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

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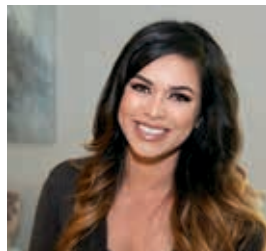
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» publisher's note

HAPPY
INDEPENDENCE DAY!

Dear REALTORS® and valued Partners,

Happy Fourth of July! This is a month of picnics, BBQs, vacations, and celebrating our nation's founding. When I reflect on what freedom and independence mean for us all, I'm so grateful to the men and women who fought for it, and for the many blessings we have living in this great country — the best in the world!

I'm excited to announce that, as of this month, we have officially launched our sister publication, *Fort Myers Real Producers*. Thanks to all of you, we've had so much growth in the last two years that *SWFL Real Producers* is now two publications: *Naples Real Producers* and *Fort Myers Real*

Producers. Each community will comprise the Top 500 producers in their respective areas, so we're excited to be bringing in a full 500 new agents to our exclusive Top 500s in our SWFL service area.

We just had another amazing quarterly networking event at Bentley Naples at the end of June. Look for the photos on our social media and in next month's issue. We appreciate so many who came out and made the event such a big success! The next big gathering coming up will be the launch party for *Fort Myers Real Producers*. We will be inviting all of you to come to

that event and help us celebrate as one big community. Be on the lookout for your exclusive invitation coming soon!

Thank you for making our *Real Producers* publications and events such a huge success. I am grateful for you all, and am looking forward to bigger and better things to come!

Very respectfully yours,

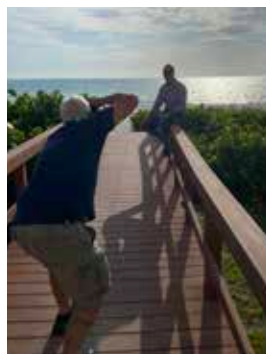


Andrew Regenhart
Owner/Publisher
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MEET THE COMMUNITY

CHECK OUT SOME OF **NAPLES' TOP 500 REAL PRODUCERS** AND PARTNERS!



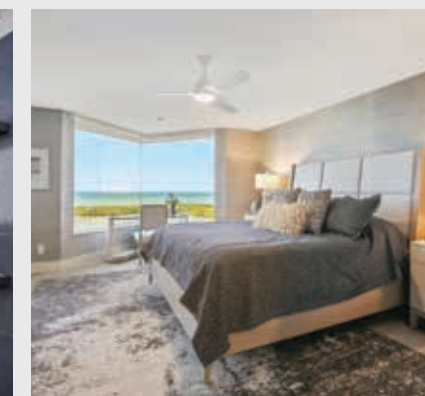
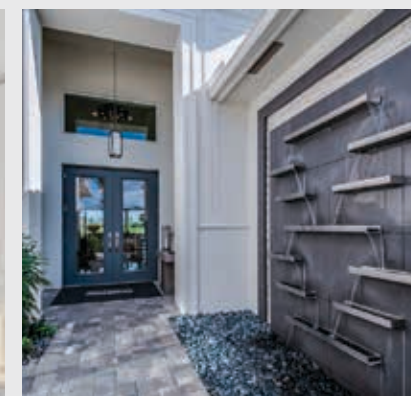
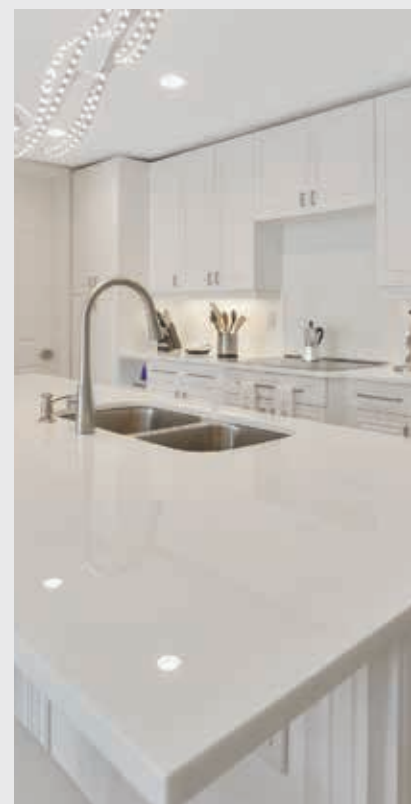
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Stay Inspired

WORDS OF WISDOM FROM THIS MONTH'S FEATURES

YASMIN SAAD

The Saad Team
Compass

"When you have too much time, the mind can go into negative places. When you're busy and just going, you have to keep moving forward. Then, you don't have time to get sucked into the drama. You have no choice but to keep moving forward."



BRYAN BRAX

Downing-Frye Realty

"I wanted to do more and be able to use all the contacts I created in the exotic car industry. There weren't a lot of young people doing real estate, but I thought, I'm young, I can hustle, and I have this great base of contacts. If someone trusts me with an exotic car, they may trust me with their house."



MATT AND LINDSEY BROWN

William Raveis Real Estate

"I had a chance to take a break, and after 15 years in the business, maybe I was feeling a bit worn out. But taking that break, and a new community to work in with different properties and people ... that's been really refreshing and revitalizing." — Matt



LEE WILLIS

The Willis Group

Making a Difference with Youth Haven

"People see Naples as bright and sunny and beautiful and all good. But abuse knows no socioeconomic boundaries. Children come (to Youth Haven) from the saddest of backgrounds and situations. We're such an abundant community... It's important to pay it forward."



A Word from Our Preferred Partners:

MARC DEVISSE

Tri-Town Construction

"We're local people doing business here for 16 years. We strive for excellence in everything we do and are all about quality, safety, integrity, and honesty. We continue to make a good footprint in Southwest Florida, and we keep growing and deepening our relationships with the community."



CHAD PHIPPS

John R. Wood Properties

"I'm a psychopath with answering my phone. Shannon and I have a deal that unless I'm sleeping or in the car with a customer, I'm to check my phone every 10 minutes. I have 20 minutes to get back to the customer. We've been doing this religiously for years."



DAVE AND STEPH FEIGHTNER

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YOU WERE MADE TO GROW

Economic Uncertainty & YOUR CUSTOMER

You're standing in the ideal property, and those dreaded words fall from the buyer's lips like a Charlie Brown cartoon: "We think we're going to wait." Wonk. Wonk. Wonk. As a powerful real estate business owner, you confidently reply, "Got it. What's stopping you?" To which they use a possible smoke screen: "The economy, the market, a potential recession."



- **Discover** – Find out specifically how long they plan to own the new property. Providing they are planning to hold the property longer than a couple of years, we continue.
- **Discern** – Is it the fear of buying high, followed by a market drop that's the problem? Or would an economic recession alter financial conditions in their lives – like business or stock losses – that would make maintaining ownership of the property difficult? If the buyer is simply concerned about property value (which most are), we're in position to move the ball forward.
- **Thought change** – It's important to ask the customer for permission before sharing information with them. Why? Because we're about to share facts that contradict their current thinking. Permission avoids conflict. With their blessing, we can step into control by sharing the following market history.

“Economists have a 2023 recession potential pinpointed at 50%. It's a coin flip right now. Historically, recessions have averaged 12 months, from start to finish, with the tangible effects lasting about 24 months.

Given that history, we are talking about short-term economic turbulence, not a depression. So, knowing there's a 50/50 chance we might be headed for a little rough air, and knowing you're not going to do anything with this property but use and enjoy it for the next several years, how does a temporary economic dip really affect this decision?”

Coach Kerri is an award-winning entrepreneur and coach who develops real estate industry leaders in SWFL and Nashville.

She's the business strategist behind many agents, teams, and brokerages, coaching more than 1,100 business owners throughout her career.



The Market Conversation Difference

My clients hear from me constantly to ask more questions, get the truth, and bring the factual market with them to all situations. Market and historical facts become like neutral Switzerland! Without them, you're often of one frame of mind, and your customer of another. We simply present the facts and let them reason out, opinions aside. With this form of selling, there's no win/lose. It's just discover/decide. —Coach Kerri

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AS SEEN IN
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"There's opportunity here—you just have to see it. Put a little money into it—well, the Naples version of "a little money"—and this could sell quickly."

-- High-End Realtors, Rupert and Karen Irby



The RP Experience PODCAST



In each episode of *The RP Experience* podcast, we are excited to feature a top REALTOR® and/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.

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

RECAP OF EPISODES 25–32

EPISODE 25 MATT NANCE

Real Producers preferred partner Matt Nance is the owner of Responsive Insurance. In this episode, he and Andrew Regenhard discuss how flood zones are changing and affecting Realtors. Matt defines what a flood zone is and explains how risk is determined with the Risk Rating 2.0, and discusses the impact of new technologies that are updating the way risk is determined. Matt explains how Risk 2.0 has changed with data and science and how, with the updates of the pricing structure, this helps to reflect a property’s risk of flooding.



Andrew Regenhard and Matt Nance.



EPISODE 26 CHRIS TORRES

Real Producers preferred partner Chris Torres is the owner of Master Touch Installations Inc. In this episode, he and Andrew Regenhard discuss the supply chain and product availability. Chris enjoys focusing on quality care and service. He serves in the U.S. Army Reserve and is an active firefighter, all while running a successful local area business. Before starting his business, Chris was involved in construction. In this episode, Chris discusses his focus on quality care, as well as his current biggest struggles in his business.

Chris Torres and Andrew Regenhard.

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EPISODE 27

GIOVANNI MATITA

Real Producers preferred partner Giovanni Matita is a producing branch manager with NRL Mortgage. He is a father of two and is passionate about his line of work. In this episode, Giovanni discusses inflation and the housing market. Giovanni and Andrew review the factors that contribute to rising home prices, explain what KPI is, and discuss the relationship between housing prices and KPI inflation.



Giovanni Matita and Andrew Regenhard.



EPISODE 28

BRIAN RIGSBY

Brian Rigsby, team leader of The Rigsby Team with Premiere Plus Realty, grew up in Southern Illinois and spent 20 years in the golf industry. It wasn't until six years ago that Brian decided to move to Southwest Florida to focus on a career in real estate. Brian and his team represent many buyers and sellers, especially in the Renaissance community. In this episode of *The RP Experience*, Brian shares his experiences with professional golfers, how he transitioned from golf to real estate, and how Renaissance has provided the opportunity for him to thrive.



Brian Rigsby and Andrew Regenhard.

EPISODE 29

SANTIAGO OSPINA

Real Producers preferred partner Santiago Ospina has been the owner of J.O. Always Clean for two years now, after taking over the business from his father, who started it in 2007. In this episode, Santiago and Andrew Regenhard discuss entrepreneurship, philanthropy, and taking action to protect the environment. Santiago shares about giving back, both at home and abroad, as well as building small libraries for rural communities in his home country of Colombia. Santiago also repairs wheelchairs for those who need them the most, and runs a blueberry farm with sustainable materials, setting an example of how to farm in a way that helps the planet.



Santiago Ospina and Andrew Regenhard.



EPISODE 30

BRYAN KEANE

Bryan Keane is a Realtor with Miloff Aubuchon Realty Group and works alongside his two children at the firm. In this episode, Bryan touches on several ways the market is changing. Bryan is known for bringing an old-school approach to real estate and discusses how social media is used to connect with customers, how to build a referral system, the importance behind hosting open houses, and using mailers to stay in touch with previous clients.



Bryan Keane and Andrew Regenhard.

...



EPISODE 31

STEVEN PHILLIPS

Real Producers preferred partner Steven Phillips is managing partner with CCG Certified Public Accountants. In this episode, Steven discusses how to keep score in your business, how to properly deduct your expenses, and the proper steps and actions business owners should take to save on taxes. Steven specializes in retirement planning, taxes, financial planning, and accounting. He moved down from the Washington, D.C., area and has been in SWFL now for 20 years.



Steven Phillips (left) and Andrew Regenhard (right).

EPISODE 32

ADNAN DEDIC

Adnan is a Realtor with Compass. He was born in Germany after his parents fled Bosnia. Eventually, his family decided to move to the U.S. in Upstate New York, which later lead to everyone moving down to Sarasota, Florida. Adnan graduated from Florida Gulf Coast University with a degree in health science. Four years later, he decided to get into real estate and has been loving it ever since. Adnan enjoys innovating and creating, which he finds beneficial to him in real estate. In this podcast episode, Adnan and Andrew discuss new technology, the metaverse, how modern marketing is changing, and what Realtors can do to get on board with the new digital world.



Adnan Dedic (top) and Andrew Regenhard (bottom).



ANDREW REGENHARD

Andrew Regenhard is the owner and publisher of *Naples Real Producers* (formerly *SWFL Real Producers*). Born and raised in Wisconsin, Andrew moved to North Dakota for flight training and used to be a flight instructor. He later had an opportunity to do defense contracting and worked in Washington State for a few years. Once his father became terminally ill, Andrew decided to move to Naples, where his parents were living, to be closer to them. A friend introduced Andrew to *Real Producers* and he decided to start up a franchise of the Realtor-centric publication in SWFL, where he has been growing the company by leaps and bounds for the past two years.



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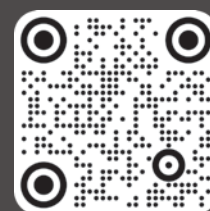
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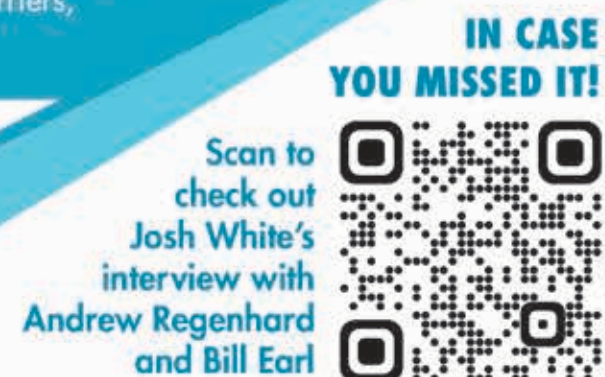
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BUSINESS IN THE *Fast* » coaching corner By Michael Dill *lane*

A few weeks back, I was having a conversation with a client of mine. He had a thought, which I thought was brilliant. He talked about the fast, middle, and slow lanes. He shared how you don't want to be stuck in the slow lane. Think about this: you're on a major turnpike or freeway, and you're in that slow or middle lane, and someone in front of you is going slow. You are attempting to pass them, however, everyone's whizzing by you and you just can't get

out into the other lane. You're now stuck in the slow or middle lane, wanting to get in the fast lane.

How does this relate to business? The slow lane in business is where you deal with all the drama, the people that do not adhere to the culture, the people that want to do it their way instead of the organization's way. People that just don't want to move forward, want to fight and resist. And the slow

lane is where you're constantly dealing with things that clog up the progress of your company. You have to consistently fix people or things, and it's not worth your time, energy, and effort. The last thing you want to do in business is be stuck in the slow lane.

To get out of the slow lane, we must master the middle lane, as the middle lane in business is where we create the structure, systems, and culture of the organization. When you have everyone riding in the bus in the right seats, the right way, all following their KPIs, adhering to the culture of the organization, things then run smoothly and synergistically because you have the right systems in place. This gives you the ability, as the owner, to step out of the middle lane into the fast lane because everyone is running the organization for you.

The fast lane is where we start thinking big, next-level stuff, expanding throughout the state, expanding throughout the country, developing numerous divisions or numerous offices around the country. The fast lane is where your brain really begins to tick because you have the slow and middle lanes covered and mastered. This provides you the clarity and ability to create, move forward, and design the business that serves you, your team, and your clients, and really becomes a stepping-stone to get you what you truly want in business.

I encourage you to study the three lanes in your own organization. Take the time to do a little exercise with your management team and write down: slow lane, middle lane, and fast lane. Document everything that's in the slow lane that's slowing you up in your business that you need to address, the middle lane if there's any structure or systems that need to be put in place. Take care of those two lanes first to quickly get yourself in the fast lane so you can dream big and take your business to the next level.

Coach Michael Dill is an award-winning Certified Business Coach, global speaker, and published author. He is a proud Action Coach franchise partner, as well as the president of Power & Ice Wealth Creation, a strategic leadership company that works with business owners, leaders, teams, and entrepreneurs to 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.
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MATT & LINDSEY BROWN

» power couple

By Zachary Cohen

Photo by LaCasaTour



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FOR THE LOVE OF FLORIDA

By 2018, Matt Brown had become one of Hoboken's most well-respected real estate agents, alongside building an impressive development and investment portfolio. And yet, Matt and his wife, Lindsey, found themselves on the precipice of a major life transition.

Matt and Lindsey had been vacationing in Southwest Florida for many years. Matt's dad and stepmom had a place in the area, and good friends of theirs had also moved to Naples.

"So we would come to visit my folks and our friends," Matt reflects. "Every time it would be time to take the plane home to the city, we'd always try to extend our trip. We did that so many years in a row. At some point, we realized we wanted to spend more time here and weren't ready to retire. So we decided to make the move now."

After 15 years in real estate and over 500 sales, Matt picked up his business — and his family — and headed to Naples to begin anew.

"The move was more about family and lifestyle for us. It was very difficult to leave our community and my well-established business, but we were ready for a new chapter in life. And we just love Southwest Florida. It's been amazing. It's been an exciting adventure."

“

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Lindsey Brown entered real estate in 2008 after she and Matt got married. (Photo by Cary Lohmeier Photography)



Matt Brown was a top producer in Hoboken, NJ, for 15 years before relocating to Florida. (Photo by Cary Lohmeier Photography)

Beginnings: Lindsey Brown

Lindsey and Matt met in 2003, the night before Matt took his real estate exam.

“I probably should have been studying,” Matt laughs, “but it’s a good thing I wasn’t. The test was a breeze, and I met the love of my life.”

“I’ve been on this journey the whole time,” Lindsey adds. “I was working in Manhattan for an investment bank and had a different career path, but eventually I joined Matt in real estate.”

From 2003 to 2007, Lindsey continued to work in banking. On the side, she began helping Matt out with his investment properties, website, and marketing. She found a liking for real estate, and in 2008, they got married and she joined Matt in the business.

“We successfully invested in and developed single-family brownstones, condos, and apartments in the height of the economic recession,” Lindsey explains. “And when I began working in the sales business, Matt was my mentor.”

Lindsey built her own book of business and client base. She stepped away from the business in 2010 to raise their two young daughters and returned in 2014. In the meantime, Matt became one of the top three agents (out of approximately 6,000 agents) in the Hudson County, New Jersey, MLS.

Becoming Floridians

Upon landing in Florida, Matt and Lindsey took some time to settle into a new life. Matt took a year off to assess his next move, and Lindsey landed work for a local CEO managing her extensive real estate investment portfolio.

During this time, Matt played plenty of golf and spent ample time on the yoga mat, but he also started to dig his



Photo by LaCasaTour



Matt and Lindsey Brown with their daughters, Parker (left) and Sydney (right). (Photo by Cary Lohmeier Photography)

feet into his new community. He started to get to know local brokers, research neighborhoods, and learn about the market.

“He did his homework,” Lindsey says. “He went through another long training program to understand the market and the community. Matt has built his business based on knowledge.”

In the past three years, Matt’s business has taken off. Lindsey stepped back into the business to assist with advertising, marketing, and lead generation, and she recently obtained her Florida real estate license. The goal is for her to become more involved in selling real estate as the years go on.

Living the Good Life

Matt and Lindsey moved to Florida for the lifestyle, and they are enjoying it every bit as much as they imagined they would. They live on two and a half acres with fruit trees and gardens, chickens, a treehouse,

and a custom-built pickleball court. Lindsey’s parents live in the guest house for six months out of the year, making it a multi-generational property.

“It’s kind of an oasis,” Lindsey smiles.

Matt and Lindsey’s daughters, Sydney and Parker, are now 11 and 8. As a family, they enjoy pretty much anything outdoors, from boating to beachgoing to camping.

As Matt and Lindsey look ahead, they imagine more of the same — enjoying the Florida lifestyle while continuing to grow their real estate business in the place they love.

“I really do enjoy it,” Matt says. “I had a chance to take a break, and after 15 years in the business, maybe I was feeling a bit worn out. But taking that break, and a new community to work in with different properties and people — that’s been really refreshing and revitalizing. As I grow my business here and build my client base, continuing my trajectory is very exciting.”



Photo by LaCasaTour

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► partner spotlight
By Zachary Cohen

MARC DEVISSE

TRI-TOWN CONSTRUCTION

Creative &
Tenacious





Marc Devisse and a partner founded Tri-Town Construction in 2006.



From Humble Beginnings

By the end of 2006, the global economy began to slow. Construction work dried up, and Marc’s boss could no longer afford to keep him on the staff. He was let go.

As the economy entered freefall, Marc made a bold choice: he and a partner founded Tri-Town Construction. Marc’s vision was to build a construction company that would be a part of the local communities, but those early years were tough. He had to scrape and claw for every job.

“We were happy to get \$1,000 to \$1,500 jobs,” Marc remembers. “The economy was really taking a turn for the worse in 2007, 2008, 2009.

When Marc Devisse graduated from Florida Gulf Coast University in 2004, the economy was booming. Many of his friends and peers were getting into real estate, mortgage lending, and construction. Marc had grown up around the real estate business, as his mother was a REALTOR®, and upon graduating, he, too, got curious about the business.

Marc landed a job for a company that did both real estate sales and construction. However, he found that his passion rested on the construction side of the industry.

“I was really drawn to construction,” Marc reflects. “I really enjoyed the construction part of it and stuck with that.”



At one point, I closed a \$10,000 job, and I thought I was on top of the world.”

Despite the challenges, Marc persevered. He was a born entrepreneur. He leaned into his work ethic to make it through the recession. As the economy recovered, his business grew. By that time, Tri-Town Construction had built a strong reputation in Southwest Florida.

“We kept our overhead low. We offered creative services like a condo maintenance division. We were doing

emergency repairs that couldn’t wait. We pivoted and adapted. And we slowly expanded.”

In 2011, Marc took over sole ownership of the company, and he’s continued to expand through the years.

Tri-Town Construction

Today, Tri-Town Construction is a team of over 30. They cover every town from Marco Island to Cape Coral, specifically focusing on luxury remodels, custom home builds, commercial build-outs, and roofing projects. Residential



Marc also opened Seaside Bar & Grill in Bonita Springs in March 2020.

remodels are their specialty — kitchens, bathrooms, living rooms, cabinets and crown molding, flooring, framing, drywall, and roofing.

“We’re local people doing business here for 16 years. We’re really part of this community and have a people-over-profits mentality. We strive for excellence in everything we do,” Marc says. “We are all about quality, safety, integrity, and honesty.”

Ever Growing

Two years ago, Marc embarked on a new entrepreneurial adventure, opening a restaurant, Seaside Bar and Grill. As a restaurant owner, Marc has been able to





Marc Devisse and his fiancée, Natalie, plan to be married in late 2022.

diversify his investments and become even more involved with the local community. His timing, however, wasn't ideal.

"The economy was doing really well, and I thought it was possible there would be some sort of change. So I wanted to diversify and go into the restaurant business. That was pre-COVID. Our grand opening was March 17, 2020, when everything in Southwest Florida got shut down by DeSantis."

After starting one business in the largest recession in recent memory and another in the midst of a global pandemic, Marc often jokes that he's great at business but isn't exactly a master of timing. And yet, both businesses have been successful. Marc got his restaurant business off the ground by implementing the same strategies he used to bring Tri-Town Construction through the Great Recession: tenacity, creativity, adaptability,

and a service-first mindset. Today, Seaside Bar and Grill is thriving.

Going forward, Marc plans to continue to bring the same level of commitment to all aspects of his life. He and his fiancée, Natalie, plan to be married later in 2022, and his son, Dylan, is now 14.

"I'm looking at continued growth. I'm building our team. We continue to make a good footprint in Southwest Florida, and we keep growing and deepening our relationships with the community," Marc says. "And personally, I am trying to grow myself. Who knows if there will be more businesses in the future or what kind of businesses. I'm getting ready to get married here in a few months. I'm just living life and trying to enjoy every moment."

For more information, please visit www.Tri-TownConstruction.com.



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TIPS FOR A *Great* Moving Experience

Choosing A Mover

When picking a mover, always find out if a company is licensed and has a strong reputation for providing quality service. In Florida, moving companies will either be licensed as an intrastate mover, interstate mover, or both. Licensed companies will always have their licensing number listed on

their website, estimates, and their trucks. This will usually be written as IM# _____ if they're an intra-state mover, or USDOT# _____ if they're an interstate mover. Just as important as their credentials, verifying the reputation of a company through their Google and Facebook reviews is a great way to see if they

have a reputation you can rely on, or if their service didn't meet the expectation most of their customers had.

Be Prepared

Being prepared is crucial to ensuring your items are handled with care and you're able to have an efficient move. A great way to start is to ensure that

all loose items, as well as electronics, are properly packaged and labeled. This will help the moving team know which items to take extra care with, as well as where the items will need to be placed in the new home. After a full day of moving, the last thing anyone wants to do is spend the evening looking for that one box out of 100 that has the items they need to go to bed. Packing an overnight bag is a great way to ensure that you won't have to spend the night stressfully searching your home for things like medication, toiletries, and chargers. Most companies will also offer packing and unpacking services to help customers be prepared and alleviate some of the stress, but it's important to always coordinate this in advance since packing is usually done before the move.

How Moving Companies Charge

Moving companies vary with how

they charge, which can make it difficult to compare "apples to apples" when looking at multiple quotes. Most companies do not offer a single, flat-rate price for a move, and instead will usually base their price on cubic feet, weight, or a fixed hourly rate. Most local moves are typically done at a fixed hourly rate due to the short distances, but there are still important differences with how companies can structure their hourly rate, such as whether the hourly clock begins running once the movers leave their office or if it will not begin until the movers arrive at the customer's home, for example. Some companies charge additional fees on top of their hourly rate for certain situations, like for stairs, pianos, gun safes, pool tables, and appliances. It's important to always review all quotes, after receiving them, to ensure that it includes all of the items that need to be moved.

Todd DeWoody is a six-year veteran of the moving industry and the general manager of Eagle Moving, one of Southwest Florida's highest-rated moving companies. He started his career at a local moving company in Lexington, Kentucky, as a mover while in college, and quickly gained a reputation for his integrity and leadership abilities that earned him the opportunity to continue his career into management.



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CHAD

► featured agent
By Zachary Cohen
Photos by Sun Services SW
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PHIPPS

Systems, Systems, Systems

IN THE EARLY 2000S, CHAD PHIPPS HEADED DOWN TO SOUTHWEST FLORIDA FOR A FAMILY VACATION. HIS PARENTS OWNED A HOME IN THE AREA, AND HIS GRANDPARENTS, AUNT, AND UNCLE LIVED NEARBY IN FORT MYERS. ORIGINALLY FROM OHIO, CHAD WAS WORKING IN CORPORATE SALES IN CHICAGO AT THE TIME. HIS TRIP TO FLORIDA, HOWEVER, WOULD CHANGE THAT.

“My brother and I were talking to people in a restaurant, and this woman was in real estate. As I listened to her, I was thinking, ‘Why do I do this business-to-business sales that I don’t really love in a place where it’s dark and rainy six or seven months of the year when I can sell real estate in Southwest Florida?’”

Something clicked in that moment, and Chad was determined to shift directions.

“When I returned, I won a sales contest with my company, and I went into my boss’ office that same day to give my notice. He was confused, saying I just won this trip, but I decided it was the right move.”

A New Start

Chad landed in Naples in 2003, at 26 years old. Coming from Chicago, he was aware that he was faced with new challenges in Florida. That led him to start Young Professionals of Naples, a group still around today.

“There weren’t a bunch of young people hanging out everywhere like in Chicago. So this was a good way to network and meet other young professionals. That helped me meet other people, learn how things worked here,” Chad explains.

Chad spent his first six years in real estate working for a builder/developer in new construction. He took a year and a half away from the business during the recession, and when he returned in 2009, he did so on the general real estate side of things. ●●●

Chad landed at John R. Wood Properties at the recommendation of a peer he met in the young professionals group, Shannon Lefevre. Shannon and Chad have since developed a long-standing professional relationship; they co-list most of their listings and assist each other with buyers.

Responsiveness and Systems

Today, the majority of Chad’s clients are either relocating to Florida or purchasing second or third homes in the area. He has traditionally worked with people from the Northeast and Midwest, but in recent years, he’s seen an influx of folks from other parts of the country too.

Chad has built his business based on high-level systems and industry-best responsiveness. Some agents may say they are “always available,” but Chad means it.





Chad Phipps, with John R. Wood Properties,
moved down from Chicago in 2003.



I live in **GRATITUDE** for what I have,
the **SUCCESS** I've had,
that I'm healthy and can live in such a beautiful part of the country.

"I'm a psychopath with answering my phone," he says bluntly. "Shannon and I have a deal that unless I'm sleeping or in the car with a customer, I'm to check my phone every 10 minutes. I have 20 minutes to get back to the customer. We've been doing this religiously for years. I'm accountable, and I'm on top of things. That's my number 1 asset."

Chad applies the same principles to his personal life. Every hour of his day is accounted for and scheduled. That allows

him to work out several times per week, meditate most mornings, and spend ample time with family and friends.

Another one of Chad's daily practices is gratitude. As he looks ahead, he doesn't aspire to compare himself to others and come out on top. Instead, he aims to live in a state of thankfulness each day.

"I live in gratitude for what I have, the success I've had, that I'm healthy and can live in such a beautiful part of the country. So looking forward, for me, it's more of the same. Representing buyers, sellers, having balance, and being grateful for the things I have." ...

Chad Phipps founded Young Professionals of Naples, which is still in existence today, when he first arrived in Naples.

Chad Phipps was born and raised in Northwest Ohio. He attended The Ohio State University and graduated from Bowling Green State University with a Bachelor of Science in Education/Business. He joined John R. Wood Properties in the fall of 2009 and has been with the company since. He represents buyers and sellers from Marco Island through Naples, Bonita Springs, and Estero, Florida.

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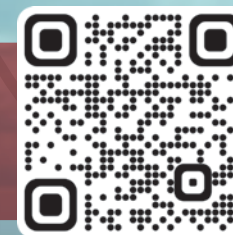
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► legal hotline
By Morgan Hila, Esq.

CONDOMINIUM & HOMEOWNERS' ASSOCIATION DISCLOSURES IN FLORIDA

Did you know that Florida Law specifically protects a buyer purchasing a residence subject to a membership in a condominium or homeowners' association, ensuring that all information pertaining to the transaction is made readily available for review? A real estate transaction that requires membership in a condominium or homeowners' association triggers a number of statutory disclosure requirements. Buyers and sellers often overlook the extreme importance of these detailed and complete timely disclosures leading to potentially disastrous results, including, but not limited to, the potential cancellation of the sale without recourse.

Seller's Obligations and Buyer's Recourse

Pursuant to Chapter 718 Section 503 of the Florida Statutes, a residential contract for the sale of a condominium unit contains a nonwaivable provision that requires copies of certain documents to be furnished at the seller's expense to the prospective buyer. The required documents include the bylaws and articles of incorporation for the condominium association, along with declaration of condominium and other documents specifically listed in Section 503 of Chapter 718 Florida Statutes.

Upon the receipt of the last required document, a three-day right of rescission period begins. During this period, the buyer has the right to unilaterally terminate the purchase agreement simply by providing written notice of termination to the seller, after which the buyer will be refunded any deposit made as part of the purchase. Even if one of the documents is disclosed late into the contract period, the right will be triggered at the time when the disclosure is complete, which can be any point up until closing.

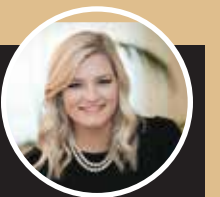
When purchasing a condominium from a developer, Florida Law requires all buyers are provided with a 15-business-day rescission period. This period begins once the buyer has signed an acknowledgment form that they are in receipt of all condominium documents. Most developers are meticulous and provide buyers with a Condominium Prospectus upfront to avoid delaying the rescission period.

Required Disclosures

Similarly, Chapter 720 Section 401 of the Florida Statutes requires a seller to provide a corresponding homeowners' association disclosure to a potential buyer. Both the developer sellers and non-developer sellers must

provide a buyer with a disclosure form containing statutorily mandated language and information. REALTOR® form contracts include such language as a matter of course.

Due to the complex nature of the statutory notice requirements and the extensive list of disclosure obligations, it is imperative that a seller's representative be well-versed on these disclosure requirements. Requirements such as these can be problematic for even the most experienced real estate agents. Therefore, it is imperative to have an experienced real estate attorney involved in the transaction to verify such requirements are met and protect the client's best interest.



Woods, Weidenmiller, Michetti, & Rudnick LLP team member Morgan Hila, Esq., practices in the areas of commercial and residential real property transactions, construction, corporate and commercial lending.

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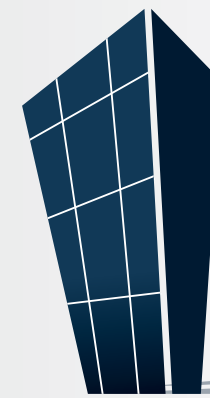


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BRYAN BRAX



►► rising star

By Zachary Cohen
Photos by LaCasaTour



Bryan has a passion for exotic cars and worked in that industry for many years before real estate. (Shown here with his limited edition 2015 Ferrari 458 Speciale.)

LEVERAGING HIS PAST

Bryan Brax was born in Beirut, Lebanon, and spent seven years of his childhood in New York. Yet, for him, Naples is home. Bryan moved to Southwest Florida with his family at 12, and he never looked back.

In Naples, Bryan has been able to leverage the gifts of his past to create a fulfilling life.

“As much as I’ve been all over the place — the Middle East, New York City, Long Island — Naples is my home.”

Shaped by His Past

Bryan lived in Lebanon through the age of 5. By the time he left the country for New York, he spoke three languages — Arabic, French, and English. He and his family spent a few years in Manhattan before moving to

the suburbs of Long Island. In 2007, they moved to Naples.

Bryan values the things he learned during his time in Lebanon and New York. Those skills helped catapult him to success in the exotic car industry and, later, in real estate. His multicultural background continues to be an asset.

“I consider myself cultured, having been born in another country and raised in New York,” Bryan

...

...

reflects. “There is an ability to relate to people from different backgrounds. There’s a cultural understanding.”

Bryan also developed a strong work ethic from an early age. He credits his time in New York and his father’s teachings.

“New York City is the city that never sleeps. It’s go, go, go. And my father has always had a strong work ethic. I always saw him working hard, and that was ingrained in my mind. I have that New York drive.”

Living the Exotic Car Dream

After landing in Naples, Bryan became fascinated with exotic cars. He started working in the industry as a teenager washing cars after high school.

“In New York, we did not have Ferraris and Lamborghinis and McLarens readily all over the place. When I came here, I was infatuated.

“ I WANTED TO LEARN AND DO AS MUCH AS I COULD... I WAS DOING WHATEVER I COULD TO GET MY FEET WET. ”



Originally from Lebanon, Bryan Brax speaks three languages and credits his multicultural background for much of his success in real estate.

That’s where my passion for exotic cars came from.”

Bryan obtained a degree in business marketing from Florida Gulf Coast University and continued working his way up the ladder in the exotic car business. By the time he graduated, he was a service manager, handling most of the dealership’s backend work.

“I was doing what I thought was going to be my career,” Bryan reflects.

But eventually, Bryan became burnt out. He began looking for other career opportunities.

A New Beginning

In his time working with exotic cars, Bryan had become acquainted with some of the biggest names in sports and business. He calls the level of the connections and

clientele he worked with “untouchable.” So in looking for a new career, he sought to find a way to leverage his contacts and connections.

“I wanted to do more and be able to use all the contacts I created in the exotic car industry to be able to service them in a different way,” Bryan offers. “There’s not too much you can do that’s as exciting as the exotic car industry. There’s not much that’s as sexy or fun. I thought, what else do I enjoy and have passion in?”

And then, it clicked: real estate.

“There weren’t a lot of young people doing real estate. My friends that were young were doing really well. I felt, if they can do it, I can do it. I’m

young, I can hustle, and I have this great base of contacts. If someone trusts me with an exotic car, they may trust me with their house.”

In late 2018, Bryan was licensed and began to transition careers.

Always Learning, Always Growing

Bryan spent the better part of a year delving into everything real estate. He did as many open houses as he could. He visited new construction sites, drove around the area’s neighborhoods, and pursued every lead with vigor.

“I wanted to learn and do as much as I could... I was doing whatever I could to get my feet wet. I pursued every lead I could. I wanted to know everything about real estate.”

...

...

By year two, Bryan's business had gained solid footing. He closed over \$6 million in 2020 and over \$20 million in 2021. Although he's young and has only been in the business for three-plus years, the majority of Bryan's business is referral-based. That's a credit to both the contacts he gained and the skills he learned in the exotic car world.

In real estate, Bryan is a straight shooter. He values transparency, ethics, and trust. He is intently focused on his clients' interests.

"Perhaps my biggest strength is being willing to do what it takes, going above and beyond... I've been able to create a name for myself, and that's really humbling."

As Bryan looks ahead, he is inspired to continue to grow his real estate business. He aims to build an investment portfolio of his own while continuing to develop his sales pipeline.

"I'm still growing. I'm still learning. With real estate, you can never know enough. I'm in this for the long haul."



Bryan Brax, with Downing-Frye Realty Inc., entered real estate in 2018.

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Lee Willis, Co-Chair of Youth Haven's Ambassador Circle

LEE WILLIS & YOUTH HAVEN

All Children Deserve a Bright Future

"People see Naples as bright and sunny and beautiful and all good," Lee Willis begins. "But there's a lot of need. And it's not just poverty, it's not just the poor children... Abuse knows no socioeconomic boundaries."

Lee Willis, broker/owner of The Willis Group LLC, began supporting Youth Haven after she and her husband relocated to Naples from Lexington, Kentucky, in the early 2000s.

"Youth Haven has an annual luncheon every year at the Ritz-Carlton (Tiburon)," Lee says. "A friend of

mine chaired the luncheon committee years ago and asked me to get involved."

Since then, Lee has served on the luncheon committee, is a current Youth Haven board member, and, this year, is chair of the nonprofit's newly launched Ambassador Circle.

A Story of Caring

This year marks the 50th anniversary of Youth Haven, the only shelter in the area for abused and neglected children and teens ages 10 to 19. Located at 5867 Whitaker Road in Naples, the shelter

serves Southwest Florida, with most of the youth coming from Collier County.

Fifty years ago this year, Judge Stanley expressed a need for a foster care group home. The Naples Woman's Club helped to raise awareness and money, and Lester Whitaker Sr. donated a portion of the land Youth Haven sits on. Today, the shelter houses anywhere from 35 to 70 children at a time. Each child receives counseling, and some of the women in the Ambassador Circle have become guardians ad litem. The goal is to reunite the children with their families whenever possible if it's a healthy situation. In the meantime, Youth Haven makes every effort to help the children at the shelter stay connected to their friends and communities, often facilitating them attending public schools in their hometowns.

"It's important to try to keep them in the school where they were from. I think people are shocked when they find out we still have children here who are bouncing around, living in the woods, or even in public restrooms. The stories are just heartbreaking," Lee says.

Rob's Group Home

"One of the most uplifting things about the whole facility is Rob's Group Home, which cares for homeless, unaccompanied youth ages 16 to 19," Lee notes. "A child doesn't have to be admitted there; teens can walk on and check themselves in. There are some amazing people that run Rob's Group Home."

Named for the son of the couple who were the principal donors of the building, Rob's can house up to 16 teens. While there, they must go to school or get a job, and are taught life skills such as financial management and how to budget. Once they transition out of Youth Haven, they can attend college, paid for by the state, go into the military, or go out into the working world better equipped for success. Teens are allowed to remain at Rob's up to age 20 before they age out and have to go out into

the world. Youth Haven is committed to ensure that when they do, they are well-prepared to manage on their own.

"I had brunch with a young woman who went through Rob's Group Home," Lee shares. "She is such a success story. She's in nursing school now and still goes back to talk to teens going through the program. She's such an advocate for it. It's one of the brightest stars in Collier County."

Lee emphasizes that Youth Haven heavily relies on financial support from the community.

"A tremendous amount of funding is required," she says. "Youth Haven

has a big staff. Some of the children are troubled and need to be watched 24/7. People are with the children around the clock."

A majority of the financial support for Youth Haven comes from the fundraising events they host throughout the year, like the longstanding annual luncheon in January. In recent years, they've added an evening gala in March, a two-day golf tournament in October, and a variety of other, smaller events people can attend.

The Ambassador Circle

Youth Haven's CEO, Linda Goldfield, formed Youth Haven's Ambassador Circle to provide opportunities for



The Youth Haven shelter at 5867 Whitaker Road in Naples.



Rob's Group Home, which houses Youth Haven teens.



Lee Willis speaking at a Youth Haven annual luncheon.

“These children have come from the saddest of backgrounds and situations. We’re such an abundant community... It’s important to pay it forward.”

Youth Haven supporters to interact directly with the children. Launched this past January, the Ambassador Circle was a big success right out of the gate. As the chairperson, Lee

became so busy with its launch that she realized she needed help and asked her friend and founding Ambassador Circle member Amy Lytle to co-chair. “It hit during high season for real estate,” Lee smiles. “Between the Ambassador Circle, the board, and real estate, I needed a co-chair. We were hoping to have 100 people join the Ambassador Circle by the end of the year ... and we already have 103.”

The Ambassador Circle has gone bowling with the children, has hosted a Valentine’s Day party and



Amy Lytle, Co-Chair of Youth Haven's Ambassador Circle.



made crafts, and has plans to go to the beach this summer, host a Halloween/harvest party in the fall, and have a Christmas/winter gathering to decorate gingerbread houses. The Ambassador Circle also assists with prom needs, shops with the children, puts on movie nights, and more.

Supporting Youth Haven

Over the years, Lee’s husband, friends, and clients have gotten involved, along with several members of the Naples real estate community. Current REALTOR® members of the Youth

Haven Ambassador Circle include Holly Chabbott, Rhina Delgado, Kevin Dwyer, Sheree Goldenbaum, Janice Jaworski, Valerie Price, Janine Rendano, Mark Riley, Brenda Ruth, Gaylene Salomons, Kim Shand, Mari Vesce, Katherine Ruby, and Stan Whitcomb.

Those who would like to get involved can donate directly or join the Ambassador Circle and one of their committees, such as the social committee for Ambassador Circle members, the Christmas float committee, the

holiday campus decorating committee, the membership committee, and the campus beautification committee.

For those wanting a more personal experience with the children, the Ambassador Circle is a perfect option. A membership of \$300 per year includes a ticket to the “Cherish the Children” luncheon in January, along with invitations to attend three or four Ambassador Circle meetings, featuring speakers like judges and people doing ad litem work, as well as opportunities to attend gatherings with the children.

Speaking with her, it’s clear that Lee is passionate about her work with Youth Haven. She encourages anyone with a heart for these children in need to get involved.

“This is so important because these children all deserve such a bright future,” she says. “They have come from the saddest of backgrounds and situations. We’re such an abundant community, as far as resources... It’s important to pay it forward.”



Youth Haven provides life skills classes for children staying at the shelter.



...



Former Rob's Group Home resident Merci (third from right) has obtained her LPN and is in nursing school for her RN. Shown here with Youth Haven leaders (from left to right) Sue Brousseau, Ingrid Goldoni, Lee Willis, Patty Greco, and Mary Cohen.

"And the children, they're our future. We owe it to them to make it better. Everybody deserves that chance for a happy ending. They may have had a rough beginning, but they all deserve a happy ending."

To learn more about Youth Haven, please call (239) 774-2904, email info@youthhavenswfl.org, or visit www.YouthHavenSWFL.org.



UPCOMING YOUTH HAVEN EVENTS

September 9, 2022 – "Party with a Purpose" Disco Themed Party at BURN by Rocky Patel

October 3, 2022 – "Fairways for the Future" Golf Tournament at Talis Park Golf Club

October 5, 2022 – "Fairways for the Future" Golf Tournament at Grey Oaks Country Club

November 2, 2022 – "Healing Youth" Luncheon at Sea Salt in downtown Naples

November 9, 2022 – Ambassador Circle Welcome Back Cocktail Party at a private residence with a focus on the Ad Litem program

November 18, 2022 – "Uncorked" Sunset at the Beach Wine Pairing Event at Mediterra Beach Club

January 18, 2023 – "Cherish the Children" Annual Luncheon at The Ritz-Carlton, Tiburon

March 25, 2023 – "Starry Nights" Evening Gala at Ritz-Carlton, Naples Beach Resort

April 13, 2023 – Ambassador Circle Member Lunch with a guest speaker

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SPECTRUM CONCIERGE

Structured for Service

▶▶ partner spotlight

By Zachary Cohen

Photo by New Frame Photography





The Spectrum Concierge Team. (Photo by Scott Markowitz)

Founded in 2013, Spectrum Concierge provides a wide array of home management and concierge services. Although home watch is the core of Spectrum Concierge’s business, the company has built a foundation for growth by providing services well beyond the scope of just home watch.

While the service that Spectrum Concierge provides has an air of luxury and personal touch, owner Dave Feightner is quick to note that Spectrum Concierge isn’t just a “white glove” service. Rather, it’s a service aimed at helping homeowners take quality, comprehensive care of their property.

“There is a perception out there, I believe, that we are a quality service, but are also more ‘concierge-focused,’ but that’s not the reality. The truth is that we have evolved as a business based on our effort to try and keep up with all the complexities of managing a home and communicating with our customers,” Dave explains. “Our clients have a dedicated Administrative Concierge, not because we want to be high-end, but because our homeowners want responsiveness and follow-through.



Dave and Steph also run Accent Cleaning Services. (Photo by Scott Markowitz)

We implemented that because it’s needed, and we’re committed to providing great customer service.”

“Our ultimate goal is to take competent and thorough care of our client’s home, be good communicators, and be a trusted resource.”

Getting to Know the Team: Dave and Steph Feightner
 Raised in Cape Cod, Massachusetts, Dave graduated from Methodist University in North Carolina with a degree in business administration. He worked in the professional golf world for over a decade, primarily as a club professional at a number of private clubs, including Nantucket Golf Club, The Ocean Reef Club, and The Club at Mediterra.

Steph is originally from Pennsylvania. She graduated from Villanova University, where she also played Division I soccer. She went on to explore a career in business, hospitality, and event planning that spanned a decade, taking her from the Northeast down to Florida.

In 2013, Dave and Steph combined their experience in hospitality and customer service to found Spectrum Concierge.

“With our background in hospitality, we were looking at a concierge-style business that we could offer to our community. We

found that home watch was a viable need down here, something with growth potential,” Dave explains. “We have worked hard to build an organizational culture of transparency, attention to detail, and going the extra mile for each other and our clientele, and we’re proud of the effort that our team puts forth.

Dave and Steph also run a cleaning business, Accent Cleaning Services, operating out of the same facility as Spectrum Concierge.

A Trusted Resource
 Spectrum Concierge bridges the gap between a home watch service and estate managers; they personalize their services to fit the needs of each client. Their structure includes home service professionals and administrative concierges who team up to manage all aspects of their clients’ homes, from providing basic repairs and handyman services to meeting with vendors, overseeing ongoing

projects, and ensuring the home is adequately maintained.
 Spectrum Concierge is growing and currently has 11 full-time employees along with Dave and Steph. This ensures they are able to respond in a timely and effective manner. They have a full complement of administrative staff members to handle communication.

“When anything comes up, we jump on it — whether it’s a storm or someone that needs to get into their house, moving a heavy piece of furniture... Whatever it needs to be, we are capable of it.”

Spectrum Concierge also prides itself on its partnership with local REALTORS®. As Marketing Manager Robert Peia notes, Spectrum can be a resource to agents and clients alike.

“There are some home watch companies that just scratch the service



Dave and Steph Feightner founded Spectrum Concierge, a premier home watch service, in 2013. (Photo by New Frame Photography)



Photos by New Frame Photography

of the trade and what needs to be done in the home,” Robert explains. “As a company, we are more hands-on, more engaged with a client in the home. We’re not afraid to open a can of worms... Our business is convenience — having the peace of mind your home is handled completely.”

“Dave and Steph are family-oriented and treat their business that way too. It speaks a lot to the culture we have here in our office. We’re a team and a family, and that shows in our work.”

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



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FAMILY HIGHLIGHT

Dave and Steph Feightner, owners of Spectrum Concierge, have two children, Wade (6) and Riley (4). They enjoy sports and staying involved with the local community.



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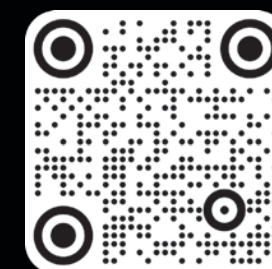


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By Zachary Cohen

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YASMIN SAAD



Photo by Mary Beth Koeth

THE MIND OF AN ATHLETE

Growing up in Nebraska, Yasmin Saad was a standout competitive swimmer. She worked with some of the area's top coaches, who introduced her to psycho-cybernetics, a practice designed to optimize performance through positive visualization. This practice helped Yasmin excel as a high school and collegiate athlete.

Today, the power of a positive mindset has continued to impact all corners of Yasmin's life. She not only competes athletically in marathons and Ironman competitions, she has leveraged her positive outlook to become one of Florida's top real estate agents.

The Road to Real Estate

Yasmin swam for two Division I schools, the University of Miami and the University of Nebraska-Lincoln. After graduating from the University of Nebraska-Lincoln with a degree in journalism, she joined KETV, Omaha's ABC affiliate. She worked her way up the ladder, from the newsroom to producer and reporter.

In 2001, Yasmin's parents moved to Naples, where her mother, Fahada, relaunched her real estate career.

"She kept asking me to come work with her, and I kept saying no. I had my own career," Yasmin reflects.

But Fahada was persistent.

"She just kept asking and asking. Long story short, I finally looked at my future and looked at it like a pyramid in TV news. There are only a few people at the top that make real money. Then, all these people way down at the bottom. News is different today than 20 years ago, but I just knew it wasn't going to be my future. I was making \$26,000 a year."

Yasmin planned her relocation to Naples but still wasn't entirely sold. When she looked around for newsroom jobs in Florida and was offered a \$13,000-per-year gig, her decision to become a REALTOR® was affirmed.

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“So I said yes to join my mom, and The Saad Team was born.”

Taking the Lead

Yasmin found that her skill set was a great fit for the real estate business. She began as a buyer’s agent and built her own book of business. Slowly but surely, she gained traction to become one of Naples’ top agents.

Yasmin and Fahada worked side by side through 2016, when Yasmin’s father suddenly became ill.

“My dad got sick, and she literally just walked away from the business. I wasn’t prepared for that. We worked together a lot, but all the intricacies of the team, I didn’t know.”

Yasmin was thrust into a new role, suddenly solely responsible for leading the team. While it was a shocking transition, as the dust settled, she began to home in on her own vision.

“I created a vision of the team structure, who we want on the team, the qualities of the agents and people on the team,” Yasmin says. “Our core values are ‘figure-it-out-itude’ — finding a way and always looking for the yes. Authentic. And consistent. Our purpose is navigating clients through the messy middle to their goal.”

The Mind of an Athlete

As a Realtor and team leader, Yasmin continues to leverage the power of a positive mindset.

“I’ve probably done 10 marathons, two Ironmans, a number of half Ironmans. What I started to track and notice — whenever I had a big endurance race that required 16- to 20-plus weeks of training, I noticed my productivity went up. My best years in real estate were when I had the most on my plate.”



The Saad Team (from left to right: Yasmin Saad, Mike Schoback, Regina Day, Sandra Dell'Aquila. Not pictured: Tina Briggs). (Photo by Mary Beth Koeth)

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Photo by Michelle Reed Photography

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Yasmin Saad and her husband, Matthew Doyle. (Photo by Michelle Reed Photography)

FAMILY SPOTLIGHT

Many of Yasmin's family members are involved in real estate. Although her mother is retired, her older brother is a real estate attorney, his wife runs their title company, and Yasmin's younger brother and father work in development. Her sister-in-law recently joined her team as an agent, and her mother-in-law also works on The Saad Team. "So it's all-in in our family. Family and work are all intertwined."



Photo by Michelle Reed Photography

The opposite was true as well. When Yasmin had an injury that prevented her from working out, she struggled in business.

"When you have too much time, the mind can go into negative places. When you're busy and just going, you have to keep moving forward. Then, you don't have time to get sucked into the drama. You have no choice but to keep moving forward. Now, it's vitally important for me to continue this pace for my own mental health and well-being. I have to keep myself busy."

Yasmin reads two to three books each month. She devotes herself to keeping a positive outlook and avoiding any negativity.

"I have to protect my mind. It's constantly about being around things that are going to uplift."

Reflecting on Success

As Yasmin looks ahead, she taps into a sense of excitement. She leads a powerhouse team, has a few new construction projects in her pipeline, and is focused on training the next generation of agents.

"So for me, the future is to grow the business while growing people. I love what I do. I'm always looking forward, chasing, chasing, and sometimes I have to sit and look backward to see how far I've come."

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By Shauna Osborne

Stocking the Home Bar

A useful thing many of us have learned from a years-long global pandemic is how to *make do* — and even enjoy ourselves — with what we have at home. The familiar social act of grabbing a drink with friends was off-limits for months, leaving cocktail lovers ample time to hone their at-home mixology skills. Planning to show off your drink-mixing prowess this summer? Here are a few suggestions for stocking the home bar...

According to most mixology experts, a well-rounded home bar should include at least one bottle of each core liquor:

- **Vodka:** Most home bartenders will benefit from having two bottles of



this indispensable spirit on hand — one budget-friendly bottle for mixing tall drinks, like bloody Marys, and a top-shelf bottle for smooth sippers like martinis.

- **Rum:** Two bottles of rum — one light and one dark — will make concocting summery daiquiris and mojitos a breeze.
- **Gin:** A high-quality bottle of dry gin is essential for beloved cocktails like the gin and tonic and dry martini.
- **Tequila:** Sweet summer sunshine and good tequila go hand in hand ... in a delightful margarita. A nice bottle of blanco (or silver) tequila is the best choice for your home bar.

- **Whiskey:** A premium bourbon and a blended whiskey are excellent options for both sipping and classic cocktails like an old fashioned.

EXTRAS:

- Various liqueurs (choose one or many): amaretto, coffee, orange, Irish cream, vermouth
- Fruit juices, such as lemon, lime, orange, cranberry, and pineapple
- Sodas, such as club soda, tonic water, ginger ale, and cola
- Bitters
- Simple syrup

Cheers to cold drinks and sunshine this summer!

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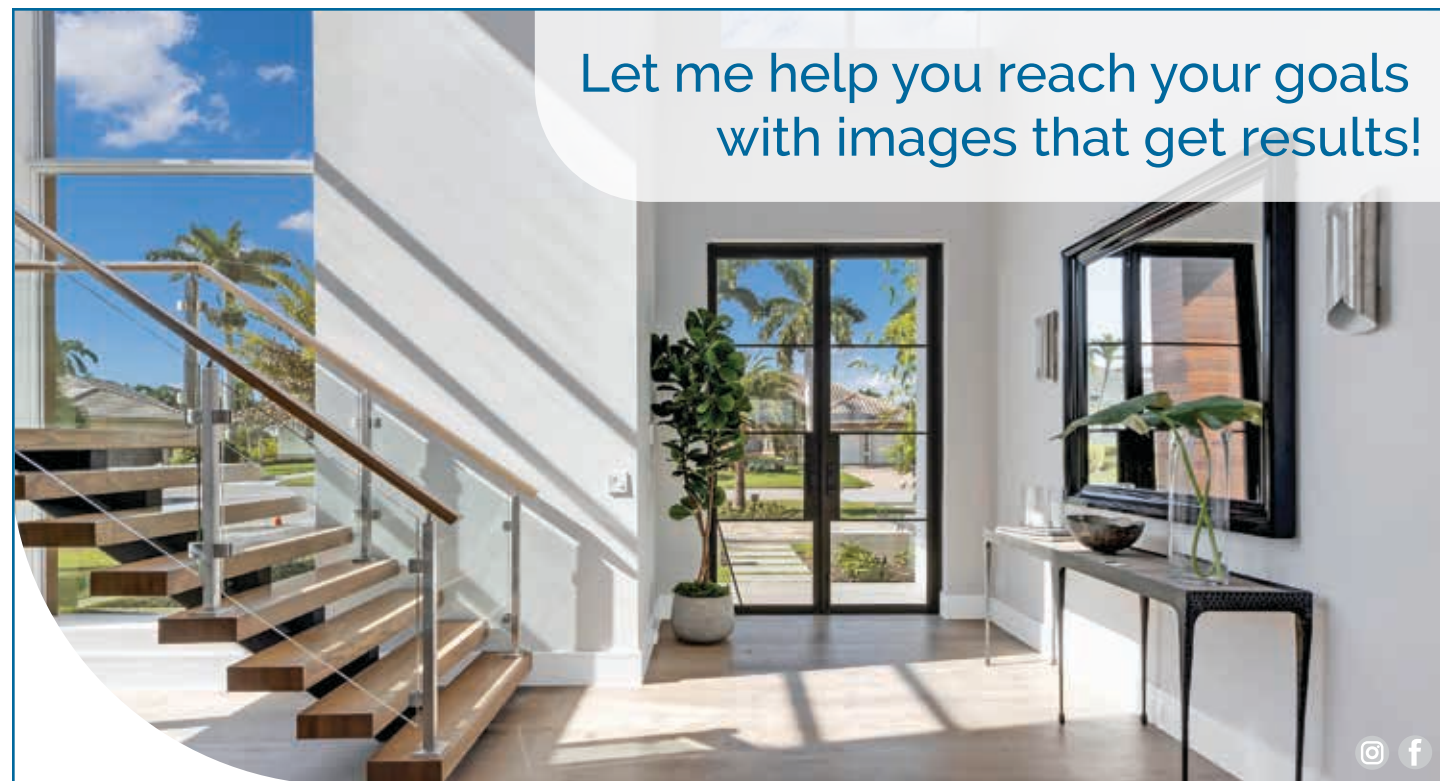


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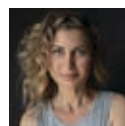


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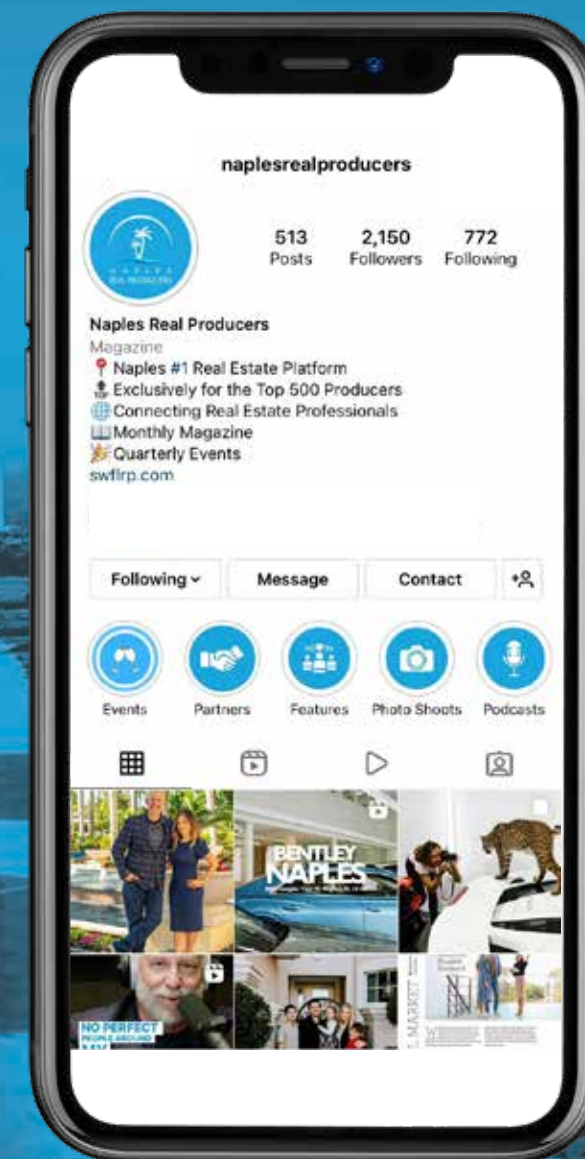
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