

FORT MYERS

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.



JACOB STOUTENBURGH

“REAL ESTATE JAKE”

FEATURED AGENT

STACEY GLENN

PARTNER SPOTLIGHT

STEVE CALABRESE

EQUITABLE MORTGAGE

DECEMBER 2022

your FOREVER LENDER

*Financing the World
One Loan at a Time*

Purchase, refi, or real estate investment – let me help you make your real estate dream come true!

In 2021, I was ranked the **#1 woman loan originator in Florida** by *Scotsman Guide*, having closed **1,012 loans** for more than **\$330 million** in production.



**Ready to get started?
Contact me today!**

Lauren Maxwell

Executive Vice President | NMLS331415
lauren@maxwellmortgageloans.com

239.596.0500

MaxwellMortgageLoans.com



MAXWELL
MORTGAGE TEAM

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).



VENTURE
TITLE SERVICES

venturetitleservices.com

TABLE OF CONTENTS



06

Index of Preferred Partners



10

Publisher's Note: Happy Holidays!



12

The RP Experience Podcast Recap: Episodes 41-47



18

Legal Hotline: FEMA 50% Value Rule



22

Featured Agent: Stacey Glenn



28

Partner Spotlight: Steve Calabrese, Equitable Mortgage



32

Making a Difference: Grace Place for Children & Families



38

Cover Story: Jacob Stoutenburgh



44

Home Matters: Hosting Holiday Guests

Cover photo courtesy of Michelle Reed Photography.

RP

If you are interested in contributing or nominating REALTORS® for certain stories, please email us at SWFL@n2co.com.

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein 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 *Fort Myers 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.

WW & MR | WOODS • WEIDENMILLER
MICHETTI • RUDNICK



Michael Michetti



Joshua Rudnick



James "Jay" Caudill



A Personal Approach to Real Estate Law

Closing Attorneys Serving All of Southwest Florida, including Naples, Bonita Springs, Fort Myers and Beyond

PH: 239.325.4070 | www.lawfirmnaples.com

Offices in Naples, Downtown Naples and Bonita Springs/Estero (Near Bonefish 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).

WANT TO BE FEATURED AS A
RISING STAR?

OR KNOW SOMEONE WE SHOULD FEATURE?

FORT MYERS
REAL PRODUCERS.
CONNECTING. ELEVATING. INSPIRING.

- ★ 5 years or less in the business
- ★ At least \$8 million in sales in one calendar year
- ★ Active on social media

For more information, to nominate, or to request to be featured, please email swfl@realproducersmag.com.



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!

ATTORNEYS

Woods, Weidenmiller,
Michetti, & Rudnick, LLP
Michael Michetti
(239) 325-4070

CATERING & EVENTS

Winfield Street Coffee
Breno Donatti
(203) 343-7948

EVENT PRODUCTION

Lightworks Stage
Productions
Skip Johnson
(239) 784-4748

HOME INSPECTION

HouseMaster
John Prete
(239) 480-8220

HOME WARRANTY

Home-Tech
Donna Raynor
(239) 913-9310

Old Republic
Home Protection
Shannon Livingston
(239) 682-1812

INSURANCE

Farmers Insurance
Damon Brist
(239) 994-0248

MORTGAGE LENDER

Community Lending
DeAnna Adinolfo Rivera
(239) 878-0107

Equitable Mortgage
Steve Calabrese
(239) 778-6548

Maxwell Mortgage Team
Lauren Maxwell
(239) 596-0500

Moore Lending Group
Brittany Moore
(954) 866-7189

NRL Mortgage
Giovanni Matita
(239) 253-5939

PAVERS

Master Touch Pavers
Christian Torres
(239) 677-8313

PHOTOGRAPHY/ PORTRAIT

Michelle Reed Photography
(239) 404-8158

PHOTOGRAPHY/ REAL ESTATE

LaCasaTour
Sheryl Moreno
(888) 598-8687

POOL SERVICES

SWFL Pool Pros
Chaz Hambling
(239) 872-8186

TITLE COMPANY

LandSel Title Agency, Inc.
Cathy Mann-Seiple
(239) 214-7009

Private Client Title & Escrow
David Ciccarello, Esq.
(239) 672-8898

Venture Title Services
Ryan Marrie
(239) 734-2400

VIRTUAL ASSISTANT

Virtual Real Estate Solutions
Wendy Miller
(716) 548-6986

THIS MARKET IS WILD

LET'S WRESTLE THIS MARKET TOGETHER

Same Day Pre-Approvals
Close in 21 Days

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

StevenMCalabrese
 Steven Calabrese

NMLS 79387/ 39843



EQUITABLE
MORTGAGE CORPORATION

MEET THE
FORT MYERS
REAL PRODUCERS TEAM



Andrew Regenhard
Publisher



Laurie Caraher
Assistant Publisher



Elizabeth Wilkie
Administrative Assistant



Ellen Buchanan
Editor



Zachary Cohen
Writer



Coby Corradino
Videographer



Michelle Reed
Photographer



Sheryl Moreno
Photographer

Nominate a REALTOR® you'd like to see featured in this magazine by emailing SWFL@n2co.com.



INTEGRITY | CRAFTSMANSHIP | QUALITY

Proudly serving SWFL since 2005

**POOL & SPA | DECKS | DRIVEWAYS
REMODELS**

239-677-8313

LICENSED & INSURED

WWW.MASTERTOUCHPAVERS.COM





Me, Klariisa and Gnocchi, our new French bulldog

►► publisher's note

HAPPY Holidays!

Dear Real Producers and valued partners,

It's amazing how fast a year goes. 2022 has been a mixed bag of lots of good things... and some really terrible things. I remain an unapologetic optimist, though, and choose to find the silver lining in every hand we're dealt. Hurricane Ian has been just tragic for our community. And yet, I have never seen such displays of courage, fortitude, compassion, and true community as I have in its aftermath. I pray everyone is doing okay, and for those who were hardest hit, that they are reaching out and finding the support and comfort they need. Real Producers was honored to have played a small part in the relief efforts after the storm and are humbled and inspired by the collective actions of this amazing community.

In personal news, I became engaged to my beautiful fiancée, Klariisa, in September and couldn't be happier and more excited that we are planning the rest of our lives together. As a start, we adopted Gnocchi this year, a wonderful, funny, pudgy little French bulldog who has stolen our hearts and become the center of our world.

On the business front, we have been blessed to have added some fantastic people to our team this year ... and added a second magazine, splitting *SWFL Real Producers* into *Naples Real Producers* and *Fort Myers Real Producers*. We're excited to be able to double the number of area top producers into the Real Producers community and look forward to what the future holds for both publications.

New team member Elizabeth Wilke has been doing an amazing job keeping up with me and helping tack the business down, as well as becoming the "face" of Real Producers in some of our social media posts. If you haven't met Elizabeth, be sure to say hello at an upcoming event. I was also fortunate to have found a wonderful assistant publisher, Laurie Caraher, who joined the team just a few months ago. Laurie made a big move down from up north and arrived at a new home and job just before the hurricane struck. I've promised her it will get better from here! Laurie is my new right hand and will be introducing herself to many of you in the days and weeks to come as she helps us continue to grow Real Producers.

Back by popular demand, we recently started up *The RP Experience* podcasts again. It's been terrific getting to interview key members of this community, learn about their businesses and gain their valuable insights on the industry. Be sure to look for the podcast each Wednesday on YouTube and Spotify.

We hope to see many of you at our upcoming events. Our big *Fort Myers Real Producers* launch party has been rescheduled to January 19th, and promises to be an exciting time! Please let us know if you haven't already received your exclusive invitation.

As we close out 2022, we're sending much love to all. Don't be a stranger... I'd love to connect or reconnect with you soon. Feel free to reach out to me anytime with any questions, concerns, ideas for events or top producers you think we absolutely should feature in *Real Producers* in the coming months.

Wishing you and yours every happiness at this holiday season!

ANDREW REGENHARD

Owner/Publisher
Fort Myers Real
Producers
239-290-0692
andrew.regenhard@
n2co.com



Do You Find Yourself Getting

Stuck Doing Mundane Tasks,

Day In and Day Out?



Running efficiently takes a lot of time and effort, and our Virtual Assistants are here to help! From taking calls to answering online inquiries and contract administration, we'll make sure your customers get the professional support and attention they deserve.



We offer a network of Realtors, Brokers and Unlicensed Assistants all of whom have active, hands-on real estate experience.

Virtually Everything, Done Virtually.



Scan to Check
Our Plans and Pricing

Wendy Miller

Licensed FL Real Estate Broker
www.VirtualRealEstate-Solutions.com
716-548-6986 | 941-548-7631
wendy@vre-s.com





The RP Experience PODCAST



In each episode of *The RP Experience* podcast, we are excited to feature a top REALTOR® or a valued industry partner for engaging, informative, and entertaining segments on topics of interest to Real Producers in our community.

Listen in the morning while you get ready for your day, in the car while driving to and from appointments, or after work while unwinding from your busy day.

Catch new episodes of *The RP Experience* on YouTube and Spotify every Wednesday!

Check us out on YouTube and Spotify!



To learn more or to inquire about being a guest on *The RP Experience*, email andrew.regenhard@n2co.com.

RECAP OF EPISODES 41-47

EPISODE 41 REAL PRODUCERS TEAM

In this episode, Andrew introduces Elizabeth Wilke, his administrative assistant, and Laurie Caraher, his newest team member and assistant publisher. Andrew explains the backstory on how he started his Real Producers business three years ago in Naples. He describes the Real Producers platform and how it can help Realtors who have clients in need of certain services.

Andrew was born in Wisconsin and went to North Dakota for aviation school. He moved to Naples in 2019 to be closer to his parents. Andrew

shares how important it is to always add value to everything you do, whether that is a personal relationship or in business. Elizabeth relates how she decided to move down to Florida after graduating from college. She had been a flight attendant before working with Real Producers and learned a lot from that experience. Laurie discusses her previous experience in the workforce and how she just recently moved to Florida. She explains that one of her biggest role models in life is Emilia Earhart.



Laurie Caraher, Elizabeth Wilke, and Andrew Regenhard

EPISODE 42 EDGARDO BALENTINE

Real Producers' preferred partner Edgardo Balentine is the producing branch manager at Neo Home Loans. Originally from Columbia, Edgardo moved to France when he was young, found his passion for baseball at a young age and eventually got a scholarship to play in the U.S. A few years later, he decided to get into financial advising and the mortgage industry. He chose to go down the mortgage route and loves what he does. Edgardo speaks three different languages and has found that it has positively impacted business since Florida is diverse with a large Hispanic population.

In this podcast, Edgardo discusses the enjoyment that comes from providing guidance to homebuyers, and relates the proud moment when he opened his own branch and created it the way he wanted it to be. He also reveals how posting on social media has been extremely advantageous for his company and how posting videos of him speaking in both English and Spanish has helped to build his brand and following. Edgardo is a big believer in social media, and you can find his company on Instagram: @teambalentine



Edgardo Balentine and Andrew Regenhard



...

EPISODE 43

BLAZE ZDRAVEV

Top REALTOR® Blaze Zdravev was first featured in the magazine as a rising star. This year, Blaze was featured on the cover of *Real Producers*. Blaze is originally from Macedonia, in Eastern Europe, and speaks five different languages. He has been with John R. Wood Properties for the past seven years, is currently the assistant broker, and is on the board of directors. He is also a proud father.

Blaze first came to the U.S. in 2006 as an exchange student. He eventually decided to

move to SWFL and fell in love with the Naples lifestyle. Blaze truly believes that it's not luck that got him to the place he is today, but hard work and dedication. He explains that his father was an entrepreneur and led by example. He talks about his father being a hard worker himself and believing in putting work into not only your career but also into yourself.



Blaze Zdravev and Andrew Regenhard



EPISODE 44

JENNIFER CAIL

Real Producers preferred partner Jennifer Cail is the owner of Medrano & Cail, a premier SWFL bookkeeping firm that specializes in small business bookkeeping and advanced financial advisory services. Jen founded Medrano & Cail Bookkeeping Professionals to provide the most upscale bookkeeping services imaginable and proudly provides white-glove service to her clients.

In this episode, Jen shares the best advice she has received and discusses how she enjoys helping clients to accelerate growth, identify opportunities, and run more efficient and profitable businesses. She also explains the difference between bookkeeping and accounting and what her clients should know

about both. Jen tells what steps she takes as a bookkeeper, helping her clients navigate their finances, and how people who want to can keep track of their own books, emphasizing the importance of starting with a budget and figuring out monthly expenses. Jen describes the services she offers for people who may only be ready for a hybrid approach, which can help clients get started. She offers consulting for clients who may have questions every month and does quarterly and monthly check-ins with clients to make sure they are keeping track of their expenses.



Jennifer Cail and Andrew Regenhard

EPISODE 45

BRYAN BRAX

Top-producer Bryan Brax is a Realtor with Downing-Frye Realty in Naples. He was born in Lebanon and spent seven years of his childhood in New York. At 12 years old, he moved to Southwest Florida with his family. For Bryan, Naples is home.

In this episode, Bryan talks about the time he spent working in the exotic car industry and shares that he continues to have a love of exotic cars and watches. He relates that he was fortunate to have met some of his idols while working in the exotic car business. Bryan later left the

car industry and took a year off to figure out his goals. He says the process of how he got where he is today from where he came from wasn't easy, and that it took him eight years to cultivate solid client relationships. Bryan emphasizes the importance of trust and how it goes a long way when building business relationships. He is a firm believer in networking, building trust, and making his clients feel extremely comfortable when working with him.



Bryan Brax and Andrew Regenhard



EPISODE 46

KEITH HILTON

Real Producers preferred partner Keith Hilton is a dedicated insurance professional with OneGroup Insurance. Keith has mastered the Florida insurance market, works hard to educate people on it, and helps his clients make informed decisions about their coverage. OneGroup has been very impactful throughout the Hurricane Ian relief efforts. Keith and OneGroup have been helping donate supplies and assisting those who need help the most

during this time. Keith is a father and husband. He has been married to his wife for four years and moved to Florida in 2019 from Long Island. He and his wife have two young daughters, ages two and a half and one and a half, that keep them very busy.

In this episode, Keith talks about his line of work and how, in his position, he handles all things property and casualty. Keith discusses how, for OneGroup, it is all about their clients and making sure their valuable assets are protected. Keith relates how the storm has affected his business and outlines the steps people can take if they have experienced damage.



Keith Hilton and Andrew Regenhard

...



EPISODE 47

DENNY GRIMES



Denny Grimes and Andrew Regenhard

Top producer Denny Grimes has 40 years of experience in residential home sales. He is a real estate coach, a Keller Williams Bold coach, and also the host of a biweekly TV news segment called *Real Estate Matters* that airs on the CBS affiliate in Southwest Florida.

Denny was born in Ohio and moved to Florida at a young age. After he graduated from college with a degree in business, Denny started working for his father's business. In this episode, Denny explains how a close friend of his encouraged Denny to get into real estate. Denny also

speaks on the number of hurricanes he has been through while living in Florida. Denny explains what someone can do/expect if they just moved down before a hurricane. He discusses how Hurricane Ian affected many people in Southwest Florida and how he believes there will be a great rebuild for Fort Myers, sharing his thoughts on real estate in the next two years and what is going to change/happen for buyers and sellers. Natural disasters won't stop people from coming to Florida, according to Denny; it will simply reshuffle the deck.

NRL Mortgage!
We're Bringin' the Noise

What we do is important, but what defines us is how we do it. We strive to earn your business for life by doing things right and doing them well.

Alexandra King
Licensed Loan Processor
Ph: 603-809-9474
alexandra.king@nrlmortgage.com

Viri Martinez
Loan Originator
Ph: 239-537-5485
vir.martinez@nrlmortgage.com

nrl mortgage
Giovanni Matita, NMLS# 477645 | 239-253-5939 | www.giovanmatita.com

NMLS#181407

Home Service Warranty

The Perfect Closing Gift



- Local and Employee Owned
- We **NEVER** Use Subcontractors
- Same Day Emergency Service
- Perfect Closing Gift



Donna Raynor
Home Warranty Consultant
239.913.9310

AIR CONDITIONING • APPLIANCES • PLUMBING • ELECTRICAL



legal hotline

By Chris O'Brien, Esq., and Morgan Hila, Esq.

FEMA 50% VALUE RULE

Florida residents know to be prepared for hurricanes, and the damage they bring, from the month of June to the end of November. However, it is just as important for residents to be aware of the regulations regarding repair work and rebuilding after a natural disaster sweeps through their community. Having a major impact on repair costs is the FEMA 50% Rule, and the application of the rule could mean complete reconstruction of a building to be within compliance of current flood regulations. The 50% Rule is especially relevant in Southwest Florida after Hurricane Ian's devastating destruction, where the flooding

reached several stories high and left so many buildings uninhabitable.

What is FEMA's 50% Rule?

The "50% Rule" is a regulation of the National Flood Insurance Program ("NFIP") which prohibits improvements to structures exceeding 50% of its market value unless the entire structure is brought into full compliance with current flood regulations. The rule limits improvements or repair costs to a non-conforming structure (structures below the base flood elevation) to less than 50% of the market value of the structure prior to the start of work.

Improvements exceeding 50% of the market value are considered substantial and require the entire structure to be brought into compliance with current flood regulations.

Defining Substantial Improvement and Substantial Damage

NFIP, among other things, aims to prevent repeated flood losses to structures. To mitigate the risk to repetitive loss structures, the NFIP established "substantial improvement" and "substantial damage" requirements. The enforcement of these requirements is the responsibility of the community's local authority having jurisdiction.

Most communities in Southwest Florida use a basic definition of "substantial damage" and "substantial improvement." For example, "substantial damage" is damage of any origin sustained by a structure whereby the cost of restoring the structure to its before-damage condition would equal or exceed 50% of the market value or replacement cost of the structure before the damage occurred; and "substantial improvement" is any reconstruction, rehabilitation, addition, or other improvement of a structure, the cost of which equals or exceeds 50% of the market value of the structure before the start of construction of the improvement.

There are certain costs that generally do not count towards the 50% Rule value. Costs of driveways, pools, surveys and specifications and other items that are not considered a permanent part of the structure will not be included in the calculation for the 50% rule.

Determination of Improvement Costs and Market Value of the Structure
Jurisdictions implement the FEMA 50% Rule slightly differently regarding how to evaluate the costs of the repairs and improvements for compliance with the rule and the market value of the structure involved.

COLLIER COUNTY

Collier County bases the costs applicable to the 50% Rule analysis on all repairs, even repairs and improvements that will be completed

at different points in time or through different building permits, to be identified and calculated together. This means that even if owners want to make repairs over time or perform less work, Collier County requires an estimation of the entire cost to fully repair the structure. The County uses the Improved Value of the structure as identified on the Collier County Property Appraiser's website, and does not include the value of the land. County staff can administratively add 20% to the Improved Value to determine a more accurate "market" value. However, the property owner has the option to provide an independent appraisal prepared and certified by a licensed appraiser.



THE CITY OF NAPLES

The City of Naples considers the totality of the costs for improvement or repairs to a structure within a one year period when applying the 50% Rule. Market value of the structure is determined in one of the following ways: add 20% to the Collier County assessment for ad valorem taxation for the structure only; or provide an independent appraisal, in a FEMA format, of the structure only, prepared and certified by a Florida Licensed Appraiser.

LEE COUNTY

Lee County considers the costs for improvements or repairs to a structure within a period of five (5) years when determining the FEMA 50% Rule. To value the structure, Lee County currently starts with the Lee County Property Appraiser's assessed value of the structure and then adds 20%. However, the property owner may choose to provide an independent appraisal, prepared and certified by a Florida Licensed Appraiser.

TOWN OF FORT MYERS BEACH

Fort Myers Beach considers the totality of the costs for the improvement/repair project before the improvement or repair is started. The market value of the structure is determined by either: the Lee County Property Appraiser's assessment for ad valorem taxation for the (depreciated) market value of the structure only; or an independent appraisal for the structure, prepared and certified by a Florida Licensed Appraiser.

***Disclaimer:** The information provided herein does not, and is not intended to, constitute legal advice; instead, all information contained herein is for general informational purposes only.*

Article was prepared by attorneys [Chris O'Brien and Morgan Hila](#), with the assistance of [Alexa Ojanovac, of Woods, Weidenmiller, Michetti & Rudnick, LLP](#), a Southwest Florida-based law firm representing individuals and businesses in matters involving civil litigation, business and corporate, and real estate law.



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



NOT YOUR TYPICAL LOAN OFFICERS



We laugh until the tears stream down our faces,
and we provide tissues when those tears aren't shed over
humorous matters.



Scan to Find Out How Partnering
With Us Gives Back to The Community
One Household at a Time



Ask us about:



*Community
Cares*
A Lending Hand

f t i n #CommunityCares

Community Lending

Powered by Lower, LLC

Office: (239) 333-4684

info@communitylendingfl.com

8191 College Pkwy, Suite 203

Fort Myers, FL 33919

Corporate NMLS 1124061

Branch NMLS 2385908



STACEY GLENN

With Open Hands



►► featured agent
By Zachary Cohen

Photo by LaCasaTour

Stacey Glenn remembers the day she took her real estate test like it was yesterday. In early 2013, she began taking online classes while nine months pregnant with her second child. On January 23rd of that year, she showed up to take the exam, and by question number 66, she went into labor.

“It was my second child in 17 months, and I knew if I didn’t finish the test, then I might not finish it,” Stacey reflects with a telling laugh. “So I finished the test and passed. I drove myself to Chick-fil-A, got a sandwich, a Diet Coke, and a waffle fry, and drove myself to the hospital to have my son.”

Stacey’s original plan was to help her ex-husband flip homes. But over the next two years, her life turned upside down. Stacey stayed at home raising their two young children, and meanwhile, her marriage fell apart.

“By the time I had recovered and was up and running and ready to go, he had moved on and was ready to work with another REALTOR®, and during that period, we went through a divorce,” Stacey recalls. “I was at ground zero.”

Stacey was left to pick up the pieces. She considered returning to corporate America but couldn’t

imagine sending her two toddlers to daycare. So she chose to put her real estate license to use.

“And now, I can’t imagine myself doing anything different,” she smiles.

Picking Up the Pieces

Stacey built her real estate business as a single mom with two toddlers in tow. Her success was born from perseverance and necessity.

“I picked myself off the ground every day and never stopped,” she reflects. “I was going through a crisis in my life, but I had to find a way.”

Early on, Stacey developed routine and mental toughness by implementing a daily morning practice. She’d rise every day at 4:00 am — two hours before her kids got up — to sit in meditation/prayer, set affirmations, visualize, read, write, and exercise.

“I’d get dressed, put makeup on, and do my hair as if I had a million-dollar listing every day, even though I had no clients... It would take me so long I’d fall asleep doing it, but that developed some mental toughness in me. I just kept going.”

Stacey formed a small team in her first year, giving her the support and systems to be a successful



Top Agent | Team Florida (From left to right: Dina Serra, Tammy Turner, Traci Ames, Stacey Glenn, Kelly Donovan, Autumn Warner. Not pictured: Dalene Westhues and Yvonne Gallegos). (Photo by New Frame Photography)

...



...

“
As long as you
treat people the
right way and are
helping people, the
money will come.
”

Stacey Glenn rebranded her team to Top Agent | Team Florida when she joined John R. Wood Properties in 2022. (Photo by LaCasaTour)

Realtor and a present mom. Over the next few years, she built a strong foundation, rising to become one of Fort Myers’ top agents.

Top Agent | Team Florida

After three years with Sunlit Realty, Stacey moved to Royal Shell Real Estate. There, she started Team Stacey, the next step in the evolution of her business. She grew her team there for six years before moving to John R. Wood Properties and rebranding the team to Top Agent | Team Florida in 2022.

“Before, with Team Stacey, I wanted my own identity. Now, it’s not about me anymore. I want my team members to have their own careers and identity,” Stacey says. “My vision is for my team to outperform me.”

Top Agent | Team Florida is a team of eight agents. Each team member brings a specialty and expertise that enhances the group’s overall capabilities.

“We are all women right now, although we’re not exclusive to women. We are very hard-working, like to have fun, and are supportive of each other. I like to figure out what everyone is best at and play to those strengths.”

In 2021, Stacey’s team closed \$33 million, \$26 million of which Stacey closed herself. The team has grown from three to eight agents over the past year, setting them up for an even more successful 2022.

Open Hands

Stacey has been through her fair share of challenges in life, and she understands that everyone has a story. This understanding has helped her develop an outlook of compassion and openness.

“We’re all going through a lot in our lives, so have open hands,” Stacey says.

In real estate, this open-hand mentality has led Stacey to become a mentor to countless new agents. On her team, she fosters an environment of sharing, collaboration, and support.

“

We are all women right now, although we’re not exclusive to women. We are very hard-working, like to have fun, and are supportive of each other. I like to figure out what everyone is best at and play to those strengths.



Photo by LaCasaTour

...



Stacey and Nathan Glenn with their children, Gabriella, Emilee, and Kenzo (Photo by Tori Gansen)

“It can be hard to grow and learn and thrive in an environment where people don’t share information... If you’re



Photo by LaCasaTour

FAMILY SPOTLIGHT

Stacey and her family live on five acres in Alva. She and her husband, Nathan, have been married for five years. They have a blended family of three children, including Stacey’s children, Gabriella (11) and Kenzo (9), Nathan’s daughter Emilee (20), her husband, Jack, and their daughter, Elliee (1).

in an environment with open hands — people sharing information — it helps expedite the process of learning, growing, and progressing,” Stacey continues. “You don’t get credit for having open hands. People take what they learned and take off. But there were women with open hands that poured into me and taught me things because they wanted me to succeed, and I think it’s so important that we have open hands with others and that we are giving.”

As a team leader, Stacey hopes to follow in the footsteps of her mentors. Those mentors poured into her, filling her cup with confidence. Now, she hopes to do the same for her team members.

“Anyone who’s successful in anything knows as long as you treat people the right way and are helping people, the money will come. The money comes if you provide value, so just focus on that every day.”



Time for a move?

Change is what we do.



Naples



Estero



Cape Coral

A Better Lending Experience

 Dependable Preapprovals

 Reliable On-Time Closings

 Excellent Communication

 Exceptional Transparency

 Superior Customer Service

 A Wide Range Of Products

MOORELENDINGGROUP.COM // 239-319-2579



Brittany Moore
Producing Branch Manager



Tyler Moore
Producing Branch Manager



Stormy Wilder
Sales Manager / Loan Officer



John Moore
Market Leader



Tom Paxson
Branch Manager



Jeannette Farr
Producing Branch Manager

STEVE CALABRESE

Equitable Mortgage Corporation

Keeping It Real

▶▶ partner spotlight

By **Zachary Cohen**
Photos by **LaCasaTour**

When we sat down with Steve Calabrese two years ago, he had just opened Equitable Mortgage's first Florida branch office. Since then, he's gone from working as a solo loan officer to leading a successful team of four loan officers. Steve has grown his team and his business through a bold, authentic approach that he's now teaching to other loan officers and REALTORS® in the area.

SETTING DOWN ROOTS

Steve has always had audacious ambitions. Originally from Ohio, he packed up his truck and relocated to Florida in 2015 to chase his dreams. His father, the owner and founder of Equitable Mortgage, runs a team of around 50 in Ohio. Steve wanted to join the mortgage business but decided to forge his own path ahead in the Sunshine State. He started originating loans out of his home and, in 2020, officially opened a branch office. "I brought new blood to our mortgage company," Steve explains. "It's like Equitable Mortgage 2.0. There was no growth or marketing. It was an older generation running the business."

Opening a new office amid a global pandemic was no easy task, but in the past two-plus years, Steve has proven that it's possible to thrive in a challenging market. His recipe for success hinges on his social media skills, marketing savvy, and willingness to step beyond his own comfort zone. "I'm a very direct person,

and people know me as that — the fishing mortgage kid that talks about things on social media. Ninety-five percent of people love it. A lot of these mortgage lenders are in a suit and uptight, and I'm the opposite of that."

A FAMILY FEEL

Steve and his team value direct communication and transparency in business. As a family-owned small business, Equitable Mortgage is the perfect choice for any client seeking a nurturing, communicative support system. "Mortgage companies often have the vibe that they're trying to rip people off, sneaking in fees, beating around the bush, trying to hide it when issues come up — and we're the opposite. We're family-owned, have great interest rates, and we focus on service," Steve says. "In terms of product, most lenders have mostly the same product, but our thing is we treat you as a family member, as a human being. And that's gotten us far."

...





An avid hunter since high school, Steve Calabrese duck hunts in the Everglades, hunts deer and hog in Central Florida, and elk in the mountains of Colorado.

...

According to Steve, Equitable’s most unique product is their in-house bridge loan. Often, a homeowner thinks that they have to sell their home before they can buy a new one. A bridge loan offers access to the equity in the current home before it is sold. Steve says his team can close bridge loans in around 14 days. “It’s a temporary *bridge* that allows you to access up to 90 percent of the equity in your home,” Steve explains. “Since you always skip one month before you make a mortgage payment, usually, people don’t actually end up making a single payment on their bridge loan before their home is sold.”

TEACHABLE METHODS

Steve has become an expert at telling his story on social media, and he’s now teaching real estate agents how to do the same. “It’s so simple. You go on social media, tell your story, show people your actual life, and talk about business every now and then. A lot of people like that.”

Steve reminds us that the most critical part of social media marketing is simply staying committed to the process. “Everyone talks about doing it. Everyone sees the value in it. You can’t really be a human being in 2022 and not see the value in doing videos, content on social media. It comes down to being self-conscious about it, and that’s what no one talks about — the mental aspect of it. My first videos were trash, but once you start putting out content, you stop caring about the little things or the thought that someone will think you’re weird. There’s a side effect of not



In the aftermath of Hurricane Ian, Steve rode a Jet Ski out to the Lani Kai Island Resort on Fort Myers Beach to assist in rescue efforts.



just becoming good at marketing, but actually developing as a social being and learning how to communicate better. People are craving the truth. There is not a better time to be real and true. And you can build a brand off that.”

KEEPING IT REAL

One of Steve’s favorite quotes is, “When you have nothing to hide, you have nothing to lose.” It’s a perfect example of his commitment to authenticity — both in his business and personal life. He’s confident in his values and approach, and he’s willing to be vulnerable enough to communicate them clearly. That directness has helped him stay aligned with the clients and partners that he is best suited to serve.

So as Steve steps ahead, he keeps his values at the forefront. His desire is to help other loan officers and real estate agents grow their business, build his team at Equitable Mortgage, and continue to support the growth of Southwest Florida.

“Everyone has a story,” Steve reminds us. “Tell your story.”

For more information, please visit www.stevecalabrese.info.





Photo by David Corban Architects

▶ making a difference | GRACE PLACE for Children & Families

▶ *Pathways Out of Poverty through Literacy* By Ellen Buchanan

The Naples community is fortunate to have Grace Place for Children & Families in their midst, working to improve the lives of disadvantaged children and families. Founded by a Methodist minister as an afterschool homework-help program on a shoe-string budget, today, Grace Place is a full-service literacy campus situated on a \$16-million, four-acre property in Golden Gate City serving over 1,000 students from cradle to career, with students 0–5 in family literacy pre-school programs, students from seven local schools, and adult education.

While still retaining its original values of faith and inclusiveness, Grace Place is no longer affiliated with the Methodist Church and welcomes and serves all in need, regardless of their beliefs.

In fact, inclusiveness is a hallmark of Grace Place. Approximately 80% of the students and families enrolled in their programs are Spanish-speaking, of Mexican, Central and South American descent, or are from the Caribbean, Haiti, and Eastern Europe. “Most families are coming from places around the world facing crises

of drugs, war, and poverty,” Lära Fisher, CEO of Grace Place, explains.

In Collier County, the families Grace Place serves continue to face the challenges of poverty; the median per capita income in Golden Gate City is just under \$17,000 per year, and over 90% of Golden Gate City elementary students are determined as economically needy. Grace Place aims to bridge the gap and provide a viable way for these families out of poverty through education.

“We have a program for the youngest learners that is similar to pre-school, but we require parental involvement onsite



Photo by Joshua Colt Fisher

in educational programming, learning English at the same time as their pre-school student. The goal is that our 4-years-olds are kindergarten-ready at same level as students that are native born,” Lära says.

Grace Place also has an afterschool program for students in kindergarten through high school that complements their traditional, public-school learning. For graduating seniors, they offer four full-ride scholarships to Florida Gulf Coast University in Fort Myers, which the students compete for.

The model appears to be incredibly successful; in 2021, 92% of Grace Place’s pre-K students tested as school-ready at year-end; 100% of the high school seniors graduated (those who attended their programs for three years or more graduated with a 3.0+ GPA); and 62% of adult ESOL learners improved their reading comprehension.

“And there are no fees for any of our programs,” Lära says with pride.

“We also have a food pantry on campus,” adds Kim Regenhard, Grace Place’s Chief Human Resources Officer.

The Grace Place Food Pantry is a wonderful added bonus and vital service for Golden Gate City families facing food insecurity. Although education is the core focus and mission of Grace Place, their food pantry serves over 2,500 families a year. Grace Place ensures that the preschool children and their parents receive breakfast and a snack at the morning program and the afterschool program students each receive a meal and a snack as well.

Grace Place employs almost 125 staff, a good portion of whom work in the Collier County Public Schools with these same students in their traditional school settings as well. “In addition,” says Kim, “we rely heavily on volunteers and hire high school students for a variety of different programs. Some of them have benefited from the programs themselves and are now turning around and being mentors to others.”



Grace Place’s preschool program requires parents to enroll in educational programming, learning English at the same time as their child.



In order to be able to offer such a robust menu of academic services, Grace Place relies heavily on fund-raising, along with a few grants from the Department of Education. Their chief fundraising activity is a golf tournament in the spring.

Grace Place encourages people who would like to learn about the organization, the programs, and how they can help to come to see them for a tour.

“Our main goal is to get people onto campus because we believe if they see



the impacts of what we do, it helps them understand the population that we help and the high quality of the programs that we deliver,” Lära says. “Any type of group can make an arrangement and we can give them a tour. We do individual tours, as well, and do some fun things where we can have fifth graders give tours of the campus and visitors can hear how much our students have learned.”



One hundred percent of Grace Place’s high school seniors graduated from their public schools, many with greater than 3.0 averages.



Kim points out that for those inspired to give back to the community, Grace Place is a wonderful way to do that.

“We’re always looking for new donors and volunteers, and for people to get to know more about Grace Place,” Kim says. “This is a great way for people who want to invest right here in their own backyard. It doesn’t need to be money either... It can be to volunteer, to help with some of our classes that we offer to people, such as financial literacy, or it could be helping with an event, with our food pantry, or to move mulch around on our playground. So there’s a lot of opportunity here for people to give back and make a difference in our community.”

“Something important for our Realtor friends to keep in mind,” adds Lära, “is that many of the families we help aspire to be homeowners, and many of them are homeowners, as are our staff. They’re here year-round and are part of the Naples community. When they buy or sell, it’s going to be here; this is their home.”

[Several members of the SWFL real estate community actively support Grace Place: Nita Rapp, with Levitan Realty; Premier Sotheby’s International Realty; John

R. Wood Properties; The Lutgert Companies; and *Fort Myers Real Producers* magazine.]

“People find a place to give that speaks to their heart,” Lära says.



Grace Place’s food pantry serves up to 2,500 families per year.

...

"There are a lot of great organizations in Naples for people to support. But when you think about the families we help, Grace Place really is supporting the future of Naples."

Grace Place believes that an investment in the literacy and language skills of the families of Golden Gate City is an investment in the workforce of Collier County, and that, together with the caring and generous individuals and organizations in Greater Naples, they are helping build a stronger community, now and for future generations.

To learn more about Grace Place for Children & Families or to make arrangements to tour the campus, call Lära Fisher at 239-255-7201 or visit www.graceplacenaples.org.



LÄRA FISHER

Lära Fisher, CEO, has been with Grace Place since October 2020. Originally in higher education at a private liberal arts college, Lära later worked in youth development and then for South County Outreach, a family-based hunger and homeless nonprofit in Orange County, California. Intending to retire when she moved to Florida, Lära found herself bored, she says, and was happy when she saw the CEO of Grace Place position in her email — a culmination of everything she had done to that point in her career and a perfect opportunity to utilize her talents to make a difference in her new community. Lära takes tremendous pride in the dignity and high quality of the academic programming that Grace Place provides.



KIM REGENHART

Kim Regenhart, CHRO (Chief Human Resources Officer), has been with Grace Place since January 2021. Kim previously held many senior human resources positions in private industry and with Fortune 500 companies around the country. Having moved to Naples in 2018, also intending to retire, Kim was recruited by a Grace Place board member and fellow human resources professional and happily went back to work. What Kim loves about working for a nonprofit like Grace Place is the satisfaction of knowing that her time and effort is going to benefit others and the broader society overall. She is passionate about finding and hiring the right people, who are truly motivated to give back and help make a better life for others.



WE'VE SEEN A LOT, SO WE KNOW A LOT.

■ Home ■ Auto ■ Life ■ Business



FARMERS INSURANCE

Insurance underwritten by Farmers Insurance Exchange and other affiliated insurance companies. Life insurance is issued by Farmers New World Life Insurance Company, 3120 139th Ave. SE, Ste. 300, Bellevue, WA 98005. Each insurer has sole financial responsibility for its own insurance. Visit farmers.com for a 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.

DAMON BRIST AGENCY | 239.202.2933
9861 BERNWOOD PLACE DR STE 165

SWFL Pool Pros

LIFE IS BETTER WHEN YOU ARE SWIMMING

We Do All the Work...
You Enjoy the Fun

Same-Day
Service

HEATERS • EQUIPMENT • CLEANING • REPAIR • RENOVATIONS

239-872-8186 • SWFLPoolPros.com





JACOB STOUTENBURGH

“REAL ESTATE JAKE”

cover story

By Daniel Larson | Photos by Michelle Reed Photography

When my fellow Minnesota-transplant buddy Jake Stoutenburgh asked me to write this article, I quickly concluded that, since a lot of agents in SWFL already know of him, I'd have to dig a little deeper than our usual conversations. So I met him at his Cape Coral office.

Jake's open-concept commercial condo in downtown Cape Coral houses Stoutenburgh Group International. The office is mostly white, open space. He doesn't have an office door. His whole second floor is his office. If an agent wants to talk to him, they just run up the stairs or they raise their voice up from beyond

one of those white, landline-phone-equipped desks downstairs. The office is young, boisterous, enthusiastic, and multicultural. Beautiful, fast-moving people jet through the glass front door next to the giant windows, next to the giant white couch, next to the giant white chairs, next to the giant screen TV. Jake's office is *electric*. Conversations of American flags and door-knocking campaigns and community volunteering and market conditions bounce off the white walls and off the high-vaulted ceiling.

I've known Jake Stoutenburgh since he took Minnesota real estate licensing classes with me back in

the 2000s, so I know all the chaos downstairs is on purpose. It's *with* purpose. As I interviewed my buddy for this article, a green bottle of San Pellegrino tipped upside down, then he kind of slammed it onto his second-floor oakwood desk. I pointed at that sweating sparkling water and asked, "That's yours?" He said, "It's yours. Actually, there's black coffee downstairs. I don't even know where to start this."

"Ah," I said, "So what matters most?" He leaned in, and said, "Oh, that's easy. You have to constantly create value." I laughed, and he looked at



Members of Stoutenburgh International Group.

...

...

me sideways because he knew I was about to challenge him.

“How?” I asked. Jake replied, “Be good at your job.”

“Okay, great,” I affirmed. “But *how?*”

It turned out, the answer was *not* that easy. The answer is difficult for him, because it’s *lots* of things. For a guy who is all about priorities, he struggles with which priority is the biggest priority. The macro and the micro blend as he prioritizes making things better.

In his words, Jake has an unwavering set of beliefs, forged by what he’s

been through. He says life can be difficult and unfair. He says his family life was challenging. He says his beliefs were forged by his faith in God, by the small-town values acquired growing up on a farm in northern Minnesota, and by his military service. He says he used sheer will power, and his faith, to stop drinking.

The Jake I know took over the Bemidji, Minnesota, market by knocking on doors during winter storms because he knew everyone else would be “comfortable at home.” The Jake I know called 20-plus agents in Cape Coral during some random holiday weekend, got no answers or callbacks

and decided he’d have to move here to take over the market.

Jake is tenacious, he’s self-disciplined, and he’s the best, *pure salesman* I’ve ever met. It’s been challenging, over the years, trying to discern whether he works this hard because he likes hard work or if he’s punishing himself for some unspoken deed, real or imagined. He’ll tell you all he’s trying to do is kill the weakness inside himself, as he gets up before sunrise and fasts, hits the gym, makes calls, trains his Stoutenburgh Group International team, and takes million-dollar listing after million-dollar listing on and around the

Jake Stoutenburgh founded Stoutenburgh International Group at Premiere Plus Realty in 2014.



Cape Coral canals. That’s the Jake Stoutenburgh I know.

The first day of his first licensing class, he introduced himself as “Real Estate Jake.” I asked him why he stood up, in a room full of strangers, none of whom had a real estate license, and proclaimed that he was “Real Estate Jake.” With a glint in his eye, he bobbed his head back and forth for a second, even though he clearly already knew the answer.

“Because I *decided*; that’s why. I decided to reinvent myself because the self that I was, was broke, and was going to spend the rest of his life as a handyman.” He looked at that sweating glass of sparkling water like it was a standoff. “My clients get first-class service. I have to keep creating value. I wake up every single morning feeling broke and unemployed, scared that I’m not enough.”

For a moment, we just stared at each other. I looked over my notes. “You said the create value part already, when I asked you what matters most.”

“Actually,” he replied, “that was my *official* answer for the article. My *real*

answer to what matters most is my faith in God.”

That water just sparkled and sweated on that big wooden desk, with that whole crew downstairs printing MLS sheets, calling expired listings, the glass door clanging every time an agent or title closer or lender or buyer passed through.

“So God’s been good to you?” I asked. Against the noise and chaos and sales churning in the office below, he leaned in, like it was our little secret, and said, “Everything I have, I owe to God.”

My next question was to try and get to his ‘why.’

“So, why do *this*? Where’s this heading?” I asked. He tapped his index finger on that desk and replied, “My team. We’ve got 41 active listings right now, in a slowing market, and I bet you we’ll sell all of them. We *will* sell all of them.” He pointed to the noisy floor below. “That’s value, to my clients and to my team.” (There’s good reason to believe him; Jake’s team closed over \$78 million last year.)

“Agents knock on my door, but I don’t take them,” he states. “Everyone on my team has to learn to take care of our clients. I take them through everything — every step of the way. They can be talented, but they have to get disciplined and smart. I won’t be satisfied until they make six figures. They need to *earn* the lifestyle they want.”

“So what did you just spend the last hour telling me matters most?” He knew I was asking because I knew the answer ... and he did not.

I chugged that glass of sparkling water and kind of slammed it down on that second floor oakwood desk. “What matters most is *you*. You’re just being “Real Estate Jake.”

Our eyes kind of welled up because the moment was just that funny. The moment was poignant. I stood up, shook his hand, and he gave me a sideways “bro” hug.

Jake walked me downstairs, grabbed another green bottle of San Pellegrino from the white fridge, and immediately told a bunch of people how to do it all better.



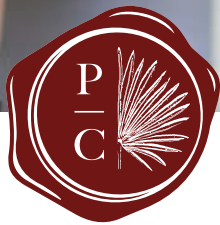
...

...

Jake Stoutenburgh is an associate broker at Premiere Plus Realty in Cape Coral and team leader of Stoutenburgh International Group. Originally from a small town in Minnesota, Jake spent six years in the Air Force traveling the world with and leading a Combat Search and Rescue Helicopters Squadron before launching his career in real estate and quickly becoming the number one agent for ERA Real Estate in Minnesota. In 2014, he visited SWFL, fell in love with the area, and relocated to Cape Coral, where he restarted his successful real estate business.

In addition to leading his team of 12, Jake also teaches pre- and post-licensing for SWFL real estate schools and coaches both new and seasoned real estate agents. In his downtime, you will find Jake fishing, riding dirt bikes, flying helicopters, and enjoying time with his 14-year-old Irish Setter, Rosa.

“Everyone on my team has to learn to take care of our clients. I take them through everything — every step of the way. They can be talented, but they have to get disciplined and smart. I won’t be satisfied until they make six figures. They need to earn the lifestyle they want.”



Private Client

Title + Escrow

“We started the business from a different place than many title companies... We didn't have antiquated service standards or bad habits — we started from scratch and had to figure out the most efficient way to do closings as such a small team. We value communication and wanted to be the change that the industry deserved.”



HOSTING HOLIDAY GUESTS

By Shauna Osborne and Megan Weatherly Lynn

Does hosting guests for the holidays seem like it will require an overwhelming amount of preparation? You could spend the entire holiday season worrying over the comfort of your guests. Or, by following a few simple suggestions and planning ahead, you can spend time relaxing and enjoying the festivities and their company!

Tidy Up Outside

Make your guests feel welcome by creating an inviting atmosphere before they even come inside. Designate space for your guests to park. Check to make sure your house number is easy to see, even at night. Free your driveway, sidewalk and front access of any clutter that may be unsightly or cause guests to trip. Last, ensure your home's exterior is well-lit for guests arriving after dark.

Tidy Up Inside

Make common areas in your home, such as the entryway, living room and kitchen, feel inviting by decluttering them. Put away any shoes, jackets, toys or mail. Make sure to thoroughly clean your kitchen and bathrooms, as these rooms are sure to get quite a bit of use by your guests.

Think Like a Guest

When preparing for company, think of what you may need if you were the guest. Provide clean sheets and towels as well as extra pillows and blankets. You may also provide extra toiletries in your guest bathrooms, such as toothbrushes, soap and shampoo. Have extra toilet paper and a plunger stocked in all bathrooms so that everyone can avoid any potential embarrassment.

A few days before having houseguests, inquire about favorite snacks and

drinks and stock up on those items as well as coffee, tea, creamer/sugar and simple breakfast items, like cereal, milk, juice, fruit and granola bars.

Communicate

Do any of your guests have circumstances that require specific accommodations, such as allergies or difficulty climbing stairs? Be sure to ask these questions ahead of time to prepare well and make everyone feel safe and comfortable. When your guests arrive, be sure to communicate any information that may be helpful to them, such as how to operate thermostats and any itinerary or time-sensitive plans for their visit.

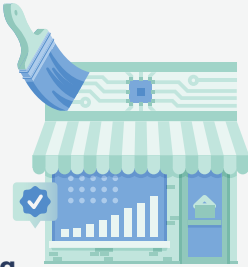
Taking the time to clean up, communicate and prepare ahead of time can make the difference between a stressful holiday season or treasured time well spent with family and friends.



WE TRANSFORM BUSINESSES

We handle the details so business owners can spend their time doing what they do best.

- Web Design
- Acquisition Email Campaigns
- Search Engine Optimization
- Live Chat
- SEM / Paid Search
- Mobile and Display Advertising
- OTT / CTV Streaming Advertising
- Paid Social Media



Reach out to your neighborhood publisher for more information.

[HYPORTDIGITAL.COM](https://hypor.digital)

OLD REPUBLIC HOME PROTECTION

Quality Coverage.
Essential Budget Protection.
Invaluable Peace of Mind.



Save your clients time, money, and hassle with a home warranty from Old Republic Home Protection.

Contact me for information today!

Debbi Zepp
Senior Account Executive
800.282.7131 Ext. 1393
DebbiZ@orhp.com
my.orhp.com/debbizepp



People Helping People

This is a paid advertisement.

LET'S DISCUSS YOUR EVENT!

Lightworks Stage Productions is South Florida's most complete sound, lighting, audio visual, and decor provider in the corporate and special event industry.

"Professional, knowledgeable and accommodating, I would recommend Lightworks for any event, large or small." -Alan J., The Powerhouse Group

EXPERIENCE OUR EXPERIENCE!

LIGHTING • AUDIO • PROJECTION • BACKLINE

LIGHTWORKS
Stage Productions, Inc.

We'll work with you every step of the way to insure that your event is flawless.

lightworks-productions.com | 239-784-4748

Winfield

NAPLES

BREAKFAST - LUNCH - COFFEE - CATERING

'TIS THE
SEASON FOR
PEPPERMINT
LATTES! VISIT
ONE OF OUR
THREE
LOCATIONS IN
NAPLES, FL,
AND TRY OUR
HOLIDAY
SPECIALS!

COOL
BEANS



Scan to
**LEARN
MORE!**

NAPLES NORTH
(239)-325-8682
13800 TAMiami TRAIL N #108
NAPLES, FL, 34110

NAPLES SOUTH
(239)-434-2611
1250 TAMiami TRAIL NORTH #111
NAPLES, FL, 34102

COASTLAND CENTER MALL
(FOOD COURT)
(786) 241-8459
1868 TAMiami TRAIL NORTH
NAPLES, FL, 34102

Serving Your Clients for 30+ Years!

*Where Your Clients Get
Treated Like Family*

Nationwide Closing Coverage

Anytime, Anywhere Closings

Title and Escrow Services

LandSelAgent ONE

Real Estate's #1 Closing Cost App



LANDSEL

TITLE AGENCY, INC.

landsel.com

Two Convenient SWFL Locations



Tracy Henry

VP of Marketing
Cape Coral office

Cell: 239.850.9532
Cape Coral: 239.205.6373
Tracy@landsel.com
3208 Chiquita Blvd. S, Suite 215
Cape Coral, FL 33914



Cathy Mann-Seiple

SWFL Account Manager
Fort Myers Office

Cell: 239.770.5251
Fort Myers: 239.214.7009
Cathy@landsel.com
9371 Cypress Lake Dr, Suite 1
Fort Myers, FL 33919





Home Inspections. Done Right. Guaranteed.



JOHN PRETE

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

RECEIVE \$25 OFF WITH MENTION OF THIS AD



**CHECK OUT OUR
5 STAR REVIEWS
ONLINE**

HouseMaster®

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