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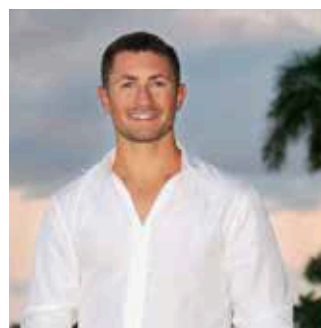
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RP

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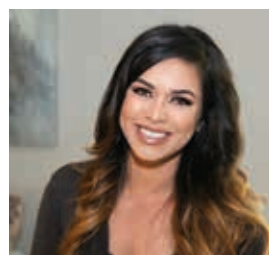
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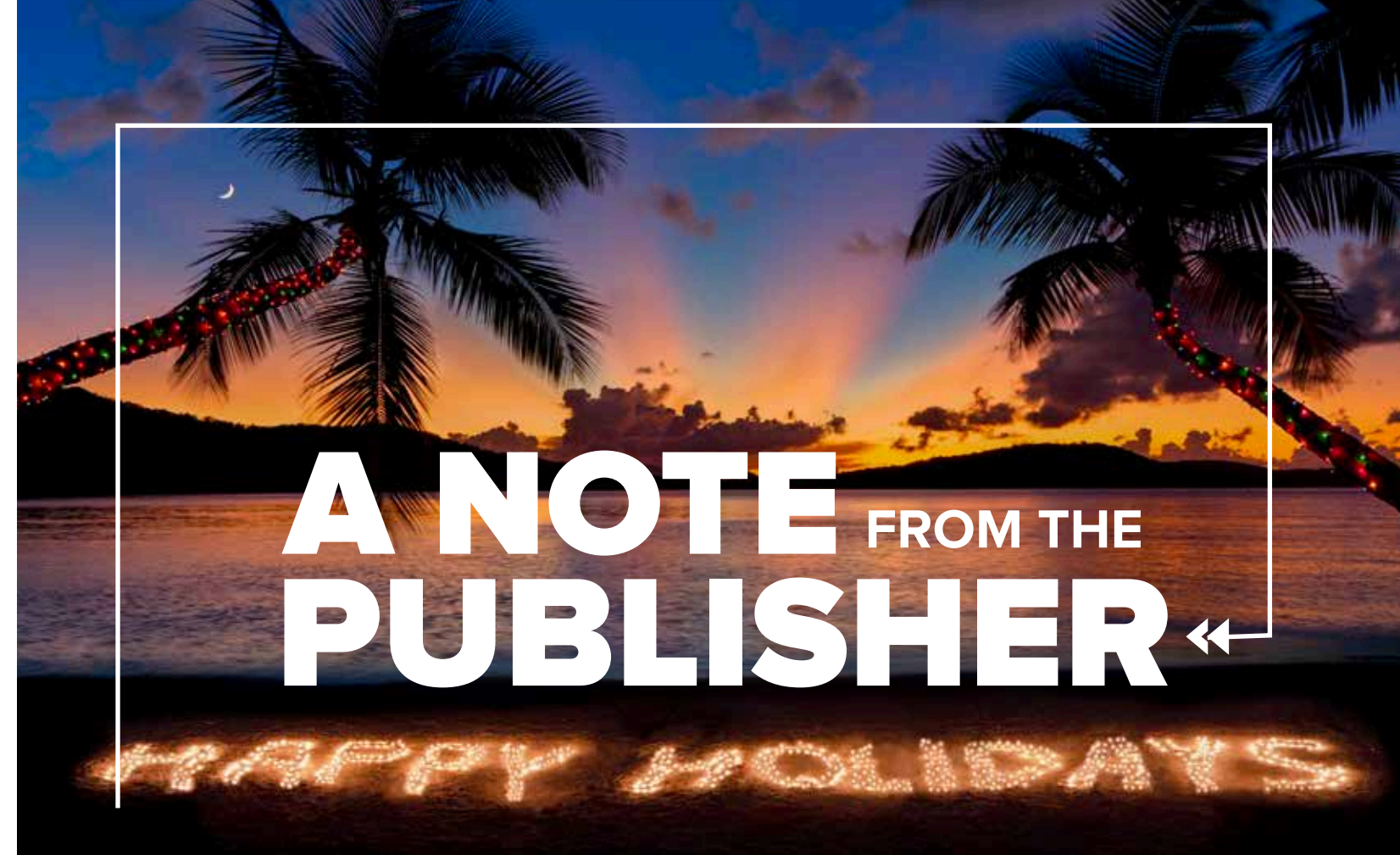
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The holidays are a time of giving, no matter which holiday you celebrate, and for being grateful to all the special people in our lives who have given so much to us. I can tell you, I'm so grateful for all of you. Thank you for helping make 2021 an amazing year of growth and success for *SWFL Real Producers*!

And thank you all for coming to our awesome quarterly event at Ultimate Garages last month. It was another

event to remember, that's for sure! Be sure to check out photos from the event on pages 100–105 in this month's issue.

Have a great rest of your holidays. I can't wait to see everyone in early 2022 as we embark on yet another crazy, wonderful year!

Very respectfully yours,

Andrew Regenhard
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5 Tips for Making HEALTHIER HOLIDAY EATING HABITS

healthy living ◀◀

By Shauna Osborne

With the holidays come lots of family, friends, fun, and *food*! While we look forward to these festive weeks (and feasts!) all year long, too much indulgence is incompatible with the healthier eating and exercise habits we have established – or want to establish – throughout the year. Throw in the extra stresses associated with the season, and the period between November and New Year's can deliver a big hit to our overall well-being. To help you stay on track, here are five tips for making overall healthier choices this holiday season.

1. Modify your favorite dishes: You don't have to give up the decadent casseroles and delicious desserts we often associate with holiday meals! Just modify those recipes with healthier alternatives, such as baking instead of frying meats and cutting the amount of sugar added, and substituting oils, yogurt, or apple-sauce for butter in baked goods.

2. Practice moderation: As the old saying goes, "Everything in moderation." Avoiding foods you love and that bring you comfort during this season will only make you want them more (and might lead to binge-eating later!). Indulge but moderately. Exercise

cise **portion control** by choosing a smaller plate or reducing the number of dishes you serve.

3. Eat slowly, and hydrate: Studies have shown that eating deliberately is the most effective way to avoid overeating. Slowing down gives our brains time to register when we are full, thus avoiding the associated discomfort of overindulgence. Remember to **hydrate**, too, which also slows down eating and aids in digestion.

4. Enjoy an after-dinner stroll: Walking immediately after a meal offers several health benefits, beyond just the exercise you're getting. A quiet walk offers you the opportunity to decompress after a gathering; moving your body also aids in digestion.

5. Get enough sleep: Though holiday festivities and visiting family can mean later bedtimes, try to stick to your normal sleep schedule as much as possible. Irregular sleep schedules can be linked to everything from weight gain (yikes!) to daytime fatigue and sleepiness. Maintaining your bedtime and wake-time routines will increase your quality of sleep both now and after the holidays.



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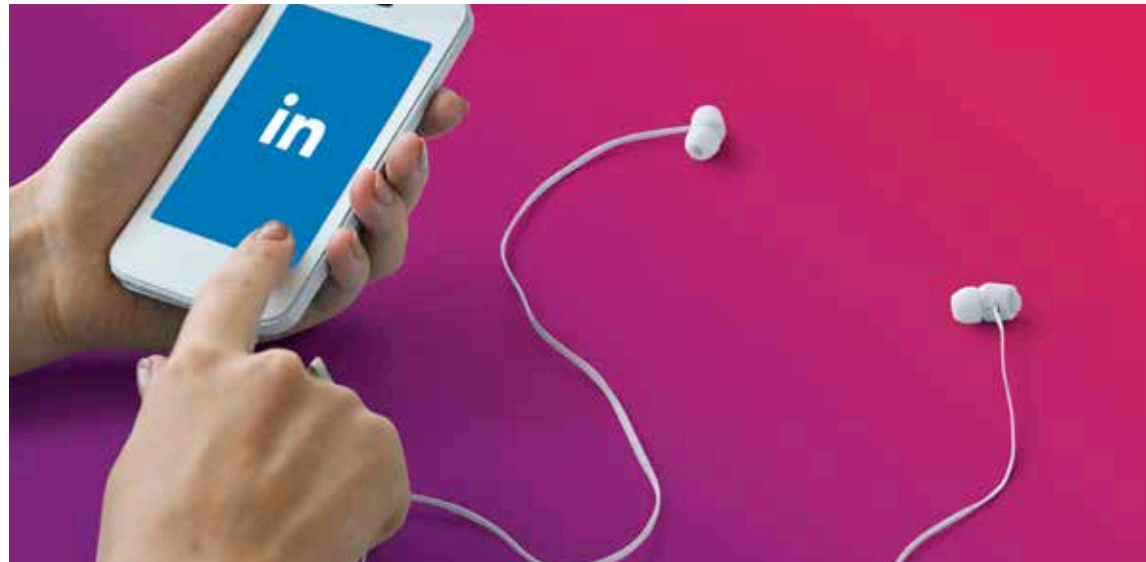
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Optimizing Your LinkedIn Profile for 2022

By Christina Daves

Whether you are an active user or not on LinkedIn, you want to optimize your profile. The reason is because LinkedIn has such powerful “Google juice” that when someone puts your name into Google, it’s very likely that your LinkedIn profile will come up as one of the first search results. That might be your only opportunity to make an impression on a potential buyer or seller. That being said, let’s get your profile looking great!

1. Put in a header photo that is aligned with your brand. If you sell luxury homes, put that type of image. If you sell condos, don’t show a luxury home kitchen. It’s off-brand, and you will confuse people.

2. Make sure your headshot is professional. Remember, this isn’t Facebook. Don’t use a picture with your kids (unless your branding is “The Family REALTOR®.”) And don’t use a happy-hour shot. LinkedIn is a professional business platform. Speak its language.

3. Don’t list your title as, for example, “Top Producing Realtor.” Think in terms of “what’s in it for me?” Tell people what you do for *them*. “I help new home buyers find their dream home while keeping cash in the bank.”

4. Make sure your “About” section is in the first person and address the “What’s in it for me?” What do you do for the people you work with? What is your secret sauce? Make sure you include relevant keywords here. Use emojis to make things pop. Always include your cell phone number.

5. The “Featured” section is a great place to put videos, PDFs, or eBooks about what you do. This is prime real estate on LinkedIn. Don’t miss out on this opportunity.

6. Ask for recommendations. Every time you work with a lender, title company, buyer or seller, if you are connected on LinkedIn, ask them for a recommendation.

7. Fill out the rest of your profile as completely as possible. Remember, real estate is a referral business. You might connect with someone from high school, college, or a former company you worked

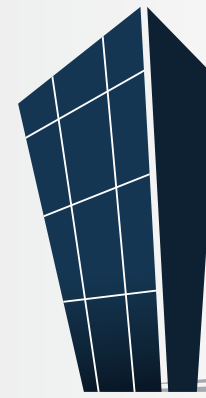
for. These are all things that will help you relate with and connect with potential clients.

Spend a little time as the year is coming to a close to get your LinkedIn profile geared up and ready to go for 2022.



Christina Daves
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Christina Daves is the founder of PR For Anyone®. She has trained thousands of real estate agents in gaining visibility by using traditional and social media together for maximum effectiveness. Agents she has worked with have appeared in national magazines, newspapers, radio, television, and blogs. Book your free business strategy session with Christina at ChatWithChristina.com, and learn more about her at ChristinaDaves.com.



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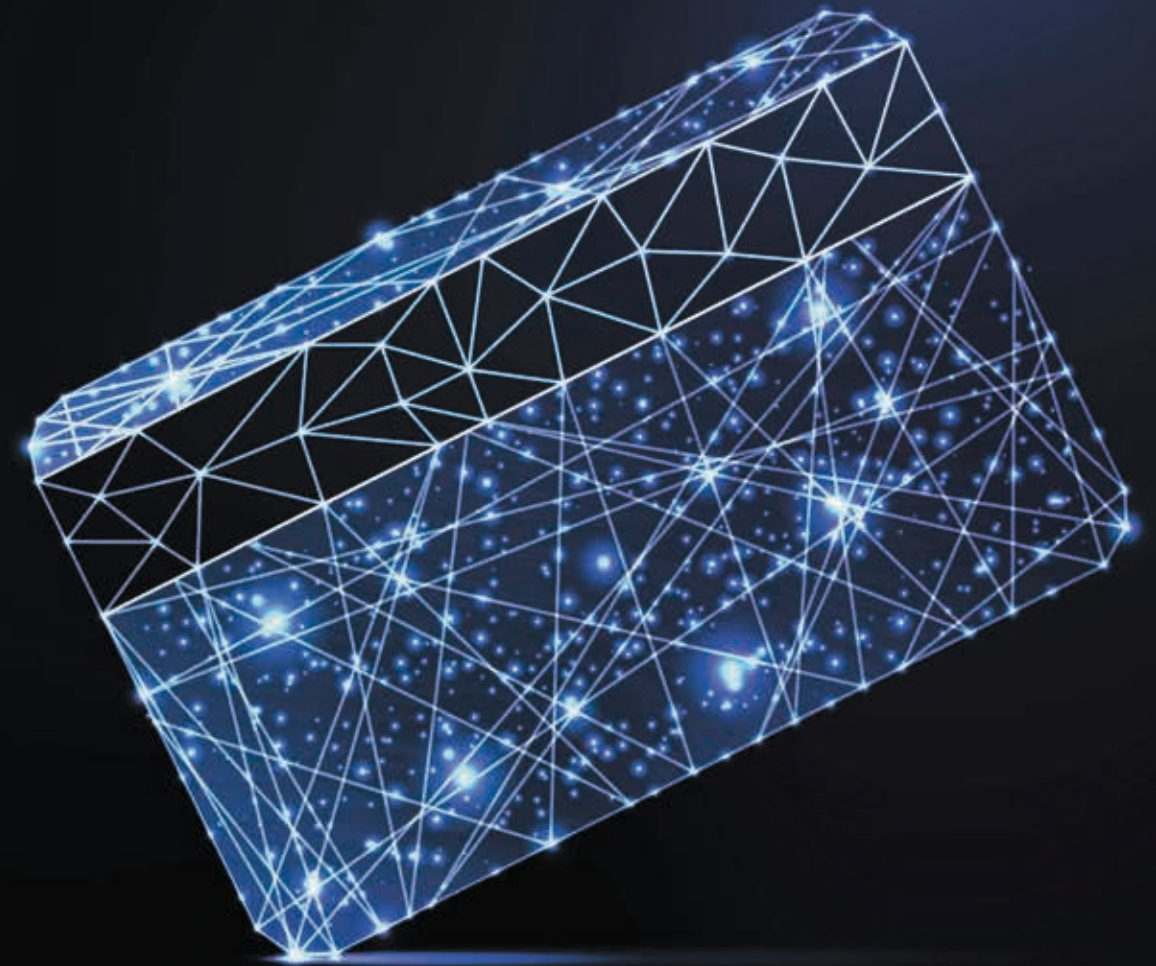
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My Holiday Gift TO YOU!

Charles Dickens's *A Christmas Carol* is a book that was first published in the winter of 1843 and has been republished countless times since. In addition, there have been numerous enjoyable movies run on this classic story, with the most recent being *The Man Who Invented Christmas*.

The story essentially evokes the bustling street life of the mid-1800s, with its main character being Ebenezer Scrooge, a man so caught up with himself that he fails to witness what is truly

important in life. When anyone around him would wish him a Merry Christmas, he would just arrogantly reply, "Bah! Humbug!"

This story revolves around the Ghosts of Christmas Past, Present, and Future, who come to pay Ebenezer Scrooge a visit on Christmas Eve.

I SHARE THIS STORY AS, IN LIFE AND ESPECIALLY IN BUSINESS, WE SOMETIMES CAN BE MOVING SO FAST THAT WE TEND NOT TO SLOW DOWN LONG ENOUGH TO WITNESS HOW OUR ACTIONS AFFECT ALL OF THOSE AROUND US.

These ghosts visit him during his slumber and take him on a journey that truly opens his eyes to who he was, who he is, and who he can be. This journey, even as it was painful for him to witness, actually was a blessing to himself and others around him. Ebenezer, fortunately, woke up that Christmas morning a changed man with a new outlook on life.

I share this story as, in life and especially in business, we sometimes can be moving so fast that we tend not to slow down long enough to witness how our actions affect all of those around us. We get so caught up that we sometimes fail to see all that we have accomplished and what we can be truly grateful for. Ebenezer was slowed down on purpose that Christmas Eve by the three ghosts to reflect on his own life.

I take this opportunity to reflect on how we are showing up in the world. If we were able to go back and do things differently in the past, what would we have done? If we were able to look into the future to see how it all pans out, how would that affect what we do today? These are questions

that we can always ponder. We can't always relive the past, and we can't necessarily see into the future, however, we can certainly learn from the past and get a better view of how to create a better future.

With this in mind, I have a holiday gift for you!

I invite you to slow down over this month's end and reflect both backward and forward. I invite you to take account of how 2021 served your organization, your team, your clients, your community, your family, and yourself. I also give you the opportunity to get clear on what you want to create for your future in 2022 and beyond.

For anyone who is interested, go to www.businesscoachmichaeldill.com/2021-yearbook to receive your 2021 End-of-Year Workbook or feel free to email me at michaeldill@actioncoach.com. It's a great opportunity for you to look back, as well as get clear on what you want to create in 2022.

Happy Holidays!
Coach Michael

Coach Michael Dill is an award-winning certified business coach, global speaker, and published author. He is a proud Action Coach franchise partner, as well as the president of Power & Ice Wealth Creation, a strategic leadership company that works with business owners, leaders, teams, and entrepreneurs to both develop a systematized and structured organization and accelerate their mindset, efficiencies, and effectiveness to grow, both personally and professionally, to achieve extraordinary results. He brings more than 40 years of business and entrepreneurial experience in his leadership, team training, and mentoring practice. BusinessCoachMichaelDill.com





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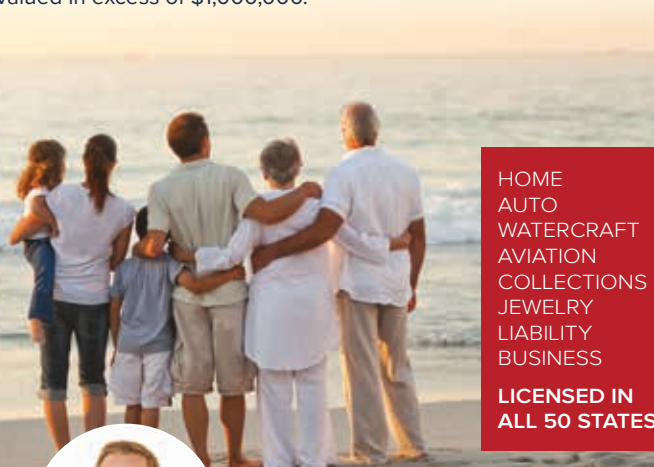


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KIMBERLY ALVORD



▶ leader of the month

THE ART OF GIVING

By Zachary Cohen | Photos by Sun Services SW Photography

“When I was young, my grandmother would drive around our town and donate washers and dryers to families that needed them,” Kimberly Alvord recalls fondly.

“That had an influence on me as a child. It instilled in me that you always want to give back — and not for attention, but just for the simple satisfaction of helping someone.”

The attitude of giving that Kimberly’s grandmother modeled years ago has

stayed with Kimberly throughout her life. From her first career choice as a social worker to the community work she does as a real estate agent, Kimberly’s desire to be of service to others has remained steady.

The Road to Real Estate

Prior to moving to Naples eight years ago, Kimberly successfully owned and managed mall kiosks all over the world. Her desire to help others while remaining active in sales led her to pursue real estate in Naples after a trip with her

husband, John, solidified their desire to live in Southwest Florida.

Kimberly’s success as a real estate agent over the past eight years has led to the development of the Kimberly Luxury Group at Royal Shell Real Estate. Kimberly and her group focus on each clients’ unique preferences to ensure they find the perfect home or the solution.

“I love what I do. I love getting up in the morning knowing I’m going to



The Kimberly Luxury Group (Front: Kimberly Alvord; Back, from left to right: Bill Kiley, Stacey Schwind, Jennifer Fazio, Lisa Timmons, Robin Borriello, Wendy Shapiro, Cheryl Cove, Cedric Colyer; Not pictured: Cindy Maves).





The ladies of the Kimberly Luxury Group (From left to right: Stacey Schwind, Robin Boriello, Cheryl Cove, Kimberly Alvord, Wendy Shapiro, Jennifer Fazio, Lisa Timmons; Not pictured: Cindy Maves).

show houses or help my sellers. I love trying to get my clients exactly what they want, be it a new home or the opportunity to sell their home and start a new chapter in their lives,” Kimberly beams.

“I feel like I’ll be in real estate for another 20 years. I hope to make a difference here in Naples. This is why

I’ve brought in qualified agents to help provide an excellent experience.”

We Get It Done

In real estate, Kimberly has the unique opportunity to explore her love of sales and her passion for service. Kimberly and her team of 10 pride themselves on their communication, attentiveness, desire to be of

service, and community connections. Kimberly’s team includes an attorney, a designer, IT executives, a commercial REALTOR®, and others.

More important than the numbers is the impact that Kimberly is making in the lives of others. In Florida, she has committed herself to charity work, from Christmas drives to

“

I LOVE WHAT I DO. I LOVE GETTING UP

in the morning knowing I’m going to show houses or help my sellers.

I LOVE TRYING TO GET MY CLIENTS EXACTLY WHAT THEY WANT,

be it a new home or the opportunity to sell their home and start a new chapter in their lives.





clothing drives. She even recently purchased the domain napleshelpingnaples.com and hopes to develop the site into a resource for community and charity work.

“My passion involves the charity work I do. I’ll do a Christmas drive where I get Dear Santa letters, give them to my friends, and we all buy gifts for the family’s lists,” Kimberly explains.

Kimberly and her team pride themselves on their ability to build relationships with their clients. They work hard each day to combine their commitment to client relationships with their commitment to the community they’ve come to love.

Kimberly’s professional path has taken her around the country in varied roles, but after eight years in Naples — and eight years in real estate — she can finally say she is home.

She is working a job that fulfills her, giving back to her community, and achieving personal success.

“

MY PASSION INVOLVES THE CHARITY WORK I DO. I’ll do a Christmas drive where I get Dear Santa letters, give them to my friends, and we all buy gifts for the family’s lists.



Kimberly Alvord's team prides themselves on relationship building and loves the Naples community.



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►► partner spotlight

By Lindsey Wells | Photos by LaCasaTour

Kirk & Christin TAYLOR CrossCountry Mortgage

Concierge-Level Service

“It’s a two-picture limit.” Those five words were the beginning of a love story for Kirk and Christin Taylor. They both worked for a mortgage company in Chicago, Illinois, and were attending a company holiday event. During the party, Kirk laid eyes on Christin, who was mingling with clients at a photo booth. Kirk worked up the courage to introduce himself, jokingly informed Christin that the booth was limited to two photos per person, and they immediately hit it off.

“We started talking and realized that we had a lot in common,” Christin says, “and here we are today, married and working together and loving life in Naples.”

Kirk and Christin lead the Taylor Team at CrossCountry Mortgage, LLC, in Naples. Together, they bring almost 40 years of mortgage lending experience to the table.

Christin’s success in business could be credited in part to the example set by her role model and father, who worked in finance. Sadly, he passed away suddenly when she was in high school. After studying finance at the University of Illinois, Christin, a new college graduate, took a job in the mortgage industry in 2003.



Christin got her start in the mortgage business in Chicago in 2003.

“I wasn’t sure what to expect when I got into the residential lending business. I remember going to a mortgage conference and loving the energy of the top producers. Unlike working in analytical finance, my job wasn’t about spreadsheets, numbers, or math; it was about helping someone achieve the dream of owning a home,” Christin says. By the age of 26, she was mentoring other loan officers as her company’s youngest sales manager.

Kirk was introduced to the mortgage industry in Michigan, where he grew up. After graduating from the University of Michigan in 2002, he was

...



Victoria Hafenbrack (left) is a Senior Loan Processor who works with Kirk and Christin Taylor.

caddying part-time for a group of guys who worked for a mortgage company. He started his career there before moving to Chicago, where he met Christin. They teamed up professionally and eventually moved to Naples to be closer to family.

Now, Kirk and Christin are doing the majority of their business in both Chicago and Naples and in several other states across the country. Their main goal is to replicate a superior customer service experience one deal at a time. “Our business is built on being friendly and personal, listening to people’s struggles and achievements, then putting that together with their finances,” Christin says. “When I can save someone a significant amount of money because they were in a loan that didn’t make sense, that’s rewarding. We love being able to make a difference for our clients, who turn into our friends.”

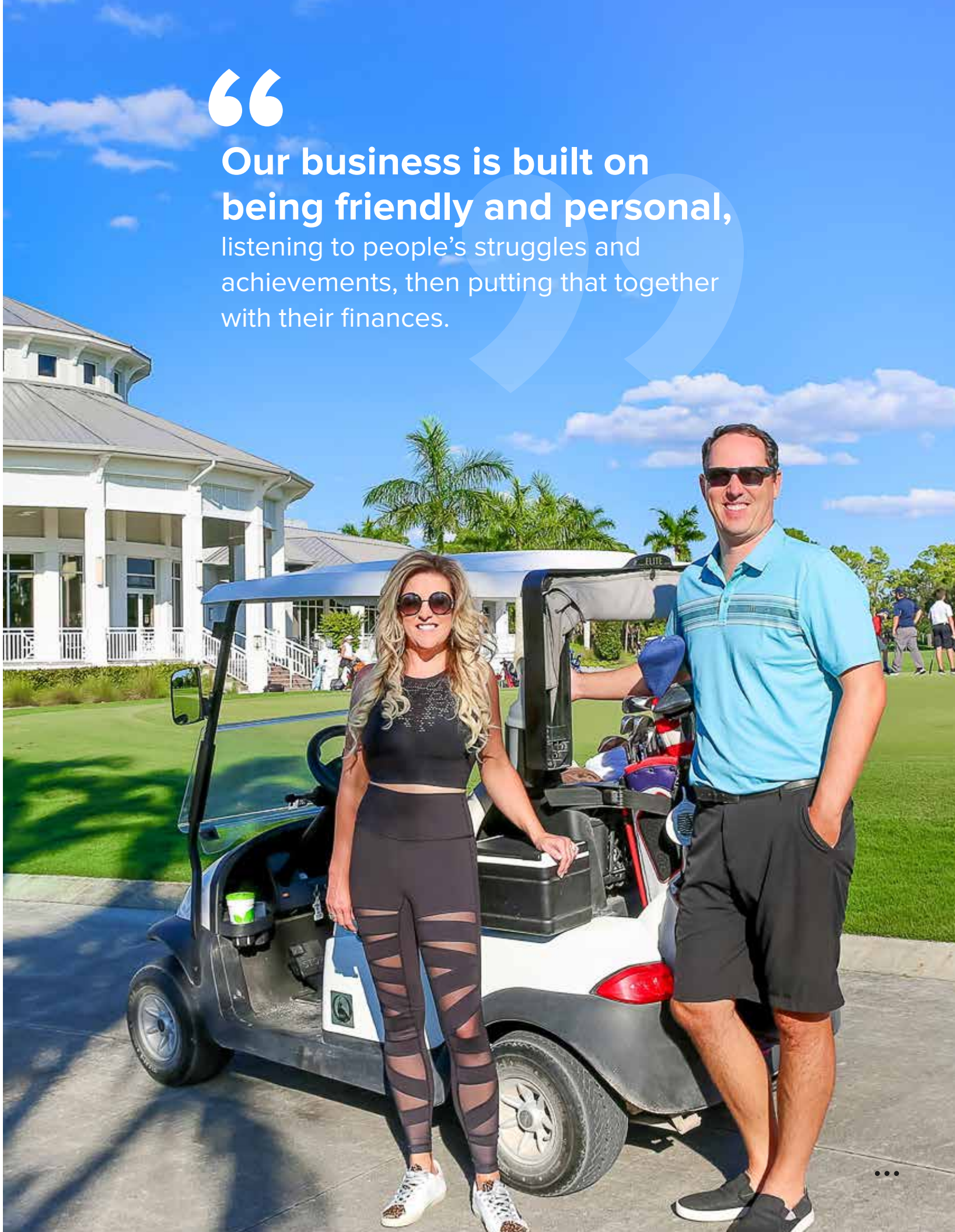
CrossCountry Mortgage is a full-service mortgage lender, and Christin is a jumbo

loan expert. “We are highly skilled in complex loans for self-employed borrowers,” Christin says. CrossCountry also offers conventional, FHA, VA, and portfolio loans. They use a consultative approach to each loan inquiry; to Kirk and Christin, residential lending is not a one-size-fits-all type of business.

The Taylor Team prides itself on the concierge service its REALTOR® clients have come to expect. “Our service is extremely personal. Kirk prides himself on being very proactive and an excellent communicator, so people are never confused about what’s going on during the process. They get to



“
Our business is built on
being friendly and personal,
listening to people’s struggles and
achievements, then putting that together
with their finances.”





Kirk and Christin love winding down after a long day with Wrigley, the "Mortgage Pup™."

... the closing table early and with ease. We aim to make it as seamless as possible," Christin says.

When they aren't facilitating mortgages, Kirk and Christin can often be seen cruising the neighborhood in their golf cart, playing golf (Kirk) or tennis (Christin), at pilates class, or hanging out by the pool with Kirk's daughter, Clara. The couple also enjoys dinner and game nights with their friends. They go to Chicago often to visit Christin's mom, brother

and sister-in-law, two nieces, and three nephews. They love winding down after a long week on Fridays with a glass of Silver Oak on the couch with their dog, Wrigley, who has been dubbed Mortgage Pup™.

Their community involvement is another important part of Kirk and Christin's lives. They are avid supporters of organizations such as Sunshine Kids, Make-a-Wish, and STARability. "We love giving back," Christin says, "but it's not just about

giving a donation; it's going out and painting a pumpkin or going to the dinner or the gala and participating. We enjoy doing that together as a family because it sets a good example for Clara to see how fortunate she is. We love giving our time and presence to those who could benefit from it."

For more information, call 312-919-0373 or email Kirk.Taylor@myccmortgage.com.



“

When I can save someone a significant amount of money because they were in a loan that didn't make sense, that's rewarding.

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While there are numerous mobile and stationary detailers in the area, there are a few points to consider before entrusting your vehicle to anyone. Not all detailers are created equal.

Experience, trust, reliability, and devotion. Good detailers are not cheap ... and cheap detailers are not good. Your vehicle is a huge investment; maintaining and protecting

it shouldn't be a race to the lowest bidder. Typically, the budget-oriented detailers come with no experience, no insurance, and sometimes might cost you much more to fix their mistakes. Invest in your investment.

A good, quality professional detailer has spent years honing their craft, using the highest quality materials, and will take pride and passion in the product they deliver.



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YOUR SPOTLESS VEHICLE

Choosing the Right Auto Detailer

There are so many reasons to have a regularly detailed vehicle, from making a statement, saving personal time, convenience, and sanitation, to having your investment protected from the elements. Choosing the correct detailer to not only represent yourself but your clients, as well, can be very valuable.

With an upcoming season approaching and an influx of new residents every day, it is imperative to devote as much time to your clients as possible. Having a reputable and experienced

detailer come to your home or office to take care of your vehicle is both very convenient and rewarding.

Closing Gift

Some of the best gifts you can give a client is time and peace of mind. The last thing a new homeowner wants to worry about is having to take their vehicle to a drive-through car wash that permanently damages the vehicle, in most cases, and still leaves them having to vacuum the vehicle out themselves. Although this may be

initially the most cost-effective way to "clean" your vehicle, it can also be terribly expensive when it comes to repairing the scratches, swirls, scuffs, and dings often caused by brushes and water jets. Notice that all car wash tunnels have "not responsible for damage" signs posted in numerous areas for this reason. If they openly admit it ... that's an issue.

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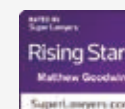
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BRYAN KEANE

▲ featured agent | By Lindsey Wells | Photos by LaCasaTour



STILL LOVING THE WORK

Mark Twain once said, “Humor is mankind’s greatest blessing.” If those words hold any truth, then REALTOR® Bryan Keane is blessed beyond belief. Not only is Bryan a man of integrity and master of all things real estate, but he’s also quite the comedian — which was evident within the first few minutes of the interview that was conducted before writing this article.

As a writer, it is not often that I write in the first person. However, I felt it necessary for this article, at least for its opening paragraphs. During my interview with Bryan, I tasked him with describing some of his life’s more memorable moments — anything that would spark the readers’ interest. A couple of silent seconds went by before Bryan finally responded, “Well, I could tell you about that time I was in prison...”

Obviously, this was a joke; Bryan Keane has never seen the inside of a penitentiary. While he has no prison stories to share with the local real estate community, Bryan has enough humor to go around.

Originally from New Jersey, Bryan worked in hospitality management from the time he was old enough to obtain working papers. A food and beverage director by trade, Bryan traveled around the country managing food and beverage departments for places like convention-style hotels, bars, and restaurants. However, he came to a professional crossroads in the early 1990s when his company expressed their intent to transfer him to Washington, D.C.

With one child already and another on the way, Bryan decided it was time to bid farewell to the

...

...

hospitality industry. “My parents had retired down here in Cape Coral, so I came down in 1992, went and got my real estate license, and I’ve been a Realtor ever since,” Bryan says.

After nearly 30 years in any profession, one might expect to catch a slight case of career burnout. But, not Bryan; even after

28 years, he is still intrigued by his job, still learns something new every day.

“I work seven days a week, morning and night — and I love it,” he says. “I love what I do; I love meeting people from all different walks and levels of life. Of course, not



“ I LOVE WHAT I DO; I LOVE MEETING PEOPLE FROM ALL DIFFERENT WALKS AND LEVELS OF LIFE.

Bryan Keane is more than a local real estate entrepreneur; he has owned two taverns in Fort Myers and two hair salons in Cape Coral.



Bryan Keane and his assistant, Lea O'Brien.

...

“

YOU HAVE TO DIG IN AND WORK HARD;
SUCCESS DOESN'T HAPPEN OVERNIGHT.



Bryan Keane's French bulldog, Meatball, is a bit of a celebrity in their Cape Harbour community and often accompanies Bryan to the beach.

... everybody loves you back — that’s human nature — but as long as you did the best job you could do, that’s what matters.”

Bryan has had other business ventures over the years on the side of his real estate career. He owned City Tavern in Fort Myers 15 years ago before opening a second tavern called Fuel Tap & Tavern. “Those were just for fun — maybe it was a mid-life crisis thing,” Bryan says. He has since sold both bars.

Entrepreneurship seems to run in the Keane blood. Bryan’s son, Bryan, and daughter, Brittany, both followed him into the real estate industry and also work at Miloff Aubuchon Realty Group.

Because Bryan and his son share the same first name, things can get a little

confusing. “If I had known back when he was born that he would eventually get into real estate with me, I would have named him David Bryan instead of Bryan David,” Bryan says, laughing. “It’s not only in our office; title companies, home inspectors — they all get us mixed up.”

Such a problem doesn’t exist between Bryan and his third “child,” an English bulldog named Meatball. Meatball is quite the celebrity in Cape Harbour, where he and Bryan live. “Everybody knows Meatball,” Bryan explains. “He’s like the king of the area; that’s my boy.”

Bryan has three grandkids that he enjoys spending time with when the opportunity arises. Boating and frequenting his favorite local eateries with

good friends or clients are also ways that he likes to spend his free time.

The truth is, Bryan says, he doesn’t take a lot of time off of work, and for a good reason: time is money. Bryan encourages the up-and-coming real estate agent to remain patient and diligent. “You have to dig in and work hard; success doesn’t happen overnight,” he says. “And be sincere with these clients. Do what you say you’re going to do — even after you get the commission check. I tell all of my clients, ‘I’m your agent forever, or until you tell me I’m not.’”

“You never know when that next commission check is going to come. Remember: you’re only as good as your last deal.”

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By James “Jay” F. Caudill, Esq.

“Save our Homes” and the Portability of the “Save Our Homes” Exempt Value

One of the benefits of owning a primary residence in Florida is a Florida Constitutional right of Homestead. In addition to homesteaded property being protected from certain judgment creditors, owners of homestead property are eligible to apply for a Homestead Exemption on their property taxes. This exemption essentially provides the owner with a reduction of up to \$50,000 on the assessed value of their primary residence, thus lowering their property taxes.

A lesser-known benefit of properties with a Homestead Exemption originates from an amendment made to the Florida Constitution in 1992. That amendment, generally known as the “Save our Homes Exemption,” limits increases on assessed values for properties with a Homestead Exemption and, as a result, limits the effect that

In an appreciating market, the gap between an assessed value (limited by the Save Our Homes Cap) and the market value can become significant over time, and that gap is referred to as the “Save Our Homes Exempt Value.”

drastic escalation in property values has on property taxes payable on homestead property.

Before the Save our Homes Exemption, as values of property would drastically increase, so would the applicable property tax. This amendment was established to prevent people (particularly long-term residents) from having to sell their homes because they could no longer afford the real estate taxes due to appreciation on their property.

Generally speaking, the Save our Homes Exemption goes into effect the year following the granting of the Homestead Exemption. Thereafter, the maximum increase in an assessed value of a homesteaded property is limited to the lesser of the consumer price index or 3 percent per annum. This limit is known as the “Save Our Homes Cap.” Since property taxes are based upon assessed value (rather

than market value), the limit on the assessed-value increases due to the Save Our Homes Cap essentially results in a limit on property tax increases for the duration that a property is the homestead of the existing property owner. In an appreciating market, the gap between an assessed value (limited by the Save Our Homes Cap) and the market value can become significant over time, and that gap is referred to as the “Save Our Homes Exempt Value.”

Approximately 16 years after the initial amendment creating the Save Our Homes Exemption, another amendment to the Florida Constitution, known as “Amendment One” made the Save Our Homes Exempt Value of a homestead property portable. This amendment proposed to address an unforeseen consequence of the Save Our Homes Exemption: many long-time residents felt trapped in their current

home due to the fact that they would lose the benefit of their Save our Homes Capped value if they were to sell their home and buy a new residence. Amendment One essentially provides that a portion, or even all, of a homestead’s Save Our Homes Exempt Value (essentially the difference between the market value and assessed value due to the Save Our Homes Cap) can be transferred from an existing homestead to a new homestead. For planning purposes, parties should note that Amendment One limits the portability amount of the Save Our Homes Exempt Value to no more than \$500,000 or, in the case of a downsizing, by a proportional calculation (again not to exceed \$500,000).

Should you have any questions on “Save our Homes” and its portability, please don’t hesitate to call the office at (239) 325-4070 or email jcaudill@lawfirmnaples.com.



Attorney James (“Jay”) F. Caudill is the partner in charge of the Bonita Springs/Estero office of Woods, Weidenmiller, Michetti, & Rudnick, LLP. Born in Fayetteville, North Carolina, Jay grew up and graduated from high school in Naples. He attended Furman University and went on to law school at the Cecil C. Humphries School of Law at the University of Memphis. Jay returned to Naples to begin his law practice. In 1999, he took his first position as a real estate lawyer and has been practicing in that area ever since. Jay is married to his college sweetheart, Wendy, and has two daughters.

When he’s not working, he enjoys serving as a deacon in his church, playing the guitar, and spending time with his family, hiking, camping, and fishing.

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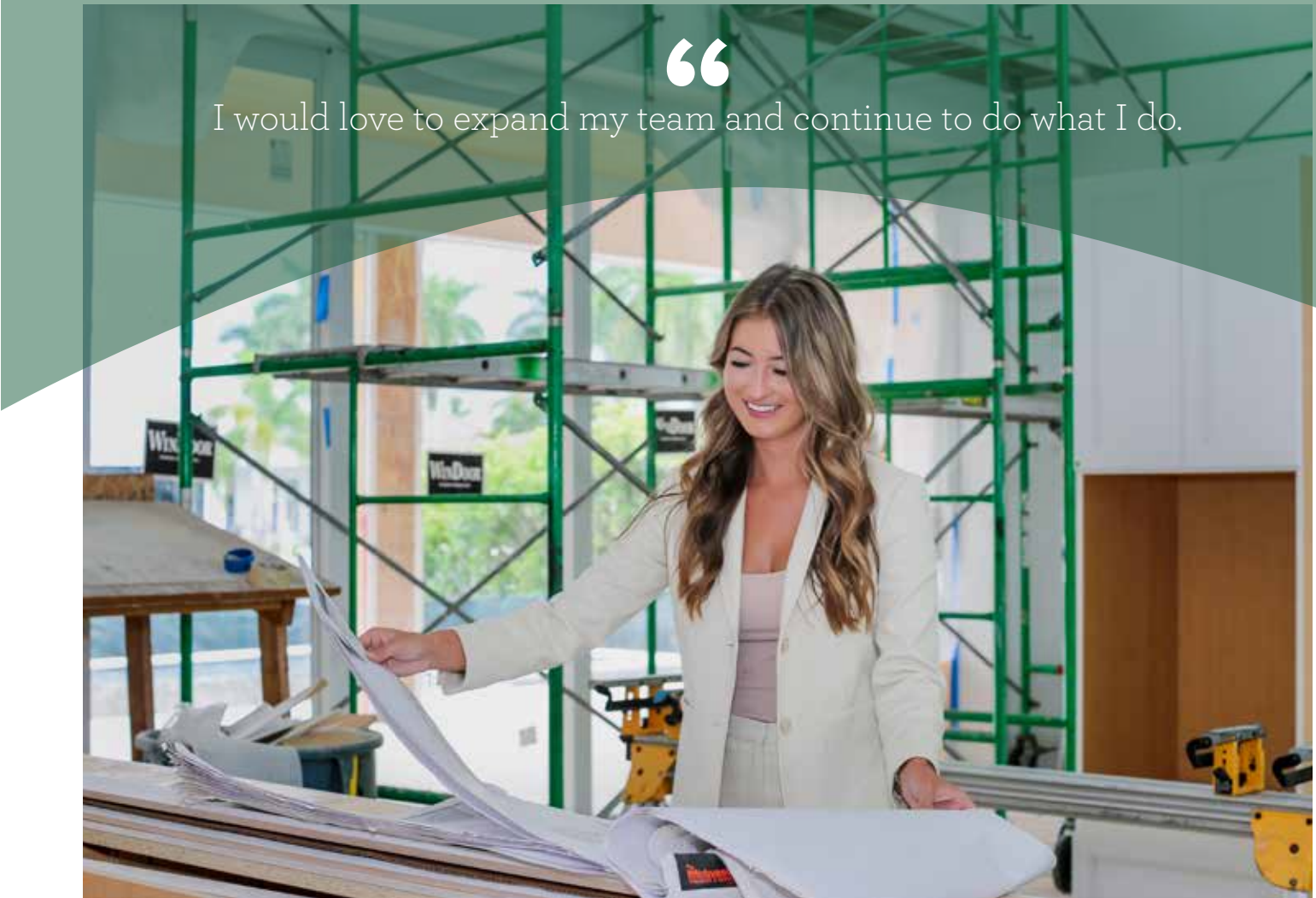
Ashley Silvers grew up in real estate. Her father, Daryl, has been a REALTOR® since before Ashley was born, and Sundays while she was growing up were often filled with open houses and client visits. As a child, Ashley even learned how to write her numbers during drive-bys, and she was eventually responsible for recording addresses and phone numbers for her father.

“I always loved going to open houses,” Ashley reflects fondly. “I would greet everyone at the door and then show the house with my dad. He would play golf with a lot of clients. Well, he put me in golf at 7, so I would go out with





Ashley Silvers joined her father, Daryl, at Compass in Naples in 2018 and co-founded The Silvers Team.



Ashley's primary focus is on waterfront new construction.

“I always loved going to open houses. I would greet everyone at the door and then show the house with my dad.

clients, read their putts, and play with them. It was a cool lifestyle.”

Ashley always envisioned herself joining her father in real estate, and in 2018, that vision finally became a reality.

One Step Ahead

Ashley had her real estate license in hand just weeks after graduating from Depauw University. In three years, she has already closed over \$60 million, with over \$30 million

closed in 2021 alone. She is a principal founding agent of Compass in Naples and leads The Silvers Team alongside her father. Ashley and Daryl are primarily focused on waterfront new construction, but they help a variety of buyers and sellers throughout the Naples area.

“In three years, I’ve done a substantial volume in sales, but I don’t like to keep track. I think it’s bad luck,” Ashley quips. “I’m 25 now. I think being young drives me more than it hurts me. I’m

well-versed in the industry. I grew up in it. I understand it. I know this area well. I’m able to find buyers and sellers what they need.”

Ashley is driven by exceeding her clients’ expectations and completing a transaction where all parties feel satisfied with the result. She understands that real estate is a stressful business and believes it’s her role to offer a smooth, stress-free transaction.

“I would love to expand my team and continue to do what I do.



The Confidence to Excel
Over the past three years, Ashley has grown tremendously. While she always knew that real estate would be a good fit, her early success has affirmed her self-confidence.

“My very first sale was this guy that found me on LinkedIn and wanted a cottage in downtown Naples. He knew I was working with my dad, but he wanted me to do the deal. He trusted me. I found a house not yet on the MLS, but they had a sign out front. He ended up purchasing the home, and it was cool that someone knew I was young and just graduated and wanted to give me a chance to prove myself,” Ashley reflects.

Early on, Ashley showed that she has what it takes to execute for high-end clients under pressure. Since then, she has continued to grow.

“I don’t see myself doing anything else other than this. Real estate is my passion.”



Just three years in the business, the future is bright for rising star Ashley Silvers, who has closed over \$30 million in 2021 alone.

“That really shaped my career, that someone trusted me at 22. He saw potential, and I followed through.”

As Ashley looks ahead, she envisions a long career defined by many more moments like these. Although she’s just 25, she doesn’t ever see herself leaving real estate.

“I would love to expand my team and continue to do what I do. I love what I do. I love working with investors to develop and finding people homes. I just want to grow the team and expand. I don’t see myself doing anything else other than this. Real estate is my passion.”



Photo by Marybeth Koeth

Beyond Real Estate

Outside of work, Ashley enjoys going out on the water on her boat and playing pickleball. She played collegiate golf and continues to take great joy in the sport.

“Aside from a round or two when I can, I enjoy playing in local community and charitable events. It’s a great way to stay connected and try and keep the golf game strong,” Ashley says. “My claim to fame is I had a hole-in-one my senior year of high school at the state championships.”

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» topics in real estate

Giving a Great CLOSING GIFT

By Ellen Buchanan

SUCCESSFUL REALTORS® UNDERSTAND THAT THE REAL ESTATE BUSINESS IS RELATIONSHIP-BASED. THAT'S WHY SO MANY OF THE VERY TOP PRODUCERS AIM TO HAVE A HIGHLY REFERRAL-BASED BUSINESS. A SUCCESSFUL AGENT HAS BUILT A LOT OF GOODWILL ALONG THE WAY, AND WORD OF MOUTH AND GREAT REFERRALS CAN POWER THEIR BUSINESS FAR INTO THE FUTURE.

As we close out the year, it's a good time to reflect on whether your current closing gifts are wowing your clients the way they should be and having the most positive impact.

One of the best ways to stay remembered, long after the closing, is to give a unique and memorable closing gift that thanks the client for their business and hopefully will remind them of you fondly, and even be something over which they can brag about you — their amazing, trusted adviser who helped them into the fabulous home they're now enjoying. It's somewhat surprising that not all agents give closing gifts... They probably should. It's an easy way to say thank you, and the cost is a marketing investment worth making.

A great closing gift should check off all or most of the following boxes:

- **Long-lasting** — Food and beverage gifts, while nice and appreciated, aren't going to be around long. You want your gift to have staying power.
- **Memorable** — Every time your clients see your gift should make them think about you.
- **Relevant** — Some thought should go into your gift so that it's not something that ends up being thrown away or put in storage. Your listening skills go a long way here in deciding what would be appropriate for this client or all your clients if you give a signature gift.
- **Useful** — If your gift is something your clients will use regularly, all the better. This increases the number of times they'll be thinking of you and keeps you top of mind.
- **Can be used or shown around others** — What could be better than having one of your client's guests remark on your gift and ask where it came from? Gifts that are proudly displayed or put to work during get-togethers get noticed.
- **Unique** — A remarkable gift shows you put some thought into it, and that thoughtfulness gets noticed.
- **Enjoyable** — Good vibes around your gift is important for achieving the effect you want.
- **Timely** — At closing is the best time to cement the good vibes between you and your client. In the first few days in their new home can also work; just don't wait too long and miss your opportunity to capitalize on the glow of excitement at move-in.

Here are some great closing gift ideas that can help make you unforgettable:

- **Liquor decanters** — Don't give a bottle of wine or liquor. Sure, they loved it ... but once it's been consumed, it's gone and so is your marketing effort. Giving a decanter ensures your gift sticks around.
- **Wine tree** — If you must give wine, doing so in an artsy wine tree is unique and memorable, and the tree will be around long after its original occupants were enjoyed.
- **Drink coasters** — These are excellent for engraving. Put their names on them, not yours.
- **Unique glassware** — A useful, everyday gift that should get a lot of play.
- **Bar or serving tray** — Used occasionally or every day, trays are a great gift to have engraved.
- **Painting or wall art** — A great piece of art that gets displayed will get lots of positive feedback ... which means your name will come up often.
- **Custom return-address stamp** — These may not be the most expensive gifts but will be used again and again.
- **Spice rack** — Make it a nice one they'll want to display.
- **Stylish kitchen gadgets** like electric wine openers that will be used time and again.
- **Branded items** like tumblers, cutting boards, Cutco knives, and golf accessories — make sure anything branded is a high-quality gift so the branding doesn't come off as cheesy. Engrave with their names on it too and make yours smaller and unobtrusive.
- **Gifts unique to the particular client** — This shows you've really paid attention and are giving a gift from the heart, which always makes a lasting impression.

Most of you are already giving closing gifts. As we close out the year, it's a good time to reflect on whether your current closing gifts are wowing your clients the way they should be and having the most positive impact. If not, it may be time to shake things up in the new year and come up with a gift to thank your clients that is impressive ... and uniquely you.

Happy gifting!



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RICH GARDNER

Contractors Painting & Waterproofing

STANDING ON REPUTATION

When Rich Gardner acquired Contractors Painting & Waterproofing in 2009, the global economy was at a crossroads. The economic recession affected every industry in the nation, and Contractors Painting did not escape the fallout.

Rich had been with the company since 2002, when he joined his friend and owner to add a commercial painting division. Six years later, the company had grown tremendously.

“I was hired to start a commercial division as new construction painting had been the only scope of work contracted,” Rich reflects. “The idea was to expand to condo buildings, gated communities, and develop a rapport with property managers, etc. But there was really no game plan to accomplish this. My background was sales, so I said I’d give it a shot.”

Two years later, the company had doubled in size.

“Back in the day, I just picked up the phone book and started calling people. Those phone calls landed appointments that grew into jobs and expanded into a whole division,” Rich reflects.

Rebuilding, From the Ground Up

Despite the company’s success, 2008 brought tremendous challenges.



Rich and Roxy. (Photo by New Frame Photography)

...

“We are a very professional company.”



Photo by Dave Daniels



Photo by Dave Daniels



Photo by Dennis Axer

FUN FACTS

Outside of work, Rich Gardner, of Contractors Painting & Waterproofing, is very active. His younger years were spent competing in triathlons, racing sailboats, and wakeboarding. Discovering kiteboarding in 2004 has led him on unique adventures around the globe.

In 2010, Rich became a sponsored amateur athlete and started competing. He's won kiteboarding contests around Florida and traveled around the world to compete.

"I competed in the Australian World Cup in 2016. But even more amazing than that, in 2017, I set a world record by crossing the Atlantic Gulfstream on a hydrofoil."

At 60, Rich is still sponsored and continues to compete in big-air freestyle kiteboard contests. His executive secretary, Ellen, is also a competitive rider.

"Work-life balance — yeah, I got it going on! Work hard, play hard!" Rich exclaims.

Rich Gardner started with Contractors Painting & Waterproofing in 2002 and acquired ownership in 2009. (Photo by New Frame Photography)

...

“

I strive to maintain the quality and reputation I have in this community by doing all the little things that are so important.



Rich Gardner, of Contractors Painting & Waterproofing, takes pride in his company's old-fashioned personal contact, responsiveness, and always staying on schedule. (Photo by New Frame Photography)

...

“The crash happened, and the new construction division tanked completely. Everyone owed everyone money. It was a mess. The owner decided he was ‘done.’ Having poured so much into the company, I decided to work out a deal and take over ownership,” Rich explains.

Rich made the difficult decision to sell nearly all of the company's assets in order to keep the company afloat.

“I kept one van, one trailer, and a handful of guys, and moved the office into my house. I crawled out of that financial mess one day at a time. It was a huge challenge,” Rich remembers.

A Reputation for Executing

In rebuilding the company, Rich relied on hard work and old-school sales skills. He answered the phones, cared for his clients, and went the extra mile. Back in those days,

Rich wore many hats; he handled sales, estimating, proposals, invoicing, and all the office work. Over a decade later, Contractors Painting & Waterproofing is thriving.

“We are a very professional company,” Rich says. “We’re one of the few contractors left that will call you if we’re running late to an appointment. We always return emails. We are sticklers on organization and following up and staying on schedule. I thank my dad for that. My dad owned a large company in Erie, Pennsylvania, and he instilled this mindset in me. That’s just the way we operate — old-school.”

Today, Contractors Painting & Waterproofing has two divisions — commercial and residential. The residential division handles interior and exterior repaints. Rich often partners with real estate agents and their

clients — a nod to his time as a real estate agent in the ‘90s. The company has around 20 employees, a number that Rich considers the sweet spot.

“At 60, I don’t want to get any bigger. We are plenty busy,” Rich laughs. “But on a serious note, accounts are organized, so we can stop on top of everything. We are taking it one day at a time, with one eye on the future.”

“I strive to maintain the quality and reputation I have in this community by doing all the little things that are so important.”

For more information, please visit www.contractorspaintingandwaterproofing.com.



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THE SALVATION ARMY of Naples and Collier County

Doing The Most Good
in Collier County since 1981

By Kalynd Parrish

Mission statement: The Salvation Army, an international movement, is an evangelical part of the universal Christian church. Its message is based on the Bible. Its ministry is motivated by the love of God. Its mission is to preach the gospel of Jesus Christ and to meet human needs in His name without discrimination.

SWFL Real Producers was pleased to have raised \$1,200 for The Salvation Army at our most recent quarterly event at Ultimate Garages on November 4th. The Salvation Army Naples serves all of Collier County and is actively meeting human needs without discrimination. They invest in the community by investing in individuals, not only meeting short-term basic needs but providing a caring continuum of services to the families and individuals they serve. They offer many unique and comprehensive programs to meet basic needs that are evident across the county.

The Salvation Army offers child, adult, and church services to help

those facing difficult times by providing aid whenever possible. The child care center offers developmentally appropriate programs and a specialized curriculum. They ensure that each child will build social skills and make friends through encouraging each child with exploration and learning. With acceptance and a sense of belonging, they nurture a child's self-esteem positively with love and guidance based on the Word of God through Scripture and praise.

Their adult-focused programs provide financial assistance and other aid to Collier County residents who meet certain criteria. From rent assistance to emergency shelters and food pantries/drives, The Salvation Army works hand-in-hand with motivated families to propel them away from chronic, intergenerational poverty and toward a path to self-sufficiency. *The Pathway of Hope* mission intends to address the root causes of poverty for at least 100,000 client families across the country. They want to eliminate the substructures of poverty

in their lives by opening doors to opportunity, building community alliances to expand access to resources in order to create transformational change for parents and their children. To accomplish these ambitious goals, The Salvation Army has expanded its holistic approach, which serves the entire person — physically, emotionally, and spiritually.

“Ministry to the whole person — body, mind and spirit — is the hallmark of the services offered by The Salvation Army. We see a need and try to meet that need.” —*The Salvation Army of Collier County*

For more information or to donate, call (239) 775-9447 or visit www.salvationarmyflorida.org/naples.



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Ryan Schwartz



Photo by Michelle Reed Photography

►► cover story
By Zachary Cohen



Ryan Schwartz, owner and broker of Naples Homes, loves cruising in his Chris-Craft. (Photo by Eileen Rollin Photography)

Running a Business by Design

Ryan Schwartz has always been intrigued by new and emerging technologies. He's also long held a draw towards entrepreneurship. As the owner and broker of Naples Homes, Ryan has had the opportunity to combine those two passions into a thriving career.

Real estate wasn't the first business that Ryan tried his hand in, however. His first business venture/career was as a financial advisor.

"It was pounding the phone, calling people, a Wolf of Wall Street-type environment. The money was decent, but it wasn't fun. The other part of the business I didn't like was that I felt I was risking relationships to make money. It wasn't enjoyable," Ryan reflects.

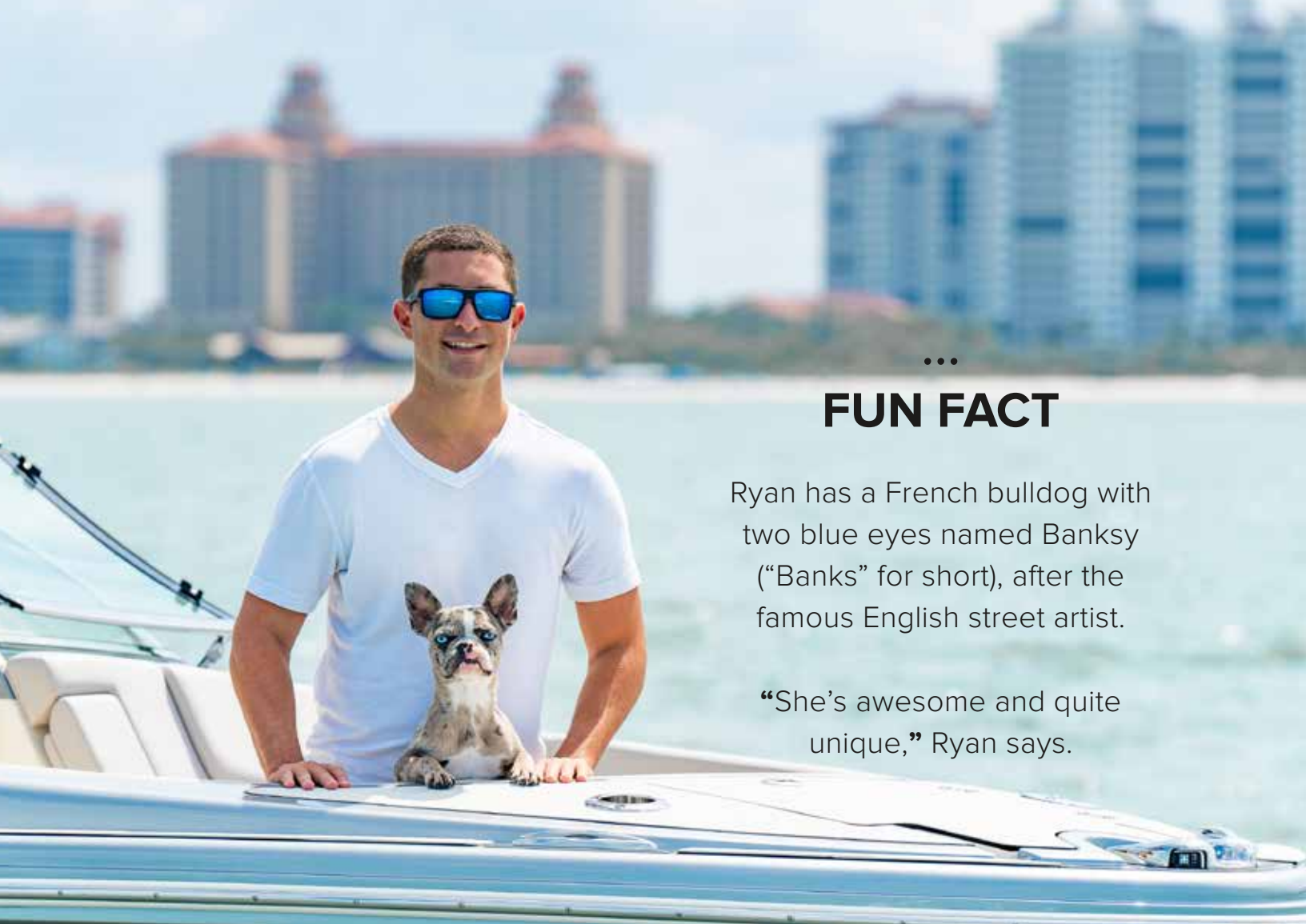
From there, Ryan took on the burgeoning scene of tech startups in the Bay Area. He picked up his life, moved across the country, and began a new venture. But after a year and a half, he recognized that his company wasn't going to make it, so he started from scratch once again.

"I learned if you're going to fail, fail fast. Cut your losses and move on," Ryan quips. "Something else I learned is there is a lot of money to be made on the internet. I took those two things back with me to Florida."

Making A Home

Ryan's parents had purchased a home in Naples in the early 2000s, so Southwest Florida had long been a sort of second home for him. When he returned to the East Coast, he decided to launch a real estate business in Naples.

...



Ryan Schwartz and first mate Banksy. (Photo by Eileen Rollin Photography)

In real estate, Ryan was able to effectively leverage the lessons he learned running his previous businesses. In 2012, he got his real estate license, and the following year, he launched his own brokerage.

“I knew from day 1 that I didn’t want to work for a brokerage or another company. When I first started, I worked with a small boutique company to get off the ground and understand what I needed to learn to be successful,” Ryan explains.

Leading with Luxury

Ryan’s focus was the luxury market, and he believed that he could attract the business he desired by leveraging his tech skills.



Photo by Michelle Reed Photography

... FUN FACT

Ryan has a French bulldog with two blue eyes named Banksy (“Banks” for short), after the famous English street artist.

“She’s awesome and quite unique,” Ryan says.



Ryan has played tennis all his life, including varsity tennis in high school. The sport remains a passion of his in his downtime. (Photo by Michelle Reed Photography)



Photo by Michelle Reed Photography

“Being a brand-new agent, I had to compete against established agents,” Ryan reflects. “I thought that maybe I should approach this by utilizing the internet. So, I started looking up agents across the country that were doing well. I saw a theme: all these agents were using the same website company. There was a connection.”

Ryan reached out to those agents to see if they’d be willing to share their secrets to success. He discovered that all but a few were incredibly generous with their knowledge and time.

Those top agents encouraged Ryan to acquire a memorable domain name and gave him numerous other tips about how to build an online presence. For almost a year, Ryan worked on building his website — and thus, built the foundation of his brokerage.

Rapid Results

Soon enough, Ryan’s real estate business took off. He focused on attracting luxury buyers, and the infrastructure he built during that time has helped his real estate business become one of Naples’s best. ●●●



Ryan Schwartz, of Naples Homes, built his successful brokerage by leveraging his tech skills and focusing on luxury gated golf communities and waterfront homes. (Photo by Michelle Reed Photography)

“I started working primarily with buyers. When I started establishing myself, I thought it was important to focus on a specific area. I knew I wanted to focus on luxury, so I focused on farming specific areas and dominating those areas. All the communities I’ve lived in, I’ve done a really good job farming those areas,” Ryan explains.

Today, Ryan runs a balanced business of both buyers and sellers. He leads a small team at Naples Homes, but his primary focus remains on his own book of business. His two areas of expertise are luxury gated golf communities and waterfront homes. While Ryan doesn’t golf much, he often takes clients out on the water for sunset cruises or to explore waterfront properties by boat.

“My focus isn’t necessarily on growing the brand but doing things the way I want to do them. My favorite thing about my business is interacting with customers and giving them that concierge feeling. If I can do more of that, then I’m happy,” Ryan says. “I sell a lifestyle, not just a home.”

In 2021, Ryan is tracking to close over \$100 million personally. That’s been one of his most long-standing and audacious goals over the past several years.

“ MY FAVORITE THING ABOUT MY BUSINESS IS INTERACTING

with customers and giving them that concierge feeling. If I can do more of that, then I’m happy.

I SELL A LIFESTYLE, NOT JUST A HOME.”

“The main thing I continue to love about this business is interacting with people. Some agents want to build a team and hand off clients to other agents, but I like it being small and boutique,” Ryan says. “Slow and steady wins the race. I’m really happy with where I am right now.”

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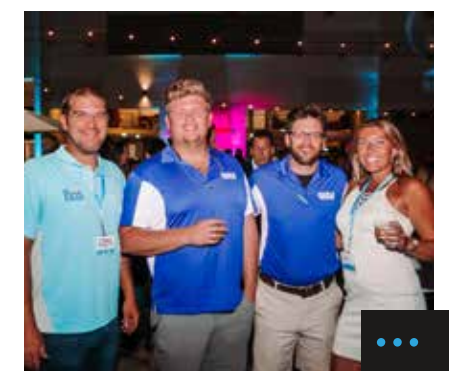
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SWFL REAL PRODUCERS QUARTERLY EVENT at ULTIMATE GARAGES

November 4, 2021

What an amazing gathering we had at Ultimate Garages on November 4th!! Thank you to everyone who came out. It was great to see you all, and we appreciate the tremendous feedback we've gotten. Whoever missed this event needs to be sure to catch our next one!

Congratulations to **Jess Morris**, winner of the Porsche insignia luggage and accessories in our big raffle. Thank you very much to **Porsche of Naples** for donating the fantastic raffle items and to everyone who purchased a ticket! With your help, we raised \$1,200 to benefit **The Salvation Army of Collier County**. Way to go, Real Producers!

We're very grateful to **Ultimate Garages** for the awesome venue. And a huge thank-you to our wonderful event sponsors: **The Maxwell Team at CrossCountry Mortgage**; **Seaview Title**, powered by **Vidclose**; and **Innovative Design Solutions**. We could not have done it without you!

Big shoutout to our vendor partners: **Lightworks** for event production, **5 Star Valet** for help with parking, **M&G Farm Stand** for the delicious food and open bar, and **Rogers Media** and **Corrafilm** for an exciting video of the event we hope you've seen by now on social media. Our photographers, **Austin Luper** and **Samuel Saum**, took fantastic photos of the event. Check them out on the next few pages!

Once again, thank you all for being a part of our *Real Producers* community. We're so grateful to everyone who came out and joined us for yet another signature *SWFL Real Producers* event. We can't wait until the next one!



For more information on all SWFL
Real Producers' events, please
email swfl@realproducersmag.com.





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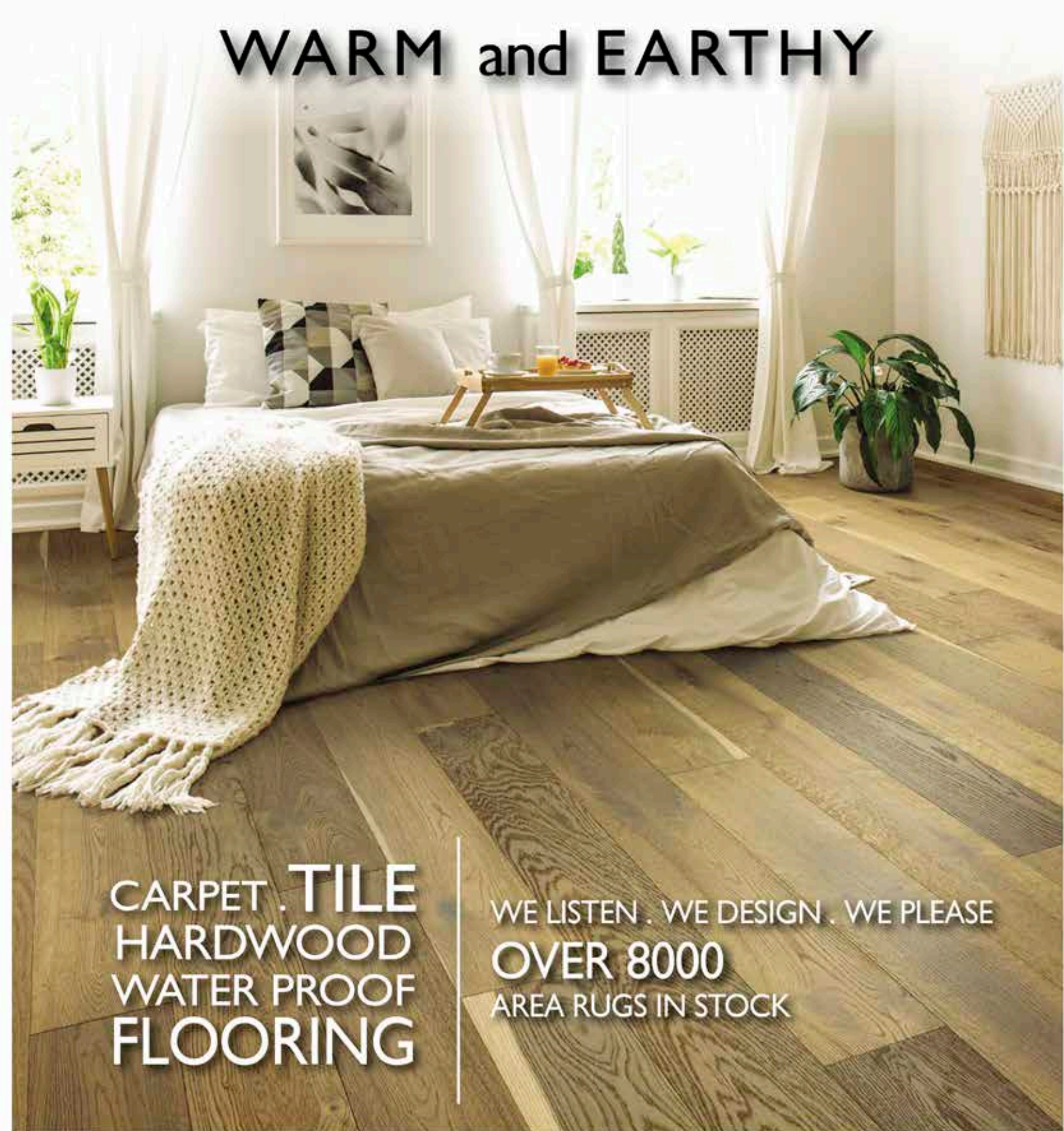
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Celebrate THE HOLIDAYS IN NAPLES Calendar of Events

THE HOLIDAYS ARE A MAGICAL TIME OF YEAR. CHECK OUT SOME OF THESE FUN AND FESTIVE CELEBRATIONS IN NAPLES AND THE SURROUNDING AREAS DURING THE MONTH OF DECEMBER.

Holiday Show at Esplanade Golf & Country Club

Wednesday, Dec. 1, 3–6 pm
Esplanade Golf & Country Club
of Naples
8918 Torre Vista, Naples
(239) 494-8020

Holiday Taste of Opera
Thursday, Dec. 2, 6–9 pm
The Club at The Strand
5840 Strand Blvd., Naples

Chanukah Dinner at VW
Thursday, Dec. 2, 6:30–8:30 pm
Jewish Federation of Greater Naples
2500 Vanderbilt Beach Rd.,
Ste. 2201, Naples
(239) 263-4205

BETH TIKVAH HANUKKAH DINNER

Friday, Dec. 3, 6–8 pm
Beth Tikvah of Naples
1459 Pine Ridge Rd., Naples
(239) 434-1818

**Annual Christmas Walk & Tree
Lighting Ceremony**
**Saturday, Dec. 4, 5 am–Sunday,
Dec. 5, 5 am**
Fifth Avenue South, Naples
(239) 692-8436

Christmas at Palm Cottage
Dec. 4–Jan. 1, All Day
Naples Historical Society
137 12th Ave. S., Naples
(239) 261-8164

Naples Christmas Glow Run 5k
Saturday, Dec. 4, 7–11 am
Sugden Regional Park
4284 Avalon Dr., Naples
(239) 793-4414

Science and Santa Holiday Cruise

Saturday, Dec. 4, 9–11:30 am
Pure Florida
1200 Fifth Ave. S., Ste. 501, Naples
(239) 263-4949

Santa's Celebration
Saturday, Dec. 4, 10 am–12 pm
Golden Gate Community Center
4701 Golden Gate Pkwy., Naples
(239) 252-4180

Holiday Open House
Saturday, Dec. 4, 11 am–2 pm
Estero Historical Society
9285 Corkscrew Palms Blvd., Estero
(239) 272-1911

Meet Santa Free Community Event
Saturday, Dec. 4, 4–9 pm
Galleria Shoppes At Vanderbilt
2355 Vanderbilt Beach Rd., Naples
(239) 537-6436

JCMI CHANUKAH CELEBRATION

Sunday, Dec. 6, 4–6 pm
Jewish Congregation of Marco Island
991 Winterberry Dr., Marco Island
(239) 642-0800

Meet Santa at Galleria Shoppes at Vanderbilt

Sunday, Dec. 5, 4–9 pm
Galleria Shoppes At Vanderbilt
2355 Vanderbilt Beach Rd., Naples
(239) 537-6436

All-American Holiday Celebration! Pearl Harbor Remembrance Day

Tuesday, Dec. 7, 4:00–9:30 pm
DeVoe Cadillac
4100 Tamiami Trail N., Naples
(239) 316-4455

A Harry Potter Christmas

Wednesday, Dec. 8, 6:30–10:00 pm
The Spa at Naples Grande Beach Resort
475 Seagate Dr., Naples
(239) 594-6321

**AFP Holiday Party
(Association of Fundraising Professionals)**
Thursday, Dec. 9, 5:30–8:00 pm
The Seaside Bar
24850 Old 41 Rd., Unit 12, Bonita Springs
(239) 947-2000

Virtual Chanukah Celebration

Friday, Dec. 10, 5 pm
Jewish Federation of Greater Naples
Register: JewishNaples.org

Holiday Kids' Night Out

Friday, Dec. 10, 6:00–8:30 pm
East Naples Community Park
3500 Thomasson Dr., Naples
(239) 793-4414

Christmas on Third

Friday, Dec. 10, 6–9 pm
Third Street South
1207 Third St. S., Naples
(239) 434-6533

Christmas Party

Friday, Dec. 10, 6:30–8:30 pm
Max A Hasse Jr Community Park
3390 Golden Gate Blvd. W., Naples
(239) 252-4200

Home for the Holidays

**Dec. 10 and 11, 7:30 pm; Dec. 11
and 12, 2 pm**
TheatreZone
13275 Livingston Rd., Naples
(888) 221-9583

Christmas Boat Parade

Saturday, Dec. 11, 6:15 pm
Naples Bay, Naples
*To Enter: MLACC.org or email:
Director@MLACC.org*

**Holiday Street Parade -
Christmas Island Style**
Saturday, Dec. 11, 6:30 pm
Canine Cove Dog Park
1361 Andalusia Terrace, Marco Island
(239) 642-0575

Annual Holiday Science Spectacular

Saturday, Dec. 11, 6–7 pm
Norris Community Center
at Cambier Park
755 Eighth Ave. S., Naples
(239) 213-3058

Naples Botanical Gardens – Night Lights

Sunday, Dec. 12
Naples Botanical Gardens
4820 Bayshore Dr., Naples
(239) 643-7275

Holiday TinyPops: Big Band Christmas

Tuesday, Dec. 14, 7 pm
First Presbyterian Church
of Bonita Springs
9751 Bonita Beach Rd., Bonita Springs
(239) 992-3233

BookCenter Christmas Book Fair

**Dec. 15, 2021, 10:00 am–Jan. 8,
2022, 4:30 pm**
First Church BookCenter
First Presbyterian Church
9751 Bonita Beach Rd., Ste. 101,
Bonita Beach
(239) 992-3233

**The Greatest Showman
Christmas Showcase**
Wednesday, Dec. 15, 11 pm
Let's Dance with Me Studio
4367 Tamiami Trail N., Naples
(239) 610-0210

Holiday Party

Thursday, Dec. 16, 5–8 pm
Spring Run Golf Club
9501 Spring Run Blvd., Bonita Springs
(239) 992-3811

AIR Holiday Family Fun Night

Friday, Dec. 17, 6:30–8:30 pm
Golden Gate Community Park
3300 Santa Barbara Blvd., Naples
(239) 252-6128

Santa's Last Stop

**Saturday, Dec. 18, 9 am–Sunday,
Dec. 19, 5 pm**
Lovers Key State Park
8700 Estero Blvd., Fort Myers Beach
(239) 463-4588

Christmas Musical Celebration

Skyline Cape Coral
Saturday, Dec. 18, 1–2 pm
Gulf Coast High School
7878 Shark Way, Naples
(239) 377-1400

Stage2 Improv Third Annual Holiday Comedy Show

Saturday, Dec. 18, 8–10 pm
The Studio Players
Community Center's
Joan Jenks Auditorium
4701 Golden Gate Pkwy.,
Golden Gate, Naples
(239) 398-9192

Steven Curtis Chapman Acoustic Christmas Concert

Sunday, Dec. 19, 6–9 pm
First Baptist Church of Naples
3000 Orange Blossom Dr., Naples
(239) 597-6057

Naples Botanical Gardens – Night Lights

Friday, Dec. 24
Naples Botanical Gardens
4820 Bayshore Dr., Naples
(239) 643-7275



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