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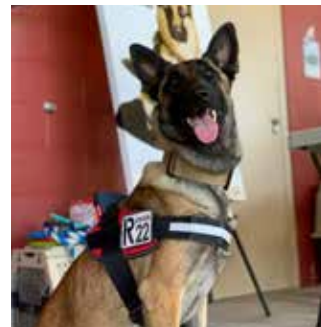
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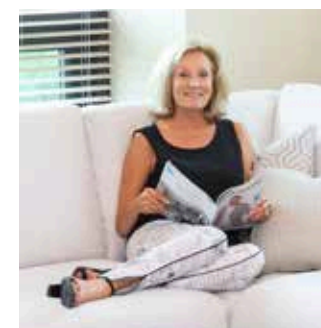
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RP

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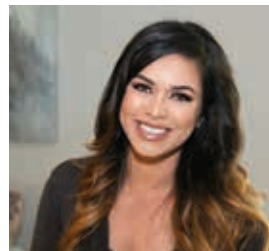
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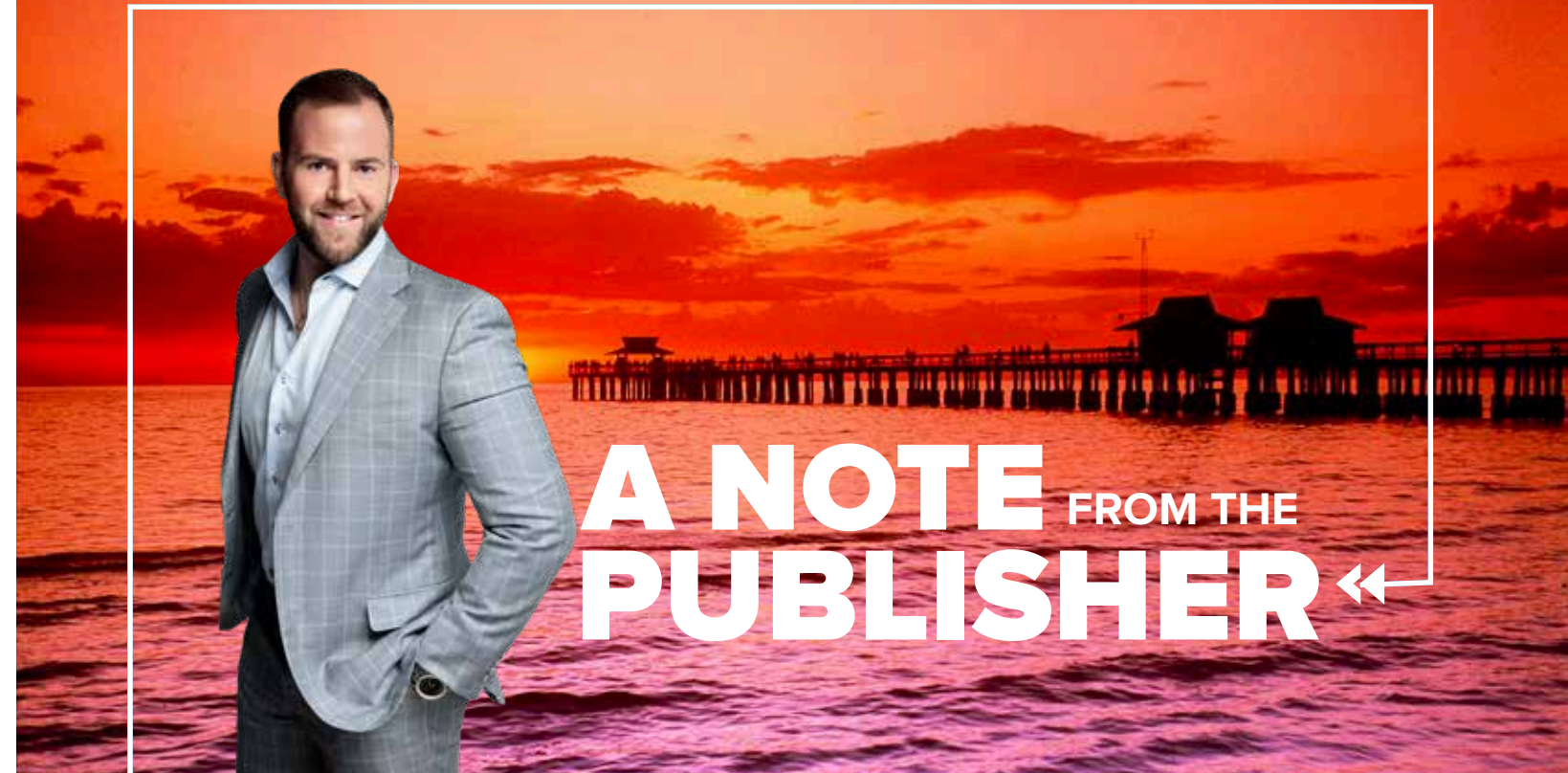
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A NOTE FROM THE PUBLISHER

Dear REALTORS® and valued partners,

Happy Thanksgiving coming up, to all of you! I can't believe the holidays are already upon us! With all of the challenges 2021 has brought, we are still moving and grooving and have so much to be grateful for as we gather with our loved ones to celebrate and give thanks this year.

Depending on the post office ... you should be receiving this magazine on or about the day of our big quarterly event on November 4th at Ultimate Garages. We're so excited about this amazing event, which will wrap up our gatherings for 2021. As always, it is so gratifying to bring this community together and celebrate the success stories that you all have to share and just take a break from business for a little bit to hang out together and have some serious fun. Look for photos from the event at Ultimate Garages in next month's issue!

Finally, I want to touch on November being National Veteran and Military Families Month. In my former career, I worked closely with military veterans and have some very close friendships that came from that time in my life. I have the utmost regard for veterans as people who selflessly serve our country and represent the best of what our country is and stands for. This has been a very sad time for so many military families who have lost loved ones overseas and we wanted to take a moment in this issue to show our support. Please check out our veterans' tribute on page 28, where we highlight some of the amazing veterans we have right here in our own Real Producers community. Feel free to reach out and thank them for their service. We can never thank them enough!

We also have a story in this issue about charitable organizations Rescue 22 Foundation and Coastline K9, based right here in Naples, who train

and place service dogs with veterans in need. If you feel moved to do so, they can use our support and need donations for getting these highly trained dogs paired with veterans with physical and mental disabilities from having faithfully served our country.

Have a wonderful Thanksgiving, everyone, and we look forward to seeing you all in the near future — either on *The RP Experience* podcast or at our next event!

Very respectfully yours,

Andrew Regenhart
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Who is the most colorful, dreaded or funny guest at your Thanksgiving dinners?



MICHAEL JORDAN, SR.
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[Dreaded] Unfortunately for my guests, it's undoubtedly me!



TROY DEMOND
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As some of you might know, I grew up in Tuscaloosa, AL, and bleed "Crimson Tide." As always, the Alabama-Auburn game usually falls on the long Thanksgiving weekend. My dad always liked to invite friends in town, especially if they did not have immediate family to visit during the holidays. Welcome our friend "Rod" to Thanksgiving. Rod owned a local sporting goods store in town. He was famous in town for dating "Stella Ward," who, at that time, was an Alabama cheerleader, and later became a famous actress in Hollywood. Rod walked in the house and presented me with a full-sized wall poster of runningback Wilbur Jackson, our star running back under coach Paul "Bear" Bryant. I was super excited as a young kid and didn't notice that our friend Rod was wearing an Auburn Tigers game jersey. But my dad certainly did! As Mom called everyone to the large dinner table and we began to gather around, Dad said, "All adults gather around, except for Rod. Rod, your place is at the kids' table," which happened to be a small card table with three kids and one empty chair for Rod. Roll Tide, Dad!



VINCENT SAPUTO
NAPLES PREMIER HOME WATCH
Dreaded would be a few select family members that we don't see any other time of the year, except during the holidays. You know, every family has them and they make you wonder how it could even be possible that we're in the same family. LOL. We come from a large Italian family, and if you know anything about Italian families, they hold lots of grudges! This one hates the other one, this one said the other family member is dead to me, this one's a Democrat, this one's a Republican, and the list goes on and on. Let's remember the meaning of the day is to be "THANKFUL." Leave the politics, grudges, and differences at the door. Love your family, love thy neighbor, be a great American, and just be a great human being!



ELLEN BUCHANAN
SWFL REAL PRODUCERS
A neighbor girl sort of adopted our family many years ago. Her mother died early, and her step-mother was not terribly nice. Once her father died as well, sometime in her 20s, Pam started just showing up at our home for holiday dinners. She was never officially invited, but has an uncanny knack of knowing exactly when dinner is going to be served! It became a family joke: "Have you set a place for Pam?" Now, she's married and brings her husband to our family gatherings too! She's an odd duck, and we're always tempted to say something about her self-invitations, but it's been going on so long, no one has the heart. We'll be seeing her and her husband again soon!



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MAKING YOUR HOLIDAY BUDGET AND STICKING TO IT!



By Shauna Osborne

It’s the most wonderful time of the year – and it’s right around the corner! The holidays are a time for family / friends, for food, and for giving, which, in turn, means lots of **spending**. All those holiday parties, gifts, and extra special meals and treats can certainly take their toll on our wallets. Use these tips to avoid a New Year’s Day debt hangover!

Start With a List of Expenses

Begin by making a list of all of your expected holiday costs. This list likely includes, of course, gifts for friends and family (assign each person a spending limit, if that’s helpful), but don’t forget expenditures like wrapping paper, holiday cards and postage, travel, charitable donations, decorations, and smaller purchases for kids’ teachers, your mail carrier, etc. These add up quickly!

Assess Your Limits

Working from the list above, and prioritizing as needed, give yourself some reasonable spending limits. Knowing how much you have to spend in each category will help you narrow down ideas before you start shopping. Ideally, you will be using funds

you have set aside exclusively for holiday purchases or that are a surplus beyond your usual monthly budget. After all, utilities, mortgage, etc. still must be paid during the holidays.

Create a Shopping List – and Stick to It!

Generate a list of your possible holiday purchases, with one or two (or more!) ideas in your price range for each recipient. The earlier, the better, for this step! If you take time to plan ahead here, you can watch for ads and take advantage of major sales, potentially spending even less than you budgeted. Impulse items and last-minute additions can lead you astray quickly, no matter how carefully you’ve planned.

Avoid “Shopping Momentum Effect”

Remember, every facet of retail shopping during the holidays – from display placement to lighting and music – is designed to make shoppers spend ... and once we start spending, we’re more likely to keep spending. Avoid “shopping momentum effect” by bringing your list along with you on every shopping trip (perhaps storing it on your phone), so you always know what you’ve already gotten and still need.

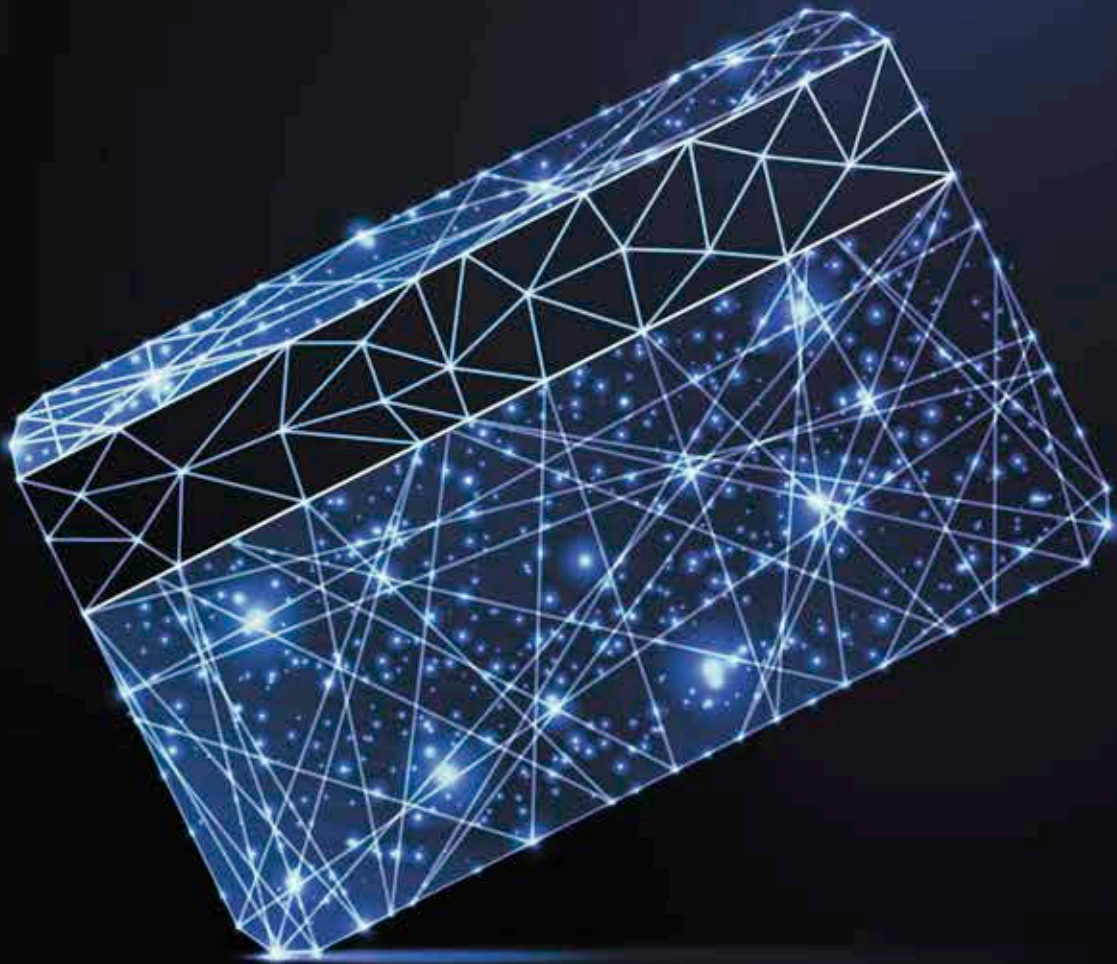
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A TRIBUTE TO OUR VETERANS

November is National Veteran and Military Families Month. Here at *SWFL Real Producers*, we are honored to share space in the community with those who have served, continue to serve, and continue to make a difference in the lives of our veterans and military families.

On the following pages, we are proud to present several members of our *Real Producers* community who are veterans of the United States Armed Forces. They have taken the determination

and grit that are hallmark character traits of our servicemen and women and applied them to civilian life, becoming enormously successful real estate agents who continue to make a difference in our community.

We thank each and every one of you, from the bottom of our hearts, for your service — both the veterans we are honored to present here and the many others in our community who have also served. We salute you all!



PATRICK DEARBORN

The Patrick Dearborn Team
John R. Wood Properties
(2004–2021)

John R. Wood Properties Board of Directors
(2010–2021)

Service Branch: U.S. Army, 82nd Airborne Division

Rank/Title: Commo Specialist, U.S. Paratrooper

Dates of Service: 1986–1988

Locations of Service: Fort Bragg, NC

Medals: U.S. Army Achievement Medal (1987),
and U.S. Army Good Conduct Medal (1988)





JESSE LOGAN

Founding/Operating Partner
Marzucco Real Estate

Service Branch: U.S. Navy
Rank/Title: E-5/MM2 (Reactor Dept.)
Dates of Service: April 2010–April 2014
Locations of Service: Norfolk, VA
(USS Harry S. Truman CVN-75)

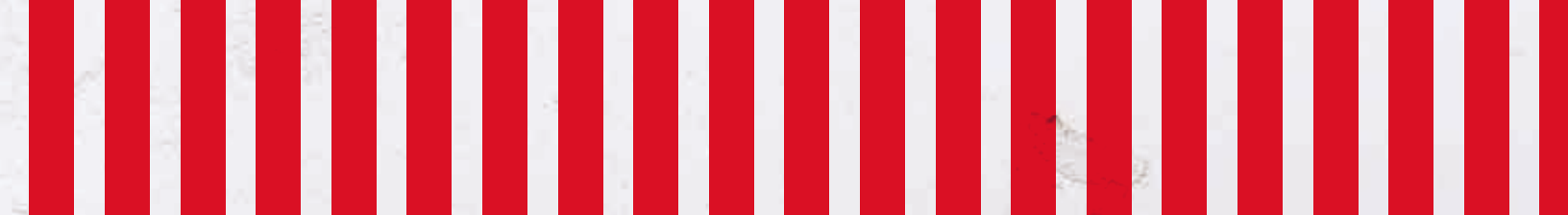


DAVID WARD

Southwest Florida RE Group
MVP Realty Associates, LLC

Service Branch: U.S. Marine Corps,
2nd Battalion, 6th Marines
Rank/Title: Lance Corporal / 0311 Rifleman
Dates of Service: 1995–1998
Locations of Service: Camp Lejeune, NC

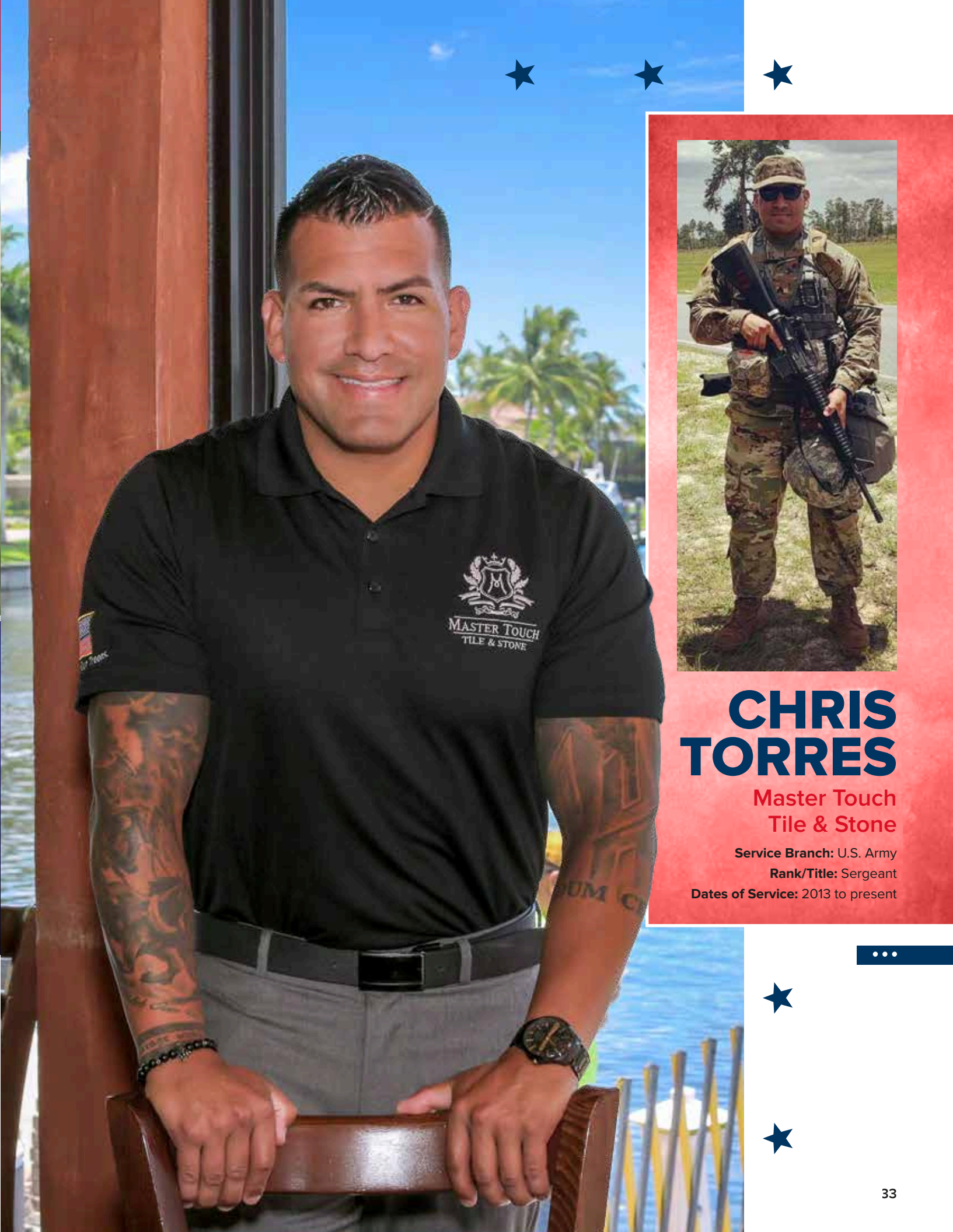




PAUL RUSSELL

CENTURY 21 SUNBELT REALTY

Service Branch: U.S. Coast Guard, Reserve
Rank/Title: Chief Boatswainmate/E7
Dates of Service: February 2002 to present
Locations of Service: Boston, MA; Fort Myers Beach, FL; Kuwait; multiple Hurricane Incident Command Post deployments throughout the Gulf Coast.



CHRIS TORRES

**Master Touch
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Service Branch: U.S. Army
Rank/Title: Sergeant
Dates of Service: 2013 to present





THOR HMIELEWSKI

Stoutenburgh Group Int'l.
Premiere Plus Realty Co.

Service Branch: U.S. Marine Corps

Rank/Title: Sergeant

Dates of Service: 2009–2013

Locations of Service: Camp Pendleton, CA (main duty station); Afghanistan OEF (2009–2010 and 2011–2012).



MICHAEL BYRD

Savings Specialist Group
MVP Realty Associates, LLC

Service Branch: U.S. Marine Corps

Rank/Title: Corporal/Engineer

Dates of Service: July 2005–July 2009

Locations of Service: Completed Boot Camp at Parris Island, SC; Stationed in Okinawa, Japan at Camp Hansen with 9th Engineer Support Battalion; Served 2 tours in Iraq at Al-Taqadum and Al-Asad; Final duty assignment at MWSS-273 in Beaufort, SC.



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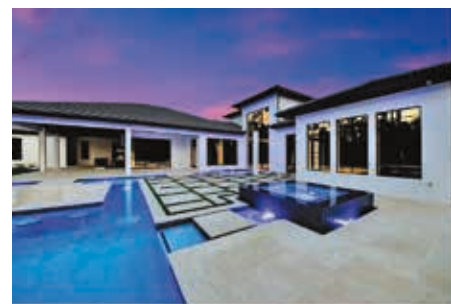
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The Formula for Success

With all of us transitioning now into the end of 2021, I'm going to share a little perspective of how we can focus on achieving more of what we want for the rest of the year.

There is a formula of $BE \times DO = HAVE$, which is the actual formula for success. This formula has to be mastered and applied in a certain way. We are also going to take a look at what camp you may be in, because to be successful, you have to master both camps. Let me explain.

In this formula, "HAVE" represents what you want. Now, I don't necessarily know what you personally want. It might be a happy marriage, it might be an empowered team, it might be a successful business, or any other thing you desire. If HAVE is what you

want, the "DO" represents the action you take. What type of action do you need to apply to get what you want? The "BE" represents who you need to be to actually take that action to get what you want.

Understand that there are two camps in this area. The first camp is the DO camp. There are lots of people that do lots of things. If they want an empowered team, they ask, "What do I have to do to get the right people to work for my organization? What do I have to do to get this? What do I have to do to get that?" All they think about is the task, the things they need to do. They may think this BE stuff is all rah-rah, touchy-feely that they really don't need. All they need to do is get to work. In this equation, we will give them a 10 for

the DO, but for the BE, they get a 1. What do you get? You get $BE (1) \times DO (10) = HAVE (10)$.

The next camp is the BE camp. I've personally been to Tony Robbins seminars. I've done the firewalk weekends. However, I've taken a lot of that absorbed information and applied it through my life and business to get better ongoing results. Many people go to seminar after seminar after seminar and read book after book after book. They have the dream boards, the vision boards. They do their affirmations, incanta-

tions, and meditation. They are all about the BE, however, they never consistently apply it to take the action to achieve long-lasting, measurable results. In this equation, they get a 10 in the BE camp. They get a 1 in the DO camp. The end result is still a 10. $BE (10) \times DO (1) = HAVE (10)$.

WORK ON
BECOMING
MORE OF WHO
YOU NEED TO
BE BECAUSE
YOUR BUSINESS
WILL ONLY
GO AS FAR
AS YOU'RE
WILLING TO
GO AND GROW
YOURSELF.

So, what do we do? We split it up. It's not either/or, it's *and*. We work on our BE; we recite our affirmations. We work on being the best we could possibly

be — the best leader, the best communicator, the best person, the best spouse. Then, we apply everything we learn through our life, all the books we read, the people we associate with. We master the systems, strategies, and solutions. We consistently apply all our learnings, both personally and professionally, to grow.

What happens is we're now mastering both areas of the BE and the DO. In the end, we simply get more of what we want. The result changes because the formula changes. Instead of a 10 in either/or, we have a 10 in *each* of the BE and DO, which multiplies out to 100 instead of 10 — $BE (10) \times DO (10) = HAVE (100)$.

Understand that to be successful in this formula, it's not either/or. It's not what camp you're in. If you're one of those DO people, encourage yourself to step into the other side also. Work on becoming more of who you need to be because your business will only go as far as you're willing to go and grow yourself. If you're one of those who are running around being all you can be, make sure you apply it. Play both camps. Apply the BE, apply the DO, and you should HAVE more of what you want in life and business.

Coach Michael Dill is an award-winning Certified Business Coach, professional speaker, and trainer. He is the president of Power & Ice Wealth Creation, a strategic leadership company that works with business owners, leaders, teams, and entrepreneurs to develop a systematized and structured organization while accelerating 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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power couple ◀◀
By Zachary Cohen
Photos by LaCasaTour

DEBBIE & PAPPAS-BURBACK LARRY BURBACK



TOGETHER IN BUSINESS, TOGETHER IN LIFE

Marriage can be one of the most fruitful journeys this human experience has to offer. It's also, often, one of the most challenging. While most spouses are focused on building their family and home life, Debbie Pappas-Burback and Larry Burback have added an additional element to their relationship — they're in business together.

From Golf Pro to Real Estate Pro
Debbie entered the real estate business first, in 2004. She previously worked in the golf industry, first as a club pro manager and then for a developer in the amenities division selling golf memberships.

"I got my license because I wanted to be able to invest personally in real estate. I joined a successful real estate team. Then, the market collapsed and my team let me go. It was sink or swim, and I swam. And here we are," Debbie reflects.

...

...

Becoming a Team

Larry had long held an interest in real estate. He was drawn to construction and architecture from an early age. Yet, professionally, he first became a police officer. He worked in law enforcement for seven years before joining Debbie in 2010.

"Debbie was already in real estate, and when the market turned downward, we had the opportunity to list foreclosures for Bank of America," Larry remembers, "So I got my license, and we were extremely busy in the downturn because of that."

"I couldn't do it all," Debbie remembers. "They would give us 25 listings at any given time. It was quite an interesting time."



FUN FACT

Debbie Pappas-Burback was a collegiate All-American golfer and PGA professional.



A Serendipitous First Meeting

Debbie and Larry met in 2004, when both were in their previous careers. Debbie had run out of gas, and Larry stepped in to help her out.

"I was a police officer for the city of Marco Island," Larry recalls. "I was driving one day and saw a car stopped in the middle of an intersection blocking four lanes of traffic. I went up and knocked on the window and asked what happened. She said her car just stopped. I pushed her over to the gas station ... and the rest is history."

The Pappas-Burback Team

Today, Debbie and Larry have been working together for over a decade. In 2020, they transitioned their business to Compass, and they are engaged with farming the community they live in, Imperial Golf Estates. As of August 2021, they've sold \$24 million YTD.

Debbie and Larry complement each other well, and they've found their groove as both partners in life and partners in business.

"No relationship is easy, but we work so well together," Larry explains. "Debbie does an awesome job with contracts, admin, details, follow-up. When I left the sheriff's office, I was a detective, so I'm good with searching for things, finding properties, and construction. I moved to the Naples/Marco Island area in 1983, so I'm very knowledgeable about the area." ...

Larry Burbach met Debbie in 2004 while he was a police officer in Marco Island and joined her in real estate in 2010.



...

Most importantly, perhaps, Debbie and Larry describe themselves as best friends.

"We just have fun with each other. We have a good time," Debbie smiles. "I love working with my husband. I can't imagine sharing this business with anyone else."

"We're dynamic together," Larry adds. "We're a dynamic couple. We're all about relationships, being with and meeting new people."

The Path of Continued Growth

As Debbie and Larry look ahead, they aspire to remain aligned with their values, serve their clients, and grow their business. They envision a fruitful and prosperous decade ahead.

"One thing that's great about real estate is you can do it as long as you want to. It's easy to sell paradise when you live in it. We love Naples," Larry says.

"We're committed to always providing boutique, concierge service. We don't want to get too busy to where we can't deliver a personalized, extraordinary experience to our clients. The sky's the limit, but you have to be humble and present with how you're engaging with your customers."

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THE DO'S & DON'TS

ADVICE FROM A PROFESSIONAL PLUMBER

There are quite a few do's and don'ts when it comes to indoor plumbing. It's important that family members know them and know what to do for regular maintenance, as well as know when it's time to call a professional. The following are some of the most important tips regarding keeping your home's plumbing operating smoothly:

- **Make sure everyone in the household knows where water shutoff valves are and how to use them.**
If you don't know, ask a plumber to give you a tour, then label each valve with a description of its function and instructions for turning it off. If a pipe bursts, quickly stopping the flow of leaking water can prevent extensive damage. Once or twice a year, test the main water shutoff valve to your home to make sure it is working properly.

Periodically check shutoff valves, exposed pipes, faucets, and your water heater for leaks. Regularly inspect ceilings and walls for signs of water damage. If you find a leak, have it repaired immediately.

- **If you have a septic-tank system, have it inspected regularly by a licensed professional.**
 - Install smoke and carbon-monoxide detectors near your water heater and furnace.
 - Keep all flammable and combustible materials away from your water heater.
 - To reduce the risks of fire or health hazards, have a plumber or heating and air-conditioning tech service-check your water heater's venting for proper draft and to make sure the room is properly ventilated.

- **Dispose of grease or rendered-down fat in the trash.**
Never pour it down a drain. Cover bathtub and shower drains with screens to prevent hair from clogging up pipes.

- **Chemical drain cleaners are extremely dangerous—pay close attention to package directions and warning labels.**
When pouring a drain cleaner into a drain, avert your face and keep it as far away as possible from the bottle and the drain. If a drain is completely clogged, do not use a drain cleaner. It will likely produce a large pool of highly caustic water. Also, using a drain cleaner on completely clogged drains may simply enlarge the blockage.

- **Don't flush anything down the toilet that doesn't belong there.**
Baby wipes, paper towels, feminine products, disposable diapers, cat litter, hair, and other items can clog up the works.

- **Use care when operating your garbage disposal.**
Make sure that its on-off switch is not located in an area where it can be accidentally turned on. If you have children, consider buying a batch-feed model that won't operate

without a stopper. Heed warnings in your garbage disposal's operating manual. Many models can become clogged if you try to dispose of coffee grounds, uncooked rice, etc. Always run a steady stream of water into your garbage disposal when in use.

- **Free floor drains.**
Avoid expensive backups by pouring water into indoor drains to make sure they will drain. Make sure outdoor drains aren't covered or clogged up with leaves and other debris.

- **Keep your sewer line clear.**
If you've had backups in your main sewer line due to tree roots invading the works, flush half a cup of copper sulfate crystals down a commode (don't pour it down a sink or bath drain; that might corrode your indoor pipes).



Cory Collins is the senior relationship manager for Pro-Tec Plumbing and Air, and you can find him networking all over SWFL in many different settings. When he is not busy making new relationships, you can find him on the golf course. Reach out to him today for all your plumbing and air needs or for a round of golf. www.PTPNaples.com

*** IT'S IMPORTANT THAT FAMILY MEMBERS KNOW WHAT TO DO FOR REGULAR MAINTENANCE, AS WELL AS KNOW WHEN IT'S TIME TO CALL A PROFESSIONAL.**



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AARON BARNES

RESOLUTIONS TITLE

SMALL-TOWN ROOTS, BIG-TIME VISION

“Resolutions Title is built with the same core values I was raised with,” founder Aaron Barnes begins.

Aaron was born and raised in Walker, a small town of 300 in rural Missouri. He grew up in a low-income family surrounded by farm life, family, faith, and integrity-based values. After graduating from high school in a class of 11 students, he went on to study at university in St. Louis.

Despite growing up in a small midwestern town, Aaron’s life would lead him on an unexpected and fruitful path.

Building a Career

Aaron began his professional life in the advertising department at Venture Stores, a big-box retail store chain. After Venture, he went into advertising sales for a prominent newspaper, managing major accounts. He



“

Florida has become a big part of our future for both my family and business.

then became a consultant for ad agencies and professional athletes. “In the late ‘90s, my income was enough to start investing in real estate,” Aaron explains.

Aaron first learned about the title business as an investor. In 2003, he accepted a role as a consultant to lead the commercial business development for a title company that he had been working with. “Growing up in such a small town helped me realize the value in relationships. My friendships and business relationships paved my way in this business. They got me in the room with key people in banking and real estate that were critical to my early success,” Aaron explains,

Aaron found that he could see himself having a long career in the title industry. He joined a small company of three offices and about twenty people, and successfully led the company to expand into four states, with 23 offices and nearly 100 employees.

The Birth of Resolutions Title

After eight years in real estate and title, Aaron decided to build his own company. He capitalized on his experience, core values, and beliefs, and launched Resolutions Title in October 2010. “I was driven to build a company with a culture and environment that would be different,” he says.

Aaron’s ideals for a different type of company first started with the value the company would hold in its own people, and then, what the company would do differently from their competitors. His plan included emerging technologies, office environments unlike any other, and, most importantly, identifying sophisticated residential and commercial clients that were failing to get the service they deserved.

Expanding to The Sunshine State

By 2016, Aaron’s company had grown into a national commercial agency with a smaller residential division. Resolutions Title had become a success, and he realized that it was time for further expansion while also finding a way to spend more time with his family. Aaron and his wife, Lorrie, traveled the country in search of the perfect fit, but it wasn’t until they arrived in Southwest Florida that they knew they were in the right place. “We identified cities with good economic growth and business opportunities that also offered things that our family could enjoy. Dallas, Scottsdale, La Jolla, then finally, Southwest Florida. We knew Naples was the right place. It checked all the boxes,” Aaron beams.



Aaron and Lorrie Barnes.

...

Aaron spent the next few years traveling back and forth from St. Louis and building client relationships. In 2018, he opened his first office in Naples, and in 2020, he opened an office on 5th Avenue South, now the company’s primary location. “Florida has become a big part of our future for both my family and business,” Aaron says.

Before 2018, Resolutions Title’s business was roughly 70 percent commercial. Today, they welcome the growth of the residential business, and the company has made a commitment to the continued growth of its residential division.

Aaron has made a tremendous investment in time and money for the future of the company in Naples. The company continues to add to its team of professionals and work hard to identify and develop key client relationships. “Naples is now part of my family and our company,” Aaron says. “The future for both, here, is growing, and it’s where we want to be.”

Aaron and his wife, Lorrie, have two sons, Blake and Brayden. Sports are a central theme in the Barnes



...



“My small-town values are that your handshake is as good as your signature. I stick to them, and my company has that mindset integrated into what we do.”



Founder and owner of Resolutions Title, Aaron Barnes, sees big commercial growth in Florida and says it's where he and Lorrie want to be as a family.

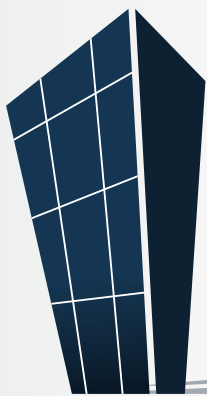
... household. Aaron has coached travel baseball for 10 years, Lorrie is a former NFL cheerleader for the Chiefs and Rams, and Blake and Brayden are standout baseball players. "Going to see a new baseball stadium every summer has been our family thing. Prior to 2020, we had been to several, and we hope that in 2022, we'll get back on track. Traveling and sports are what we love to do," Aaron smiles.

"My small-town values are that your handshake is as good as your signature. I stick to them, and my company has that mindset integrated into what we do."

For more information, please visit [ResolutionsTitle.com](https://www.ResolutionsTitle.com).



While Aaron's life has led in a vastly different direction than those of his 10 other high school classmates, he loves the life he has built with his family and career.



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RESCUE 22 FOUNDATION AND COASTLINE K9

Bringing Hope to Veterans in Need, One Service Dog at a Time

According to Rescue 22 Foundation, a veteran-owned and operated charity, a full 30 percent of veterans of GWOT (Global War on Terror) operations return with PTSD or traumatic brain injuries. Almost 1,600 have returned with missing limbs. The veteran suicide rate has risen by 35 percent since 2001; we lose almost 22 veterans a day to suicide nationwide. And the list of additional health problems veterans return with is long. Historically, financial and other support for veterans in need has been woefully inadequate. Enter Rescue 22 Foundation, a 501(c)(3) charitable organization headquartered in Naples, Florida.



Rescue 22 Foundation trains and places service dogs with veterans who are in need of physical or mental health assistance to improve their quality of life and is spearheading efforts to spread awareness of the value of task-trained dogs as an alternative therapy for these service members. It takes several months to train a service dog, and the costs for training are high. Veteran recipients of these skilled dogs are never asked to fundraise or pay for the dogs themselves; the costs of training and placing the dog with a veteran are fully covered by Rescue 22 Foundation, which relies on donations for the high impact work that they do on behalf of veterans.

Coastline K9, based in Naples, is the canine training arm of Rescue 22 Foundation, where the real work is done to get service dogs ready for placement with veterans who truly need them. From obedience or behavior modification training to providing that extra layer of furry security, Rescue 22 and Coastline K9 help facilitate solutions for veterans, families, and the pups involved, to ensure the utmost safety and effectiveness.

Former Army Ranger and combat veteran Erick Innis is Rescue 22's co-founder and head trainer/operator at Coastline K9. In 2009, he was selected to serve as Special Operations K9 Handler. His team-mate, and K9 confidante, was veteran



military working dog, Rex. Erick and Rex served two combat tours together throughout Afghanistan during Operation Enduring Freedom. Erick would go on to finish his military service after five combat tours and began training canines as a civilian. He also served as a Navy Seal K9 trainer for a year, sharing his combat K9 expertise and experience. Along with military dogs, he has also helped train law enforcement canines in both the United States and internationally.

"Training these dogs to do the amazing things they do takes hundreds and hundreds of hours," and the key, according to Innis, "is to get inside the dog's head."

Funding for veterans initiatives are often scarce; fortunately for Rescue 22 Foundation, they have a large team of sponsors supporting their efforts. They got together with USF; the Office of the Governor of Florida, Ron DeSantis; and several Florida State legislatures to create "The Impact Fund." With the help of their sponsors, they gather data around the effectiveness of service dogs as an alternative therapy for veterans suffering from post-traumatic stress and other disabilities. Participating veterans provide information to the study that includes surveys, heart rate measurements, and sleep trends in order to quantify the positive impact of service dogs in lieu of prescription medications or to lessen the number of prescription medications. The overarching goal of this pilot program is for state and other means of public funding to become available for training and placing service dogs with veterans with PTS and other mental health diagnoses.



To donate or get involved, please reach out to Rescue 22 Foundation at 1-888-708-7757 or visit them at www.rescue22foundation.org/donate.

**Information and data used in this article was sourced from www.rescue22foundation.org/story and www.coastlinek9.com.*





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Jane Bond

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By Zachary Cohen
Photos by Sun Services SW Photography

W

When Jane Bond landed in Naples, the economy, including the real estate market, was tumbling towards an unknown bottom. Jane Bond had just relocated to the area from Manhattan and was still finding her footing in her new home city.

Jane had originally received her real estate license in New York in 1999. Her intention was to use her license in

conjunction with her interior design career — but the real estate side of things never took off. After growing up in Philadelphia, Jane spent over a decade in New York. There, she built successful careers in interior design and entertainment management.

“When I moved to New York, I thought, what better to do than incorporate a real estate career with

my interior design work? It seemed like it was a good fit at the time, but New York was a different ballgame,” Jane reflects.

When Jane transitioned into the entertainment business, she set real estate sales aside. That is, until she arrived in Naples.

...



Arriving in Naples in 2010, Jane Bond restarted her real estate career and opened her own brokerage, The Bond Agency, in November 2020.

...

“

I’m an African American woman in a city with not a lot of people that look like me. However, Naples has embraced me and wrapped their arms around me, and for that I am thankful. And that’s because **I DO WHAT I SAY I’M GOING TO DO. I DELIVER SERVICE.**

I’m here to build a brand, provide service, and **OPEN DOORS FOR OTHER AGENTS THAT LOOK LIKE ME.** There’s nothing like that in Naples, Florida. There are African Americans that can do this job, but **THEY HAVE TO HAVE THE OPPORTUNITY TO DO IT.**



NEW BEGINNINGS

When Jane got married, her husband, Frank Rostron, brought her to Naples, where he owned a home. “When he told me he moved to Naples, I thought it was Naples, Italy,” Jane quips. “I never heard of Naples, Florida.”

In Naples, Jane discovered that the industry in which she had built her career for the previous decade didn’t exist. At best, the entertainment industry was a skeleton of what it was in New York. “I came from an entertainment, music, TV, film, and interior design background. Here in Naples, as far as my previous career and life were concerned, those jobs didn’t exist. People were laid back, retired, very white, and very wealthy. I thought, ‘Where do I fit in as a 6-foot-tall black woman with big, big hair from New York City?’”

When Jane moved to Naples in 2008, the economy was crashing, but while

others were caught in fear, Jane sensed an opportunity. “I thought what goes down must go back up. I gotta get on this train.”

So in 2010, Jane picked up her real estate career with a new vision. “I purchased my ticket and boarded the train.”

FINDING HER NICHE

Jane started with Keller Williams and, after 18 months, transitioned to Sotheby’s International Realty, where she stayed for over six years. During these early years, she found success, but, as she says, “The lightbulb didn’t go off yet.”

“I didn’t understand I needed to be a listing agent who sat down with sellers to help them sell and market their multimillion-dollar homes. I was at a price point of \$500,000 to \$600,000 and couldn’t move.”

...



As an African American woman, Jane is a minority in Naples real estate. Part of her goal is to empower others to follow in her foot-steps. “I’m an African American woman in a city with not a lot of people that look like me. However, Naples has embraced me and wrapped their arms around me, and for that I am thankful. And that’s because I do what I say I’m going to do. I deliver service,” Jane says. “I’m here to build a brand, provide service, and open doors for other agents that look like me. There’s nothing like that in Naples, Florida. There are African Americans that can do this job, but they have to have the opportunity to do it.”

With The Bond Agency, Jane Bond is providing that opportunity.

“I want to change the look of a luxury agent here in Naples. It’s a new day.”

Jane Bond has always been well-rounded, and she continues to offer her gifts in multiple fields. In late 2020, she released her first book, *How to Land Your First Million Dollar Listing*.

“It’s all about how to get in front of sellers, and it’s not only motivational, it’s inspirational and informational.”

Jane’s book can be found on Amazon and on her website, www.howtolandyourfirstmilliondollarlisting.com.

Jane wanted to spread her wings. She knew she was capable of more. So she got a coach, learned the value of becoming a listing specialist, and watched her price point tick up — first to \$1 million, then \$3 million to \$5 million, then to \$10 million to \$20 million. “That’s when I started to understand what it meant to control the market by having listings,” Jane explains.

Jane recognized the seasonality of the Naples market, so she joined Compass and expanded her business to Miami. Four days a week, she commuted to Miami to build her business in a larger ecosystem. But soon enough, she returned to Naples full time. After three years with Compass, she decided she was ready to pursue her most audacious dream — her own brokerage.

THE BOND AGENCY | DIAMOND KEY SERVICE

In November 2020, Jane officially opened The Bond Agency. Her goal is to lead with experience, brand recognition, and diversity. “This is a company that is owned by someone that understands the business,” Jane says. “I realized I was always creating and building my own brand. Once I learned how to brand myself, I realized I could do the same work for myself. I’m only as good as my last word, which is my bond, no pun intended. Having integrity and understanding customer service — that is what The Bond Agency is about.”



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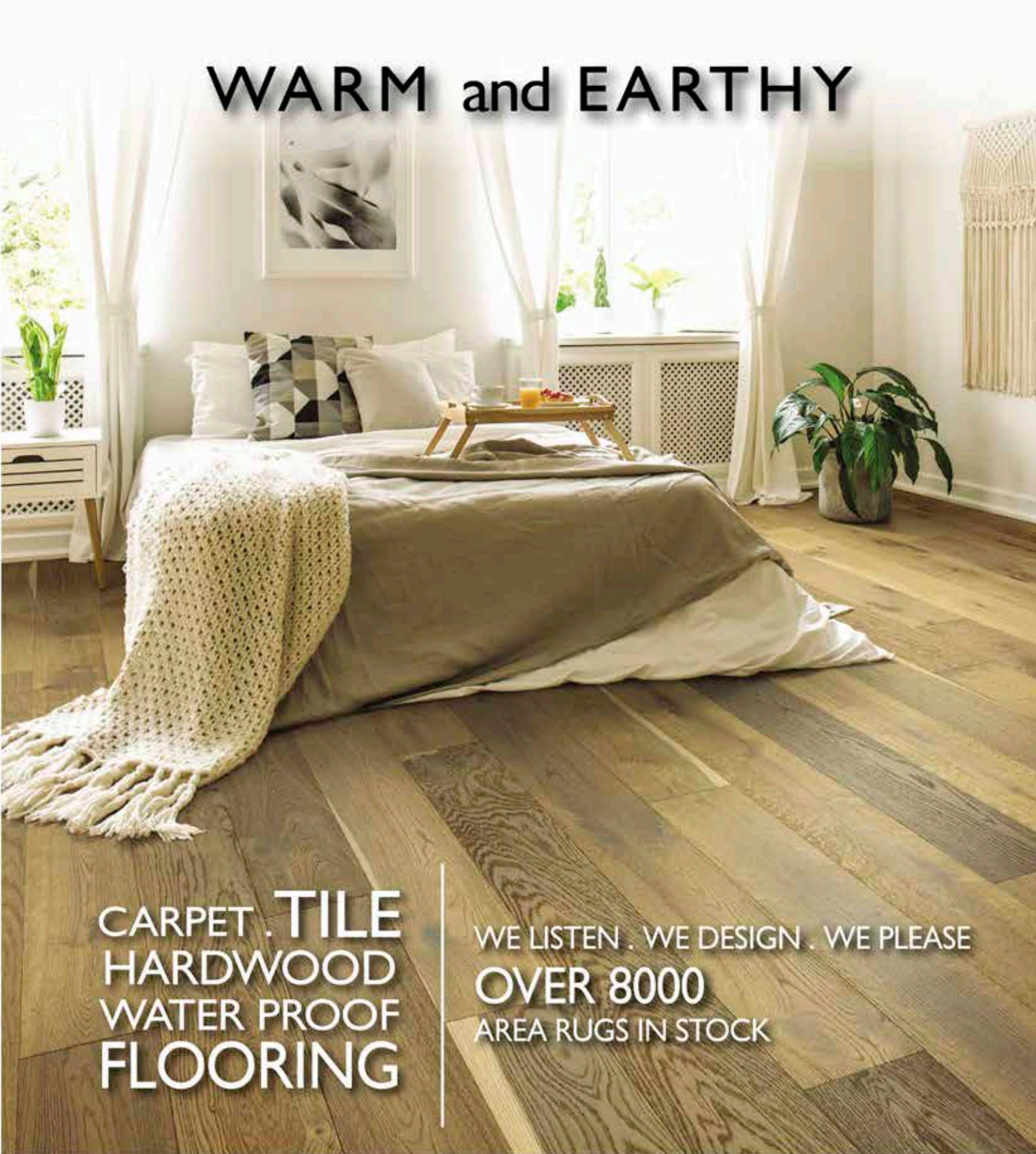


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Why Title Insurance?

When I moved to Florida almost 20 years ago, I considered Naples to be a retiree's paradise with a warm climate, beautiful beaches, and luxurious amenities. Its transient nature has resulted in a high volume of real estate transactions over the years. This high "turnover" in real property makes it absolutely imperative that real estate buyers obtain title insurance at closing. Customers ask REALTORS® all the time, "Why do I have to pay for this title insurance thing?" This article provides the ammunition needed to answer that question.

An owner's policy of title insurance protects a buyer against loss due to unknown title defects. Title insurance is issued after a careful examination of copies of the public records, but even the most thorough search cannot absolutely assure that no title defects exist. Title insurance will pay for defending against any lawsuit attacking title, and will either clean up title problems or pay the insured's losses.

Title insurance can protect against the false impersonation of a true owner; forged deeds, releases or wills; undisclosed or missing heirs; instruments executed under invalid or expired power of attorney; mistakes in recorded instruments; misinterpretations of wills; deeds by persons of unsound mind; deeds by minors; deeds by persons falsifying marital status; and liens for unpaid estate, inheritance, income or gift taxes.

Owner's Title Insurance is issued in the amount of the gross purchase price. It is purchased for a one-time fee at closing and lasts for as long as the buyer and their heirs have an interest in the property. Here are a few examples as to why a buyer should obtain title insurance:

An innocent buyer purchased an attractive home through a realty company, accepting a notarized deed from the seller. Then, another couple, the true owners of the property — who lived in another locale — suddenly appeared and initiated legal action to prove their interest in the real estate was valid. Under the Owner's Title Insurance Policy of the innocent buyer, the title company provided a money

settlement to protect against financial loss. As it turned out, the forger spent time in advance at the local courthouse, searching the public records to locate property with out-of-town owners who had been in possession for an extended period of time. The individual involved then forged and recorded a deed to a fictitious person and assumed the identity of that person before listing the property for sale to an innocent buyer, handling most contacts through an answering service.

Fraud and forgery are examples of hidden title defects that can remain undetected until after a closing despite the most careful precautions. There are many other unintentional defects as well, and a solid cost-to-risk analysis demands every buyer obtain title insurance at closing.

Here are some useful tips from other attorneys in the Real Estate Department at WWMR:

"Be sure to disclose in writing if you know of damage to the property you have listed or if there is an upcoming special assessment. Do not leave it to be discovered post-closing. Ultimately, the buyer will hire a law firm to file a lawsuit against the seller, you, and your broker. Remember, disclosure rules apply to not just the seller but to the Realtor as well." —**Josh Rudnick**

"In a hot market, you shouldn't advise to present offers with no inspection, period. However, if necessary, then it is vital that you make sure the customer is fully aware they have waived their inspection rights and acknowledge and direct you to do so in writing." —**Jay Caudill**

"When considering the amendment of the closing date, Realtors should confirm with the closing agent and lender that they approve the closing date change. This should prevent the unintentional waiver of your customer's rights to object to items



in the contract, including survey and title objections and inspection items. In addition, if extending the closing, be sure to advise on the possible impacts to automatic extensions of the closing date contained in the financing contingency provisions of the contract." —**Morgan Hila**

"Stress to your clients the importance of reviewing the HOA's governing documents. Make sure your clients are aware of any material restrictions and/or upcoming special assessments." —**Chris O'Brien**

"Realtors should have a firm grip on the entire real estate process, and should be able to communicate that process to the customer. We need to remind ourselves that the average person does not buy or sell property on a daily basis, and that each transaction is likely one of the biggest investments in that customer's life. Understanding the process *and* accurately, efficiently, and honestly communicating such details to the customer will ultimately lead to less headaches and repeat customers." —**Sam Colburn**



Attorney Michael Michetti is a partner and founder of the real estate department at the law firm of Woods, Weidenmiller, Michetti & Rudnick, LLP.

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D. MICHAEL BURKE

PROOF POSITIVE

There are important dates in our lives ... milestones that define who we are. Michael Burke remembers one of those. “It was November 30, 2003,” he recalls. “That’s when I took my last drink.”

For 18 years, Michael has cherished the new life he passionately lives. He’s proof positive of the power of faith, family, and the spirit to move forward.

Moving through the Storm

Michael’s joy is made richer by remembering how far he’s come. “Booze was getting me in trouble. I wasn’t being a good husband, brother or son,” Michael remembers. “My wife had to throw me out of the house because I wasn’t being a good husband.”

Michael faced his future. “I came to a fork in the road. I chose to move ahead and checked myself into rehab,” he says. “I remember saying, ‘I don’t belong here.’ I was with crackheads and meth addicts. It was my ego talking. That’s part of what got me there.”

...



the prodigal son, the story from the Bible, where the son is welcomed back home by his family, despite all he had done,” Michael remembers. “I had my bible. I said I’d try to find the passage. In that moment, I opened the Bible to the exact chapter and verse of the prodigal son. I read the passage again with new meaning. This time, I saw myself as the son that wandered off. However, I was welcomed back by being humbled and letting my ego down. Goosebumps went through me, and my urge to drink and use left at that moment. Since then, I never had an urge to drink.”



Michael and Shelly Burke with their dog, Lexi.

...

It didn’t take long for Michael to find friends. He also sought his faith. “As a Catholic, I had faith I leaned on. But I never leaned *into* my faith,” he admits. “I gravitated toward three guys, including Gino, who had a strong faith. One day the counselor said, ‘Do you know why we kneel to pray? It demonstrates that you surrender to your higher power.’ Something resonated in me at that moment. My heart was stirring.”

A Mission and Life-Changing Moments

The next morning, Michael was on a mission. “I asked for a priest. But one wasn’t scheduled until Tuesday. So I grabbed Gino. I told him I was hurting and asked if he’d pray with me. Gino started praying over me, saying, ‘God, show him a sign that you’re taking care of him and that it will all work out.’ I was bawling my eyes out. After the prayer, we went on with our day.”

During a break, the four men talked. “One of the guys, Jeff, talked about

The rehabilitation program was scheduled for 30 days. “But after a week I said, ‘I’m good. I’m ready to leave,’” Michael smiles. “They saw and felt the spirit in me, however, it was still a 30-day program. They did let me out after two weeks, as long as I promised to go to a five-week outpatient program.”

“Sure, I still think about drinking. But that’s my *first* thought. I can’t control that. But I can — and do — control my *second* thought.”

Building on Momentum

After Michael got out, God kept working in his favor. “I found a strong, supportive sponsor. He said, ‘I got you.’ I remember he called one day and said let’s go to a meeting (AA) tonight. I told him I didn’t think I would make it. So he showed up, knocked on my door and said, ‘We’re going to a meeting,’” Michael remembers. “He knew I needed a strong, supportive nudge, and I couldn’t BS him. I truly believe God put him in my path at that time.”

Michael finished his five-week program, then went to AA for a year or so. He still attends an AA meeting on his anniversary to celebrate and share with other AA members. He got most of his support and sobriety strength from the Holy Spirit. As he says, “When I went back to church, the scriptures meant more, and the dots were connecting more for me. It was like, I could really hear the music, the lyrics and the meaning. I heard the scriptures in a new way.”

In time, Michael’s journey in life led him to Keller Williams, which holds certain values that are dear to him. “One thing that drew me was the emphasis that Keller Williams places on God, family, and business. That was very powerful for me. I went to my first KW conference of 10,000 people. I could tell that the people there actually walked, talked, and ate God, family, business. And I wanted that, too.”

...



Michael played hockey through high school and college, and still plays three nights a week for exercise and to relieve stress.

...

Finding Fulfillment

Family for Michael revolves around his wife, Shelly, his father and their dog, Lexi. “Shelly is an instrumental part of my life and business,” he smiles.

Through high school and college, Michael played a lot of hockey. Today, he continues to fuel his passion, playing three nights a week. “It’s my exercise and stress reliever,” he says. “It’s a great way to burn off nerves and steam.”

Michael gives testimony to the power of faith, commitment, and moving ahead. Nearly nine years after taking his last drink, there he was ... on stage at a

Keller Williams conference being interviewed by Gary Keller, sharing his insights on marketing and service in front of a crowd of thousands of his peers. Plus, in 2016, he was also named REALTOR® of the Year and president of the Bonita Springs-Estero Board of Realtors®.

No one knows better than Michael the joy he has for each new step forward. Michael feels deep gratitude for the gifts he’s received. “I’m one of the lucky ones. I didn’t have to fight through withdrawal, the Lord picked me up and forgave me when I surrendered to Him,” he says. “Sure, I still think about drinking. But that’s my *first* thought. I can’t control that. But I can — and do — control my *second* thought.”

If you’re looking for a sign of faith and strength at work in the world, take a look at Michael Burke. He is proof positive.



Overcomer Michael Burke took his last drink 18 years ago.



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“We’re excited about the opportunity and the trust from all the members to purchase the club. Many of the members are close friends, and we look forward to working with all the existing

staff and management,” says David Hoffmann, founder of Hoffmann Family of Companies. When the concept to sell first came about, the first right of refusal was offered to the members of The Old Collier Golf Club. When no one came forward, David Hoffmann rose to the challenge (although it was certainly no challenge, considering how esteemed, reputable and well-managed the Club is). The Hoffmann “standard of excellence” is that they showcase their work with quality and pride in ownership. As the largest private owner of commercial property here in SWFL, with 35 properties in Naples, primarily located on 5th Avenue South and in the 3rd Street district, their newest acquisition is especially impressive.

The same principles and standards of excellence are shared by Aaron Barnes, owner of Resolutions Title. “Working with David and Greg is special,” he says. “We are blessed to have them as a valuable client, but also as friends. As their national closing



Founder and owner of Resolutions Title (Photo by New Frame Photography).



David Hoffmann, Principal Hoffmann Commercial Real Estate (Photo courtesy of Hoffmann Commercial Real Estate)



resource, our relationship has grown stronger and broader over the years. Whether it be The Old Collier Golf Club, Hertz Arena, or several others in SWFL, to wineries and more across the country, we’ve proven our expertise and abilities merge well with theirs. Their standards and level of expectations of us is exactly why I started Resolutions. Our ability to work with high-level clients on strategic and complex transactions across the country is what separates us and makes us successful.”

With confidentiality and professionalism at the forefront of their businesses, and having a longstanding relationship, both Resolutions Title and Hoffmann Family of Companies trusted the other and valued each other’s expertise. Aaron points out, “without the expertise

and professionalism of my people, we wouldn’t be where we are with Hoffmann. I am the bridge and guide to our relationship, but my people are responsible for its depth.”

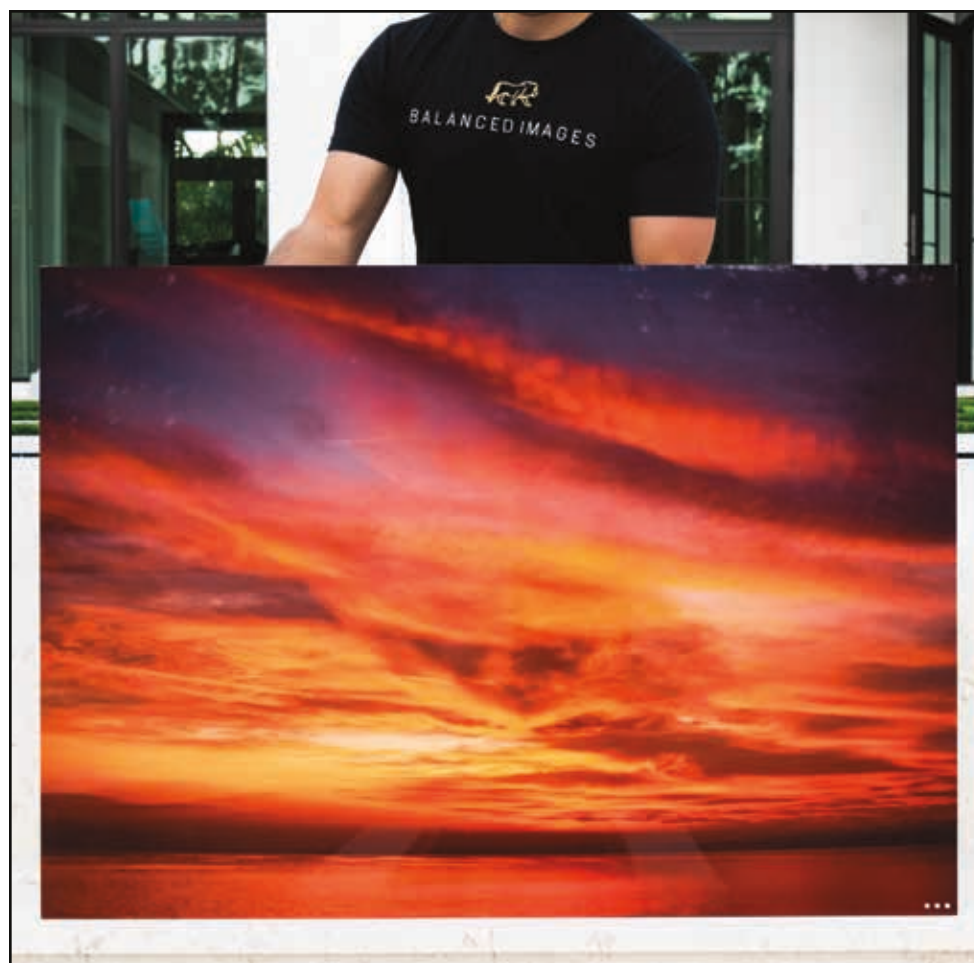
As chief executive, Aaron leads Resolutions Title with faithful dedication to developing successful client relationships — each strategically targeted — effecting his plan for the company’s continued growth and expansion.

The Old Collier Golf Club is a by-invitation-only club. Membership is a highly personal experience, and anticipation of each member’s preferences is the standard. The Club has but one purpose — to provide pure enjoyment of the game of golf for its members. For more information call (239) 597-9898 or visit TheOldCollierGC.com.



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DANIELLE DAMIANOV

CMG FINANCIAL



▶ partner spotlight

By Zachary Cohen
Photos by New Frame Photography



A Wealth of Experience

In the past two decades, Danielle Damianov has amassed an impressive record of lending and real estate experience. She launched her lending career in 2001 as a loan officer, owned her own brokerage, got her real estate license and sold homes for eight years, and, finally, returned to her roots in the Southwest Florida mortgage world. Today, Danielle is a sales manager for CMG Financial, a national brand focused on growing its business in Florida.

Beginnings

Danielle has always been driven to explore, face new challenges, and execute for those she serves. She was born and raised in Pittsfield,

Massachusetts, a small town nestled in the rolling hills of the Berkshires. In 2001, she graduated from Bentley University outside Boston and, on a whim, moved south.

“On a cold, rainy Fourth of July day, one of my friends suggested that I come to Tampa to visit. So I did, and spontaneously got an apartment that weekend. I had no plan to move. It was just so nice down here,” Danielle smiles.

Upon landing in Florida, Danielle began to search for work. She didn’t have a clear direction, and instead chose to interview for several different types of positions. She ultimately accepted a job as a loan officer. “I didn’t know anything about mortgages, to be honest. I was just trying to get a job,” Danielle reflects. ...

...

Danielle began as a loan officer and, within a few months, moved into processing. In 2004, she relocated to Fort Myers — around the same time that she picked up a life-changing book, *Rich Dad Poor Dad*, by Robert Kiyosaki. That drove her to get her real estate license and, just a few years later, her broker's license. In 2005, Danielle and her husband opened The Lending Pros and New Century Florida Realty, sister companies that handled mortgages and real estate sales, respectively; Danielle was the acting broker for both companies.

The Road Home

In 2008, the foreclosure crisis weighed on Danielle's companies, and she made the tough decision to close the doors. She turned to selling real estate full-time, first for four years in Southwest Florida and then for four more years in Miami. In 2016, she returned to Southwest Florida — and returned to her roots in the mortgage business.

“Mortgage has always been my true love,” Danielle smiles. “I love helping people with their finances. Every borrower is different, and I love helping people who may have tried to get a loan through someone else and weren't able to. I'm good at figuring out how we can make it work.”

...



A Traveler's Spirit

Danielle Damianov has a passion for traveling. She spends most summers in Europe with her husband, Stefan, and children, Sofia and Stefano. Her favorite aspect of traveling is simply taking in the living culture of a new place.

“I'M THE TYPE OF PERSON WHERE I GO TO OTHER COUNTRIES AND WANT TO BLEND IN WITH THE LOCALS AND CHILL OUT IN THEIR COUNTRY. I DON'T HAVE TO SEE A MILLION TOURISTY MONUMENTS. THAT DOESN'T GET ME. I LOVE TO JUST SIT AT A CAFE AND PEOPLE-WATCH.”

”

“MORTGAGE HAS ALWAYS BEEN MY TRUE LOVE. I LOVE HELPING PEOPLE WITH THEIR FINANCES.”





Danielle Damianov sold real estate and owned her own brokerage before returning to her roots in the mortgage industry.

••• Danielle brings a unique perspective to the mortgage world. She has an intimate understanding of both the real estate side and the lending side of a transaction, which allows her to guide clients with a level of expertise that few can match. “I know the real estate contracts and deadlines. I know what agents are going through,” Danielle says. “I know what it takes to have a smooth transaction. I can keep everyone informed and keep deals together.”

When she was an agent, Danielle also did one-on-one training with Mike Ferry for eight years. She’s turned her knowledge into her own coaching program, which she runs through her website, www.realestatesecretsunlocked.com. She’s also written a book, *Real Estate Secrets Unlocked*, and teaches courses at local real estate offices and for the REALTORS® association.

“It’s all about how to effectively sell real estate,” Danielle explains.

As Danielle looks ahead, she’s focused on continuing to build the CMG Financial brand, growing her coaching business, and writing another book. If there’s anything that her career — and her life — has proven, it’s that there’s sure to never be a dull moment.

To learn more, call Danielle at (786) 359-7976 or visit www.lendfla.com.



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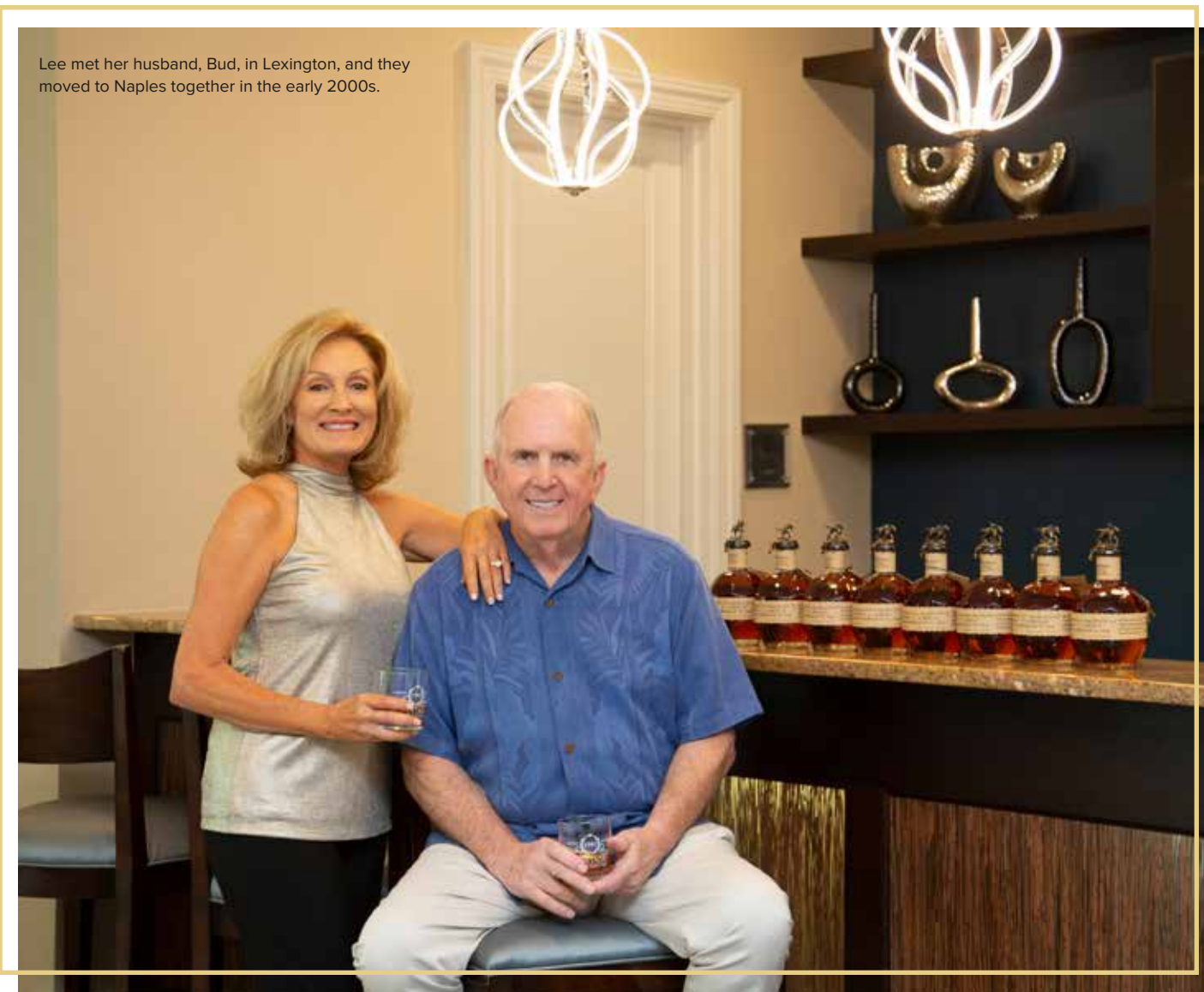
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By Zachary Cohen
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LEE WILLIS



Lee met her husband, Bud, in Lexington, and they moved to Naples together in the early 2000s.

FROM KENTUCKY TO FLORIDA LEADING WITH PASSION AND PURPOSE

In American culture, the early 20s are often characterized by a slow-stepping into adulthood. Most young adults are either completing their college degrees or just beginning their professional careers at this age. Significant decisions and commitments — like marriage or purchasing a home — are often at least a decade away.

...

Lee and Bud Willis proudly display their highly prized Blantons bourbon collection (each bottle is labeled with one letter that together spell out "Blantons").



...

Yet, at 22 years old, Lee Willis took a different path. She was compelled to purchase her first home that year, and just a year later, she bought her first investment property. Lee credits her upbringing in rural Kentucky with giving her the ability to enter real estate investing and home-ownership at such a young age.

"I have been on my own since I was 17, and I have been working since I was maybe 6 years old. Growing up, my dad had a feed mill, and I would go down and work. I grew up in a small farm community with gardens, livestock and 4-H. You'll never meet a lazy farmer. I always worked and loved it. It was just who I was," Lee says.

The Road to Real Estate

Professionally, Lee worked as a dental hygienist and later opened a restaurant. Throughout those years, the idea of selling real estate simmered in the back of her mind. She got her license at 25, but used it for her personal transactions for five years. By 30, she dove into real estate sales full time.

Lee became a consistent top producer in Lexington, Kentucky. After 10 years, however, a change of location brought a big shift in her business. "I met my husband in Lexington, and we dated for five years. Then, after 9/11, we decided to get married ... and we moved to Naples together," Lee explains.

At the time, Lee's husband, Bud, was retired and was hoping that Lee would live a more relaxed lifestyle alongside him. So the pair moved to Naples, where Lee picked up golf and did a bit of real estate on the side.

"I was so passionate about real estate and loved it so much. In Kentucky, I was working open houses, on the phone, working weekends. I wasn't good at setting boundaries. Bud was retired, but I was working like crazy," Lee reflects.

After a year, however, Lee couldn't resist the urge to dive back into real estate.

Building a Brokerage

As she relaunched her real estate business in a new state, Lee decided to take a different approach. She received her broker's license and opened The Willis Group, LLC.

...



MY GREATEST PLEASURE IS WHEN
MY CLIENTS BECOME MY FRIENDS."



Lee's condo is above Mercato, where she loves to patronize the boutiques.

...

At the start, Lee was the brokerage's only agent, and she slowly began to take on a few team members. Fast forward 15 years, and Lee's team is small but mighty; her brokerage has four other agents, in addition to herself. In the past 12 months, Lee has personally closed over \$90 million. The addition of her agents' stats pushes this number well over \$100 million.



I GREW UP IN A SMALL FARM COMMUNITY WITH GARDENS, LIVESTOCK AND 4-H. YOU'LL NEVER MEET A LAZY FARMER. I ALWAYS WORKED AND LOVED IT. IT WAS JUST WHO I WAS."

In the latest iteration of her real estate business, Lee considers herself to be more in tune with work-life balance. She's more selective about clients and about the hours that she works. Yet, she is still fully committed to her work — sometimes at the expense of her own boundaries.

"You know that you're going to get a first-rate experience with me. I've been doing this for so long, and I understand that a real estate transaction is not just

selling a house, and that's it. My business is based entirely on referrals and relationships. My greatest pleasure is when my clients become my friends. I want you to say positive things about the process. I want to be looking out for you and really listening to what you want, not what I may think you should have."

As Lee looks ahead, she hopes to stay the course with her boutique brokerage. She envisions a continuation of her long and prosperous career in real estate.

"If I start feeling like I'm not offering the service I want to offer, or if I feel burdened with it, that's a game-changer. But right now, I just love it. I'm passionate about what I do."



Lee Willis is broker/owner of The Willis Group, LLC.

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By Kalynd Parrish

HAPPY BITES, HAPPY LIFE

Local Harvests in Southwest Florida



Being as mindful as we can with our health and wellness starts and ends with what we are consuming. We are as fortunate as we are blessed to have so many farmers nearby, which affords us access to clean, locally sourced food. We hope you'll visit some of these wonderful SWFL farms and consider including some of their harvests on your Thanksgiving table!

Kalynd Parrish grew up in Naples, FL. After a 10-year, soul-searching absence, during which she graduated from the University of Kentucky and found peace with her own wellness journey, she is thrilled to be back in The Sunshine State. Kalynd has a love of disco and all things sparkly, an interest in rescue Dobermans, and reports on health and wellness topics in Southwest Florida and nationwide.



With great harvests comes great sustainability — and what better way to support our SWFL community than choosing to buy local, farm-raised products? From grass-fed meat to farm-fresh produce, SWFL has a bountiful selection. Whether you personally visit these farms or seek out their products at special grocery stores, farmers' markets, or local restaurants, it is a great addition to your meal planning to ensure quality, fresh ingredients. Listed below are some fan favorites, according to *Visit Florida*:

Inyoni Organic Farm, Naples

Owner Nick Batty traces his farming pedigree back to his grandfather, and today he transitions the family pineapple farm into a certified organic operation and has expanded landholdings to grow some 30 varieties of organic fruits, greens, herbs, and vegetables on 15 acres.

Worden Farm, Punta Gorda

This certified organic family farm was one of the region's first, in 2003. Chris and Eva Worden conduct farm tours and workshops on gardening and food preparation from November through April.

Buckingham Farms, Fort Myers

At this organic, hydroponic farm, they'll pick your groceries while you wait. Besides seasonal field crops, the stand sells farm eggs, its own honey, homemade soups, daily entrees, desserts, weekend breakfast, and Friday night dinners for pick up.

Lee Queen Bee, Estero

Operations here buzz in the warmer months, and owner and "Queen Bee" Claudia Silveria invites interested beekeepers to her apiary to participate in harvests and private educational seminars by appointment.

Rosy Tomorrows Heritage Farm, North Fort Myers

Rose O'Dell King, founder of Slow Food Southwest Florida, grows organic produce and humanely raises heirloom breeds of chicken, pigs, and cattle. She supplies select local restaurants, but much of her harvest ends up on the table at The Barn at Rosy Tomorrows.

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