

SWFL

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.

LEADER OF THE MONTH

APRIL NIXON

POWER TEAM

BROOKER MCMURRAY GROUP

FEATURED AGENT

JACK MANCINI

FEATURED AGENT

EMILY KONOPASEK

PARTNER SPOTLIGHT

RAY THE MOVER

PARTNER SPOTLIGHT

RESPONSIVE INSURANCE

RYAN
CHIDO

THRILL OF THE GAME

MAY 2021



Quality Service

FROM ANYWHERE ... TO ANYWHERE!!

DON'T JUST TAKE OUR WORD FOR IT.

“My family and I cannot say enough good things about our experience with your moving company. The movers were respectful, courteous, and helpful beyond expectations. We were also very happy that you remembered and kept your promise of bringing floor protection and keeping our belongings in your AC warehouse. We hope to do business with you again.”

—Scott & Grace

RAY
The Mover

239-643-4100

www.RayTheMover.com
Office@RayTheMover.com

Locally Owned & Operated



**Hurricane
Season is Here!**

Will your buyer need coverage?



Rosier
INSURANCE

The name that has been
serving SWFL for over 65 years.



**Glen
Hollingsworth**
239-444-1641
glen@rosierinsurance.com



**Mike
Rusk**
239-444-1643
mrusk@rosierinsurance.com

Make sure Rosier is part of your Referral Network!

We'll assist your clients in making informed decisions to protect their new home. Have them give us a call for a personalized insurance quote.



rosierinsurance.com



TURN THEIR DREAM INTO REALITY

Our professional contracting team will help your client envision their dream home whether it be a new home or renovation project.

THEIR VISION. OUR EXPERTISE.

Dominion
Contracting Group

RESIDENTIAL & COMMERCIAL RENOVATIONS
NEW HOME CONSTRUCTION

WE TACKLE ANY SIZE JOB FROM SMALL PROJECTS TO MAJOR OVERHAULS.

AS SEEN IN
GULFSHORE LIFE



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."

Call us at **239-293-0049** for a **FREE ESTIMATE.**

Family owned & operated • Fully licensed & insured • Over 25 years of guaranteed workmanship
WWW.DCGSWFL.COM



INTERIORS BY
SBI
interiorsbysbi.com
954.445.0897
ASID: #1937101

Luxury Staging



Award Winning Houzz & ASID Designer
SHERYL BLEUSTEIN, PRESIDENT

*The best staging, visionary and interior designer,
Sheryl is unparalleled in the industry....*

*– Patrick Dearborn
Top Naples Realtor*

INTERIOR STAGING | RESIDENTIAL & COMMERCIAL DESIGN
FORT LAUDERDALE | PALM BEACHES | JUPITER ISLAND | SINGER ISLAND
MIAMI | OCEAN REEF | NAPLES | SIESTA KEY | BIRD KEY | LIDO BEACH
SARASOTA | TAMPA | NEW YORK | CAPE COD | BOSTON

TABLE OF CONTENTS



10

Index of Preferred Partners



16

Meet the Community



20

Healthy Living: Mother's Day — Good for Your Heart



24

Coaching Corner: A Business That Works for You!



28

Pro Tips: It's All About THE CLOSE!



32

Leader of the Month: April Nixon



40

Power Team: Lauren Brooker & Melissa McMurray



48

Partner Spotlight: John Smarge, Ray the Mover



56

Featured Agent: Emily Konopasek



64

Featured Agent: Jack Mancini



72

Partner Spotlight: Matt Nance, Responsive Insurance



82

Cover Story: Ryan Chiodo

Cover photo courtesy of Michelle Reed Photography.

RP

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

DISCLAIMER: Any articles included in this publication and/or opinions expressed herein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *SWFL Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

ROMAN ROOFING

Residential Roofing

Roof Inspections

Commercial Roofing

New Construction

Roof Maintenance

Leaks & Repairs



ROMANROOFING.COM

(239) 458-7663

FAMILY OWNED & OPERATED



Southwest Florida's Most Trusted Roofer

Ask about our Solar Panel Roof Options



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

AIR CONDITIONING

Conditioned Air
Tim Dupre
(239) 643-2445
www.conditionedair.com

ATTORNEYS

Goodwin Law, P.A.
Matt Goodwin
(239) 207-3403
www.FLEstatelaw.com

Woods, Weidenmiller,
Michetti, & Rudnick, LLP
(239) 325-4070
www.lawfirmnaples.com

Zampogna Flores, PLLC
Matt Flores
(239) 261-0592
www.naplesbaylaw.com

CATERING & EVENTS

M&G Farm Stand
Cafe & Catering
Dawne Skiera
(239) 434-2611
www.matthewsandgardner.com

CLEANING SERVICE

J.O. Always Clean
Santiago Ospina
(239) 200-1114

CUSTOM HOME BUILDERS

Cintron Custom Builders
Flower Cintron
(239) 216-8106
www.cintroncustombuilders.com

Laram Construction
Christl Ramirez
(239) 304-0516
www.laramconstruction.com

Tri-Town Construction

Marc Devisse
(239) 895-2058
www.tri-townconstruction.com

DEVELOPER

The Ronto Group
(239) 649-6310
www.ronto.com

EVENT PRODUCTION

Artistic Science
Marley Ross
(239) 289-2422
www.artisticscience.com

FINE ART

Balanced Images
Alessia Marcin
(804) 301-5212
www.balancedimages.com

FLOORING & TILE

AFK Flooring & Kitchens
Viorel Toader
(239) 435-6677
www.afknaples.com

Hadinger Flooring

(239) 566-7100
www.hadingerflooring.com

Master Touch Tile & Stone

Chris Torres
(239) 443-8592
www.mastertouchinstallations.com

GENERAL CONTRACTOR

Dominion Contracting Group
Butch Bacon
(239) 293-0049
www.dcgswfl.com

Innovative Design Solution

John Huffman
(239) 595-6805
www.naplesconstruction.net

HANDYMAN

Figueroa Complete Service
Angel Figueroa
(703) 200-4157

HOME INSPECTION

HouseMaster
Home Inspections
John Prete
(239) 480-8220
www.housemaster.com

Panther Home Inspection

Jim Scarpa
(239) 389-0996
www.pantherhomeinspection.com

Python Home Inspection

Brett Onasch
(239) 431-5100
www.pythonhomeinspection.com

HOME WARRANTY

FPL Home
www.fplhome
warranty.com/realtor

Old Republic
Home Protection
Shannon Livingston
(239) 682-1812
www.orhp.com

HOME WATCH SERVICE

Home Services by Cary
Cary Cramer
(239) 841-3970
www.homeservicesbycary.com

Naples Premier

Home Watch
Vincent Saputo
(239) 249-3353
www.naplespremierhomewatch.com

INSURANCE

Ackerman Insurance
Rick Nayar
(239) 597-1096
www.ackerman-insurance.com

Brown & Brown Insurance
Corey Walker
(850) 454-8951
www.bbswfla.com

Domain Insurance
Management
Nick Domain
(239) 898-9120
www.domaininsuranceinc.com

Farmers Insurance
Damon Brist
(239) 994-0248
www.agents.farmers.com/fl/fort-myers/damon-brist

Responsive Insurance
Matt Nance
(239) 596-3177
www.responsiveinsurance.com

Rosier Insurance
Richard Rosier
(239) 444-1414
www.rosierinsurance.com

INTERIOR DESIGNER

Interiors by SBI
Sheryl Bleustein
(954) 445-0897
www.interiorsbysbi.com

INVESTMENTS

Clarus Merchant Services
Jonathan Turner
(717) 979-8914
www.clarusdc.com

MAKEUP/HAIR

Niki Jane Beautique
Niki Fernandez
(239) 285-7605
www.nikijanebeautique.com

MORTGAGE LENDER

CMG Financial
Danielle Damianov
(786) 359-7976
www.lendFLA.com

Community Lending
DeAnna Adinolfo Rivera
(239) 878-0107
www.communitylendingfl.com

Equitable Mortgage
Steve Calabrese
(239) 778-6548
www.stevecalabrese.com

Gold Star
Mortgage Financial
Josh Lund
(612) 802-3265
www.goldstarfinancial.com

Maxwell Mortgage Team
Lauren Maxwell
(239) 596-0500
www.maxwellmortgageloans.com

Primary Residential
Mortgage
Edgardo Balentine
(239) 244-5871
www.swflmortgageloans.com

MOVING COMPANY

Ray The Mover
John Smarge
(239) 643-4100
www.raythemover.com

NEW HOME SALES

Lennar Homes
David Burnham
(239) 834-4365
www.lennarswfl.com

PAINTING SERVICES

Contractors Painting
& Waterproofing
Rich Gardner
(239) 404-9829
www.contractorspaintingandwaterproofing.com

PHOTOGRAPHY / PORTRAIT

Michelle Reed Photography
(239) 404-8158
www.michellereedphotography.com

New Frame Photography
Hana Snajdrova
(239) 200-9099
www.newframephotography.com

PHOTOGRAPHY/ REAL ESTATE

LaCasaTour
Derick Moreno
(888) 598-8687
www.lacasatour.com

Real Tours SWFL
Michael Berio
(239) 464-7969
www.realtoursswfl.com

Sun Services SW

Photography
Jon Kreider
(239) 285-5320
www.sunservicessw.com

PHYSICAL THERAPY/ WELLNESS

Berman Physical Therapy
Jack Berman
(239) 431-0232

PLUMBING

Gulfshore Plumbing
Contractors
Cory Garber
(239) 200-1235

Sunwest Plumbing
Paul Blais
(239) 455-8353
www.swflplumbingrepairs.com

POOL SERVICES

SWFL Pool Pros
Chaz Hambling
(239) 872-8186
www.swflpoolpros.com

REAL ESTATE MARKETING

Your Home Magazine
Tony Spano
(239) 235-3170
www.thebestlistingtool.com

RETIREMENT/WEALTH PRESERVATION ADVISOR

Dorkan Financial Group Inc
Murat Dorkan
(443) 569-6500
www.dorkanfinancialgroup.com

ROOFING

Roman Roofing
Norm Dopfer
(239) 458-7993
www.romanroofing.com

SOCIAL MEDIA MARKETING

Salt + Light Media
Kimmy Curry
(317) 752-4423

TITLE COMPANY

Legacy Title
Eric Solomon
(239) 325-2709
www.ltfllorida.com

Resolutions Title
Aaron Barnes
(239) 734-4888
www.resolutionstitle.com

Seaview Title
Rick Nayar
(239) 449-4466
www.seaviewtitle.com

VALET SERVICES

5 Star Valet
Joey Rock
(239) 770-1991
www.5starnaples.com

VIDEOGRAPHER

Corrafilm
Coby Corradino
(786) 417-7210
www.facebook.com/corrafilm

MEET THE SWFL REAL PRODUCERS TEAM



Andrew Regenhard
Publisher



Kalynd Parrish
Executive Assistant



Ellen Buchanan
Editor



Kimmy Curry
Director of Marketing



Lindsey Wells
Writer



Dave Danielson
Writer



Sheryl Moreno
Photographer



Jon Kreider
Photographer



Michelle Reed
Photographer



Hana Snajdrova
Photographer



Coby Corradino
Videographer



Geneva Eilertson
Reprints Manager

Nominate a REALTOR® you'd like to see featured in this magazine by emailing
andrew.regenhard@realproducersmag.com.

Conditioned Air®
The Comfort People Since 1962®

239.643.2445
1.888.COLD.AIR
conditionedair.com

YOUR HOME IS MORE
IMPORTANT
NOW THAN EVER BEFORE.
So, when your air conditioner needs maintenance, repair, or replacing, Conditioned Air wants to be your first and only call.

BBB ACCREDITED BUSINESS
BBB Rating: A+

License# CAC1819590, CAC1813219, OPC1459449

No High Pressure • 100% Satisfaction Guarantee

GET OUT OF PAIN
so you can feel your best when closing a deal for your clients.

50% OFF YOUR 1ST SESSION
*must mention this ad

BERMAN
HEALTH & WELLNESS

Call 239-431-0232 • bermanpt.com
501 Goodlette Road North, Building C Unit 100, Naples, FL 34102

Why aren't all title companies like us?

Good question.

We know how hard Realtors® work. You don't need more headaches or stress. So ask yourself, what does your title company do for you? With Seaview, we offer a better, faster closing experience—saving your customers money and creating positive results for you.

And from our unmatched service to our Clear to Close™ program to our MasterKey events, Real Rebate® program and more, Seaview gives realtors the support and tools needed to grow your business.

That's the Seaview difference.

 **Seaview Title**
Powered by Vidclose
Learn more at seaviewtitle.com
239-449-4466

Insurance for ALL of Your Clients' Needs.

Get the quality customer service and full insurance coverage your clients deserve and can rely on!

AUTO • BUSINESS • FLOOD
HOMEOWNERS • LIFE • LIFE ANNUITY



ACKERMAN
INSURANCE SERVICES

1575 Pine Ridge Rd., Suite 17 Naples, FL 34109
www.ackerman-insurance.com

(239) 597-1096



» publisher's note

HAPPY Mother's Day!



Dear Real Producers,

One of the things that is special about May is Mother's Day and the opportunity to focus on what our mothers mean to us, what we've learned from them, and how we can show our support and appreciation for all they've given to us. Most of us wouldn't be where we are today, in terms of our lives and personal successes, without the strength, support, and guidance of the women we are fortunate enough to call Mom.

My own mother, Kim, has been a strong role model in my life. She spent most of her working life in Corporate America as a Chief Human Resources Officer for companies such as US Cellular, United Health Care, and others. She has always been an exceptionally hard worker — balancing getting up at 4 a.m., holding down demanding jobs while managing the household, and always being there for me and the family.

My mom is a fighter — and I have gained a lot from her example. She has bravely fought through a variety

of things, including breast cancer. As a survivor, she wrote a book with positive encouragement to help other patients going through their own breast cancer journey. She has also been a very strong and powerful force in our family as we recently went through the process of losing my father.

Now, she is helping give back at Grace Place in Naples, a faith-based non-profit that provides pathways out of poverty for children and families through education and literacy initiatives. As their Chief Human Resources Officer, she has found an opportunity at Grace Place to continue doing what she loves and,

at the same time, is making a difference for a good cause.

I can honestly say that there are few people I admire and have looked up to more than my own mother. I bet you feel the same.

So take some time out this month to celebrate your mom!

Very respectfully yours,

Andrew Regenhart
Owner/Publisher
SWFL Real Producers
239-290-0692
andrew.regenhart@realproducersmag.com





MEET THE COMMUNITY

CHECK OUT SOME OF SWFL'S **TOP 500** REAL PRODUCERS!

These photos were taken at our March Magazine Release Party, held at Seaside Bar & Grill, Bonita Springs. A huge thank-you to all who came out — and a big thank-you to our partner, **Marc Devisse of Tri-Town Construction**, for the opportunity to gather at his restaurant and for the wonderful food! Thank you, **Matt Goodwin, of Goodwin Law**, for the beautiful framed articles of our featured agents!



Photos by Corrafilm



Turning old homes into **DREAM HOMES!**



COMMERCIAL | LUXURY REMODELING

ROOFING | CUSTOM DESIGN BUILDS

TRI-TOWN CONSTRUCTION

We can build a dream home through new construction, custom design builds and luxury remodeling.

Refer us to your client and we will **exceed** their expectations.

CELEBRATING 15 YEARS IN SWFL!



**BROKERS
PROTECTED**

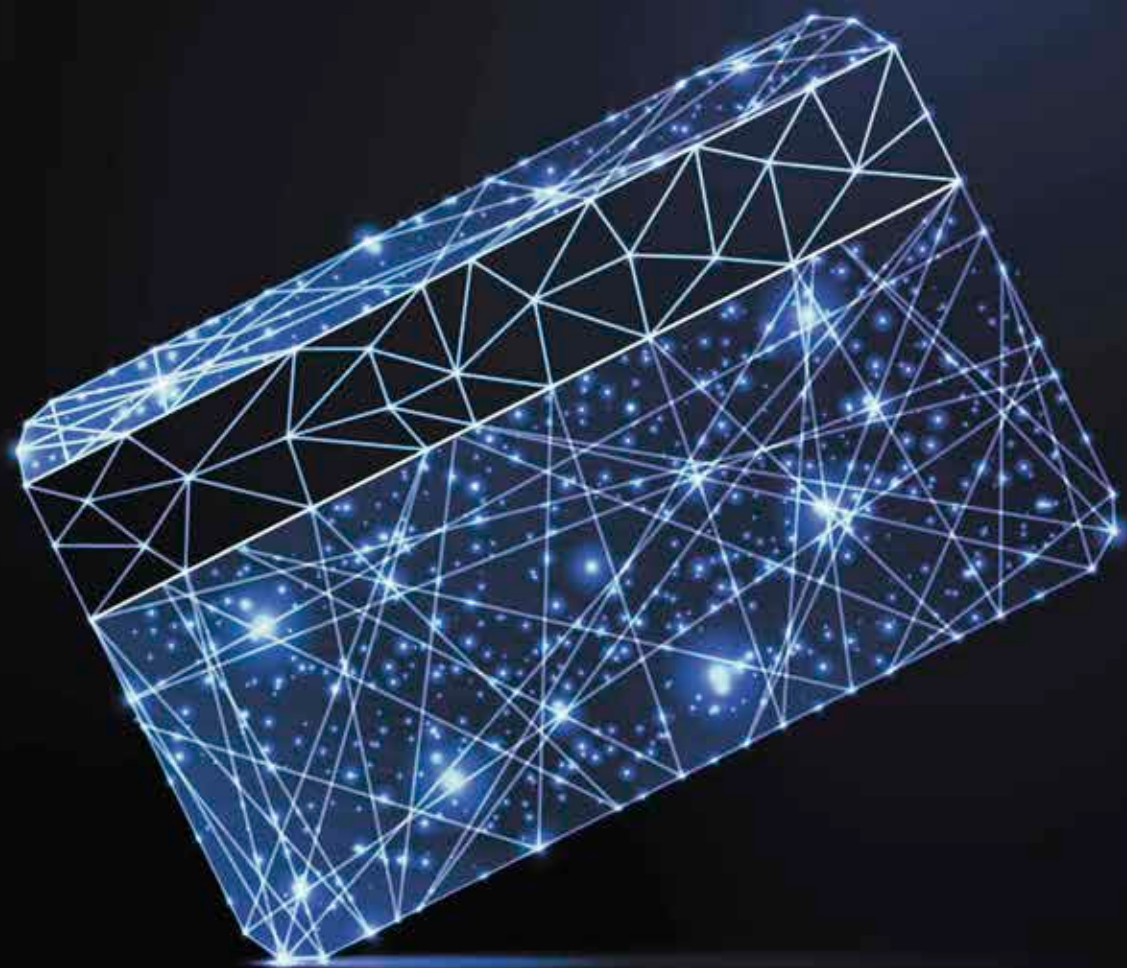
Locally Owned Southwest Florida Business

www.Tri-TownConstruction.com

(239) 895-2058 | Connect@Tri-TownConstruction.com

CGC1512714 CCC1329614 MRSA729 MRSR829 HI3275





CLARUS

Clarus specializes in acquiring Merchant Service Provider portfolios across the US. In a world full of uncertainty, merchant processing portfolios are a great opportunity for diversification and cash flow.

CONTACT

Jonathan Turner

P: 239.443.5433

M: 717.979.8914

E: jonathan.turner@clarusdc.com

W: clarusdc.com

2020

BY THE NUMBERS

HERE'S WHAT SWFL'S* TOP 500 AGENTS SOLD...

20,099



TOTAL TRANSACTIONS



\$14,928,937,371

SALES VOLUME

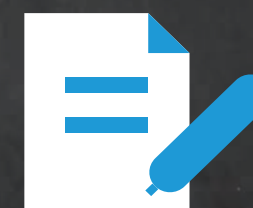
12,318

LISTING SIDE
TRANSACTIONS



7,781

BUYING SIDE
TRANSACTIONS



\$29,857,874

AVERAGE
SALES VOLUME
PER AGENT



40.2

AVERAGE
TRANSACTIONS
PER AGENT

*Information is based on residential sales in 2020 in Lee and Collier counties by the top 500 agents by sales volume in these counties.

Mother's Day

GOOD FOR YOUR HEART

Traditionally, when we think of May and Mother's Day celebrations, visions of flowers, sunshine, and goodies lavished upon our beloved mothers and mother figures come to mind. While those visions are beautiful and well-deserved sentiments, they cannot always be reality; in some cases, mothers and children find themselves unable to celebrate together, whether due to health, distance, or other difficulties. May is the month of mothers, so consider trying one or more of these alternative ways to honor moms this month!

Spoil a New or Single Mom:

We cannot deny that mothers are the lifeblood of the family ... and they definitely need a break sometimes! Do you know a single or brand-new mama who could use some pampering? Volunteer to babysit, and let her take the afternoon off to take a nap, eat a quiet meal, go to a yoga class, or get a facial – whatever she needs! Bring over her favorite coffee or wine, or make dinner for the whole family, so she doesn't have to cook.

Practice Meaningful Self-Care:

If you are a mother yourself, give yourself a pat on the back for all the hard work you've done this year: remote work, school

closures, financial stress, housework, health worries, or all of the above. Give yourself permission to step away from the drudgery and do things this month to support your emotional, spiritual, and physical health, whether that's a daily swim or walk, long naps, a weekend away, or just space to process.

Donate to a Worthy Cause:

A beautiful way to honor a much-missed mother or mother figure is to make a generous donation in her name to a cause or organization that was near to her heart. You might also seek out a local women's and children's shelter or human trafficking or domestic violence organization, particularly as they attempt to recover lost funding from COVID times. International and national organizations such as Feeding America, Planned Parenthood, UNICEF, Moms Demand Action, Girls Inc., and Baby2Baby could also use your bequest to help support and uplift communities of women in need.



PLUMBING ISSUE MADE ITS WAY ONTO YOUR INSPECTION REPORT?

No matter the time of day or night, a real person is always on the line to solve your plumbing problems!

Sunwest Plumbing

(239) 455-8353 • swflplumbingrepairs.com

WW & MR WOODS • WEIDENMILLER MICHETTI • RUDNICK



Michael Michetti



Joshua Rudnick



James "Jay" Caudill



A Personal Approach to Real Estate Law

PH: 239.325.4070 | www.lawfirmnaples.com

Offices in Naples, Downtown Naples and Bonita Springs/Estero (Near Bonfish Grill)

Woods, Weidenmiller, Michetti & Rudnick, LLP

a Florida Professional Limited Liability Partnership

The hiring of a lawyer is an important decision that should not be based solely on advertisements. Before you decide to hire an attorney be sure to request free written information about qualifications and experience. Rule 4-7.2(d).

Are you creating tax-free retirement savings?

Does your broker guarantee you won't lose any principal with the market downturn for the 1% management fee they charge?

Does your life insurance include providing you with long-term care protection TAX-FREE for the premium you're already paying?

If you've answered no to any of these, STOP!

Learn the latest techniques and see if you qualify for the questions above and more.



Murat Dorkan, CLU
Trusted Consultant

443-569-6500

DORKAN FINANCIAL GROUP, INC. DorkanFinancialGroup.com

RESPONSIVE INSURANCE

WITH SO MANY POSITIVE REVIEWS ON GOOGLE, WHY AREN'T WE ALREADY A PART OF YOUR REFERRAL NETWORK?

We can coordinate with northern agencies on behalf of clients to facilitate seamless coverage between Florida and other states as needed.

**HOMEOWNERS | CONDO | SECOND HOME
| FLOOD | HURRICANE | MUCH MORE!**

For a timely and complete response to your questions, concerns and requests, give us a call!

**(239) 596-3177 | www.responsiveinsurance.com
2950 Immokalee Rd, Ste 4 Naples, FL 34110**



Matt Nance,
Owner



Rich Costante



Alyssa Costa



Judy Hentges



Keith Zulik



Claudine Enaillo

A man in a black t-shirt with the 'BALANCED IMAGES' logo stands in front of a wall displaying several framed aluminum art pieces. The art includes a tiger, a car, and palm trees. The text 'BALANCED IMAGES' is visible at the top right, and contact information is at the bottom right.

BALANCED IMAGES

**High-Grade Aluminum Art,
Created For You.**

414-708-4729
www.balancedimages.com
info@balancedimages.com

A Business That Works For YOU!

The Parable of the Mexican Fisherman

I would like to share a short story from the book *The Four-Hour Workweek*, written by Timothy Ferriss. It's about a stressed-out American investment banker who took a much-needed vacation to a small coastal Mexican village. One afternoon, as he took a walk out on the pier, he came across a Mexican fisherman and his small boat. Inside the small boat were several large yellowfin tunas. The American complimented the Mexican on the quality of his fish and asked how long it took to catch them.

The Mexican replied, "Only a little while."

The American then asked why didn't he stay out longer and catch more fish?

The Mexican said he had enough to support his family's immediate needs.

The American then asked, "But what do you do with the rest of your time?"

The Mexican fisherman said, "I sleep late, fish a little, play with my children, take siestas with my wife,

Maria, and stroll into the village each evening where I sip wine and play guitar with my amigos. I have a full and busy life."

The American scoffed. "I have an MBA from Harvard, and can help you," he said. "You should spend more time fishing, and with the proceeds, buy a bigger boat. With the proceeds from the bigger boat, you could buy several boats, and eventually, you would have a fleet of fishing boats. Instead of selling your catch to a middleman, you could sell directly

to the processor, eventually opening up your own cannery. You could control the product, processing, and distribution," he said. "Of course, you would need to leave this small coastal fishing village and move to Mexico City, then Los Angeles, and eventually to New York City, where you will run your expanding enterprise."

The Mexican fisherman asked, "But, how long will this all take?"

To which the American replied, "Oh, 15 to 20 years or so."

"But what then?" asked the Mexican.

The American laughed and said, "That's the best part. When the time is right, you would announce an IPO, and sell your company stock to the public and become very rich. You would make millions!"

"Millions — then what?"

The American said, "Then you could retire. Move to a small coastal fishing village where you could sleep late, fish a little, play with your kids, take siestas with your wife, and stroll to the village in the evenings, where you could sip wine and play guitar with your amigos."

The Mexican fisherman replied, "But, Señor, I already have all that!"

At that moment, the American just stopped, stared into the turquoise blue water, and slowly walked back down to the end of the pier.

I share this story as the Mexican fisherman had a business that worked for him. It served all his wants, needs, and desires. He was happy and had a balanced life. A business should be no different for you and me.

The objective of a business is to create a vehicle to deliver to all your wants, needs, and desires. It's to create wealth, abundance, and freedom to do as you choose, when you chose, with who you choose. Your business should not have to be a certain way because someone else says it has to be that way. Business, of course, needs to be structured and systematized so it consistently delivers an excellent product and service to your customers so that your team and you, the owner, can prosper. Business needs to be done right; however, it doesn't need to be according to someone else's plan.

The objective of the business is to get clear on exactly where you want to go with it. Once you are clear on your destination, put all your focus, planning, and effort to insert the structure to get there!

Who knows, maybe your destination is to one day sell your company, retire, and move to a small Mexican village where you could sleep late, fish a little, play with your kids, take siestas with your spouse, and stroll to the village in the evenings, where you could sip wine and play guitar with your amigos/amigas.

Coach Michael Dill is an award-winning, certified business coach, speaker, and trainer. He brings more than 40 years of business and entrepreneurial experience in leadership, team training, and mentoring practice. Michael's passion is to both encourage and challenge business owners and entrepreneurs to become their best selves, both personally and professionally, to obtain all they want in their business and life. BusinessCoachMichaelDill.com





**QUIT FISHING WITH A
LOAN OFFICER
THAT BARELY ANSWERS
THE PHONE,
WHEN YOU CAN
LAND YOUR DEALS
ON TIME WITH STEVE.**

**Loans approved in 12 days
Over 70% of our closings are purchases**

STEVE CALABRESE, Loan Officer
Certified V.A. Loan Specialist
239-778-6548 | stevec@eqfin.com
STEVECALABRESE.COM

[StevenMCalabrese](#)

[Steven Calabrese](#)



NMLS 79387/ 39843





It's All About THE CLOSE!

I'm always curious about other lenders' advertising. I like to see what they're emphasizing, what they've decided is important, and what they think will appeal to clients and referral partners. One theme I've seen — and I know you have, too — focuses on a mortgage that starts quickly. It's very appealing, isn't it? We live in a society of instant communication, the 24/7 news cycle,

and quick results, so we naturally want our home loans to be fast.

Then, I stop and remember *the purpose of a purchase mortgage is to get the buyer a home*. It's great to make a quick start, but speed at the beginning means nothing if you don't reach the closing table. It's like the old story of the tortoise and the hare, where

slow and steady wins the race. (Not too slow, of course!) Let me share the ways to smooth the path from application to closing.

A solid pre-approval. A reliable pre-approval is the foundation of a successful home loan. And note I'm saying "pre-approval," not "pre-qualification." Clients often think the

terms are interchangeable, but where a pre-qualification relies on information they supply, a pre-approval is based on verified data. Your mortgage team checks income, assets, employment, and credit, so they can give a pre-approval their clients and their real estate professionals can trust. There are few things more disappointing for a client than relying on a pre-qualification, making an offer on their dream home, and finding out they can't afford to buy it after all.

Knowledge is power. When clients understand their loans and the loan process, the stress level drops. A good mortgage team will make a point of educating the people who come to them for home financing, should make an effort to understand their goals, and then make sure they know how

their mortgage fits into their overall financial well-being. Mortgage lenders do this every day, but their clients may never have taken out a home loan. They should keep this in mind in order to make the loan process smooth and as stress-free as possible.

Talk the talk. Getting to closing requires good communication. Clients and their real estate professionals need to know what's going on. If you have to keep asking your lender what's happening with a loan, you're not getting the service you deserve. Regular milestone emails are a great start. Additional proactive contact when there's a question or an issue should be a given. When clients or agents do call or email, lenders need to be available right away. Questions and crises don't keep banker's hours.

Stay focused. Working efficiently, giving a solid pre-approval, sharing knowledge, and communicating clearly...everything is aimed at closing the loan. Starting quickly may be good, but reaching the finish line is golden.

Lauren Maxwell is Executive Vice President of the Maxwell Mortgage Team at CrossCountry Mortgage. She's proud her referral partners trust her to close loans efficiently and on time. Lauren's catchphrase says it all: "Financing the world one loan at a time."



your FOREVER
LENDER
*Financing the World
One Loan at a Time*

#20 Scotsman Guide
Top Women
Originators

2019 Scotsman Guide
Top Originator for
overall production.

590+ closed loans for
more than \$161M
in production.



Lauren Maxwell
Executive Vice President | NMLS331415
239.596.0500
MaxwellMortgageLoans.com

CROSSCOUNTRY MORTGAGE, LLC
9130 Galleria Court, Suite 101 | Naples, FL 34109 | NMLS1770104. For professional real estate use only. Not intended for consumers. Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. NMLS3029 (www.nmlsconsumeraccess.org).



We Handle The Catering, So You Can Handle The Deal

Premium Real Estate Catering
For Open Houses, Broker Opens
& Corporate Events



Private Dinners
& Events

Beer & Wine

9.434.2611



**M&G
FARM STAND**
CAFÉ • CATERING

239-434-2611
mgcatering@comcast.net
matthewsandgardner.com

Cafe | Catering | Delivery

1250 Tamiami Trail N Suite #111 Naples, FL 34102
(1/4 mile south of Coastland Mall, next to Einstein Bagels)



TRUSTED
advice

PRACTICAL
solutions

SMART
strategies



Zampogna | Flores is a full-service real estate law firm serving all of Southwest Florida. Our team is committed to assisting buyers and sellers with the purchase and sale of residential and commercial real property. We work side-by-side with our clients from contract to close.

MATTHEW P. FLORES, ESQ.

matt@naplesbaylaw.com | 239-261-0592

1333 Third Avenue S, Suite 505, Naples, Florida 34102 | naplesbaylaw.com





▶ leader of the month

By Lindsey Wells
Photos by Sun Services SW Photography

APRIL
Nixon



The RE/MAX Under the Sun Team (From left: Chelsea Wiggins, Kayla Boyd, Vienna Ves'sells Carles, Aryn Alberts, Paula Weber, April Nixon, Andy Alberts. Not pictured: Faith I. Deal, Jeff Haller.)

A Passion for Growth

There is no force equal to a woman determined to rise. When small-town girl April Nixon decided it was time to trade in the dreary Ohio farmlands for something sunnier and beachside, Florida came calling and welcomed her family with open arms. After the birth of her first child, April was searching for a career that would allow her the flexibility to be a mother still while providing for her family. Although she'd never worked in sales before, she saw real estate as a viable option and immersed herself in learning all she could about the industry.

As broker and owner of RE/MAX Under the Sun on Fort Myers Beach, today April leads her own team of successful agents, all of whom are killing it in the local market.

After graduating from high school back in Ohio, April went to college and earned a master's degree in Speech-Language Pathology. As a speech pathologist, she worked in hospital settings with geriatric patients who suffered from strokes and brain injuries, and various diseases such as Parkinson's. An ocean-lover at

heart, April began her job hunt and interviewed for positions across the country that would allow her to be closer to the beach. "I was interviewing in California, Florida, and all over the Carolinas, and, luckily, was able to get a job down here," she says. April worked in a local hospital for a while before making the switch to real estate.

After a couple of years working for Century 21 as an agent, April received a call from RE/MAX. They offered her the opportunity to open

...

I wanted us to be a family of agents that are all producing and just celebrating each other and helping each other grow.

”

up a branch on Fort Myers Beach, a location that remained untouched by RE/MAX at the time. “They said they thought RE/MAX would be very successful in Fort Myers Beach,” April says. So, almost three years after becoming a licensed agent, she studied for her broker’s license and jumped in headfirst as broker and owner of her very own

brokerage. RE/MAX Under the Sun celebrated four years in business this past January.

April’s vision was to have a small, boutique brokerage with only a small group of handpicked, best-of-the-best agents. “I wanted us to be a family of agents that are all producing and just celebrating each other and helping

each other grow,” April says. She admits that opening a brokerage after only a few years in real estate was quite daunting. After all, a lot of other brokerages on Fort Myers Beach have been there for 30-plus years. For the first couple of years, April doubled down and was laser-focused on building her brand while simultaneously producing a high volume of sales



April Nixon and her daughters, Reese (left) and Laney (right) enjoy spending as much time as they can boating or at the beach.

to prove to other agents that they would, too, achieve success with her as their broker.

RE/MAX Under the Sun experienced the bulk of its growth from 2019 to 2020. April added seven more agents to her team during that time for a total of nine agents currently. Six out of those nine agents won production awards from RE/MAX for the year 2020. “I’m proud of that, and I’m proud of them,” April says. “I feel like that’s pretty awesome that they are producing agents, and they’re growing their businesses.”

Perhaps part of the agents’ success stems from the fun, hands-on approach April takes with them. It is not uncommon to see the Under the Sun team going to hockey games or the shooting range or happy hour to

celebrate their success or just enjoy time together outside of a professional capacity. “I make sure that I’m planning things for us to celebrate each other,” April says. She also celebrates and markets her agents publicly via social media. “I try to put it out there and just show people that, ‘Hey, look, they are successful.’ Every day, I’m posting something inspiring, trying to provide any type of value I can and help them grow because I’ve seen so much growth in them.”

Outside of work, April has two daughters, Laney and Reese, 10 and 8. The girls are big fans of the ocean, just like their mom, so the trio can often be found out on the boat on the weekends or playing together at the beach. “We just really love where we live, and we take advantage of it,” April says. Laney and Reese also have

their extracurricular activities. Laney is the sporty one in the family and loves softball and volleyball, while Reese is the creative one and loves art and karate. “I’m grooming them to be in real estate. They’re my little boss babes,” April adds, laughing. “I have them do videos with me and come to the office and marketing events and help pass out things. They love being a part of it.”

April admits that outside of her girls and their activities, her work is her passion and where she focuses most of her energy. “I think building and growing a business takes a lot of time and energy,” she says. “I think I’m just now getting to the point where it’s like, ‘OK, maybe I can have a little bit of free time now.’ I’m always trying to figure out ways to challenge myself to continue to grow.”



I'm grooming them to be in real estate. They're my little boss babes. I have them do videos with me and come to the office and marketing events and help pass out things. They love being a part of it. ”






PRMI | Primary Residential Mortgage, Inc.
The Balentine Team
Edgardo Balentine
 NMLS 1432920
 Loan Officer / Manager | Primary Residential Mortgage, Inc.
 English-Spanish-French
 Mobile: 239.244.5871
 Office: 1.239.631.1145 | Fax 1.239.323.9310
 5659 Strand Ct | Naples | Florida | 34110

SWFLMortgageLoans.com
 Get to know us on !
 Closing a deal fast for your clients involves teamwork. It's the result of a successful partnership between realtor and lender.
I'm ready to partner, are you?

*PRMI NMLS 3094. PRMI is an Equal Housing Lender. Some products and services may not be available in all states. Credit and collateral are subject to approval. Terms and conditions apply. Programs, rates, terms, and conditions are subject to change and are subject to borrower's qualification. This is not a commitment to lend. Florida Office of Financial Regulation MLD646. Publication Disclaimer: "Information contained in this article does not constitute legal, financial, or other professional advice or services and should not be used as a substitute for professional advice. The reader accepts full responsibility for the use of the information contained herein. PRMI is an Equal Housing Lender."



THE
BEST
 OF THE
 GULF SHORE
 2020
 GULF SHORE LIFE

VOTED #1
BEST PHOTOGRAPHER!

REALTOURS

CALL US TODAY
239.464.7969

SCHEDULE ONLINE
RealToursSWFL.com

Potential buyer's opinions, impressions, and decisions are based on what they can actually see. Therefore, visually engaging them is of utmost importance. Our award winning services ensures your listing receives more traffic by capturing the attention of potential buyers.

 **PHOTOGRAPHY**  **AERIALS**  **3D TOURS**  **VIDEOS**  **FLOORPLANS**



THE ONLY TOUR PROVIDER IN SW FLORIDA
THAT PROMOTES AGENTS AND THEIR LISTINGS



SCAN ME



REAL ESTATE SERVICES
TO GROW YOUR BUSINESS
VIDEO | PHOTOS | MARKETING

www.LaCasaTour.com | 888.598.8687 | info@LaCasaTour.com

SCAN ME



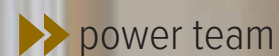
AFK
Flooring & Kitchens

2700 IMMOKALEE ROAD #14
NAPLES, FL 34110

PHONE:
239-4FLOORS (239-435-6677)

FAX:
239-431-5910

EMAIL:
info@afknaples.com



By Dave Danielson
Photos by LaCasaTour

LAUREN & BROOKER MELISSA McMURRAY

Driven to Deliver the Dream

There's just no mistaking when you see people who do what they do out of passion. That's definitely the case when you talk with Lauren Brooker and Melissa McMurray, the principals of the Brooker McMurray Group with Compass - Florida.

"I had always had an interest in real estate, starting from a young age," Lauren explains. "My father was the owner/broker of a successful brokerage in Winston-Salem, and my mom owned a real estate appraising company, so naturally, this is all I knew growing up."

"I have entrepreneur in my genes," says Melissa. "Watching both my grandfather and father build successful businesses from the ground up laid the foundation to knowing I could build whatever I wanted."

Lauren and Melissa met through a mutual friend in 2013. While the real estate partnership didn't begin right away, the two worked and collaborated over several years. It seemed inevitable a partnership would come with the right timing, and that time came over three years ago when the two made the decision to create the Brooker McMurray Group at Compass.

"Melissa and I make a great team because of our collaboration. As a Broker Associate she knows real estate inside and out, as well as design. I know I can lean on her when I need to talk something out and the same with her to me," says Lauren.

Melissa says, "Lauren is an absolute powerhouse. She brings her 'A game' to every single deal and everything she does. Her wealth of knowledge is remarkable, and we both share an unrelenting drive to succeed in an extremely competitive business."

Both agree that, first and foremost, work ethic is what they bring to the table.

"I have always been willing to put in the work to reach my goals, whether it was playing college athletics or work. There

...



Lauren Brooker



Melissa McMurray



Lauren and Melissa live the Naples lifestyle to its fullest, so selling it comes easy for them.

are no handouts. Hard work and perseverance is what it takes to be successful,” Lauren adds.

Both Lauren and Melissa started their careers in real estate when the market was at its worst, so it goes without saying that these women know how to successfully maneuver through every type of market.

“When I started my residential real estate career, people thought I was crazy,” Melissa explains. “The market had just crashed and everyone was losing money on their homes, but I knew how to create properties that would still yield demand even with market conditions at their absolute worst. With a BA in interior design, years of construction management, and a proven track record with my own residential real estate investments, I was able to implement a vision for property after property, actually making my clients money when everyone else was losing.”

“The first two years of my career the market was tough,” Lauren says.

“With short sales and bankruptcies, however, within a few short years, I had my first \$20 million year.”

After attending college at the College of Charleston, where she played volleyball, Lauren continued working in athletics while getting her master’s degree. It was when she moved to Naples in 2005 that she knew the time was right to get her real estate career off and running.

Lauren shares, “I fell in love with Naples and met my husband, Clay. The market in October of 2005 came to a screeching halt, nothing was selling, but it allowed me to really study the areas and get to know the key players in town — REALTORS®, attorneys, inspectors, etc. I knew it would rebound, and when it did I was ready.”

Melissa started her career on the commercial side, where she both designed and managed several 300,000-square-foot projects for insurance giant Progressive Insurance’s corporate real estate department. She created and

“

Melissa and I make a great team because of our collaboration. As a Broker Associate she knows real estate inside and out, as well as design.





Lauren Brooker and Melissa McMurray joined forces to form the Brooker McMurray Group at Compass just over three years ago and are enjoying their successful collaboration and a growing team.

“
We both share
an unrelenting
drive to succeed
in an extremely
competitive
business.”

implemented their flagship concierge program and then ventured to start her own consulting company. She continued to work closely with Progressive as a client but also helped other businesses design and negotiate for spaces to build out and occupy. Quickly seeing the opportunity to utilize her knowledge in the residential real estate industry, the transition was both natural and extremely rewarding. “My residential real estate business grew exponentially within the first two years, leading me to only focus on that,” she says.

Having licenses in both Florida and Ohio has allowed Melissa to work with many of her customers on their entire real estate portfolio. “I really enjoy advising my clients and customers on all aspects of their real

estate investments. Being licensed in two states allows me to diversify my business.”

As for Lauren, she says, “One of my most proud accomplishments is the amount of repeat customers or referrals I have had. My career is so rewarding. The gift I get is seeing my customers get excited when they found that ‘right’ one and I make the deal happen.”

In just three short years, the Brooker McMurray Group has grown to a team of five. Melissa and Lauren say, “We are proud of our team, which closed \$55 million in 2020 and has \$25 million closed so far in 2021, with over \$20 million in pending sales. We are excited about our growth but also maintaining a hands-on approach, always in communication with our customers, past and present.”

They attribute their success to not only tireless work, but also to joining forces with Compass, the number-one brokerage nationally.

“We are maximizing the Compass tools, which has helped us build our brand, create creative content on social media, marketing strategies, and listing presentations — all of which have elevated our business.”

When they are not working, you’ll typically find both spending time with family and friends out on their boats. Lauren can also be found playing volleyball, tennis, or pickleball, and Melissa underwater, since she’s a professional scuba diver. The Brooker McMurray Group truly lives the Naples lifestyle to its fullest, so selling it comes easy.

YOU SELL IT. WE WATCH IT.
The Difference Realtors Recognize

Vincent Saputo
Owner/Operator

Estate Specialist • Home Watch • Concierge & Vehicle Services

There is a difference: Professionally Trained, Insured, Bonded and Background Checked.
Vincent is a former Police Officer, Naples Resident, Husband and Father.

GIVE US A CALL TODAY
239-249-3353 | naplespremierhomewatch.com
info@naplespremierhomewatch.com

FIND YOUR SOLUTION TODAY!

Since joining Brown & Brown in 2014, Corey has been recognized as a top personal risk advisor for his ability to help families leverage their total insurance spend to maximize cost efficiencies via top tier insurers who focus on serving families with assets valued in excess of \$1,000,000.

HOME
AUTO
WATERCRAFT
AVIATION
COLLECTIONS
JEWELRY
LIABILITY
BUSINESS

**LICENSED IN
ALL 50 STATES**

Corey Walker, CPRIA, AINS
Private Client Risk Advisor
(239) 213-2049
cwalker@bbswfla.com

**Brown & Brown of
Southwest Florida**
1421 Pine Ridge Rd, Suite 200
Naples, FL 34109

OLD REPUBLIC HOME PROTECTION

**Providing solutions.
Not excuses.**

**A home warranty
you can rely on.**

**Complete your winning
team with ORHP!**

Contact me today
to learn more

Shannon Livingston
Account Executive
800.282.7131 Ext. 1037
C: 239.682.1812
ShannonLi@orhp.com
my.orhp.com/shannonlivingston

People Helping People

This is a paid advertisement.

YOUR LOCAL HANDYMAN
AND HOMEWATCH
JUST A CALL AWAY!



Give us a call today
for a **FREE** estimate.



Figueroa
Complete Service
(703) 200-4157
fcservices80@gmail.com



REALTORS...

Your reputation is your most valuable asset and clients rely on you to guide them through a complicated and stressful process.

Refer them to a **Master Home Inspector** whose training and professionalism will give them **confidence** in you through the end of the transaction and beyond.

Brett Onasch, Owner - Certified Master Home Inspector License #HI8303 | NACHI ID#16021822, CMI, CPI

To make an appointment please call (239) 431-5100
or visit our website pythonhomeinspection.com

Michelle Reed Photography



Michelle Reed has been photographing professionally for more than 20 years. She is a nationally recognized photographer with a unique and captivating style. Michelle has a rare talent for capturing the true emotions of her subjects, using an honest and candid approach. Michelle's photographs are infused with the elements of real life.

Michelle specializes in Portraiture, Lifestyle, Pets, Fashion, Food, Products and Special Events.

(239)566-9797 • www.MichelleReedPhotography.com • MichelleReedPhoto@me.com

Where Art Meets Passion!

FLOOR INSTALLATIONS • BATHROOM REMODELS
DUST-FREE FLOOR REMOVALS • ACCENT WALLS
PAVERS & COPINGS • POOL RENOVATIONS



239-443-8592

LICENSED & INSURED

WWW.MASTERTOUCHINSTALLATIONS.COM

PASSION | CRAFTSMANSHIP | ELEGANCE



Ray the Mover operates out of an 18,000-square-foot warehouse with a team of 28 employees and a fleet of trucks.

» partner spotlight

By **Lindsey Wells**
Photos by **Sun Services SW Photography**

John Smarge

RAY THE MOVER

Whatever It Takes

Let's be honest, no matter the circumstances, moving is one of life's most significant stressors. Locally owned moving company Ray the Mover and owner John Smarge thrive on reducing that stress and making moving an *almost* enjoyable experience.

A one-stop shop for seamless and professional moving, packing, storage, and more, Ray the Mover opened its doors in Naples in 1980. In 1981, John joined the company as co-owner and general manager with a clear goal of providing the Southwest Florida

community with the highest-quality moving services and storage solutions at reasonable, guaranteed prices, and developing a work environment where employees are rewarded for delivering uncompromised customer satisfaction. Today, John serves as president and

...

sole owner of Ray the Mover. The company has a fleet of trucks and works out of one centrally located, 18,000-square-foot, air-conditioned warehouse with a team of 28 men and women dedicated to exceeding the expectations of their valued customers.

The length of time that some of Ray the Mover’s employees have spent working there is undoubtedly a testament to the company’s success. “There are people who have been working here for going on 30 years,” John says. “I’ve got movers who have made moving their career and have stayed with me throughout.” Using only the latest moving and storage equipment and technologies, these professional movers specialize in local moving, long-distance moving, interstate moving, commercial moving, and office moving. They also provide employee and corporate relocation.

Customers choosing this company for their next move can rest assured knowing that it has all the appropriate licensing required by the State of Florida. In fact, Ray the Mover was only the second company in the state to be licensed as a certified moving company. “My license number is 00002, which really bothers me because I want to be number one,” John says, laughing. “When the opportunity came up to do the licensing, I next-day-aired my application, and someone else drove theirs directly to the facility and beat me.”

There are plenty of other things that set this company apart from its competitors. Every employee lives by the motto, WIT: “Whatever It Takes.”

“One move is never the same as another move. Every move and every customer has a separate set of circumstances that make their expectations unique,” John says. “My movers react to that, and they truly want to make sure that they do whatever it takes to ensure every customer is taken care of based on their needs. We do a tremendous number of moves in assisted living and retirement communities, which takes a lot of special care and patience. My guys have that. One hundred percent of my success is because of them. One hundred percent.”

The second generation of John’s family recently joined the business. After being a Collier County school teacher for several years, his middle



John Smarge joined Ray the Mover in 1981 and today is president and sole owner.

daughter, Stephanie, decided to change professions and is now the company’s sales manager for Collier County. John’s two other daughters are also school teachers. He and his wife, Cindy, have been married for 39 blissful years.

If one were to ask around about John Smarge, they’d be surprised to learn that being a business owner represents only about 20 percent of his identity. John spends eight or nine hours per day doing nothing but humanitarian work, for which he is widely known. Right now, John is

spearheading a \$2.3 billion initiative to provide clean water to the entire nation of Haiti. Over the years, he has also been involved with local charities, including The Greater Naples YMCA and The Shelter for Abused Women and Children. However, his primary avenue for service to others

“THERE ARE PEOPLE WHO HAVE BEEN WORKING HERE FOR GOING ON 30 YEARS. I’VE GOT MOVERS WHO HAVE MADE MOVING THEIR CAREER AND HAVE STAYED WITH ME THROUGHOUT.”



John Smarge's daughter, Stephanie, has joined him as the company's sales manager.

is through The Rotary Club of Naples and Rotary International.

Outside of work and volunteering, John finds tremendous joy in spending time with his daughters and grandchildren. He also loves to do Pilates. "I'm the token older man in the Pilates studio. I think they take it easy on me," John says, laughing, "but I love keeping up with others who are just crazy about physical fitness."

Like everything with John Smarge, he does Whatever It Takes.

Visit www.raythemover.com for more information.



“ONE MOVE IS NEVER THE SAME AS ANOTHER MOVE. EVERY MOVE AND EVERY CUSTOMER HAS A SEPARATE SET OF CIRCUMSTANCES THAT MAKE THEIR EXPECTATIONS UNIQUE.”



REAL ESTATE & COMMERCIAL PHOTOGRAPHY

Serving Naples, Marco Island, Bonita Springs, Fort Myers, Estero, Cape Coral and all of Southwest Florida.

sunservicessw.com | 239-285-5320

Jon@SunServicesSW.com

Located in the Heart of Fort Myers between Colonial Blvd & Winkler Ave

Twin Villas from the Low **\$200's**

Single Family from the Mid **\$200's**

#BuyFromBurnham

LENNAR

DAVID BURNHAM

I MAKE DEALS HAPPEN

Call/Text: 239.834.4365 | Email: David.Burnham@Lennar.com

Welcome Home Center located at 3650 Crimson Ln, Fort Myers, FL 33916



NOW UNDER
CONSTRUCTION

MOTHER NATURE CREATED SOME GRAND VIEWS

EXPERIENCE ANOTHER

Fabulous floor plans from 4,200 to over 6,400 sq. ft. And just 67 sophisticated residences. A lifestyle for a lifetime with views to match. Omega in Bonita Bay. Beautiful, exclusive and yours from the **mid \$2 millions**.



26951 Country Club Drive, Bonita Springs
OmegaBonitaBay.com | 239.301.4940

ORAL REPRESENTATIONS CANNOT BE RELIED UPON AS CORRECTLY STATING REPRESENTATIONS OF THE DEVELOPER. FOR CORRECT REPRESENTATIONS MAKE REFERENCE TO THE INFORMATION CONTAINED HERE IN AND THE DOCUMENTS REQUIRED BY SECTION 718.503, FLORIDA STATUTES, TO BE FURNISHED BY A DEVELOPER TO A BUYER OR LESSEE. Community features, amenities and pricing are approximate and subject to change without notice. The information and materials displayed on this website are provided to you solely for informational purposes. General information about Omega Bonita Bay 2, LLC. These proposed plans are conceptual in nature and are subject to change or cancellation (in whole or in part) at any time without notice. Land uses, public and private facilities, improvements, and plans described or depicted on any materials are conceptual, only subject to government approvals and market factors, and subject to change without notice. Nothing in these materials obligates Omega Bonita Bay 2, LLC, or any other entity, to build any facilities or improvements, and there is no guarantee that any illustrated or described proposed future development will be implemented. Neither the information and materials provided to you, nor any communication made or given in connection with any of the foregoing, may be deemed to constitute any representation or warranty or may otherwise be relied upon by any person or entity for any reason.

►► featured agent

By Dave Danielson | Photos by LaCasaTour

EMILY *Konopasek*

Positive Mindset





A native of Naples, Emily Konopasek is passionate about boating and being on the water.



Emily enjoys spending free time with her dogs, Goose and Dajja.

When it comes to achieving the things we hope and plan for in life, one of the most powerful tools is the outlook we have. The truth is that those who believe they can reach results are much more likely to do so.

Emily Konopasek is living proof. As a REALTOR® with Premiere Plus Realty, Emily puts her positive mindset to work for those she serves. As Emily says, “A real estate transaction is an extremely stressful process for people, whether they’ve done it once or dozens of times. I like being the person who takes that stress off them and puts a little bit of fun into the process for them.”

Along the way, Emily is a true proponent of the Naples lifestyle. That’s no surprise since she is a Naples native.

Hometown Fan

“I was born and raised here. Through time, I’ve really enjoyed being able to grow up with this town ... to watch it grow and flourish ... and then crash during the economic downturn, only to see it rebuild and continue growing in the years since.”

As she came of age, Emily graduated high school, then attended college at the University of West Florida in Pensacola. In the process, one end goal continued to shine bright for Emily. “I always knew that I wanted to come back to the Naples area and to pursue real estate,” she says with a smile. “Before I did that, though, I just really wanted to gain more experience first.”

After her college days were done, Emily worked with a home

remodeling company, where she picked up invaluable knowledge about construction, running a sales team, and local marketing. From there, Emily moved to a national eCom-merce company, where she was able to round out her experience.

Following Through with Her Dreams

About six and a half years ago, Emily earned her real estate license.

“As I started in the business, I knew that I wanted to do something on the side to have some income coming in while I got up to speed in real estate,” Emily says. “So I did some freelance marketing work for other agents in the area.”

As Emily’s business grew, she dedicated herself fully to real estate.

“
When I got into
the business, I
understood it
wasn’t just a job.
It is a lifestyle.
”





“
I love remodeling
and transforming a
property — combining
my knowledge of
construction and
design to maximize the
potential of a property.
”

... “When I got into the business, I understood it wasn’t just a job. It is a lifestyle,” she remembers. “I worked every single day at open houses, trying to get in front of as many people as possible. I wasn’t afraid to go out and door-knock and send letters.”

In turn, she earned Rookie of the Year honors. Since then, Emily has consistently ranked as the top agent in the brokerage. In fact, in 2020, Emily recorded an astounding total of \$34 million in sales volume.

Free-Time Favorites

Away from work, Emily enjoys time spent with her two dogs — Goose and Dajja.

She also is known for her pure passion for boating and spending time on the water. She also takes a very hands-on approach to real estate in her free time. In fact, she is in the

midst of a full-scale interior and exterior home remodeling project.

“I love remodeling and transforming a property — combining my knowledge of construction and design to maximize the potential of a property,” Emily smiles.

Emily has a heart for helping, too. One local organization that gets her exuberant support is Bikes for Tykes, a group that provides bicycles to local children. The organization also teaches people how to work on bikes and helps to provide adults with bicycles for vital transportation around the area.

Guiding the Way

As Emily recalls her own start in the business a few years ago, she offers suggestions for those who are taking their own first steps in real estate.

“I think it’s very important for new people to do whatever they can to create a solid foundation,” she says. “One of the best things people can do is to get out and meet people all day every day ... solidifying their brand and doing well by their clients. If they do, they will plant seeds that will help determine how fruitful they will be able to be in the coming years.”

With her straightforward, genuine style and a spark for helping people reach their dreams, Emily is totally committed to making things happen with follow-through.

“I always place a lot of importance on doing what I said I was going to do, and to make it more of a fun experience for my clients,” she says with a smile. “I truly care about what I do.”

Domain
INSURANCE MANAGEMENT INC.

Finding luxury insurance shouldn't be challenging.
GUARANTEED VALUE.
NO LIMITS.

As an independent agency, we have options for **EVERYONE.**
HOME | AUTO | FLOOD
Give us a call today
239-898-9120
domaininsuranceinc.com
nickdomain@domaininsuranceinc.com

NEW CONSTRUCTION | RENOVATIONS | REPAIR

**GET THE
PLUMBING
DONE RIGHT
THE FIRST TIME!**

Cory Garber, Owner
GulfShorePlumbing@comcast.net
LICENSE NUMBER: CFC1429056

GULF SHORE
PLUMBING CONTRACTORS, LLC

GIVE US A CALL TODAY
239-200-1235
Commercial & Residential



CELEBRATING
10 Thank you!
2010-2020
YEARS IN BUSINESS

- › TITLE INSURANCE
- › ESCROW SERVICES
- › CONSTRUCTION FUNDS
DISBURSING
- › TECHNOLOGY-DRIVEN,
PROFESSIONAL EXPERTS
- › ENHANCED SECURE
ONLINE ACCESS &
COMMUNICATION
- › NATIONAL COMMERCIAL
SERVICES

WWW.RESOLUTIONSTITLE.COM

239-734-4888

375 5TH AVE S, SUITE 202 | NAPLES, FL 34102

THINKING REMODEL?
Let's Get Innovative With It!




INNOVATIVE
DESIGN SOLUTIONS
DESIGN | BUILD | REMODEL

VISIT OUR WEBSITE OR GIVE US A CALL TODAY

239.204.4175 | www.NaplesConstruction.net

LICENSE #: CGC1527432, CGC1527499, CGC060167

JACK MANCINI

► featured agent

By **Lindsey Wells**
Photos by **New Frame Photography**



The Mancini Family (From left: Ansley, Kaitlyn, Jack, Catherine, Madeline).

Caring for His Sphere

The world of real estate wasn't a foreign concept to Jack Mancini when he became licensed to sell in 2004. He started out in 1999 working for his father's mortgage company, answering phones, and eventually taking loan applications. After a couple of years working with his father, Jack jumped at the opportunity to work for a big-name mortgage brand in Tampa. During that time, he began noticing how much fun REALTORS® were having in real estate while he was stuck sitting behind a desk from 9 to 5. Jack made up his mind then that he would get his real estate license. He did so in 2004 and has never looked back.

Jack started out with Coldwell Banker before switching over to Gulfcoast Premier Realty, a small, mom-and-pop shop. That's where he truly learned the ins and outs of the industry. "My mentor, Michael Patton, who's no longer with us, taught me what it took to sell real estate, outside of just a good personality," Jack says. From there, he went to Prudential Florida Realty

and eventually found his permanent home at Keller Williams Realty. Now, Jack leads the Jack Mancini Team at Keller Williams. His wife, Catherine, handles all of the paperwork and things behind the scenes, and he also has two buyer's agents.

Seventeen years later, and Jack has built a solid name for himself in the local market. As of now, his primary

focus is on his past clients. "It's all about your sphere of influence. I am constantly making contacts with past clients, seeing how they're doing, how their family is, how their children and grandchildren are. It's just a soft touch," he says. "You've got to stay present with your clients. Most sellers would contact the agent that sold them their house if they could remember their name. That's how this

...

...

business is; if you lose contact with your clients, there's a good chance they will hire someone else when it's time to buy, sell, or refer."

Apart from being able to help others in such a lucrative business, Jack appreciates that real estate affords him the flexibility to be able to spend more time with his active family, including his wife of 22 years, Catherine, and three daughters, Madeline, 17, Ansley, 16, and Kaitlyn, 13. All three of Jack's daughters are competitive soccer stars who frequently travel for games. When the family isn't on the soccer field, they can usually be found on their boat, aptly named Knot Soccer.

When Jack and Catherine and the girls have some down time, they are an avid outdoors family. They especially love to hunt and fish. "The girls have all shot hogs, and my youngest



The Mancinis are an active, outdoorsy family; all three of Jack's daughters are competitive soccer players, and the whole family loves hunting and fishing.



Jack Mancini's wife, Catherine, works with him on his team at Keller Williams, handling all the back-office paperwork.

You've got to stay present with your clients. Most sellers would contact the agent that sold them their house if they could remember their name. That's how this business is; if you lose contact with your clients, there's a good chance they will hire someone else when it's time to buy, sell, or refer.

daughter has shot a turkey and a deer," Jack says proudly. "And my wife, she's the best fisherman I've ever met. She leaves the shooting up to us."

Jack has become known in their community, Stoneybrook, for hosting outdoor movie nights. For the past 10 years, he has been projecting family-friendly movies onto the

side of his box truck at the community's soccer field. "I park the truck and break out all the movie equipment, and we'll have a hundred or so people show up to watch the movies," he says.

Aside from his family and business, Jack's one passion is spearfishing. He and a group of friends like to

get together on his boat and travel 50 miles offshore to spearfish with their scuba gear. "I've shot a 72-pound black grouper, a lot of red grouper, gag grouper, mangrove snapper — you name it. As far as other hobbies, spearfishing is about it. I gave up golf; it takes too long, and it got boring. Actually, you know what it was? I got really good at it. I got really good at golf, so I stopped playing," Jack says, laughing.



“My mentor, Michael Patton, who's no longer with us, taught me what it took to sell real estate, outside of just a good personality.

EXPERIENCE **PEACE OF MIND,**
Your Home Is In Good Hands.



Hiring Home Services by Cary can be one of the best investments you make and give you the peace of mind you need.



*30+ Years of Experience
in Facilities Management*

HOMEWATCH AND HANDYMAN SERVICES

CARY CRAMER
Owner/Operator
ndcramer07@icloud.com

SERVING THE GREATER NAPLES AND BONITA AREA

www.homeservicesbycary.com • 239-841-3970



NEW FRAME
PHOTOGRAPHY

PORTRAIT & ARCHITECTURAL

www.newframephotography.com

HANA SNAJDROVA
239.200.9099



\$2.5 MILLION

**DONATED THIS YEAR TO HELP
END MODERN-DAY SLAVERY.**

Did you know there are more victims held against their will today than ever before? That's why The N2 Company - the company behind this publication and 850+ others like it - is financially committed to end human trafficking.

**FOR EVERY AD SALE WE MAKE, N2 DONATES ENOUGH
MONEY TO FREE 2 SLAVES FROM CAPTIVITY.**

The average Fortune 500 company donates about 1% of their *profits* to charity. The N2 Company donates 2.6% of their *gross revenue*.

Thanks to the businesses within these pages, our Area Directors, and readers like you, we're able to break the chains of this horrible reality.

Visit n2gives.com to learn more about our fight.



Introducing home
warranty plans to help
keep life running.



Home warranty plans* offered by FPL Home* have a one-hour limited service guarantee, so your clients could have their homes up and running faster than they can do their next load of laundry. See terms and conditions for details.



For more information, please visit:
www.FPLHomewarranty.com/realtor

*FPL Home is an unregulated subsidiary of Florida Power & Light Company (FPL). The home warranty plans are offered and administered by FPL Home, Florida license #E995597, and not FPL, and are provided by Lyndon Southern Insurance Company (FL Lic. No.: FL-03698). The home warranty plans are service plans and not warranties.

CONTRACTORS
PAINTING & WATERPROOFING
INC.

**WE SOAR
ABOVE THE REST**

TO HELP YOU SELL HOMES FAST.

▪ **Commercial &
Residential Painting**

▪ **New Construction,
Remodels & Repaints**

▪ **Leak Detection**

▪ **Waterproofing**

▪ **Interior & Exterior**

Call today for a FREE estimate! **(239) 404-9829**

www.contractorspaintingandwaterproofing.com @

Insured & Guaranteed Workmanship • Collier County: C34193 Lee County: PT15-00694



**SWFL
Pool Pros**

HEATERS • EQUIPMENT • CLEANING • REPAIR • RENOVATIONS

www.SWFLPoolPros.com

For Same Day Service Call: 239-872-8186

*We'll handle the closing process
from start to finish.*

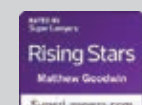
Title & Escrow | Residential & Commercial | Buyer & Seller Representation
Probate Administration | Wills & Trusts



GOODWIN LAW, P.A.
Judgment. Counsel. Integrity.

We answer all communication in real-time, 7 days a week.

www.FLestatelaw.com
239-207-3403
800 SEAGATE DR STE 202,
NAPLES, FL 34103



MATT NANCE



Responsive Insurance

By Dave Danielson
Photos by New Frame Photography



The Responsive Insurance Team (From left to right: Rich Costante, Claudine Enaillo, Matt Nance, Judy Hentges, Keith Zulik. Not pictured/remote: Alyssa Costa.).

Results In Reach

The answers are out there. The protection is there to be put in place. The key is accessing those answers and putting vital protection in place easily.

Putting results in reach ... that's where the team at Responsive Insurance excels.

Matt Nance is Principal Agent at Responsive Insurance, a firm that promotes proactive communication to put valuable coverage in place. "I love building rapport and relationships with people and educating them about their options," Matt says. "I love doing business by helping people come to a conclusion and make the decision they need to make ... to help them check a box."

Built on Doing Their Best

Matt moved to Naples in 2006, where he started his insurance career with a

local agency and considers that original agent, Steve Roe, to be a professional mentor.

"In 2013, I started this office," Matt recalls. "As I did, one of the reasons I wanted to call it Responsive Insurance was to provide a new option that went away from the trend I was hearing from people who continually told me that it was difficult to get in touch with their agents. I thought Responsive Insurance was a good name, because I want people to know that we're going to get back to them."

Providing Value

The passion Matt has for his work is easy to see. His drive to educate clients and help them navigate challenges in the market comes through.

"Whether they're brand new to Florida or new to flood insurance, we

educate them through the process. We want to make it as easy as possible," Matt says.

"Having said that, it should probably take more than just three minutes. We've all seen the options online where you can make a quick selection. But 'quick' doesn't mean people are making a good, informed decision. I don't think people can begin to understand what they're buying without taking a bit of time to become educated and informed, so that when there's a claim, they know what to expect."

Integrity and Trust

Integrity is always vital. With that in mind, Matt and his team of five put that quality to practical use through their work with clients each day.

"People are going to have options when they work with us. First and

...

foremost, we care about ensuring that people have the right coverage in place,” he says. “In some cases, having the right coverage means that we look at their current coverage and we are able to let them know that they are good with their current policy and carrier.”

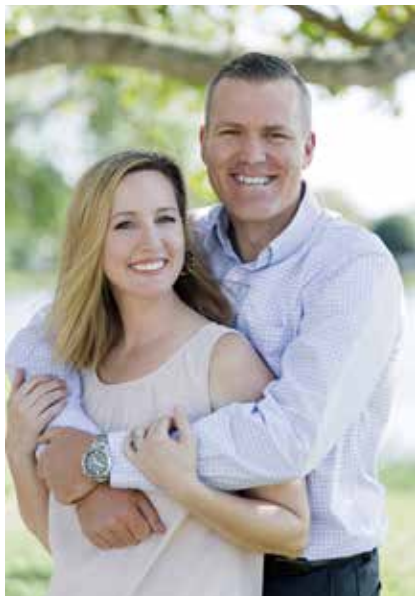
Winning Teamwork

The Responsive Insurance Team includes Judy Hentges, Rich Costante, Alyssa Costa, Keith Zulik and Claudine Enaillo.

The numerous natural disasters that have affected areas around the nation and the world have an effect beyond the initial storm devastation. They also add up to make a difference in insurance premiums. That difference can be difficult, with 25- to 30-percent premium increases taking effect.

Ensuring Protection

Even during times of delivering a difficult message about increased premiums, the value and integrity are there for the long term. “A lot of what we’re doing is telling people what they don’t want to hear,” Matt explains. “Saving premium is not necessarily the best scenario all the time. It’s



The Casey Family (Matt and Casey with daughters Mareli [left] and Maria [right]).

Whether they’re brand new to Florida or new to flood insurance, we educate them through the process. We want to make it as easy as possible.



very important that we look at all of the factors involved so that clients are getting what they are expecting in the event that they need to file a claim.”

Family is at the heart of Matt’s life, including his wife, Casey, and their two daughters — Maria, who is entering high school in the fall, and Mareli, who will be starting fourth grade this year.

In their free time, Matt and his family love hanging out together, spending time at the beach, fishing and travel. In fact, Matt and his family hope to take an extended road trip this year.

When you’re looking for a partner to help your clients put important protection in place, look to Responsive Insurance. They’ll work with you and your clients to ensure results are within reach.

For more information:

Call 239-596-3177

Email matt@responsiveinsurance.com

Visit www.responsiveinsurance.com

**RESPONSIVE
INSURANCE**

THIS IS MORE THAN A KEY.
It's a symbol of what drives us, literally.
A symbol of the excellence and quality
you will receive with our Five Star service.

That is our promise.



Five Star Valet specializes in providing luxury valet parking services for hotels, restaurants, private country clubs and corporate/community events. Our friendly and experienced valet associates will provide a personalized greeting to all guests. You only get one chance to make a first impression.

239.770.1991 | 5starvalet.com

CORRAFILM

VIDEOGRAPHY · PHOTOGRAPHY · GRAPHIC DESIGN

**BUILDING BRANDS THAT
GO THE EXTRA MILE.**

Corrafilm is a Personal Branding and Production Company
that works closely with Real Estate Agents to
grow their audience on Social Media Platforms.

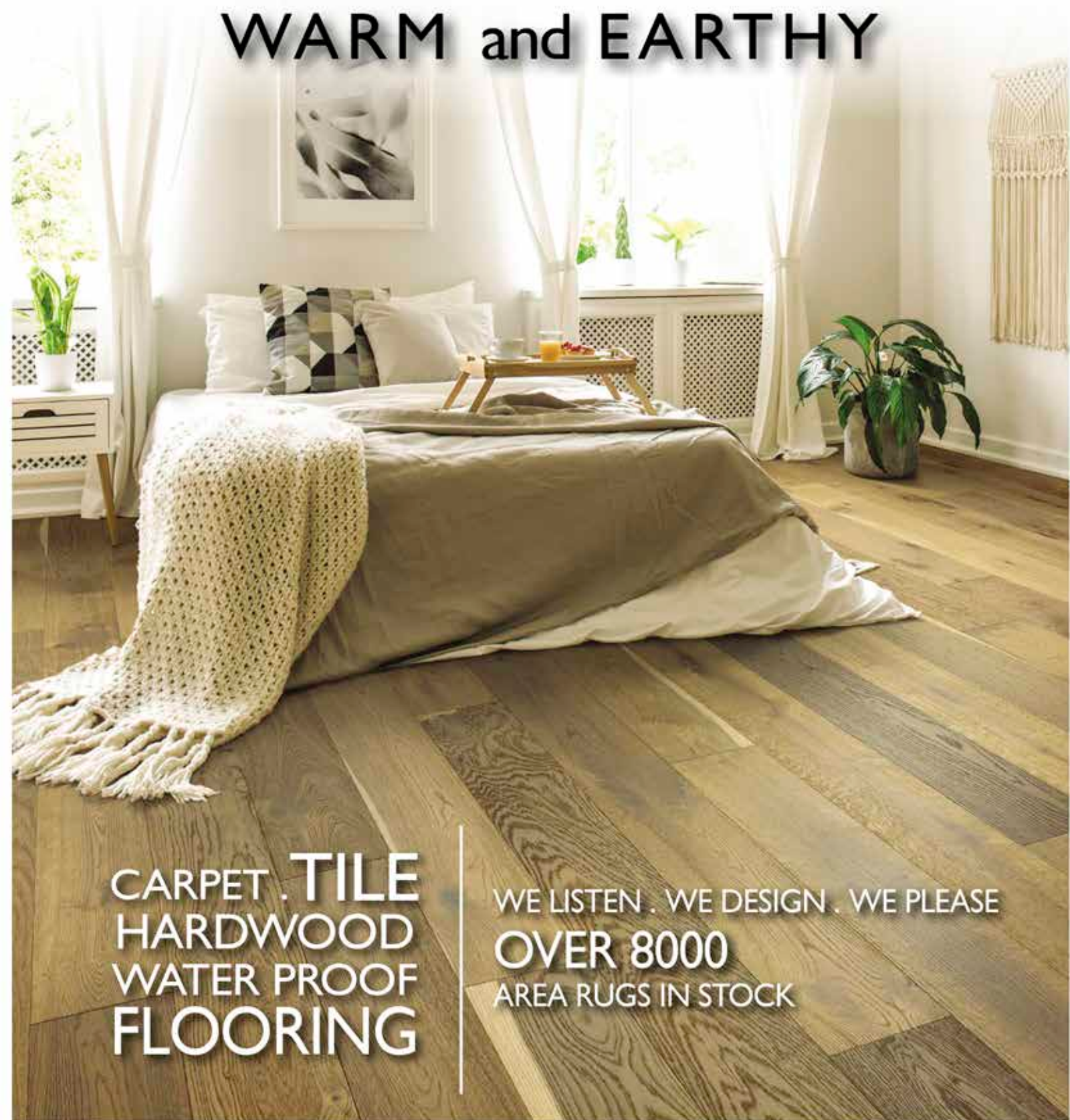
Contact us and let's get started!



COBY CORRADINO
Creative Director
786-417-7210
corrafilm@gmail.com



WARM and EARTHY



**CARPET . TILE
HARDWOOD
WATER PROOF
FLOORING**

WE LISTEN . WE DESIGN . WE PLEASE
OVER 8000
AREA RUGS IN STOCK

HADINGER "A family name you can trust"
Flooring
Est. 1931
6401 North Airport-Pulling Road • Naples, FL 34109
Mon - Fri 9-5:30pm • Sat 10-5pm
239-566-7100 • hadingerflooring.com

REPRO

MARKETING FOR REAL ESTATE PROFESSIONALS

Go To LLLL

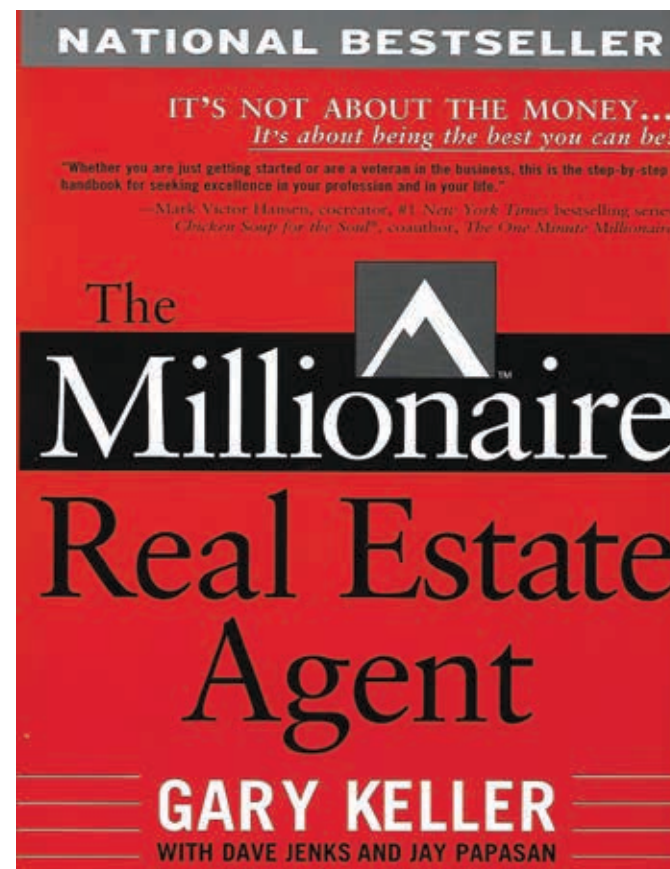
Did I get your attention? Good. That's half the battle, isn't it?

Let's start with the first three Ls. According to Gary Keller, founder of Keller Williams, in his book *The Millionaire Real Estate Agent*, he sums up every successful real estate agent's marketing goal as LEADS, LISTINGS, and LEVERAGE.

Agreed. Except, the first two should be reversed. Before you start generating leads, it's important to decide which side of the business you want to generate leads for. If you want to focus on buyers, you may want to spend your money on the internet generating buyer leads. Or, if you want to focus on the listing side of the business, you will want to invest your marketing dollars generating seller leads. Just like a fisherman, to properly bait the hook, you have to first determine what you're fishing for.

Hint – Do a little research and you'll find experts, coaches, and top-producers all agree... focus on listings.

Leverage is just a fancy way of saying, outsource anything that doesn't make you money, and spend your time on what *does* make you money. For example, are you better off spending your valuable time doing the paperwork necessary with every transaction, or outsourcing that function to an administrative person? Does it make sense for you to leave brochures on doorsteps, when you can outsource that to the post office?



“There are so many great reasons to devote all of your time and effort to taking and marketing listings. The Millionaire Real Estate Agent grasps the incredible advantages of making, obtaining, and marketing seller listings their primary lead-generation focus, and they do so almost exclusively.

Over time, they will hire one or more buyer specialists to work the buyer side of the business and concentrate their energy on the high-return, high-leverage business of listings.”

There's a lot more to his book, and still a great read for anyone serious about their business.

So what is the fourth L? That's the part I came up with. That stands for LUXURY. We are in a commission-based business. Therefore, the higher the price of the homes you sell, the larger the commission. In my experience, the highest-earning agents focus on higher-end homes, at least in markets like ours, where there is a choice.

Granted, I'm being generous with the term “Luxury”. Does that mean every sale has to be a multimillion-dollar home? Not necessarily. If your average home sale is \$350,000 now, and you can increase that average to \$700,000, you can double your income with the same amount of work.

To do that, you want to make sure everything you do brands you as a successful agent at the price point you're targeting. From your car, to your marketing materials, you want to project a successful persona to those you are servicing. If you are targeting multimillion-dollar homes, a Bentley may be the perfect car. But if your target market is \$700,000, that same Bentley may be overkill – intimidating even. But a nice Cadillac may be the perfect answer.

If you commit to consistently branding yourself in this way to homeowners who you are targeting, over time, your business and your income will grow accordingly.

That's a promise!

By Tony Spano, a real estate marketer who works with REALTORS® to grow their businesses.

Introducing



PowerMailers

Like Three
Jumbo
Postcards
in One!



As little as

\$1.25 ea.

That's printing, managing and updating lists, and postage to the tax-bill address.

You'll be amazed how fantastic our custom PowerMailers make you look!

EXCLUSIVE | UPSCALE | AFFORDABLE

Check them out at

www.PowerMailersUSA.com

If you farm using direct mail, or plan to in the future, we'd love to send you a sample.

239.235.3170 | info@PowerMailersUSA.com



Buyers

have consistently ranked cleanliness (51%) followed by odor (22%) style of decor (13%) furnishing (6%)

Call us and never worry about another detail

Contact us:

Santiago Ospina · (239) 200 - 1114
ospina_santiago@outlook.com

J.O. ALWAYS CLEAN



Home Inspections. Done Right. Guaranteed.

INSPIRING CONFIDENCE IN EVERY HOME BUYER

- Comprehensive Same Day Reporting
- Termite, Radon, Mold, 4 Pt, Wind Mitigation
- Phones Answered Evenings & Weekends
- Only Company With A 1 Year Limited Guarantee

JOHN PRETE RECEIVE \$25 OFF WITH MENTION OF THIS AD

★★★★★
CHECK OUT OUR
5 STAR REVIEWS
ONLINE

HouseMaster®

PHONE: 239-430-8220
WWW.NAPLES.HOUSEMASTER.COM



ARE YOUR CLIENTS READY TO BUY BUT NEED HELP UNDERSTANDING ALL THE DOWN PAYMENT OPTIONS AVAILABLE TO THEM?

LET US HELP!

Deanna was very responsive to questions and was on top of things. I felt like I didn't have to follow up, as I knew she will get the job done. Being a Realtor that is so important. Thanks, Deanna for all you do!

GINA F. NORTH PORT, FL

COMMUNITY LENDING
Powered by Hamilton Home Loans



DEANNA ADINOLFO RIVERA
BRANCH MANAGER | NMLS# 327112

☎ 239-878-0107
@ deanna@communitylendingfl.com
📍 8191 College Pkwy., Suite 203
Fort Myers, FL 33919

RYAN CHIDO

» cover story

By Lindsey Wells | Photos by Michelle Reed



Ryan Chido's wife, Lina, handles the marketing for his business.

THRILL OF THE GAME

Selling real estate, in a way, is like doing a jigsaw puzzle. Through conversation and diligent research, the agent collects the pieces needed to complete the puzzle, leading them to their client's bigger picture and, ultimately, revealing their goals. It then becomes a game of Connect the Dots, strategically walking the client from where they are to where they want to be. The thrill of the game took hold of Ryan Chido when he entered the industry 19 years ago. Since then, he's been focused on guiding his clients towards achieving their real estate goals.

Ryan grew up in Syracuse, New York, and graduated from the University of Buffalo. Although he was offered a job at a Buffalo-based tech company

straight out of college, Ryan opted to return to Syracuse and started working in his family's Italian restaurant. "I knew I wanted to do something in sales, but I knew it wasn't going to be in New York, for some reason," he says. Not long after that, Ryan took a trip to Naples to play golf — a getaway that would change the course of his entire life.

While in Naples, Ryan visited the bar at the Ritz-Carlton and started talking to the bartender. "I loved it down here," Ryan says. "I said to the bartender, 'Man, I'd move down here in a second,' and he said, 'Do you want a job?'" Ryan filled out an application to work at the bar and moved to Florida from New York a week later.

Once he settled in Naples and got into the swing of things as a Ritz-Carlton bartender, Ryan began meeting and talking to people in the real estate industry. "There were real estate agents and people coming down here to buy real estate, and I thought it looked like a fun job," he says. Ryan earned his license to sell real estate in 2002. By 2006, he had obtained his broker's license, after which he opened up his own firm, Chido Properties. He eventually sold his firm to Engel & Völkers and now co-owns two Engel & Völkers offices in Naples and Bonita Springs.

Ryan has earned countless awards and accolades over the course of 19 years in the industry. One such

...

“The harder you work, **the more money you can make.**

That doesn't apply to all industries.



...

distinction was being inducted into Engel & Völkers' coveted Private Office, the brand's highest honorable award, with only 69 advisors out of the 9,000 advisors worldwide. Private Office is an ultra-affluent network representing high net-worth clientele and the utmost discretion in real estate transactions.

For Ryan, it's all about the adrenaline rush. "The harder you work, the more money you can make. That doesn't apply to all industries," he says. "I focus really on just helping people make a good decision, whether it be on the listing side or the sales side, acting as an advisor or a consultant. Anybody can go out and unlock a door, right? It's about asking the right questions and putting the customer in the right atmosphere."

Ryan's wife, Lina, works alongside him in the real estate business and takes care of its marketing. Ryan also has an operations manager and a couple of buyer's agents, as he is primarily focused on listings.

...

A fateful golf trip to Naples shortly after college led Ryan Chiodo to make the move from New York to Southwest Florida.

...

66

I focus really on just **helping people make a good decision**, whether it be on the listing side or the sales side, acting as an advisor or a consultant.

When they can enjoy some down time, Ryan and Lina like to take advantage of everything The Sunshine State offers: golfing, restaurants, and the beach.

"We just bought a jet ski, so that gives us something else to do on the week-ends," Ryan says. "Before, we used to travel; we'd get out of town once every six or eight weeks. Honestly, since I've been in the business, I just work. I'm a workaholic. I've had a goal in my head

to retire at 50, so I've just had my foot to the floor. I just turned 43. I've been saving all that extracurricular stuff for when I retire."

Drawing from his own experiences, Ryan encourages up-and-coming agents to surround themselves with like-minded people. "Hang out with people that are where you want to be. If you really want to be successful,

find somebody that's super successful in the business and be a sponge," he says. "Then, when you have the opportunity to sell something to someone, do a really good job. Treat them like you're the concierge at the Ritz-Carlton. You're going to do everything they ask, follow up, and do everything you say you're going to do. You do that over and over, and you won't need to get leads; your clients will be your best lead source."



Building Lasting Relationships, One Home at a Time!

BUILDING LUXURY CUSTOM HOMES
THROUGHOUT SOUTHWEST FLORIDA



**GIVE US A CALL TODAY 239-216-8106 OR
CONTACT US THROUGH EMAIL AT
FLOWER@CINTRONCUSTOMBUILDERS.COM**

WWW.CINTRONCUSTOMBUILDERS.COM



**We attract
buyers to
you**

Our work
is seen on
SWFL Real
Producers.



DIGITAL MARKETING + EVENTS + PRODUCTION

MAKING CONNECTIONS. DELIVERING RESULTS

Full service digital marketing, event and production company.
Contact us by email at kim@saltandlightmediagroup.com



Need better closing services?

Choose Legacy Title on your next transaction and experience a smooth and successful closing **every time.**




Full Service On Every Transaction · Exceeding Expectations Since 2008!

Eric L. Solomon, President 23160 Fashion Drive, Ste. 227 • Estero, FL 33928
239-325-2709 • team@ltflorida.com • www.ltflorida.com




With over 12 years in the home inspection profession, Panther promises to provide you with an easy to read inspection report within 24-hours of the inspection.

**General Home Inspection | Wind Mitigation | 4-Point Inspection
Pool | WDO/Termite | AQ/Mold Radon & More!**

(239)389-0996
www.pantherhomeinspection.com
office@pantherhomeinspection.com

Panther Home Inspection is rated 4.9 out of 5.0 based on 345 reviews.




BRING YOUR WEBSITE TO LIFE!



Your business should be bringing in more leads but your website is holding you back!

www.digitaln2.com

We know a thing or two because we've seen a thing or two.



Home Auto • Life And more!



DAMON BRIST AGENCY

239.202.2933 | dbrist@farmersagent.com

Insurance underwritten by Farmers Insurance Exchange and other affiliated companies. Life Insurance is issued by Farmers New World Life Insurance Company, 3003 77th Ave. SE, Mercer Island, WA 98040. Each insurer has sole financial responsibility for its own insurance. Visit farmers.com for complete list of companies. Not all insurers are authorized in all states. Not all products, coverages, and discounts are available in all states. See agent for details.



**Let me help you and your clients with
their Home Financing Needs!**

Specializing in the following Loan Programs:
Conventional | FHA | VA | Jumbo Loans

Looking for classes to help you improve your business?
Check out www.realestatesecretsunlocked.com for upcoming classes!

We Offer Great Rates and Excellent Service. Call us today! We are here to help!



Danielle Damianov
Producing Sales Manager

C: (786) 359-7976
Danielled@cmgfi.com
www.lendfla.com

CMG Financial
24301 Walden Center Drive
3rd Floor
Bonita Springs, FL 34134

NMLS ID: 883539
Licensed in FL, CA & MA

CMG
FINANCIAL

Licensed in Florida, California & Massachusetts • State License Numbers: CA - CA-DBO883539, FL - LO33886, MA - MLO883539



Eric & Christl Ramirez

*Fully licensed and insured
certified general contractor*

FAMILY OWNED & OPERATED

*VISIT OUR MODEL HOME AT 85
0TH AVE NW NAPLES, FL 34120*



239-304-0516  WWW.LARAMCONSTRUCTION.COM 

YOUR #1 REFERRAL FOR CUSTOM HOMEBUILDING!



**"IF I CAN'T GET YOUR CLIENT'S
LOAN APPROVED, NO ONE CAN!"**

- JOSH LUND

COMPETE WITH CASH OFFERS

**20+ YEARS OF RESIDENTIAL
LENDING**

**LOANS UP TO \$3.5 MILLION
WITH AMAZING RATES**

**10% DOWN - ONE TIME CLOSE
CONSTRUCTION!**

DIVORCE CASH OUT TO 95% LTV

JUMBO TO 95% LTV



Josh Lund | Branch Manager | NMLS #387408

Gold Star Mortgage Financial Group | NMLS #3446

P: 239-478-5783

E: JLund@goldstarfinancial.com

