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Cover photo courtesy of John Revisky.

RP

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

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Me and my mom, Kim Regenhart.

A NOTE FROM THE PUBLISHER

Dear REALTORS® and preferred partners,

October is Breast Cancer Awareness month. Breast cancer is a horrible disease that has touched the lives of so many in our community and our world. My own mother is a breast cancer survivor. She had it 24 years ago, was in remission, and was recently just diagnosed with it again.

My mother is a wonderful example to me in many ways, not the least of which being how she faces adversity — with courage and determination. She chronicled her own breast cancer story in a book she published, *A Survivor's Guide for the Breast Cancer Journey: An Organizer and Handbook for the Newly Diagnosed*, in an effort to support and help others navigate their own diagnosis. I couldn't be more proud of her, and I am with her in this fight 100 percent. If you are moved to do so, please support breast cancer awareness and research in any way you can. One of the best avenues to do so is to donate to Susan G. Komen®, the nation's leading nonprofit fighting for the cure. They are easily found online, and we have a page dedicated to the organization in this month's issue.

In other news, we have our big launch coming up in just a few days now at The Club at Renaissance.

This will be the first time we've brought the entire Fort Myers top 500 community together, and we couldn't be more excited to see and connect with everyone. Plan to join us to celebrate the launch of this magazine this year — and the accomplishments of best-of-the-best top producers in the Fort Myers area who've had an amazing last couple of years! Photos from the event will be on our social media (remember to tag yourself and your friends!) and published in our November issue.

If you have any questions about this publication, including being featured or nominating someone you think we should feature, about attending our events, or being a guest on our podcast, *The RP Experience*, please feel free to reach out. I am always available and look forward to connecting with all of you in this special community.

Very respectfully yours,

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



▶▶ special events



SEE YOU THERE! **WEAR PINK!**

THURSDAY, OCT. 6, 2022, 5-8 p.m.

The Club at Renaissance

12801 Renaissance Way, Fort Myers, FL 33912

(Just off Interstate 75 and Daniels Parkway)

**The big launch party for Fort Myers Real Producers
is coming up soon, on Thursday, Oct. 6!**

This is a private event exclusively for the top 500 agents in the Fort Myers area, along with a team member and our preferred partners. If you've been to one of our past Real Producers events in Naples ... you'll know this one is going to be amazing!

Join us for:

▶▶ Cocktails ▶▶ Hors d'oeuvres ▶▶ DJ ▶▶ Free valet parking



Please note: This is a PINK PARTY for breast cancer awareness. If you can, please wear pink to show your support. All proceeds from our raffle at this event will be donated to Susan G. Komen® to help in the fight to cure breast cancer.

More info has been sent via email and in our private Facebook group. If you haven't received your exclusive invitation, please reach out to us at swfl@n2co.com or scan the QR code below to register.



Can't wait to see you there!

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Leading the Fight
Against Breast Cancer

Almost everyone knows someone who has been diagnosed with breast cancer... Sadly, it is the second leading cause of death among women, and the numbers of lives affected are simply staggering. There are over 3.8 million breast cancer survivors in the U.S. alone and, on average, a woman is diagnosed with breast cancer in the U.S. every two minutes. It's estimated there will be 287,850 new cases of invasive breast cancer in women in the U.S. in 2022 and over 43,500 women will die from the disease. And it's not just women... In 2022, it's estimated there will be more than 2,700 new cases of breast cancer in men in the U.S. and over 500 deaths. Clearly, there's an urgent need for research that results in a cure.

One organization that has been making a huge difference in the fight to bring awareness and an end to breast cancer is Susan G. Komen®, a nonprofit organization founded in 1980 in honor of Susan by her sister, Nancy G. Brinker. Nancy made a promise to her dying sister that she would do everything in her power to end breast cancer forever. That promise became the Susan G. Komen® organization. Susan G. Komen® has donated more than \$3.3 billion for groundbreaking research and has programs in over 60 countries worldwide. Their goal is to continue their impactful work until the promise Nancy made to Susan those many years ago is fulfilled.

Interested in joining the fight to end breast cancer? You can help by donating to or partnering with Susan G. Komen®, or participating in or organizing a fundraising race or walk.

Another great way for top local Realtors® to contribute to the cause is to attend the upcoming *Fort Myers Real Producers Launch Party* on October 6th at The Club at Renaissance. All proceeds from this event will be donated to Susan G. Komen®. Did we mention it's a **PINK PARTY**? If you can, wear pink to show your support ... and join us for what is shaping up to be another amazing *Real Producers* event! If you haven't received your exclusive invitation, please reach out to SWFL@n2co.com or scan the QR code on page 12.



For more information on how you can join the fight against breast cancer, visit www.komen.org.

CYNDI & RON *myers*

▶ power team

By Zachary Cohen
Photo by LaCasaTour



FINDING THEIR HAPPY PLACE

In 2014, serendipitous life circumstances brought Cyndi and Ron Myers together. Cyndi, born and raised in Michigan, had spent several years living in Fort Myers but returned home to Michigan after a divorce. Ron, originally from Illinois, found himself in Michigan for work.

“After I got divorced, I went back home and started to rebuild. I got an esthetician license and started working for a medical spa there,” Cyndi reflects. “I had also started taking up ballroom dancing.”

“And I had been working in direct marketing my entire career,” Ron adds. “The industry was going through a consolidation period. I’d work for companies that got acquired, and I’d lose my job. I lost a job in Wisconsin, and a friend suggested I come back to Michigan.”

One night, Ron’s friend brought him to a ballroom dancing event, where he met Cyndi. The rest, as they say, is history.

“The lady yelled at Ron because he had the wrong shoes on. So he took his shoes off and danced in his socks. I had my eye on him,” Cyndi says coyly. “We started dancing. It was my birthday weekend, and we went on a date ... and so it went.”

Moving South

Cyndi and Ron formed an immediate bond. Soon, Ron lost his job again. This crystallized his desire to change industries. He also found he was tired of the gray, cold Midwest weather.



Photo by LaCasaTour

... “We weren’t even married yet when I said two things: ‘I don’t want to do what I’ve always done, and I don’t want to live in this cold weather anymore,’” Ron reflects. “She said, ‘I still have my real estate license in Florida. Get your license, and let’s move down to Fort Myers.’ And that’s what we did.”

Cyndi and Ron bought a house sight unseen and landed in Florida in January 2016.

New Beginnings

Starting over wasn’t easy, but Cyndi and Ron found their way. They spent several years on a team, building up their business before going out on their own. Today, they are with eXp Realty.

Cyndi and Ron have found they are complementary partners in business. Cyndi handles most of the client-facing interactions and contract writing, while Ron handles the finances, the back-end and lead generation. Cyndi is also a mentor for younger agents at eXp Realty.

“He’s a list maker and a tech op. I’m a ‘wing-it’ person,” Cyndi says.

“I think we have talents in two different pools,” Ron continues, “and both pools are required to be a good real estate agent.”

In 2021, Cyndi and Ron closed 35 transactions for \$14.5 million. As of August 2022, they’ve already exceeded those numbers, closing 44 transactions for \$16 million year to date.



Ron Myers. (Photo by LaCasaTour)



Cyndi Myers. (Photo by LaCasaTour)



Cyndi and Ron, whose motto is “My Florida Happy Place,” consider themselves Florida lifestyle agents. (Photo by LaCasaTour)

“People work with us because of our presence,” Cyndi says. “We are more lifestyle agents than anything.”

“We truly care about our clients. We stick with people all the way through,” Ron says.

Building a Legacy

Outside of work, Cyndi and Ron enjoy traveling to see their six children and five grandchildren or hosting their family during visits. They are avid churchgoers (they are members at Citygate Church) and enjoy giving back to local businesses and organizations like FK Your Diet, a restaurant that supports local foster children. Cyndi plays pickleball and tennis regularly, while Ron’s happy place is on the golf course; he plays about three times a week.

As Cyndi and Ron assess their vision, they see retirement on the near-term horizon. They hope to stay in the real estate business while stepping back from the daily grind of transactions within five years. They plan to invest more time and energy into the recruiting side of the business. They also have plans to develop a YouTube channel highlighting hidden gems of Southwest Florida.



Photo by LaCasaTour

“People work with us because of our presence. We are more lifestyle agents than anything.”



Cyndi and Ron Myers, REALTORS® with eXp Realty, are the proud parents of six and have five grandchildren.



Photo by LaCasaTour

“Our brand is ‘My Florida Happy Place.’ We certainly live that lifestyle down here. This is a great place to live and work and play,” Cyndi smiles. “We’ve been very blessed with the business for the amount of enjoyment we get from our lives.”

“We’ve been very blessed with the business for the amount of enjoyment we get from our lives.”

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▶ partner spotlight

By Zachary Cohen | Photos by Joya Diglio

Brittany & Tyler MOORE

MOORE LENDING GROUP

TWO'S
COMPANY



For as long as twins Brittany and Tyler Moore can remember, their father, John, has been in mortgage lending. He began his career in California, where Brittany and Tyler spent their formative years, and his career eventually brought the Moore family to Bonita Springs in 2001.

Brittany and Tyler were surrounded by all things lending early and often, but they each held reservations about following in their father's footsteps.

"I didn't find it interesting," Tyler says with a laugh.

"I never met one person who knew they would be in the mortgage industry," Brittany adds.

Yet, Brittany and Tyler eventually fell into the business in which their father had become so successful.

Coming Back to What They Know

Brittany and Tyler graduated from Florida

State University with business degrees in 2011. While the economy was rising out of a deep recession, exciting jobs were still hard to come by.

"My dad needed help, and I went and helped out, with the mentality that it wasn't a long-term play for me," Brittany reflects.

Soon enough, however, Brittany warmed to the idea of a career in lending.

"The more I did it, the more I realized how interesting it was to me. I like helping people. I like problem solving. And once I was in the business, I became hooked on every aspect of it."

Tyler was a little slower to come around. He didn't want to return to Naples to work for the family business, preferring to head to Fort Lauderdale, where many of his

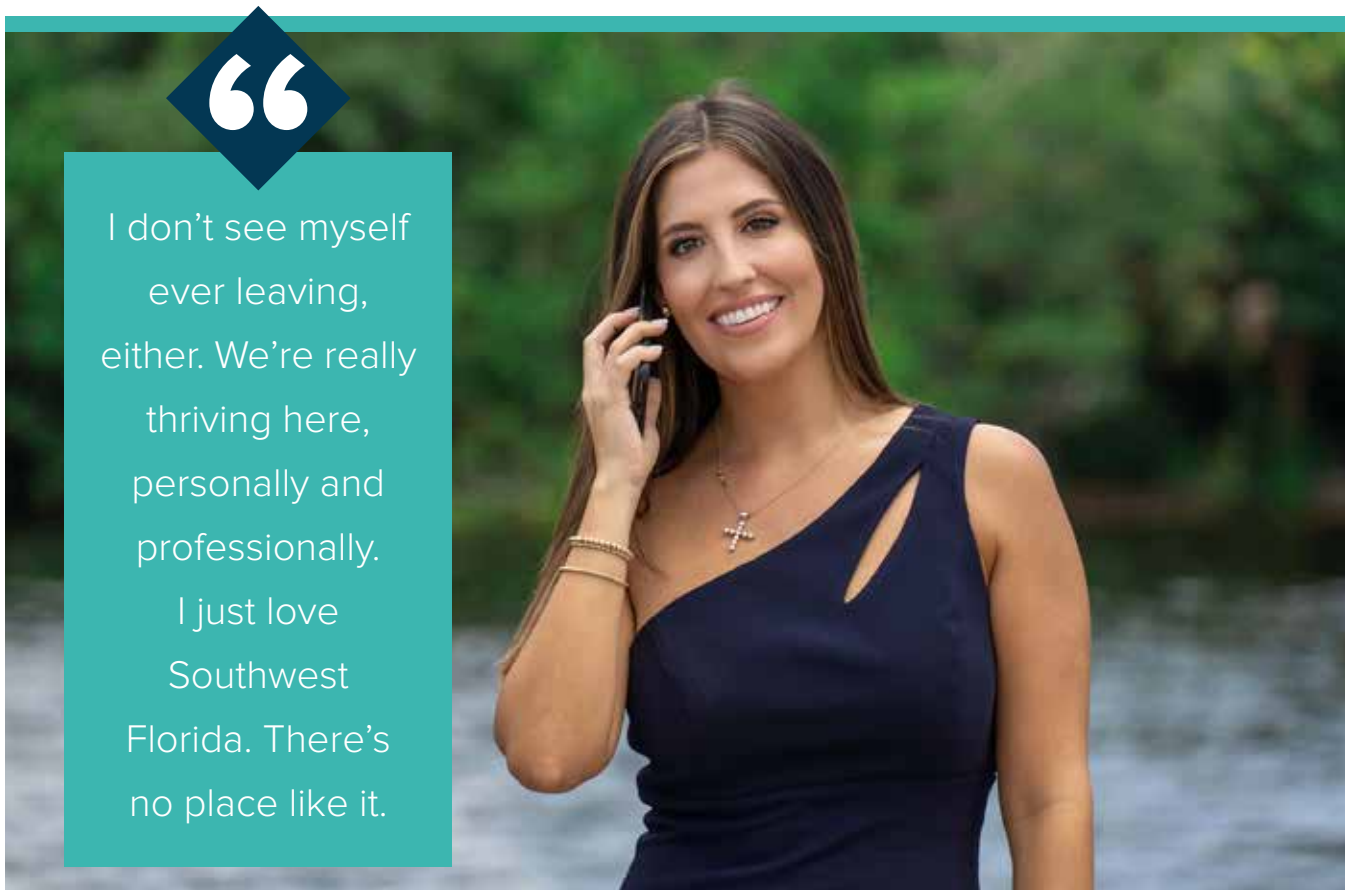
friends lived. He worked in liquor, wine, and spirit sales for five years.

"It was probably the best sales training I could have received," Tyler reflects. "I was thrown out in the street to meet clients, feel rejection, and learn."

Tyler imagined himself doing liquor, wine, and spirit sales forever — until he caught sight of the commission checks Brittany was bringing home.

"I got to a point where I was in a serious relationship. I wanted to tap my potential, and I realized I had the skills to really succeed in lending," Tyler says. "The things that made my dad very successful, and his talents, applied well to the mortgage lending industry. He answers his phone. He's outgoing and personable. He's fair and a hard worker. I know that's what made him successful, and I saw myself with a lot of the same traits."

...



Brittany Moore is a producing loan originator for Moore Lending Group and runs all of the firm’s operations over several Florida markets.

In 2016, Tyler joined his father and sister in the lending business.

Moore Lending Group

Today, Brittany and Tyler are two of Moore Lending Group’s leaders. After several years in processing and several years solely originating, Brittany now runs operations for the entirety of Moore Lending Group. All processors and support staff roll up under her watch. She also continues to produce as a loan originator. Tyler is a producing branch manager, leading a team of loan officers. He, too, continues to produce.

“What sets Moore Lending apart is the trust that we’re going to get your deal done,” Tyler says. “We’re going to work around the clock, and you’re going to get that hands-on approach from us.”

“We’re a high-touch, relationship-driven mortgage company,” Brittany adds. “We cultivate relationships. We’re family-oriented. We’re dependable and efficient.”



Tyler Moore is a producing branch manager of Moore Lending Group’s office in Oakland Park, Florida.



Twins Brittany and Tyler Moore are both leaders of the family business, Moore Lending Group.

For the Love of Florida
Outside of work, Brittany and Tyler live family-centered lives. They both base out of Fort Lauderdale but often travel to Bonita Springs, where their parents still reside. Tyler and his wife, Carly, have a 3-year-old son, Lincoln, and another baby on the way in October 2022. When he’s not working or with family, Tyler enjoys a round of golf or watching sports with his friends. Brittany enjoys traveling, working out, and spending time with her nephew, Lincoln.

“He’s my guy,” she smiles.

When Brittany and Tyler arrived in Florida from the West Coast at 12 years old, they were shocked by the differences. But 20 years later, Florida has become home.

“When we arrived here in 2001 — imagine going from a place that had all kids and your best friends to Pelican Landing in the middle of August, where there were no people and the average person is 78 years old. And then a hurricane came. We were way over our heads,” Tyler laughs. “But now, I call myself a Floridian. I think it’s the best thing that happened to us. I don’t see myself ever leaving Florida. I always say when we go on vacation, one of the best parts is knowing you’re coming back to Florida.”

“I don’t see myself ever leaving, either,” Brittany adds. “We’re really thriving here, personally and professionally. I just love Southwest Florida. There’s no place like it.”

For more information, please visit
www.moorelendinggroup.com





► cover story
By Zachary Cohen
Photos by John Revisky

ADNAN DEDIC

JOURNEY TO A BETTER FUTURE

Bloom where you are planted.
—Saint Francis de Sales

Adnan Dedic’s pursuit of excellence has its roots halfway across the world, in Eastern Europe. In the late ‘90s, Adnan’s parents fled war-torn Bosnia to Germany, where Adnan spent the first four years of his life. The family then immigrated to the U.S., landing in Utica, New York, before heading south to Sarasota.

This journey from country to country, state to state, was all for one thing: a better future. Adnan’s parents were determined to escape war and persecution. They were determined to create a better future for their son and daughter.

Shaped by His Past

Adnan spent most of his formative years in Sarasota. He has fond memories of his childhood, from running along the shore to the countless hours he spent on the basketball court. Adnan also witnessed his parents’ continued struggle. They each worked two or three jobs simultaneously to support their family.

“I could tell they were doing anything and everything to ensure my sister and I had an amazing future,” Adnan reflects. “It humbled me. It gave me a chip on my shoulder to succeed... I wanted to outwork and outperform everyone. I wanted to show that anything is possible, no matter where you are from.”



...



Finding His Calling

Adnan eventually headed off to Florida Gulf Coast University, where he studied health science. In his junior year, he became involved in entrepreneurship after building a wireframe for an app with a peer. Adnan attended an entrepreneurship event, where he connected with a man who would become his mentor.

“We pitched the app at this event, and one of the investors on the Shark Tank board came up to me and suggested I get into real estate. So one thing led to another, and he became a mentor to me. I eventually got my license, joined a brokerage and really found a liking for real estate,” Adnan explains. “I realized there was so much potential here in real estate.”

Becoming a Leader

Adnan has now been in the real estate business for five years. Building a business in his early 20s hasn’t been easy, but Adnan has shown he’s up for the challenge.

“It has been a whirlwind, to say the least,” he quips. “Starting out being such a young guy, it was hard to get people to trust me and take me seriously. So how do I set myself apart from people who have been in the business for 10 to 15 years? What I found is that I, being young, had advantages too. I was more knowledgeable in the tech space and quicker to respond. I had no family, no kids, and no obligations, so I was able to spend all day on real estate and really become obsessed with the industry.”

Adnan considers himself an innovative, responsive and knowledgeable agent. He’s constantly adding new tech and marketing strategies to his repertoire, answers his phone any time of day, and studies the market diligently.

The results of Adnan’s hard work are impressive. In 2021, he started a team, joined Compass and had his best year to date, closing \$45 million. In 2022, he’s tracking to close over \$60 million.



Adnan Dedic with his huskies, Duke and Nova.

“
I KNOW I HAVE THE QUALITIES OF
A LEADER. I WANT TO USE WHAT
I WAS GIVEN AND HELP OTHERS
IN A WAY THEY DIDN'T KNOW
THEY COULD BE HELPED.

A Drive to Succeed

Adnan is now focused on growing his team to a \$100 million-per-year business. He has also recently founded DedicationX, a consulting, coaching, mentoring and motivational speaking organization.

“I know I have the qualities of a leader. I want to use what I was given and help others in a way they didn’t know they could be helped,” Adnan explains.

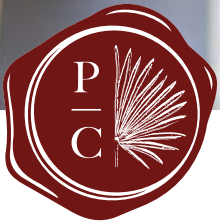
As Adnan reflects on his journey, he taps into gratitude for his path as an immigrant and refugee. The chip on his shoulder has served him well, driving him toward impressive success at a young age.

“Without that drive, it would be a totally different story. The way my parents raised me, seeing how hard they worked, that shapes everything,” Adnan says. “My parents were in their mid-20s when they moved to America. Imagine picking up a suitcase full of clothes to move to China. But today, you have Google. You can look everything up in English to find out the best places to be. But imagine having no Google, no internet, blindly moving across the country not knowing anything. If they can do that with two kids and create the life they have, why can’t I do even more?”

“This journey opens up new doors all the time, but the main goal is to leave a legacy behind. I want to serve as a source of motivation for not only my future family but for people of all demographics as I build my empire — like the rose that grew from concrete.”



Adnan Dedic, a REALTOR® with Compass, is in the top 1 percent of agents nationwide.



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First Annual *INSPIRED* Event

September 15, 2022

Celebrating Successful Women in Real Estate

Photos by LaCasaTour



Julie Scott (left) and Cathy Mann-Seiple (right), organizers of the Inspired event.

The success of every woman should be the inspiration to another.

The inaugural *Inspired* event was celebrated on September 15th from 8:30 a.m. to 11 a.m. at the Marriott Sanibel Harbour Resort & Spa. The Top 150 real estate agents in Lee County, Florida, were



Keynote Speaker Kelly Rogers.

invited to attend the event to celebrate the success of women in real estate.

Inspired was presented by LandSel Title Agency and Julie Scott, with Movement Mortgage. Julie has been a top-producing loan officer for over 23 years, and her co-organizer, Cathy Mann-Seiple, representing LandSel



Guest speakers (from left to right) Candace Decker, Melinda S. Noel, and Jennifer Springer Rinden.



Patti Beavers (left) was given special recognition at the event.



Title Agency, has been a successful title professional for 20-plus years. Both Julie and Cathy are passionate about real estate in beautiful SWFL, the paradise we live in, and all of the professionals who come together to support the reality and significance of the dream of homeownership.

Keynote Speaker Kelly Rogers, Regional Director with Movement Mortgage

Kelly Rogers, keynote speaker for *Inspired* is a mom, wife, influencer, and coaching leader with Movement Mortgage, one of the nation's top 10 mortgage companies. "When I think of the women who have inspired me in my life and throughout history," Kelly says, "the one thing that always comes to mind is how they own their story, no matter what their journey was to achieve the success they have. Whether personal or professional, they owned it, and that has inspired me."

Special thanks to guest speakers **Jennifer Springer Rinden**, with Orchid Realty Group; **Candace Decker**, founder and REALTOR® at The AVENUE at eXp Realty; and **Melinda S. Noel**, with MVP Realty, all of whom are top-producing real estate agents in Lee County, for graciously sharing their inspirational stories and

personal journeys to success with the audience. It truly is our personal stories that connect and inspire us all!

Special recognition was given at the event to top-producing real estate agent and broker **Patti Beavers**, with Worthington Realty. Patti was recognized for her lifelong success as a top-producing real estate agent in Lee County.

The goal of the *Inspired* event — the first annual of more to come — was achieved as these successful women in real estate gathered together, were recognized, and opportunities were created for them to connect, support, and celebrate each other!

For more information about the Inspired event, please contact LandSel Title Agency at 239-214-7009 or Julie Scott with Movement Mortgage at 239-209-2017.





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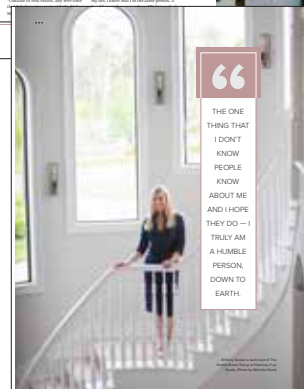
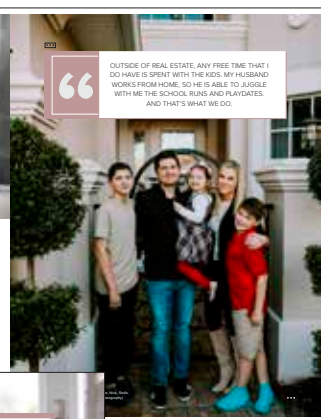
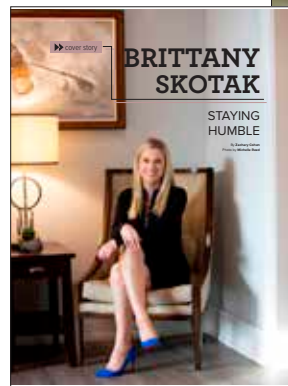
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