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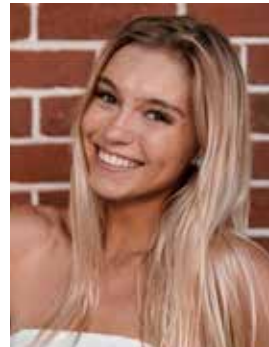
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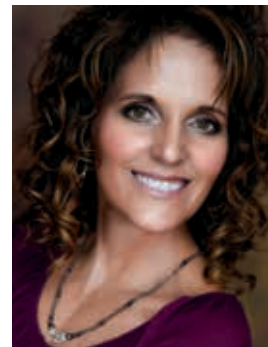
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1. Clean, wash or paint your patio furniture
2. Declutter the porch
3. Powerwash the porch
4. Clean the grill
5. Check outdoor lights and/or add new lighting
6. Clean windows and doors leading to the outdoor living space
7. Add plants and/or flowers
8. Remove and prune dead plants, flowers, trees, and shrubs
9. Add fresh mulch to flower beds
10. Mow the lawn
11. Add citronella candles
12. Add pillows and cushions to outdoor furniture
13. Clean, wash or paint the garage door
14. Remove cobwebs in the garage and outdoor areas
15. De-clutter the garage
16. Clean the garage floor
17. Organize outdoor items
18. Clean out the refrigerator/freezer chest in the garage
19. Set up a recycling station or spare pantry
20. Relax and enjoy your new revitalized space!



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# Publisher's NOTE

## HELLO, TOP PRODUCERS!

Happy New Year!

The New Year - it's a time to say goodbye and a time to say hello. This issue is dedicated to looking back in 2021. Take a trip down memory lane to recall those featured in *Real Producers*. Thanks to all who were featured and we can't wait to feature more Top Producers in Tampa Bay this year!

2022 is a clean slate. A fresh beginning. Start the new year off right in 2022 with a heart of gratitude and an optimistic outlook. Expect good things this year. Shatter sales goals. Break records and make it the best year yet! Make meaningful connections with clients and be grateful for your success.

Get ready for more exciting events this year. Meet more Top Producers, network, and have fun in the process.

It is an honor to be your Publisher and meet talented professionals in Tampa Bay. All of you are an inspiration with your work ethic and determination.

Until next month!

**Don Hill, Publisher**  
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Only **29%** of agents hire drones

**73%** of Home Buyers shop on mobile or tablet devices

**93%** of buyers prefer texting



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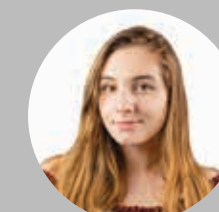
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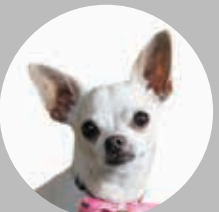
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February



**Joy L. Frisch**  
March



**Becky Sigler**  
June



**Virginia T. Bond**  
July



**Gene Batronie**  
August



**Maria Azuaje**  
May



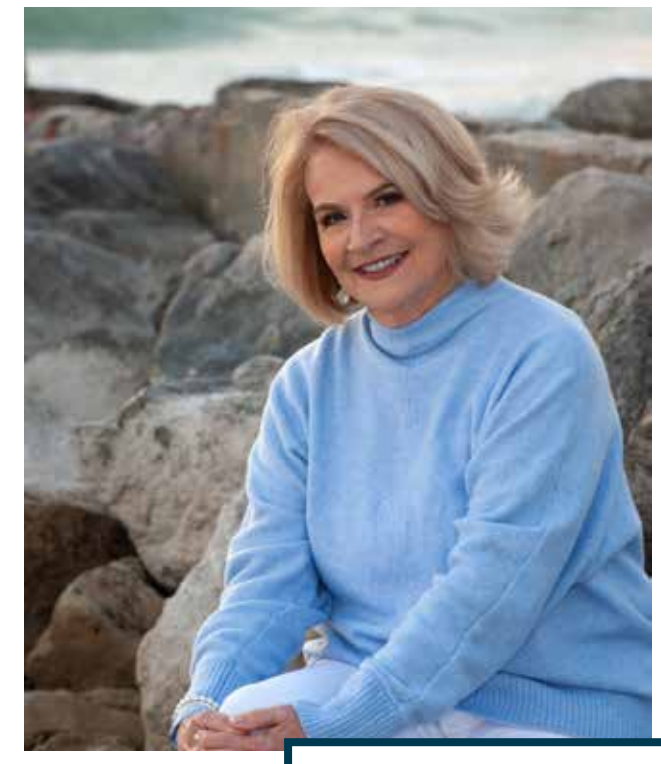
**Maryann Spearman**  
May



**Ann Carlson**  
September



**Gloria Hunter-Peroni**  
October



**Lisa Marie Jerrard**  
April



**Bruce Erbeck**  
November



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FEBRUARY

**Cristan and Jenn Fadal**



MARCH

**Tanner and Terry Tillung**



JUNE

**Estelia Mesimer**



JULY

**Heather Stotts**

*Year-in-Review*

# COVER

stories



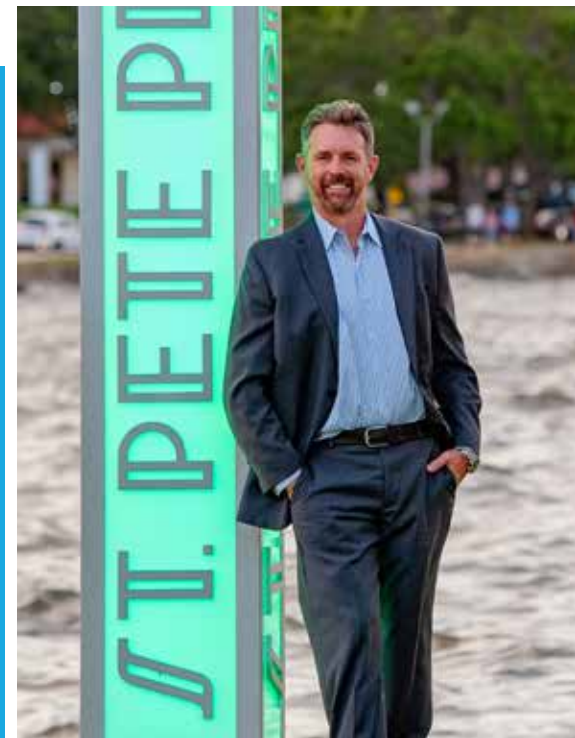
APRIL

**Tricia Priest**



MAY

**Becky McConnell**



AUGUST

**Clay Glover**



SEPTEMBER

**Greg Margliano**

...



OCTOBER  
**Mike Grizzell,  
Michelle  
Grizzell  
and Lauren  
Swoboda**

NOVEMBER  
**Mike  
Constantine**



DECEMBER  
**Jennifer and  
Lonnie Orns**



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By Dave Danielson

Imagine the feeling you and your clients will have when you dramatically enhance the way a property looks. The payoffs can be substantial visually — and monetarily — when it comes to enhancing a home's appeal.

You don't need to imagine this effect. You and your clients can realize it with Pro Clean Tampa — a local company that is revealing a new level of curb appeal through its expert paver sealing and pressure washing services.

Daniel Bianco is the Manager of Pro Clean Tampa. When you talk with

him, the passion he feels for his work comes immediately.

"It means a lot to me when people see what we've done and say, 'Wow, that came out amazing,' or when they say the results exceed what they thought they were going to get," Daniel explains.

"It feels very good for us to know homeowners are going to enjoy their outdoor spaces more than ever. I really enjoy being able to work on an area that has been in a state of disrepair and then bringing it back up to where it can be."

#### Experience at Work

Daniel brings over 15 years of experience and expertise to his work with property owners across the area.

"It started out when I was a teenager. I started cleaning homes around our neighborhood, and it grew from there," Daniel says. "I enjoy working with our REALTOR® partners and helping them maximize the value for the properties they are getting ready for market, or ready for people who are preparing to move in."

The impact is tangible.

# PRO CLEAN TAMPA



BEFORE



AFTER

## Revealing a New Level of Curb Appeal

"I want to bring the most value to them by bringing the curb appeal up in such a way that you're going to maximize that profit. People buy with their eyes," Daniel emphasizes.

"The things we can do with faded pavers are impressive. We can juice them up and bring life back to the area. For a fraction of the cost of replacing, we can make it look grand and add a semi-translucent dye that makes things immediately better."

To preserve the visual appeal, Pro Clean Tampa also offers ongoing maintenance plans for property owners, as well.

#### Streamlined Success

The process of working with Pro Clean Tampa is streamlined.

"When people inquire about our services, they go to our website, hit the Contact Us form. Within an hour, we get on the phone and talk through what they need and get them a quote. I still come out to do some estimates in person, though 95 percent of our estimates can be done virtually," Daniel says.

"We talk with them by phone. They can also text us pictures of their property. Then we can combine the information they provide us with online resources to determine the square footage of the project and provide them an estimate virtually. When someone is ready to pull the trigger and get the ball rolling, we can get them on the calendar within a week or two."

Away from work, Daniel cherishes time with his family, including his wife, Criss.

In his free time, he has a strong love of music. He plays guitar and also does audio and sound engineering.

Those who have taken advantage of the services that Daniel and Pro Clean Tampa provide appreciate the quality they receive ... along with the fact that Daniel stands behind his work.

"Customer satisfaction is our number-one priority. It's a chance to really take care of someone's needs. It's an investment in someone's home. Through the years we have

people come back to us time and time again. Our goal is to continue building partnerships with people who need our services," Daniel says.

"We have an incredible product and process, and I stand behind that ... and I believe in what I'm doing. Customer satisfaction is the priority; 99.9 percent would say they are glad they did business with me. I want them to feel they would recommend me to their friend or their mother."

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# RISING STARS

Year-in-Review



February  
**Jac Smith**



April  
**Courtney Stein**

March  
**Rudi Ramnanan**



May  
**Cash Ealey**



June  
**Sarah Markopoulos**



September  
**Cabot Brown**



August  
**DJ Soucy**

October  
**Jackie Turek**



December  
**Chris Zoller and Mike Sica**



# TRIBUTE TO KEVIN OVERSTREET

FOUNDER  
OF INSURED  
TITLE  
AGENCY

LOVED. CHERISHED. NEVER FORGOTTEN.

Kevin Overstreet, founder of Insured Title Agency, left this Earth too soon, leaving an everlasting impression on the hearts and minds of his friends, his colleagues, and his family. Although he has passed on, he will never be forgotten.

### FOREVER IN OUR HEARTS

A larger-than-life, proud Midwesterner and family man, Kevin loved his children, Claire and Kevin Jr. If there was one thing Kevin was passionate about, it was INNOVATION. He always had fresh ideas for common problems. Or looked at a problem from a completely new perspective. He wanted to make the world a better place by stopping criminals in their tracks.

Kevin was a passionate crusader against title theft, a newly emerging crime that can have potentially devastating consequences for unsuspecting families and homeowners. Kevin loved history and would talk about how Abe Lincoln's father lost their family farm to title fraud – TWICE. The entire deed history of Kevin and Mandy's grandfather's Missouri family farm can be found under the glass of their conference table.

### FOUNDER OF INSURED TITLE AGENCY

When Kevin started Insured Title Agency in 2005, his mission was to shake up the local title market. Mandy Hunter, Kevin's sister, remembers the moment fondly.

She shares, "I had just graduated college with a degree in Business and was still living in Springfield, MO. Kevin called me up and said, 'Sis, let's move to Florida,



and you can come work for me.' I had never been to Florida, barely knew what a mortgage was at the time, and had no clue what a title company did or what services they provided, but I was on board! Through the housing market crash of 2008-2010 and the rollercoaster of the industry, it's been the best 16 years, and I'm sure glad I took the plunge."

### TREATING OTHERS LIKE FAMILY

The goal at Insured Title Agency has truly been to treat every client like family. The slogan "We Appreciate You" was crafted to acknowledge that every transaction, every closing, every family was appreciated and received family-level service. In appreciation for the real estate agents who entrusted their closings to ITA, Kevin created "Become A Better Agent"



training seminars, or BABA (as he liked to call it).

Mandy explains, "BABA was a FREE education seminar for real estate agents and other professionals designed to teach market trends and business-building strategies. Kevin believed when everyone around him was succeeding, he was succeeding in his mission."

As Vice President of Insured Title Agency, Mandy wants to honor Kevin's memory by continuing the tradition of treating every client like family.

"Our family embraces Midwest values of honesty, integrity and kindness. Many of our team members have become extended family as we have been together for over a decade. I'm most passionate about never giving up. ITA has a reputation for being problem solvers. Our team gets the deals closed that other title companies said couldn't be done," says Mandy.

The dedicated team at Insured Title Agency looks at title issues as a challenge. Whether it's tracking down a long-lost relative in the mountains of West Virginia who didn't sign an original deal from a closing done wrong by another title company to sending mobile



notaries to an airport waiting area, they will not stop until we can close the file with no defects or outstanding issues.

"It truly is a point of pride that we will do anything we can to ensure that families are able to close on the homes of their dreams," says Mandy, a Westchase resident and proud Tampa transplant. Her daughters attend school at Mary Bryant Elementary where she is on the PTA board.

"We have worked with Quantum Leap Farm, Hope Children's Home, and Realtors Care in donating and raising money to support these great local charities. We feel when our community is improved through activism and fund-raising, everyone benefits," says Mandy.

### LEAVING A LEGACY

While Kevin's passing was a shock to Insured Title Agency's family and business partners, they will not let his memory or dedication to our industry fade.

"We are invested in honoring the family tradition and continuing to serve the community as Kevin would have wanted. The legacy he leaves behind is one of passion and dedication towards people. Insured Title Agency will continue to serve the Tampa Bay community like family. If there's anything we can do to support your business, your clients or your partners, let us know. We're here for you and helping everyone in our community be successful," concludes Mandy.

Although Kevin is no longer with us, he touched so many hearts, leaving a tangible impact upon this planet. His memory will forever live on in his friends, his family, his colleagues, and his clients. What an inspiration!



# EVENTS

Year-in-Review

## FEBRUARY: MASQUERADE



FEBRUARY:  
THIRSTY  
THURSDAY

## JUNE: THIRSTY THURSDAY





# JULY: TBRP CHARITY GOLF TOURNAMENT



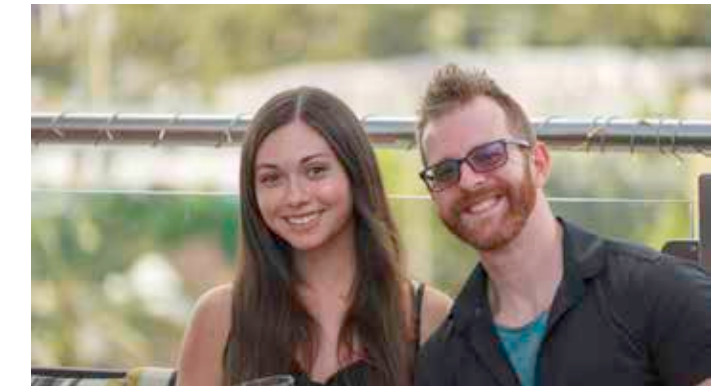
# SEPTEMBER: THIRSTY THURSDAY



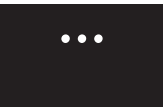
# JULY: THIRSTY THURSDAY



# DECEMBER: THIRSTY THURSDAY



# OCTOBER: THIRSTY THURSDAY





**DECEMBER:  
THIRSTY THURSDAY  
CONTINUED**



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FEBRUARY  
*Debra Valdes*



MARCH  
*Drew Carlyle*



AUGUST  
*Troy and Teri Walseth*



SEPTEMBER  
*Chris Rogers*



OCTOBER  
*David, Debby and Mike Wertz*



DECEMBER  
*Melinda Persuitte*

# TEAM LEADERS

*Year-in-Review*



APRIL  
*Dean and Kristi Newell*



JUNE  
*Jessica Roman*



JULY  
*Tim and Lisa Carroll*



NOVEMBER  
*Christina Griffin*

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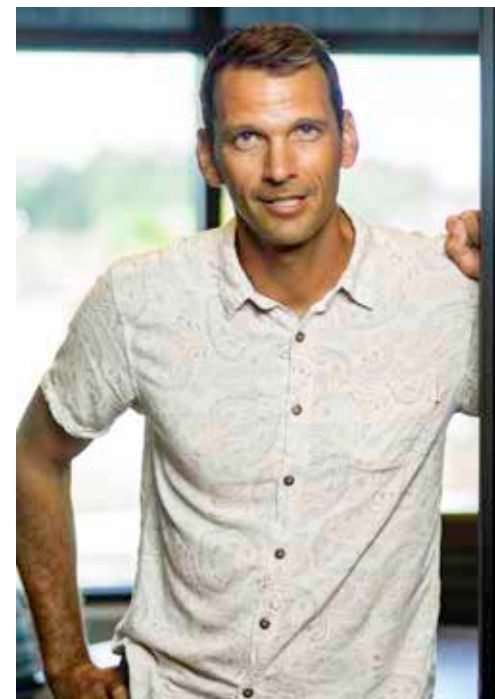
# BROKERS

Year-in-Review

FEBRUARY  
**RICH SHELLEY**



MARCH  
**KEITH AND  
TINA SLATER**



APRIL  
**HENDRIK BISANZ**



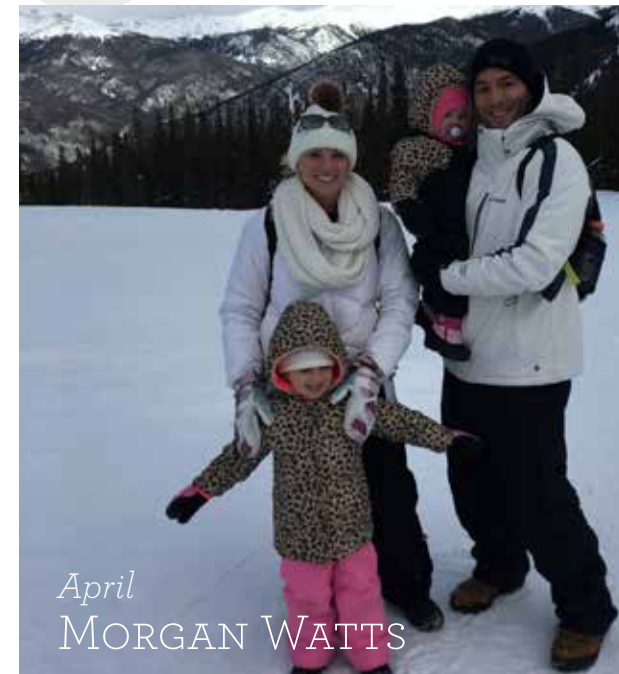
APRIL **MEGAN LACOMBE**



DECEMBER  
**HECTOR CONTRERAS**



FEBRUARY  
MONICA CRAWFORD



April  
MORGAN WATTS



November  
MARTHA HERNANDEZ

Year-in-Review



March  
GENE BATRONIE



July  
MIKE CONSTANTINE

travel  
tales





MAKING A DIFFERENCE



February

**JULIE FOLDEN**



March

**DIANA K. GEEGAN**



June

**MARK A. MIDDLETON**



July

**CYNDEE AND JACK HAYDON**



April

**MIKE WYCKOFF**



May

**KENT RODAHAVER**



August

**MONICA CRAWFORD**

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October

**MORGAN WATTS**



November

**JASON MCINTOSH**

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MARCH  
**LILY AND LOKEY**  
(Chris and Nicole Dufala)



APRIL  
**MEEKO**  
(Liane Jamason)



MAY  
**FESTER**  
(Nick Janovsky)



JUNE  
**HARVEY**  
(Bobby Poth)



JUNE  
**HEDWIG**  
(Bobby Poth)



JULY  
**RYDER**  
(Tony and Kellie Baroni)



AUGUST  
**BOWIE**  
(Tim and Lisa Carroll)



DECEMBER  
**GUS**  
(Steven Burk)

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Year-in-Review

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