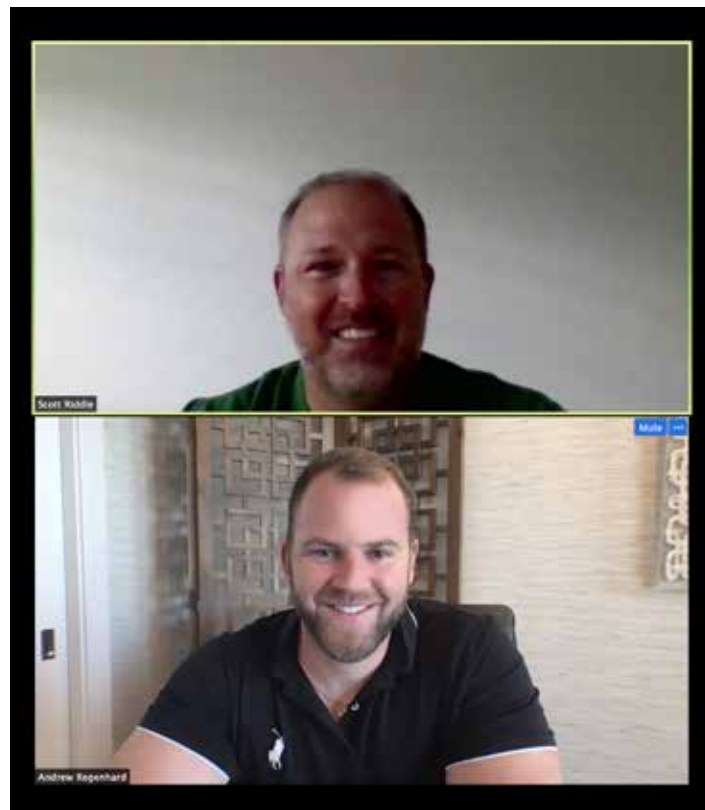
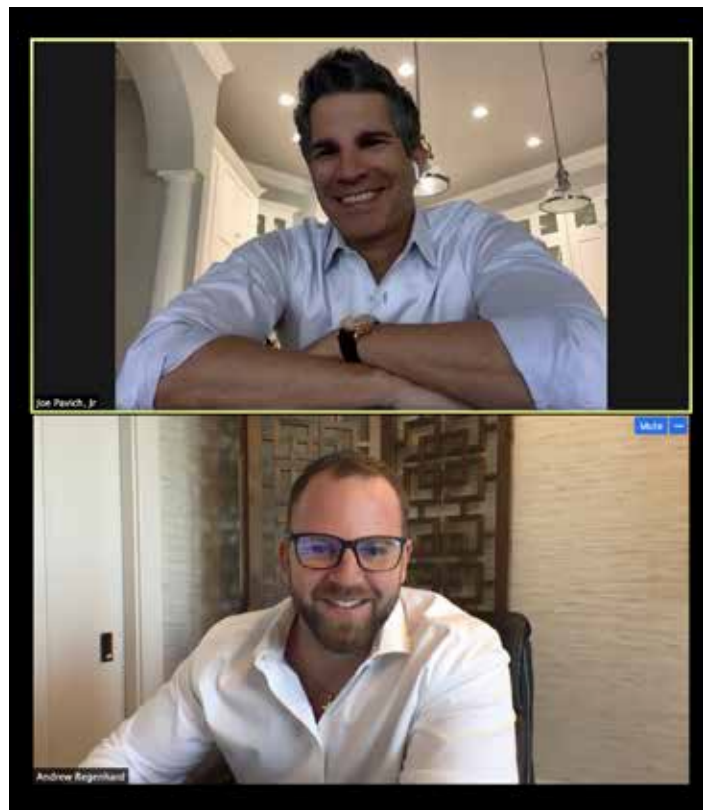
Very respectfully,

ANDREW REGENHARD

Owner/Publisher
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▶▶ featured agent
By Dave Danielson
Photography by LaCasaTour

ZACH ROSEN

MOVING THINGS AHEAD





COMING OF AGE

As he came of age, Zach earned two back-to-back state debate competition championships, then moved on with his education.

“I went to college at Florida Gulf Coast University, where I studied marketing and finance,” he says. “I worked at the Coconut Point Mall Apple Store.”

PIVOTAL CONVERSATION

It was there that he had a pivotal conversation that paved the way for his future career.

“While I was there working one day, a young, sharp-looking guy came in. He was the owner of a real estate company in Bonita Springs,” Zach recalls. “I talked with him about what he did, and I was very interested in what he told me. In fact, I ended up interning for him that summer. He actually paid for me to get my license, too, because he said he saw that I had the gift of gab and he thought I could have a future in the business.”

...

Zach Rosen has mentored many new agents and encourages them to have an action-based plan for moving their business forward.

...

Ambitions are valuable. They point us in a direction forward.

But how do we get there? What makes the dream real?

Zach Rosen is a licensed real estate professional with Compass. Over the course of being in the business over the past nine years, he’s had the opportunity to mentor many newer agents.

“I’ve had quite a few people tell me that they’re going to get their real estate license,” Zach says. “What I usually say is, ‘Before you do go out and get your license, close your eyes and pretend that you have it. Getting your license is the easy part. Now, what’s your plan for moving ahead?’”

It’s advice that Zach has followed himself. With a straightforward approach, hard work, and solid planning, Zach has created a successful career.

MEANT TO BE

In some ways, Zach’s real estate chapter of his career was meant to be.

“Sales was ingrained in me early on. My mother Heidi was a great example of that, who influenced me,” he says.

“She had wanted to stay home with me growing up. In the early ‘90s, she started working with Tupperware and became their number one representative in the nation in 1997. In fact, she did so well that my dad left his own successful sales career to work with her in the business.”



Zach Rosen prioritizes time with his girlfriend Danielle and their puppy Charlie.



Zach Rosen says success is about freedom and happiness.

... That thought proved to be prophetic.

In Zach's relatively young career, he has already done over \$100 million in sales volume, representing 300 transactions. In 2020, Zach is on pace to complete more than 75 deals.

"One of the things I love the most about what I do is helping clients achieve their goals," he says. "And it means even more that these are lifetime goals I'm helping them with."

LIFE'S PRIORITIES

In his free time, Zach enjoys moments spent with his girlfriend Danielle and their puppy Charlie. They also like to travel as much as possible.

Zach is also a self-described foodie who likes to sample cuisine at the local hotspots.

CARE AND COMMITMENT

When you talk with Zach, it's easy to see that he takes his work and his client's needs very seriously.

"I really do care about the results that my clients achieve through the work I do," Zach explains. "As a result, I always want to go the extra mile to do what I can to move things ahead."

Zach is driven and goal-oriented.

With each step, there is definitely a plan to achieve... a plan for success.

But his definition of success goes beyond the tangibles in life.

"It goes back to being happy. And happiness is very correlated to success," he says with a smile. "For me, it's about freedom and happiness."

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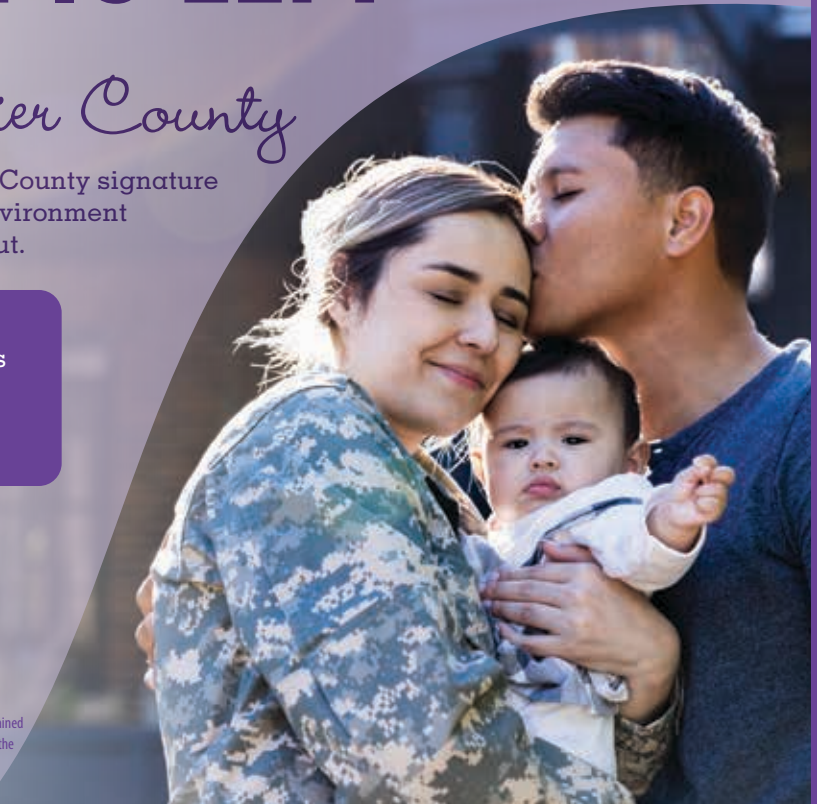
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JOSH LUND

Gold Star Mortgage
Financial Group

▶▶ partner spotlight
By Lindsey Wells



Photo by John Paul Buchanan



Josh Lund and The Gold Star Mortgage Financial Minneapolis team. (Photo by Christine Photography.)

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For most of us, our home is the most expensive thing we will ever buy. And for most of us, we need one big loan to do it — a mortgage, which is not something to be taken lightly. You want each aspect of your transaction to be handled by knowledgeable professionals to help guide you through this often-stressful event in your life.

Cue Josh Lund, Branch Manager of Gold Star Mortgage Financial Group. Josh brings an impressive 20 years of experience to the table and is no stranger to the ups and downs that many people experience

when buying a home and searching for the perfect mortgage. His start in the mortgage industry happened almost by chance at just 20 years old while he was employed as a car salesman and sold a vehicle to someone who worked in the mortgage industry.

“I sold a car to this guy, and in his credit application, he writes that he makes \$40,000 a month. I said to him, ‘No, I need to know your monthly income, not your yearly income.’ He looked at me and said, ‘That is what I make a month.’ I was 20 years old; I didn’t know that it was even possible to make \$40,000 a month,” Josh says. The man suggested that Josh leave the auto business and go to work for him instead. “I told him I didn’t really know anything about mortgages, and he said, ‘Well, do you know much about cars?’ I said, ‘Touché.’

...



(Photo by John Paul Buchanan.)



Josh and Tara Lund with their children, Zoey, Camden, Easton and Corbin.
(Photo by Christine Photography.)



Josh Lund and his wife Tara. (Photo by John Paul Buchanan.)

- Good point.' Two weeks later, I was working for him doing mortgages."

While the financial compensation afforded to those in the mortgage industry was certainly attractive to the then 20-year-old, Josh says that his reason for getting out of bed and going to work every day is no longer about the money or making the sale; it's all about helping people achieve their dreams of homeownership. "It's kind of cliché when someone says this, but my job really is so satisfying and gratifying. It's all about networking the relationships that I've gained, and it's about helping people," he says. "With my job, I'm excited for Sunday night and Monday morning because I get to go to work. It's one of those jobs where I am lucky to be in the position I am and the industry I am, and I think that our future is bright because

everyone always wants a house. That's everyone's American dream — to own a house."

Originally from Minneapolis, Minnesota, Josh relocated to Florida four years ago. He and his wife, Tara, who works in the healthcare industry, have four children under the age of 11. When the family can enjoy some down time together, they can usually be found doing something outside, whether it be swimming, boating, or fishing. Josh's parents still reside in Minnesota, where his dad has served as their city's mayor for the past 22 years.

Headquartered in Michigan, Gold Star Mortgage is a nationwide company with locations in 40 out of the 50 states, with eight branches in the state of Florida, alone. While the company offers all of the traditional mortgage loans that can be found with

“

We specialize in different markets, different loan amounts, and we try to help real estate agents get their complex clients closed on time. We step outside the box, and that's what sets us apart and why we have grown so much over the years.

”

...



(Photo by John Paul Buchanan.)

... any company, Gold Star Mortgage is different in that it specializes in Jumbo financing, which is any loan amount over \$500,000. “A lot of companies like to stay in the conventional world, which is any loan amount under \$500,000,” Josh says. “It’s an interesting market to get into it. It’s not the easiest, but once you get into it, it’s a lot of fun.”

With over two decades in the industry, Josh has become known as the lender who other lenders go to for their difficult transactions. In fact, his tagline for years has been, “Call the lender that other lenders call to get deals done.” What sets Josh and his company apart is their experience and willingness to service a broader range of clients. “We specialize in and have stepped outside of the box into higher loan amounts for difficult borrowers. I do not mean difficult borrowers with bad credit; I mean difficult borrowers with weird incomes or self-employed

borrowers. Maybe they reside in Canada and their pay stubs are in French, and they are not paid in U.S. dollars. We specialize in different markets, different loan amounts, and we try to help real estate agents get their complex clients closed on time. We step outside the box, and that’s what sets us apart and why we have grown so much over the years.”

For more information on Gold Star Mortgage Financial Group, call Josh directly at 612-802-3265 or visit them online at www.GoldStarFinancial.com.



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▶ making a difference

By Lindsey Wells



Naples High School and participants of WWCC Annual Warrior Golf Tournament, held in November 2019 at La Playa Golf Course in Naples, Florida.

WOUNDED WARRIORS

OF COLLIER COUNTY

“The willingness of America’s veterans to sacrifice for our country has earned them our lasting gratitude.” —JEFF MILLER

According to the U.S. Department of Veterans Affairs, 37,085 veterans in the United States were homeless as of January 2019. While the number of homeless veterans across the country has decreased in recent years, the current number is still a staggering one. Putting an end to veteran homelessness, once and for all, is going to require a concentrated effort by communities nationwide to create programs and systems designed to help those who have given so much to us through their service to our country. One such local community is doing just that. Wounded Warriors of Collier

County was established in 2010 with the mission to see that “No Veteran is Left Behind” in this county.

In July 2019, 60 volunteers, representing 15 local organizations, conducted the county’s first-ever homeless veteran count. Over two days, they located 43 homeless veterans, which came as somewhat of a shock, considering a report by the VA just one year prior stated that there were zero homeless

veterans in Collier County. “When we found there were more homeless veterans than we thought, we took it to heart,” says Diego Gil, a board member for the organization. “These are our brothers and sisters in arms. We started getting together with other nonprofit organizations in our county to figure out what we could do, how we could get this on the radar, and start moving towards eradicating this problem or being a solution in the county.”

Why *do* so many veterans experience homelessness? Veterans often suffer from conditions including PTSD, substance abuse, and mental illness, making it difficult to adjust to civilian life. “What happens to most veterans is that the military shows a person how to become a marine, sailor, airman, or soldier, but it never teaches the veteran how to become a civilian again,” Diego says. The primary focus of Wounded Warriors of Collier County is to provide veterans in need with education, housing, and mental health services.



Citrus Park ladies at the Citrus Park Annual Give Back Games in January 2020, held in Citrus Park, Bonita Springs, Florida.



In response to COVID-19, veterans of the Alpha House hand out boxed meals to families located in the River Park East Community, April 2020.



Dale Mullin, President of WWCC, leads a team of volunteers to assist in locating homeless veterans in Collier County, in July 2019.

Wounded Warriors of Collier County provides transitional and permanent housing for local veterans through its Warrior Homes program. The first Warrior Home, the Alpha House, officially opened its doors on January 15th of this year and currently houses four veterans, the maximum capacity set by the city. The organization is fighting to be able to house more than four vets in their homes. Currently, they are looking forward to purchasing their second Warrior Home to provide additional affordable housing for homeless veterans. “The goal of our second house is to assist veterans who are below or at the poverty level who require affordable housing,” Diego adds. The third step for these individuals would be the Charlie House, an apartment complex that the organization hopes to open in the future to permanently house veterans and their families, or veterans seeking roommates.

Wounded Warriors of Collier County is a locally based 501(c)3 nonprofit organization founded in Naples, Florida, and not a Naples chapter of the Wounded Warrior Project. As a Naples-based, volunteer-only organization, approximately 92 percent of funds granted to Wounded Warriors of Collier County is poured right back into the community. “That’s not big corporations giving to us; these are everyday people who understand what we’re doing and support the mission.”

The organization holds two annual fundraisers, a golf tournament, set this year for October 31st, and a gala, set this year for November 7th. For those in the real estate community who may be wondering how best to help local veterans, aside from financially, Diego encourages their support through education. “We have veterans that perhaps don’t know the first step to getting into housing, or they don’t understand how to use their veteran benefits, as far

as buying a house,” he says. “A lot of times, these veterans don’t understand that with what they’re paying in rent, they could be buying a house. They could be homeowners. Realtors® could be a major asset to them.”

To learn more or to make a donation, please visit www.woundedwarriorsofcolliercounty.com.





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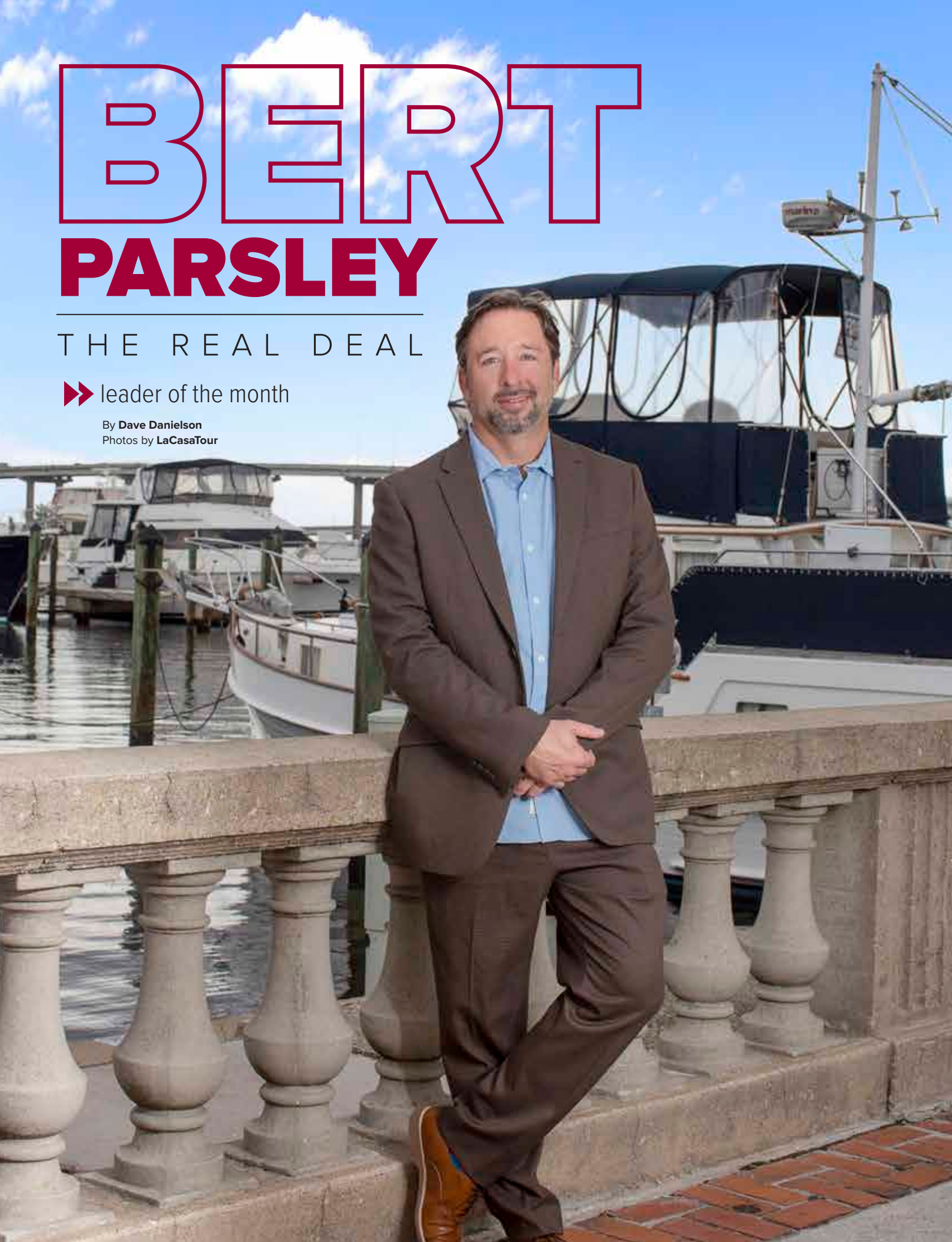


BERT PARSLEY

THE REAL DEAL

▶▶ leader of the month

By Dave Danielson
Photos by LaCasaTour



Customers who like a little mystery in their home-buying process, who like the idea of wondering what their Realtor® is thinking, and who want their agent to tell them what they want to hear would probably not be a great match for Bert Parsley.

That's because, with his straightforward approach, his down-to-earth demeanor, and his friendly per-

sonality, he simply provides a level of service and honesty that shows you he's the real deal.

Bert is Broker/Owner of Barclay's Real Estate Group. Before starting his real estate adventure 15 years ago, Bert enjoyed other successful careers.

"My first college experience was actually culinary school. I spent about 10

years in the restaurant world. In fact, I am still in the business now, as an investor partner in four existing stores — Capone's Coal Fired Pizza, Izzy's Fish & Oyster, The Lodge, and Boat-house Tiki Bar & Grill. I'm also opening one of my own — The Twisted Fork, in Port Charlotte, in a few weeks."

MADE FOR THIS

No matter what he was involved with through time, Bert tended to be drawn to sales. He had a knack for it too.

"I've always been pretty good at selling, and I knew a couple guys from church who were trying to get me into real estate," Bert recalls. "Eventually, they put a program in front of me for selling new homes."

The timing was right, and Bert made his leap into real estate.

"I really jumped in headfirst. I sold investment real estate," he remembers. "I flew around the country and spoke to real estate investment groups before the market crash that we experienced from 2006 to 2008. I stayed focused on real estate through the downturn and developed some partnerships that allowed me to be the REO guy. I was one of the lucky ones who was staying busy."

BUILDING FOR THE FUTURE

Through his career, Bert has built impressive success, including crafting a team that, today, stands at nearly 90 people.

"I've always enjoyed being an independent, so I decided to either find another brokerage or open my own," he says. "My business partner is Ty Wespiser, and we feel good about the results we're creating for people with our offices, including one in Naples, two in Fort Myers, and one in Jacksonville."

One of the most rewarding parts of his career has been the growth of the brokerage.

...

...

“We’ve never had a recruiter; we’ve grown organically. We’ve tried to keep the brokerage very agent-centric, and I think that’s one of the reasons we’ve been successful,” Bert emphasizes. “We’ve really tried to stay focused on providing the right tools, training, and support, and to be on the spot with anything they need.”

The Barclay’s Real Estate Group takes on a comprehensive blend of business, including residential, commercial, property management, investments and more.

“We have a really talented, experienced group,” he says. “I’m really proud of our team.”

BALANCED APPROACH

Balance is a big point of emphasis in life and business with Bert.

“For me, success in life isn’t just about success in business. It’s about the relationship I have with my kids, about the relationship I maintain with Jesus Christ, and it’s about having a balance that works,” Bert says. “Success in business is wonderful, but it’s not what all success is about. It’s being able to improve systems, where operations are seamless, bases are covered, and no balls get dropped.”

Bert’s world revolves around his two daughters, 22-year-old Zoe and 14-year-old Hannah.

In his free time, Bert has a passion for playing drums. He has played all of his life and performs during services at his church. He also has a love for being on the water, diving, fishing, and motorcycles. Bert is also someone who definitely enjoys the journey of getting there...

The community benefits from Bert’s involvement. He enjoys taking part in efforts to sponsor people over the holidays and is a big believer in Foster Genies in Fort Myers, a group that cares for foster families and children who have been through abuse and family drama.



A culinary school graduate with 10 years in the restaurant business, Bert Parsley keeps his hand in as an investor partner at four local restaurants/bars, including Capone’s Coal Fired Pizza in Fort Myers, shown here.

As he returns his thoughts to work, Bert really enjoys working with and mentoring newer agents in the business.

“I really enjoy that, and I think that’s one of our primary responsibilities as Brokers...to guide people, to train them properly, and to see them grow. We have everyone’s interest at heart.”

No matter what part of the business Bert is immersed in at the moment, he is a problem solver.

As Bert says, “I like that challenge in business...that process of figuring things out.”

One thing his team members and customers never have to figure out is where Bert stands.

“With me, what you see is what you get. I’m pretty much a no-nonsense guy,” he says, smiling. “My parents raised my brother and me to be good, hard-working people. I’ll tell you straight-up how it is. And honesty is big with me. I live that, and I want people to know I have their back, no matter what.”



Bert Parsley is Broker/Owner of Barclay’s Real Estate Group and has built a team of nearly 90 people working at offices in Naples, Fort Myers, and Jacksonville.



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AMY NEASE

► featured agent

By Dave Danielson
Photos by Sandy Windham



PASSION AND DRIVE

When you do the right things consistently, good things happen. When you take your efforts up a notch, the results multiply.

That's the way it is for Amy Nease.

As Broker Associate with John R. Wood Properties, Amy works with an appetite to achieve — a relentless pursuit to give her clients the best experience possible.

Originally from Michigan, Amy's family later moved to the Tampa Bay area. Earning multiple scholarships, she was able to attend and earn her degree from the now Muma College of Business at the University of South Florida. Her first step, after graduation, was working in retail management, which eventually took her to Fort Myers.

A NEW PATH

In time, she took a new path, which helped her take big leaps ahead.

"I had an opportunity, and was encouraged to go into real estate."

"When I was first licensed, I worked in a small new-homes community in Fort Myers. The people who owned it used it as a secondary business, so they weren't as present in the day-to-day operations," Amy explains. "It was an amazing opportunity. I was doing marketing for them and dealing with other elements of the business and working with expanded responsibilities, along with the sales duties that I had."

The new construction side of the business has been a rewarding part of her career, giving her the opportunity...



nity to participate in elements of the home design and the construction process, which continues to allow her to offer a unique perspective to her customers.

“I worked for builders from 1992 until 2016, including more than 12 years with London Bay Homes,” Amy recalls. “And from the beginning, I enjoyed the collaboration between working with the homebuyer and assisting them through the construction process.”

“New construction is a long process with people once they make the initial decision to build, and you are assisting them throughout the entire construction process,” she says. “It means a lot to be able to help people with such an important decision. You become invested in their lives.”

PASSION FOR THE PROFESSION

Her passion for her work comes through every day.

“It’s always important to me to really let my customers know that I’m there every step of the way through the transaction, whether it’s a buyer or seller, I want to make them feel comfortable during what can be a stressful situation and then come out on the other side of it being happy,” Amy points out.

Amy remembers what it was like moving to the area. It’s an experience and perspective she brings to her work that helps ease the transition for others.

She explains, “Being able to assist someone who is unfamiliar with the area and who feels overwhelmed, and who then puts their trust in you is very rewarding. Later, when they have built a happy and thriving life here, it becomes even more gratifying.”

BEYOND THE TRANSACTION

Her efforts mean more to her than just the transaction.

“For years, working in new construction...I understand that a home is more than just three bedrooms and a den,” she says. “It’s about how they are going to experience that place with their family and friends and integrate them into a community and the lifestyle in Southwest Florida. Every part of the process is essential.”

She says, “I had done onsite sales for so long; being able to transition from one area of the real estate industry to another was very rewarding.” In fact, Amy was honored as the number one single agent at John R. Wood Properties in 2018, less than two years after she transitioned from on-site sales to general real estate sales.

LIFE’S HIGHLIGHTS

Away from work, Amy cherishes time with her husband of 25 years, Steve. They also enjoy boating, paddle boarding, and spending time with their two dogs, Katie and Bay.

In her limited free time, Amy also has a passion for working out, cooking, baking, and bike riding, and has also taken part in sprint triathlons. In fact, Amy has taken part in the Captiva Sprint Triathlon three times.

Steve works as a general contractor, and he and Amy work together on



Amy and Steve Nease with their pampered pups, Bay and Katie.

home and investment projects. In fact, they just completed the big task of renovating their home, as well as their rental property.

Amy has a heart for giving back as well. She supports a variety of organizations, including St. Matthew’s House, local cancer groups, and the Humane Society.

She has also supported and participated in Ride for the Roses, raising money for cancer survivors.

“I have raised money for the Muscular Dystrophy Association as well,” she says. “The MDA was always important to my father. We would watch the Jerry Lewis Telethon together every year when he was alive, and I

had the opportunity to raise over \$3,000 for them one year.”

STRONG FOUNDATION. BRIGHT FUTURE.

As she reflects on her years and achievements in real estate, her mind goes back to the years that formed her foundation...training that set her on a successful, relentless pursuit through life.

“I really got my work ethic from my parents, along with the drive to excel at whatever I did,” she smiles. “They always encouraged us to work hard and find success. My mom is still very active. In fact, at the age of 84, she has taken on a new career in her retirement as a successful romance author.”

There’s more to come.

“My work is important to me,” Amy says. “Making sure that my clients know that I am there for them through every step of the process is a priority for me. I’m in it for the long haul and will always have my customers’ best interests at heart.”




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ALFRED “ABBIE”

VALENTINE III



REAL ESTATE LEGACY

► cover story

By Lindsey Wells

Photography by John Paul Buchanan



Just under a year ago, Abbie Valentine opened his own brokerage, the Alfred Robbins Realty Group, named in honor of his family's business.

Family and real estate go hand in hand when it comes to Abbie Valentine. His family's New York-based brokerage is in its 106th year, so you could say that real estate and entrepreneurship are in Abbie's blood. A fourth-generation Realtor®, Abbie followed in his family's footsteps, beginning his career in real estate in 2014, and has utilized hard work and dedication to build a successful and rewarding career for himself. Just under one year ago, he took a leap of faith and opened the doors of his own brokerage, the Alfred Robbins Realty Group, which was named in honor of his family's business.

...



After a 10-year career as a professional golfer and a shoulder injury in 2015, Abbie Valentine is back on top of his game at Quail Creek Country Club.

••• Real estate isn't Abbie's only passion, though. Before real estate and after college, he enjoyed a career spanning 10 years as a professional golfer, mainly playing mini-tours around the country. In 2013, he traveled around South America with the PGA TOUR Latinoamérica. While Abbie aspired to make it to PGA Tour level, he never quite got there and decided to end his golf career in 2014.

He met his wife, Ashley, while living in Orlando, and soon after, relocated to Naples, where she was living. The couple has been married for almost seven years and has since welcomed two daughters, Logan and Blakely, ages four and one. They live in Saturnia Lakes, which Abbie says is, hands down, the best community for children. "Kids are running around everywhere," he said. "My oldest has so many friends here...it's great, and that's why we moved here."

For Abbie, while he is no longer a professional golfer, the sport is still near and dear to his heart (though a shoulder injury in 2015 caused him to put

down his clubs for a few years). In 2019, he had two surgeries, is finally back on top of his game, and enjoys golfing at Quail Creek Country Club. Abbie and his wife have even been trying to get their girls interested in golf. "I've been very much strategizing how to make them love golf," he says, laughing. "I don't want to be an overbearing dad — I want them to find it naturally. But I don't know how *not* to go extreme soccer dad on them."

After his golf career ended, Abbie began weighing his options for his next career move. Because he spent so much time in a flexible career like golf, the idea of going paycheck to paycheck in an office job with a rigid, 9-to-5 schedule didn't exactly excite him.

"Golf sort of conditions you," he says. "In golf, you make 80 percent of your money in 20 percent of your weeks, and real estate is kind of the same way. I think that's a turnoff to some people entering real estate, but that's the only way I've ever been paid. Plus, I spent so long not being in a physical office that a job in an office building didn't seem all that appealing."



Abbie Valentine and his wife Ashley have been trying to get their girls, Logan and Blakely, interested in golf early.

For the past year, Abbie has been building his business model and getting systems in place to ensure the agents he brings onto his team have the best possible chance for success.

While he was already familiar with the real estate industry because of his family's business, Abbie was in a brand new city, over a thousand miles away from his home state of New York, was under a lot of credit card debt from his golf career, and hadn't made any new business contacts in 10 years. Needless to say, his career in real estate started at the very bottom. For about a year, Abbie hit the phones hard, cold calling potential clients while familiarizing himself with the business and perfecting his pitch. The turning point in his career took place after one particular cold call that would lead him into the market of high-end real estate.

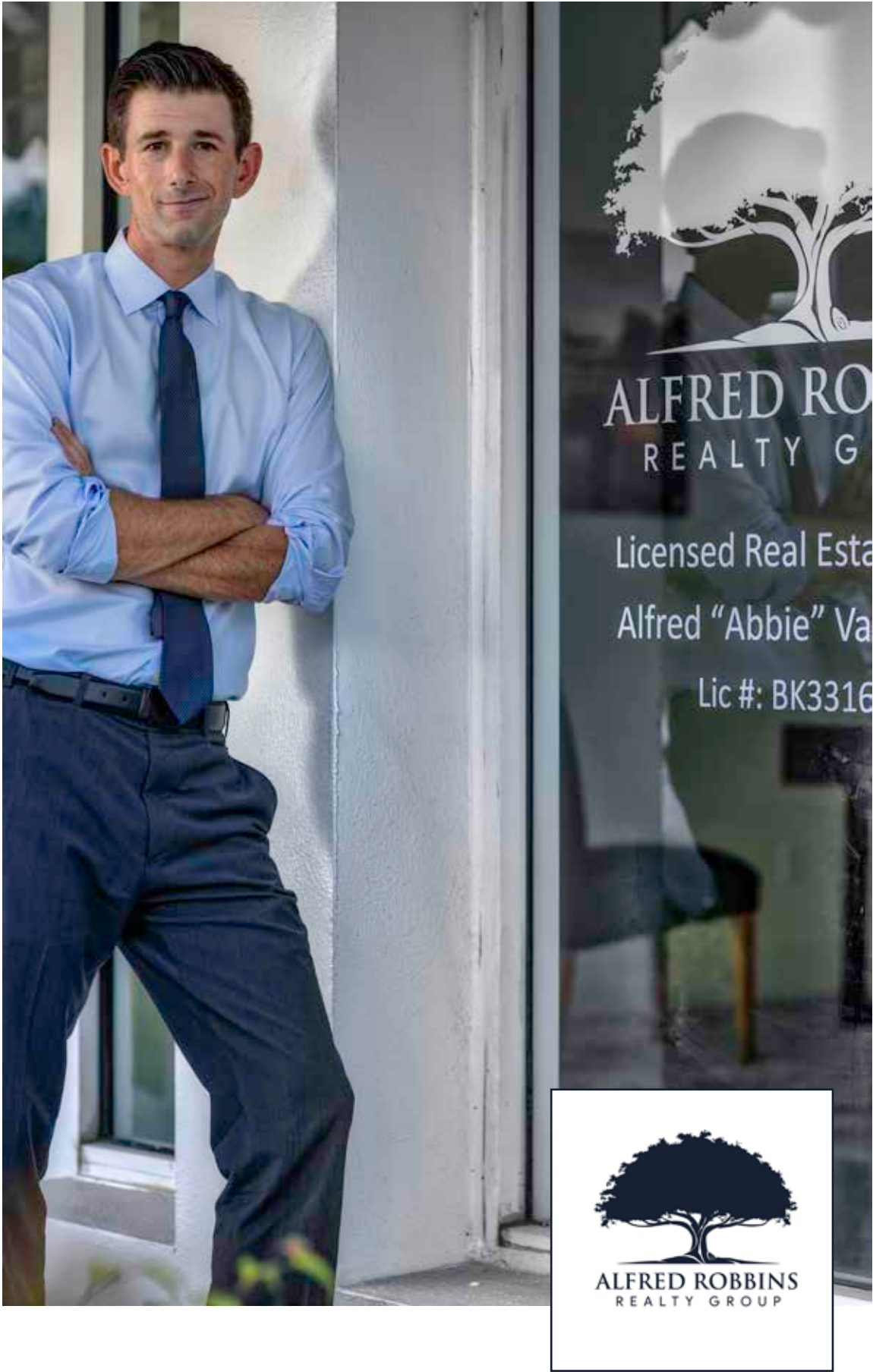
"I wound up calling a guy who was selling a condo on his own," Abbie recalled. "I got in front of him, and we kept in touch from there. Months later, it turned out that he was developing a few luxury properties in Naples, and he gave me the chance to list them. I was fortunate enough to find buyers for those properties and through that business, attracted other developer clients. My career all kind of stems from one really good cold call, and I just built from that. As soon as I had that opportunity with

...

him, I ceased all cold calling and focused all my efforts on that client and was able to grow from there. It's still growing — I've doubled my business every year since I started."

Abbie spent five years working at a large local brokerage as a sales agent before he began considering going into business for himself and building his own team of agents. "You can leverage your time better on a team than you can as an individual agent," he says. "On your own, you can only service so many clients and help people directly so much, and that's in any industry. To gather a team just means you can have a broader reach, and I felt like this was an opportunity for that."

Alfred Robbins Realty Group was founded in October 2019 and is dedicated to serving the area's most exclusive properties and the world's most elite clientele. For the past year, Abbie has been building his business model and getting systems in place to ensure the agents he brings onto his team have the best possible chance for success. He has just begun a selective recruiting process and is excited to start the next phase of his family's real estate legacy.



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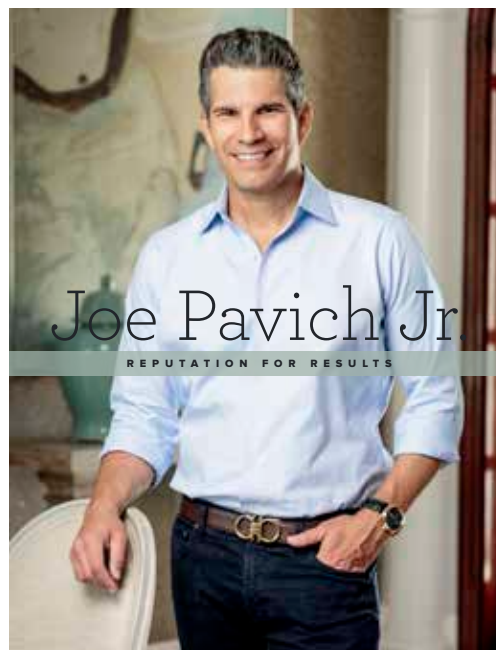
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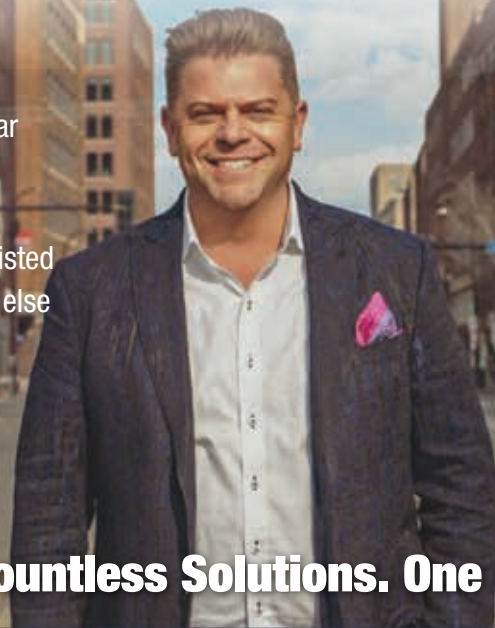


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