

NAPLES

REAL PRODUCERS®

CONNECTING. ELEVATING. INSPIRING.

MATT BIANCHINI

TAKING OVER NAPLES PARK

Photos from Our
**SUMMER
SOCIAL**
Inside!

POWER TEAM

DEBI FOSS-HEAVISIDE
& DAWN STUTTIG

FEATURED AGENT

DODONA ROBOCI

PARTNER SPOTLIGHT

SHERYL BLEUSTEIN
INTERIORS BY SBI

AUGUST 2023

Your Forever Lender

Financing the World
One Loan at a Time

#1 Market Share in
Collier and Lee counties

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

For 3 straight years, I've been named
the **#1 woman loan originator** in Florida
by Scotsman Guide. With **627 loans**
closed and more than **\$230 million** in
production, I know what it takes to get
you home.

Ready to get started?
Contact me today!



VTS
VENTURE
TITLE SERVICES

venturetitleservices.com

Lauren Maxwell

Executive Vice President | NMLS331415
lauren@maxwellmortgageloans.com

239.596.0500

MaxwellMortgageLoans.com



MAXWELL
MORTGAGE TEAM

CROSSCOUNTRY MORTGAGE, LLC
9130 Galleria Court, Suite 101 | Naples, FL 34109 | NMLS1770104. For professional real estate use only. Not intended for consumers. Equal Housing
Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. NMLS3029 (www.nmlsconsumeraccess.org).

Is Your Client's Home Market Ready?

A renovated home will sell for up to 50% more than one that has not been renovated

Dominion Contracting Group

RESIDENTIAL & COMMERCIAL RENOVATIONS
NEW HOME CONSTRUCTION

CONTACT US TODAY FOR A
**FREE
ESTIMATE!**

WE TACKLE ANY SIZE JOB FROM SMALL PROJECTS TO MAJOR OVERHAULS.

239-293-0049

DCGSWFL.COM

Family owned & operated • Fully licensed & insured • Over 25 years of guaranteed workmanship

AS SEEN IN
GULF SHORE LIFE



"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

TABLE OF CONTENTS



08

Index of Preferred Partners



18

The RP Experience Podcast Recap: Episodes 75-78



22

From the Desk of the President of Florida Realtors®



24

Health & Wellness: Full Benefit—Unlocking Your Resilience



28

Special Events: Photos from Our June Summer Social



38

Power Team: Debi Foss-Heavyside & Dawn Stuttig



46

Pro Tips: Key Tips for Evaluating Lots & Land for Construction



48

Partner Spotlight: Sheryl Bleustein, Interiors By SBI



56

Coaching Corner: Strategic Leadership Planning Tips



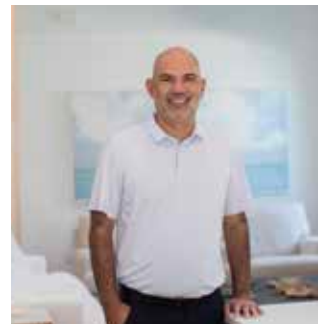
58

Featured Agent: Dodona Roboci



66

Legal Hotline: The Insurance Storm of 2023



70

Cover Story: Matt Bianchini

Cover photo courtesy of Michelle Reed Photography.

RP

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

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *Naples Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

ROMAN ROOFING

 Residential Roofing

 Roof Inspections

 Commercial Roofing

 New Construction

 Roof Maintenance

 Leaks & Repairs



ROMANROOFING.COM

(239) 458-7663

FAMILY OWNED & OPERATED



Southwest Florida's Most Trusted Roofer

Ask about our Solar Panel Roof Options



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

ATTORNEYS

Goodwin Law, P.A.
Matt Goodwin
(239) 207-3403

Law Office of
Matthew P. Flores
(239) 261-0592

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

BOOKKEEPING

Medrano & Cail Bookkeeping
Professionals
Jennifer Cail
(239) 677-5888

CONSTRUCTION

Northstar Technologies
Kyle McLaughlin
(239) 641-1892

COWORKING FACILITY

Venture X
Kathryn Parker
(239) 326-3455

CUSTOM HOME BUILDERS

Metro Home Builders
Alberto Hernandez
(239) 919-9999

Signal House
Paul Widhalm
(239) 319-5173

ELECTRICAL CONTRACTOR

Coharbor Electric
Jacob Anderson
(336) 686-6963

ESTATE CONCIERGE

Organize Create Decorate
Christine Talaba
(239) 214-3805

EVENT PRODUCTION

Lightworks Stage Productions
Skip Johnson
(239) 784-4748

FLOORING & TILE

AFK Flooring & Kitchens
Viorel Toader
(239) 435-6677

Master Touch Tile & Stone
Chris Torres
(239) 443-8592

GENERAL CONTRACTOR

Dominion Contracting Group
Butch Bacon
(239) 293-0049

Huffman's Construction Group
John Huffman
(239) 595-6805

HANDYMAN

Becker Home Maintenance
Blake Becker
(239) 351-6820

HOME INSPECTION

HouseMaster
John Prete
(239) 480-8220

Joe the Home Pro
Joe Nugent
(513) 238-4218

Online Certified
Property Inspections
Jonathan Polk
(239) 438-6933

Python Home Inspection
Brett Onasch
(239) 431-5100

HOME WATCH & CONCIERGE SERVICES

Spectrum Concierge
Dave Feightner
(239) 777-6173

INSURANCE

Ackerman Insurance
Rick Nayar
(239) 597-1096

Chapman Insurance Group
Mia Lemus
(239) 744-0583

Domain Insurance
Management
Nick Domain
(239) 898-9120

OneGroup Insurance
Thomas Wienckoski
(321) 446-4803

Sentry Insurance Advisors
Josh White
(239) 206-0618

INTERIOR DESIGNER

Interiors By SBI
Sheryl Bleustein
(954) 445-0897

MORTGAGE LENDER

Maxwell Mortgage Team
Lauren Maxwell
(239) 596-0500

Moore Lending Group
Brittany Moore
(954) 866-7189

MOVING COMPANY

Eagle Moving, LLC
Jake Loveland
(813) 536-9019

PHOTOGRAPHY/PORTRAIT

Michelle Reed Photography
(239) 404-8158

New Frame Photography
Hana Snajdrova
(239) 200-9099

PHOTOGRAPHY/
REAL ESTATE

LaCasaTour
Sheryl Moreno
(888) 598-8687

PROPERTY MANAGEMENT

ALL IN Property Management
Dali Mihajlovic
(630) 915-1752

ROOFING

Durabilis Roofing
Juan Rizo
(239) 703-3359

Roman Roofing
Norm Dopfer
(239) 458-7663

SCM Roofing
Charles Smith
(813) 551-7645

TITLE COMPANY

Resolutions Title
Aaron Barnes
(239) 734-4888

Seaview Title
Rick Nayar
(239) 449-4466

Venture Title Services
Stacey Maczulis
(440) 522-9404

VALET SERVICES

5 Star Valet
Joey Rock
(239) 770-1991

VIDEOGRAPHER

Corrafilm
Coby Corradino
(786) 417-7210

WEALTH MANAGEMENT

Morgan Stanley
Stephanie Petrosini
(732) 479-8234

Morgan Stanley *The Riskiest* Financial Move is Doing Nothing



Your wealth plan should keep up with the changing circumstances of your life, as well as with the cycles in the financial markets. A new career, a new grandchild, a new business, a significant shift in your portfolio—any of these events could necessitate a fresh look at your strategy. As a Morgan Stanley Financial Advisor, I can work with you to develop a strategy and then help you manage your investments and assets through life's changes.



Call today to arrange an appointment.
We'll work together to plan for what may come.

Stephanie A. Petrosini

CFP®, CLTC, CRPC®
CERTIFIED FINANCIAL PLANNER™
Vice President | Financial Advisor
8889 Pelican Bay Blvd, Naples, FL 34108

Scan to Easily Schedule Your Meeting



NMLS #1252909 | CA Insurance License #0126537
Office: 230-449-7885 | Cell: 732-479-8234 | stephanie.petrosini@morganstanley.com

The appropriateness of a particular investment or strategy will depend on an investor's individual circumstances and objectives.
CFP Board owns the marks CFP®, CERTIFIED FINANCIAL PLANNERTM, and CFP® (with plaque design) in the US.
Morgan Stanley Smith Barney LLC. Member SIPC. CRC 5720056 06/23

MEET THE NAPLES REAL PRODUCERS TEAM



Andrew Regenhart
Publisher



Elizabeth Wilkie
Administrative Assistant



Ellen Buchanan
Editor



Andrea Hoffman
Ad Strategist



Zachary Cohen
Writer



Michelle Reed
Photographer



Hana Snajdrova
Photographer



Sheryl Moreno
Photographer



Coby Corradino
Videographer

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

FACEBOOK



@NAPLESREAL
PRODUCERS

INSTAGRAM



@NAPLESREAL
PRODUCERS

FOLLOW US ON
**FACEBOOK &
INSTAGRAM**

Is Your Client Ready to Turn Their New House into Their
Dream Home?

HUFFMAN'S BUILDING OUR COMMUNITY ONE NEIGHBOR AT A TIME!

HUFFMAN
CONSTRUCTION GROUP

WE ARE YOUR
DESIGN SOLUTION

DESIGN | BUILD | REMODEL

JOHN & SARAH
HUFFMAN

VISIT OUR WEBSITE OR GIVE US A CALL TODAY
239.920.4806 | NaplesConstruction.net
LICENSE # CGC-CGC1528960

AI

A GAME CHANGER FOR SUCCESS

Dear Real Producers of Naples,

I hope this letter finds you in good health and high spirits.

Late summer is a great time to begin planning strategies to navigate another busy selling season coming up. By now, I'm sure you've heard about AI (artificial intelligence) and the big splash it's been making... While there are positives and negatives to the technology, one thing's for certain: AI is here to stay, and it's revolutionizing how things get done.

Here at Real Producers, we're actively investigating how we, too, can employ AI to improve our systems and efficiencies. It's timely, so I wanted to share some of the AI systems that could significantly benefit you in your real estate business as well.

1. Predictive Analytics: Leverage AI systems like Remine, HouseCanary, or Revaluate to analyze extensive datasets, historical trends, and market indicators, providing accurate predictions and valuable insights.

2. Intelligent Chatbots: Integrate AI-driven chatbot platforms like Zillow Premier Agent, Structurely, or Chatfuel into websites or communication channels. These chatbots engage with clients, handle inquiries, schedule appointments, and offer personalized recommendations, enhancing customer service and lead generation.

3. Automated Property Valuation: Utilize AI-powered systems such as HouseCanary, Zillow Zestimate, or CoreLogic's AVM to swiftly obtain accurate property valuations by considering various factors like location, market trends, property features, and comparable sales.

4. Smart Advertising: Utilize AI-based advertising platforms like Adwerx, BoomTown, or Placester to analyze consumer behavior, preferences, and demographics. You can create targeted marketing campaigns, deliver personalized content, and optimize advertising efforts to increase conversions and client engagement.

5. Risk Assessment: Leverage AI systems like Verisk or Indica Labs to assess property risks through image recognition and data analysis to help you identify hazards, evaluate property conditions, and manage inspections efficiently while making informed decisions and minimizing liabilities.

Integrating AI into your current systems offers the possibility of new avenues for efficiency, productivity, and client satisfaction. If you're already using it or have insights into any specific AI systems for real estate — please feel free to reach out and let me know. I always enjoy hearing from this community and would love to hear about it!

As always, it was fantastic seeing all of you at our big summer social at Rebecca's Cocktail & Wine Bar on June 22nd. Be sure to check out the amazing photos from the event on pages 28–32 in this month's issue and on our social media.

Stay cool, enjoy the rest of your summer, and we'll see you again at our next big event in the fall!

Very respectfully yours,



Andrew Regenhard
Owner/Publisher
Naples Real Producers
239-290-0692
andrew.regenhard@n2co.com
www.swflrp.com

EXPERIENCE THE BEST
TILE AND STONE COMPANY IN SWFL

Where Art Meets Passion



Scan to Schedule Your Private
Complimentary Consultation

FLOORS | BATH | DESIGNS
MASTERTOUCHINSTALLATIONS.COM | 239.443.8592



Insurance for ALL of Your Clients' Needs.

Get the quality customer service and full insurance coverage your clients deserve and can rely on!

AUTO • BUSINESS • FLOOD
HOMEOWNERS • LIFE • LIFE ANNUITY

ACKERMAN
INSURANCE SERVICES

1575 Pine Ridge Rd., Suite 17 Naples, FL 34109
www.ackerman-insurance.com

(239) 597-1096

f in



Seaview Title
Powered by Vidclose

Discover the warm and breezy side of closings with Florida's West Coast home closing specialists.

We are one of the top-rated attorney-owned title companies in Naples, Florida — offering unparalleled title and closing services throughout the state of Florida since 2005.

Small-Town Friendly World Class Service Closings Made Easy!™

Give us a ring at (239) 449-4466
Learn more at seaviewtitle.com

Do Your Client's Feel **EATEN UP** by the Construction Market?

Because Our Homes Won't Be




- **Complimentary** Lot/Land Due Diligence Consulting for Realtors & Clients
- Customizable Floor Plans Available, In-house Design Team!
- Flexible Payment Schedule or Financing Available
- Zoning and Code Interpretation (We coordinate with the County/City for you)
- We Guide Realtors and Clients from Design all the way to Occupancy
- **3% Commission Paid To Realtors!**

Scan to Learn More



- 50% REDUCED BUILD TIME
- TERMITE & MOLD PROOF
- 250 MPH IMPACT RESISTANT
- CLASS "A" FIRE RATED
- UP TO 60% ENERGY SAVINGS

NORTHSTAR
TECHNOLOGIES

Kristine Dunn
kristine@northstartgi.com

Kyle McLaughlin
kyle@northstartgi.com

9211 Cockleshell Court, Ste. 14, Bonita Springs, FL 34135

Schedule an Exclusive Realtor Tour to Learn More

239.610.0062
Call or Text

NORTHSTARTGI.COM | f i t y l n



MEET THE COMMUNITY

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



OnlineCertified
PROPERTY INSPECTIONS, LLC.

*Providing Quality Inspections To Support
Your Real Estate Business*



Jonathan T. Polk
Jon@ocpi.online

WHY CHOOSE US?

IMMEDIATE ELECTRONIC REPORT ACCESS
24 HOUR APPOINTMENTS
LICENSED ENGINEER & MASTER INSPECTOR

Contact Us to Provide Your Clients with Comprehensive Home Inspections!
cs@ocpi.online | 239.438.6933 | OnlineCertifiedPropertyInspections.com

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



The RP Experience PODCAST

Check us out on YouTube and Spotify!



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



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

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

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

RECAP OF EPISODES 75-78

RECAP OF EPISODES 75 | DALI MIHAJLOVIC



Top producer Dali Mihajlovic, a native of Serbia, made his way to the U.S. at the age of 17, eventually settling in Florida. This episode delves into his background, including his experience as a professional tennis player, his education at Indiana State University, and his transition

from playing and coaching tennis to real estate investing. Dali shares compelling insights and experiences from his unique journey.

EPISODE 77 | KAREN STABILE



Originally from Boston, Massachusetts, top producer Karen Stabile shares her journey to real estate, leveraging her 25 years of experience in paralegal, administration, marketing, and sales. In this episode, Andrew and Karen discuss effective marketing strategies for REALTORS®

and the importance of an online presence for success in real estate. Tune in as Karen reveals insights on achieving success in the industry and her personal interests beyond real estate.

EPISODE 76 | BRIAN CHAPMAN



In this compelling podcast episode, we feature preferred partner Brian Chapman, owner of Chapman Insurance Group. A Southwest Florida native, Brian established his agency in 2009. Join us as he discusses insurance industry changes, the disrupting influence of AI, and the struggles

he faced on his entrepreneurial journey. Discover the keys to running a successful insurance business and essential strategies for modern business owners in today's dynamic world.

EPISODE 78 | JOEY ROCK



Preferred partner Joey Rock, owner of 5 Star Valet, takes center stage in this episode, diving deep into his business approach and his unwavering commitment to exceeding customer expectations. Joey's model revolves around delivering excellence. In this engaging discussion, he emphasizes the

significance of implementing top-notch service, sharing how this approach has propelled his company's growth over the years. Discover the values and service principles Joey instills in his employees as he unravels his secrets to success.



PRIVATE OFFICES AT VENTURE X

The optimal plan for individual professionals and teams.

Venture X Naples is in the heart of the city, just minutes away from the beaches, surrounded by top restaurants and shops, community and cultural events, and after-hours night life.

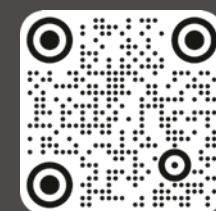
Our modern space has high exposed ceilings with an industrial loft design, earthy tones, live plant walls, and floor-to-ceiling windows allowing natural sunlight into your private office. Our private offices are move-in ready with sit-to-stand desks and ergonomic chairs for your team. With several different office sizes on-site, options are available based on your needs.

Please reach out to Kathryn Parker for more details on pricing, terms & inclusions.

KATHRYN PARKER
DIRECTOR OF SALES

239-326-3455

Kathryn.parker@venturex.com



SCAN TO
EASILY
BOOK YOUR
TOUR



VENTURE X
THE FUTURE OF WORKSPACE

venturex.com ♦ 239-300-9601 ♦ 4850 Tamiami Trail North, Suite 301 ♦ Naples, FL 34103

A NEW STANDARD IN HOME SERVICES



SPECTRUM CONCIERGE
LICENSED | INSURED | BONDED

Providing a great service experience encompassing Estate Management, Home Watch, Project Management and Concierge Services since 2013

ESTATE MANAGEMENT | HOME WATCH
CONCIERGE SERVICES

(239) 777-6173 | spectrumconcierge.com | info@spectrumconcierge.com

NAPLES
REAL PRODUCERS
CONNECTING. ELEVATING. INSPIRING.

WANT TO BE FEATURED AS A RISING STAR?
OR KNOW SOMEONE WE SHOULD FEATURE?

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

For more information, to nominate, or to request to be featured, please email SWFL@n2co.com!



PYTHON
HOME INSPECTION

REALTORS...

Your reputation is your most valuable asset and clients rely on you to guide them through a complicated and stressful process.

Refer them to a **Master Home Inspector** whose training and professionalism will give them **confidence** in you through the end of the transaction and beyond.

Brett Onasch, Owner • Certified Master Home Inspector License #HI8303 | NACHI ID#16021822, CMI, CPI

To make an appointment please call (239) 431-5100 or visit our website pythonhomeinspection.com



SENTRY
INSURANCE ADVISORS

**Customized Solutions
Personalized Service**

- Yacht & Personal Watercraft • Primary & Secondary Homes
- Exotic & Collector Cars • Art & Jewelry • Commercial Properties & Business

Specializing in helping clients who are buying homes valued over \$750,000

If your client is buying a home valued \$750,000 or greater, trust Sentry Insurance Advisors to get them to the closing table on time. As an independent agent we proudly represent more than 20 highly respected insurance carriers, and have capabilities to serve them on a national basis.

239.350.4906
SENTRYIA.COM

IN CASE YOU MISSED IT!



Scan to check out Josh White's interview with Andrew Regenhart and Bill Earl





From the Desk of the President



Ensuring a Vibrant Housing Market: REALTOR[®] ADVOCACY MATTERS

The concept of a Tenant Bill of Rights surfaced in recent years in Florida. Some municipalities went even further and attempted to enact rent control. These troublesome ideas came with the explanation that they were a means to protect renters and ensure fair and equitable treatment in the housing market.

While the intentions behind such legislation may be noble, research illustrates the dramatic drawbacks and unintended consequences of implementing these ideas. When these began taking root throughout Florida, the real estate industry recognized the threat to private property rights and worked with the legislature to address this assault on all property owners.

Rent control measures, often a component of a Tenant Bill of Rights, create adverse effects on the housing market. While the intention is to protect tenants from excessive rent increases, it discourages property owners from renting out their properties or investing in new rental units. The result is a decrease in the overall supply of rental housing, leading to higher rental prices for those who are not covered by the rent control regulations.

A Tenant Bill of Rights encroaches upon the property rights of landlords. Property ownership entails the right to set rental prices, determine lease terms, and choose tenants who best fit their criteria. Florida Realtors made clear that respecting the property rights of landlords is crucial for fostering a healthy and dynamic rental market.

The rental market is ever evolving, and landlords must have the flexibility to adapt to changing circumstances. A rigid set of tenant rights can impede innovation and prevent landlords from responding to market demands. For example, landlords may be less willing to invest in energy-efficient upgrades or adopt new technologies if they are bound by strict regulations that limit their ability to recoup their investments or adjust rent accordingly.

Landlords are less motivated to invest in property improvements if they are burdened by excessive regulations or face difficulties in recovering their costs. This results in deteriorating housing conditions that negatively impact the quality of life for tenants.

To combat these problems, Florida Realtors advocated for a statewide solution that bans rent control in Florida and preempts the regulation of landlord/tenant relationships to the state. In 2023, the legislature agreed and passed sweeping reforms to eliminate rent control and preempt all Tenant's Bill of Rights on the local level.

As an added bonus, successfully eliminating rent control and locally enacted landlord/tenant ordinances works in concert with the historic Live Local Act that passed this year. The Live Local Act is set to create a wave of new, affordable rental housing in the state over the next 10 years through state-funded housing programs, tax incentives, and the easing of certain zoning restrictions. If the state didn't act to preempt these local regulations, builders would continue to be uneasy about creating new units in heavily regulated areas despite all the incentives the law provides. This would have actively worked against all the good that the Live Local Act is trying to accomplish.

As the voice for real estate, Florida Realtors will continue to advocate for private property rights and the dream of homeownership, and we hope all Realtors will step up and participate. Your donation to the Realtors Political Action Committee is the key to our success in Tallahassee — we ask that you consider investing in your profession today.

For more information on these developments and all of our legislative successes, please visit www.floridarealtors.org/advocacy.

Mike McGraw

2023 President of Florida Realtors®
Broker-Associate, RE/Max Central
Realty of Apopka



*We work directly with
lenders & realtors to help
transactions close smoothly.*

**Refer us to your clients
239-898-9120**

domaininsuranceinc.com
nickdomain@domaininsuranceinc.com



Scan to Find
Out We are the
One-Stop-Shop
for All Your
Client's Needs

As an independent
agency, we have
options for
EVERYONE.





FULL BENEFIT

Unlocking Your Resilience

In the face of adversity and struggles, it can often be difficult to see beyond our immediate pain and hardship. Yet, our human spirit possesses an incredible capacity to rise above challenges, grow stronger, and find meaning in even the most difficult circumstances. The Navy SEALs, renowned for their unwavering determination and resilience, have a unique concept known as “Full Benefit” that encapsulates this mindset. By understanding the meaning of Full Benefit and applying it to our own lives, we can learn to navigate hardships, discover the silver linings and even our own power within.

The concept of Full Benefit is a powerful reminder that, amidst the trials and tribulations of life, there is always something to be gained. It serves as a guiding principle, urging us to embrace the notion that challenges are opportunities for growth and transformation. The term encapsulates the idea that within every moment of struggle, there lies a valuable lesson, a chance for personal development and, ultimately, a silver lining waiting to be discovered for our ultimate good.

As the proud sister of a Marine and as a Mindpower Coach helping others attain mental toughness and emotional resilience, I have personally learned, rely on and often coach the ethos of Full Benefit. It’s an instant mindset shift. Think: Hiking + it pours rain? Full benefit. Contract + canceled? Full benefit. Driving + car breaks down? Full benefit. Flight + delayed? Full benefit. It’s not always natural, easy to think, utter aloud or believe, but the bottom line is this: **Adversity makes us better if we let it.** With effort and intention, we can absolutely cultivate the Full Benefit mindset.

When we face adversity, it is natural to experience pain, frustration, and doubt. However, the concept of Full Benefit urges us to shift our perspective, empowering us to see challenges as catalysts for growth. Like the Navy SEALs, who undergo rigorous training and face grueling missions, we too can find strength in adversity. By embracing difficulties as valuable learning experiences, we develop resilience, perseverance, and the ability to adapt to life’s ever-changing circumstances.

Life’s challenges come in various forms, whether it be personal setbacks, career obstacles, or health issues. Regardless of the specific challenge, Full Benefit teaches us to seek the lessons and learnings hidden within these struggles. By reflecting on our experiences, we can uncover valuable insights about ourselves, our capabilities, and our capacity for growth. These lessons provide us with a deeper understanding of our strengths, weaknesses, and the path forward, guiding us toward personal development and self-improvement.

While it may be difficult to imagine during moments of intense struggle, Full Benefit reminds us that there is always a silver lining. Adversity often offers unexpected opportunities, opens new doors, or even strengthens existing relationships. It teaches us humility, empathy, and compassion, fostering personal growth and a greater

appreciation for life’s blessings. **By cultivating a mindset that actively seeks the positive amidst the darkness, we can find hope and strength to persevere.**

Incorporating Full Benefit into our daily lives requires conscious effort and mindfulness. When faced with challenges, we can pause and remind ourselves of the concept, using it as a mantra to shift our perspective. By embracing Full Benefit, we can adopt an attitude of growth, resilience, and gratitude, which not only helps us overcome adversity but also enhances our overall well-being. Going one step further, we can pause even longer, taking pen to paper and journaling the answers that arise from Full Benefit such as, “What are the lessons and learnings I can glean from this challenge? What are the gifts, blessings and silver linings? How can I face this challenge, grow and rise?”

The Full Benefit concept ingrained in the Navy SEALs’ ethos holds profound meaning for all of us. It reminds us that challenges are not insurmountable obstacles but opportunities for growth and transformation. By embracing Full Benefit in our lives, we develop resilience, learn valuable lessons, and discover the silver linings that exist even in the face of suffering. In moments of hardship and despair, when the weight of life’s challenges feels overwhelming, let us summon the power of Full Benefit. Remembering those two words, utter them aloud, and let them serve you as a beacon of comfort, hope, and resilience. In the depths of struggle, may Full Benefit remind you that there are lessons to be learned, growth to be embraced, and a silver lining awaiting you on the other side. May it inspire you to persevere, find strength in your own resilience, and uncover the hidden opportunities for personal development that lie within every trial and also within you. Let Full Benefit be your guiding light, propelling you forward with renewed determination and unwavering faith in the transformative power of your struggles. Hooyah!



Carlene Murray is a Mindpower Coach, a certified Health/Wellness & Life Coach, a PFC3 Nutrition Health Pro/Coach, and owner of Board30 Naples. Carlene helps high performers increase their mental toughness and emotional resilience through her Mindpower Coaching Program to achieve clarity and alignment to elevate every area of life. Carlene offers private, group, corporate/team coaching, workshops and speaking engagements.

CarleneMurray.com 513.383.5647

Board30Naples.com 239.260.5653



EQUAL HOUSING LENDER | CORP. NMLS #237341



Brittany Moore
Producing Branch Manager
NMLS # 824215
239.292.4194
BMoore@moorelend.com

MOORE THAN A TRANSACTION

WHEN YOU PARTNER WITH US YOUR
CLIENTS ARE TREATED LIKE FAMILY

MOORELENDINGGROUP.COM



Tyler Moore
Sales Manager
NMLS#: 1408486
239-292-4191
TMoore@Moorelend.com



UNFORGETTABLE LUXURY VALET PARKING

Five Star Valet specializes in providing luxury valet parking management solutions that seamlessly integrate our personalized service experience with your guests. Let us assist you with providing an unforgettable first impression.

Looking for career opportunities?
Come join our team.



DRIVEN BY
EXCELLENCE

CONTACT 5 STAR VALET
239.770.1991 | 5starvalet.com



Luxury is a way of life.

Turnkey Moving Services & Functional Interior Design

OCDOrganized provides luxury turnkey moving services and functional interior design services in Florida. Whether you intend to utilize your new house as your primary residence, vacation home, or short-term rental, we guarantee meticulous selection of every item, aligning them with the home's aesthetic, and organizing them in a coherent system that caters to everyone.

- Home Management Basket
- Luxury Home Organization
- Contractor Coordination
- Personalization
- Food & Toiletry Stocking
- Handpicked Furnishings
- Packing & Unpacking
- Staging



ORGANIZE
CREATE
DECORATE



info@OCDOrganized.com www.OCDOrganized.com @OCDOrganized_ (239) 214-3805



NAPLES REAL PRODUCERS SUMMER SOCIAL

JUNE 22, 2023 | Rebecca's Cocktail & Wine Bar

What a fantastic gathering we had at our Summer Social at **Rebecca's Cocktail & Wine Bar** on June 22nd! Thank you to everyone who came out. It was great to see you all! If you missed this amazing event ... you need to be sure to catch our next one!

We're very grateful to Rebecca's for allowing us to host our Naples Real Producers event at their beautiful venue!

Huge thank-yous, as always, to our wonderful event sponsors: our co-headline sponsors, **Lauren Maxwell, of The Maxwell Team at CrossCountry Mortgage**, and **Woods, Weidenmiller, Michetti & Rudnick**; our beverage sponsors,

Jen Cail, with Medrano & Cail Bookkeeping Professionals, and **Joe Nugent with Joe the Home Pro**; our 360 photo booth sponsor, **Stacey Maczulis, with Venture Title Services**; our food sponsor, **John Prete, with HouseMaster**; our cigar sponsor, **Tom Wienckowski, with OneGroup Insurance**, and last, but not least, all of our amazing preferred partners and volunteers who helped our event run smoothly. We could not have done it without you all!

Big shout-out to **The Party Girl Co.** for coordinating this wonderful event. Together, Julie and her team did a fantastic job! Also, a huge shout-out to our vendor partners: **5 Star Valet** for their

help with parking; **Lightworks** for event production; and **Corrafilm** for an exciting video of the event we hope you've seen by now on social media. Our photographers, **Jake Maciosek** and **Samuel Saum**, took fantastic photos of the event. Check them out on the next few pages!

Once again, thank you all for being a part of our Real Producers community. We're so grateful to everyone who came out and joined us for this special event. We look forward to seeing you all again at our next gathering!

For more information on all Naples Real Producers' events, please email swfl@n2co.com.



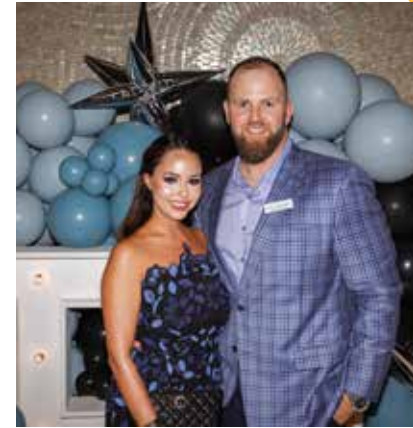
MAXWELL
MORTGAGE TEAM

WW MR WOODS • WEIDENMILLER
MICHETTI • RUDNICK

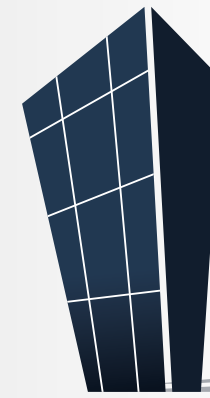
Medrano & Cail
BOOKKEEPING PROFESSIONALS



HouseMaster
Home Inspections. Done Right. Guaranteed.







RESOLUTIONS TITLE INC.



Scan to Start Taking
Advantage of Our Services

CLOSING SERVICES | RESIDENTIAL | CONSTRUCTION | REFINANCES
CONSTRUCTION DISBURSING | COMMUNITY RESOURCES

OFFERING OUR
BUYERS, SELLERS,
LENDERS,
DEVELOPERS AND
ALL OF OUR
AGENT PARTNERS,
RESPONSIVE
ESCROW AGENTS
FOR FASTER
CLOSINGS AND
HAPPIER CLIENTS.

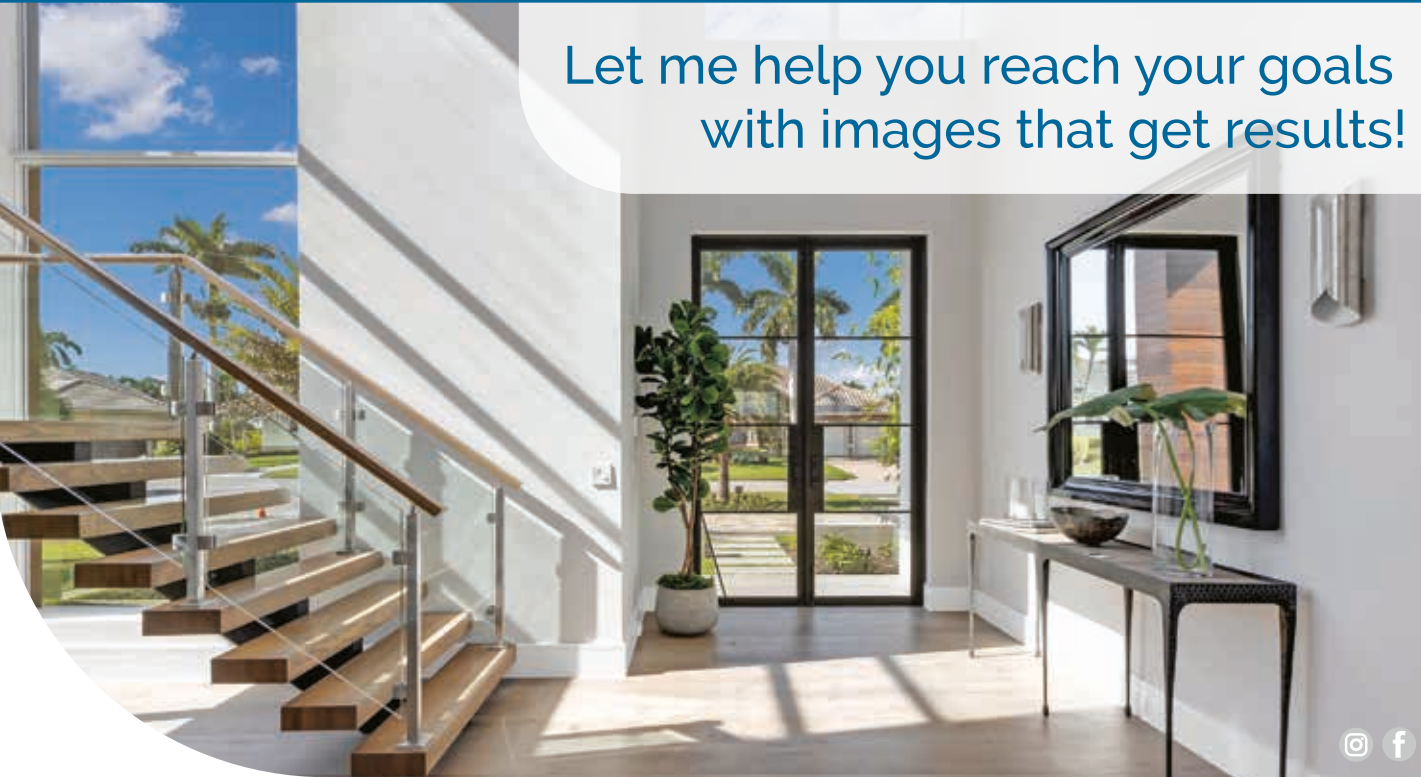


Aaron Barnes,
CEO & FOUNDER

239-734-4888

375 5TH AVE S, SUITE 202
NAPLES, FL 34102

www.resolutionstitle.com



Let me help you reach your goals
with images that get results!

NEW FRAME
PHOTOGRAPHY

Hana, Photographer
239.200.9099
hana@newframephotography.com





LET'S DISCUSS YOUR EVENT!

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

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

EXPERIENCE OUR EXPERIENCE!

LIGHTING • AUDIO • PROJECTION • BACKLINE

LIGHTWORKS
Stage Productions, Inc.

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

lightworks-productions.com | 239-784-4748

LOOKING TO Level Up?



Medrano & Cail
BOOKKEEPING PROFESSIONALS

**SUPPORTING
BUSINESSES**

By giving my clients more time to focus on doing what they love most and providing key advice to help achieve business growth

Jennifer M. Cail

Why Work With Us

Female Owned and Operated • Always On-Call & Always On-Time • White-Glove Bookkeeping Support • Nosotros Hablamos Español

Follow Us  

239.677.5888 • medranoandcail.com

Scan to Easily Schedule Your **FREE** Discovery Call



NAPLES
REAL PRODUCERS®

PRESENTS

Stay Inspired

WORDS OF WISDOM FROM THIS MONTH'S FEATURES

MATT BIANCHINI

Downing-Frye Realty, Inc.

"Why don't more REALTORS® invest in real estate? Over the past year, I've purchased over ten properties. There are a lot of opportunities. I put my money where my mouth is. I feel confident in Naples Park. I feel confident in it long term, and that's where I've put all my investments."



DODONA ROBOCI

The Roboci Team

Royal Shell Real Estate

"Success is not a platform; it's a ladder. It's a ladder you can go up if you always give more than expected."



A Word from Our Preferred Partner:

SHERYL BLEUSTEIN

Interiors By SBI

"My goal is to be as transparent as possible. Whether it's good news or bad news, my client deserves to know. I always approach a problem with three different solutions."



DEBI FOSS- HEAVISIDE & DAWN STUTTIG

Team Debi & Dawn

William Raveis Real Estate

Debi: "Stay focused and don't give up. It's not easy to get a business going, but stay focused, get to know an area inside and out, and become a specialist. That's what people count on."



Dawn: "We're in the people business, working with relationships and sphere of influence. It doesn't matter if we are selling a home or doing something else; we're working with people. Relationships are what's most important."



From Start to Finish,
WE'RE ALL IN
For Our Partners

WHAT YOUR CLIENTS CAN EXPECT

First Class Customer Service | The Highest level of Integrity & Trust
Excellent Ongoing Communication with our Owners & Tenants

- ↳ Marketing of the property (professionally taken pictures)
- ↳ Advertising on many local and national websites (MLS, VRBO, Realtor, Zillow, Facebook)
- ↳ Tenant Screening (Credit, Criminal, Eviction, and many other reports)
- ↳ Rent Collection

- ↳ Repairs and Maintenance
- ↳ Communication with tenant 24/7
- ↳ Direct deposit
- ↳ Submitting paperwork and payments to HOA and local/federal government
- ↳ Arranging cleaning of the property at the end of the lease

SCAN HERE, TO LEARN MORE ABOUT
OUR AGENT PARTNERSHIP OPTIONS



DALI MIHAJLOVIC | OWNER

CALL US TODAY AT 239-451-3066 • EMAIL US: dali@allinpmfl.com





DEBI
FOSS-HEAVISIDE
& DAWN
STUTTIG



Your Dynamic Duo

Debi Foss-Heaviside and Dawn Stuttig market themselves as The Dynamic Duo, a nod to their collective approach and the passion they bring to real estate. When the pair met through their husbands, they hit it off, immediately forming a lasting bond. They took another step in their friendship in 2019, teaming up in business in an effort to bring their clients a best-in-class experience.



Debi Foss-Heaviside moved to Naples from Massachusetts in 1992.



Today, Team Debi & Dawn with William Raveis Real Estate is one of Naples' most respected brands.

REAL ESTATE ROOTS

Debi moved to Naples from Western Massachusetts in 1992 — over three decades ago.

“That was before anyone ever heard about it,” Debi laughs. “I didn’t really know what I was going to do, but Massachusetts was in a recession, and I thought, if I’m not going to make any money, I may as well do it here.”

Debi began her real estate career four years later as an on-site sales associate for luxury home builder WCI. After years as a new construction sales rep, she moved into general real estate in 2009.

Dawn was born and raised in Greenwich, Connecticut. Seeking better weather and lower taxes, she relocated to Naples in 2017.

“My two children were in college, and my husband was retiring from the corporate world, so it was a great time to make the move. It’s been a great move for us,” she reflects.



Dawn Stuttig relocated to Naples in 2017 from Greenwich, Connecticut.



Dawn spent the last six years in Connecticut as an active REALTOR®. Upon moving south, she got her Florida license and relaunched her business.

“We love the weather, the people, and the Isles of Collier Preserve, which is a great community.”

FINDING THEIR NICHE

Debi and Dawn are a team of two, and they like it that way. They share values and a commitment to getting the job done right. Their niche is serving The Isles of Collier Preserve, where they live with their husbands, although they also serve the greater Naples area.

“It’s different from a lot of communities,” Debi says. “It’s one big community, not separated by neighborhoods. It doesn’t matter what kind of home you live in; everyone is together. We have a great restaurant, pickleball, tennis, bocce, kayaking, walking trails, and gardens, and the harbor is right down the street. People are always out and being active, and it’s a great location.”

“Because we live here, we’re very knowledgeable, and that makes a big difference. We understand the business and the community, and we try to make it a productive and fun experience for everybody.”



Dawn Stuttig (left) and Debi Foss-Heaviside (right) are Team Debi & Dawn with William Raveis Realty.



LOVE WHAT YOU DO

Outside of real estate, you'll find Debi on the pickleball court or hanging out with her husband, Fred. Dawn spends much of her free time working on her investment projects and jewelry business with her husband, John. They both enjoy the fruits of living

in Naples, where the sunny weather offers a vacationland experience 365 days a year.

"Naples is ever changing, and we're growing as a part of that," Debi says. "It's an exciting place to work. People are so excited to move here, and that

keeps me excited and fresh about Naples too."

"The future is bright, especially with all the new construction going on," Dawn adds. "I think the town will continue to grow and blossom. Driving around and seeing new developments, the cranes up, the new metropolitan area, the Four Seasons and Ritz-Carlton coming... It goes on and on. People will continue coming down because the weather is so beautiful and the lifestyle is so great."

Debi and Dawn are proud to represent the city they have come to call home. They thrive on their work, getting excited about every deal and every client interaction.

"We want to be the team that everyone wants to work with — including both agents and buyers."

Making Closings Great **AGAIN** and **AGAIN!**

SERVING OUR STAKEHOLDERS WITH HONESTY AND
EXCELLENCE FOR A GREATER PURPOSE



*Title & Escrow
Residential & Commercial
Buyer & Seller Representation
Probate Administration
Wills & Trusts*



GOODWIN LAW, P.A.
Real Estate. Probate. Wills & Trusts.

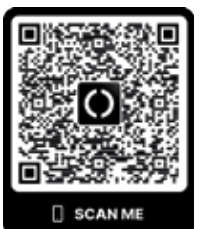
GLPA.LAW | (239) 207-3403

9955 TAMIAMI TRAIL N, SUITE 4, NAPLES, FL 34108

Serving Florida with offices in Naples and Palm Beach



Martindale-Hubbell
CLIENT CHAMPION
PLATINUM / 2022



Elevating Real Estate Transactions with **EXPERT HOME INSPECTIONS**

What We Inspect

Roof • Air Conditioning • Attic • Electrical
Plumbing • Water Heater • Garage • Kitchen
Pool Equipment • Appliances • Bedrooms
Bathrooms • Doors • Windows



All Reports Provided
**Within 3 Hours
of Completion**

Exclusive Real
Producers Offer

\$350

MOLD/AIR
QUALITY TEST



Scan to Connect With Us
for Exclusive
Real Producer Offers



THE HOME PRO
HOME INSPECTIONS



Now Offering **Drone Inspections**

Scheduling Just Got Easier

Call or Text to Book Your Client's Inspection

239-216-7892 | joethehomepro.com



REPUTABLE. RELIABLE. RESULTS.

PROVEN 10 STEP PROCESS

✓ **Roof Replacement**

✓ **Roof Repair**

✓ **Roof Maintenance Tile**

✓ **Roof Rejuvenation**

Need Financing? We've got you covered!

Financial Calculator online for your convenience.

"Work quality was excellent. All contacts with personnel was exceptional. From inspection to completing repairs in the rainy season, all was executed professionally and timely."

-Ann M. - Fort Myers, FL

"I would have no problem having hiring them back should I purchase another house. Thank you Durabilis for the time, care and work you did on my home."

-Patrick D - Cape Coral, Florida

"Everybody on the Durabilis team is amazing. Erica and Victor will keep you up to date and address any concerns right away."

-Jerome A. - Naples, Florida

**FAMILY OWNED BUSINESS • NO SUBCONTRACTORS
LICENSED, BONDED, INSURED • 5% SENIOR DISCOUNT**

EMERGENCY SERVICES AVAILABLE



License #: CCC1332292

12801 Commerce Lakes Dr. Ste 29, Fort Myers, FL 33912

DURABILISROOFING.COM • CALL (239) 347-9207

KEY TIPS

for Evaluating Lots & Land for Construction



By Kyle McLaughlin

Along with manufacturing the most advanced composite building systems in the marketplace, Northstar Technologies is also a fully certified builder and general contractor in the state of Florida. With over 175 years of combined construction experience, we have seen every single scenario possible when it comes to building everything from a guest house to a commercial complex.

The below points are some of our pro tips when it comes to helping your clients perform all possible due diligence on lots for sale here in SWFL (and anywhere else). Spoiler alert, Northstar can perform all of these items for you and your clients. Just ask!

1. Check the zoning laws.

It's important to make sure that the land is zoned for the type of construction you are planning. Contact the local zoning department or county office to obtain the most up-to-date zoning regulations and setbacks for the area. This is critical when considering max allowable building footprints for a specific lot. Depending on where the land is located, setbacks will vary.

2. Check for environmental concerns.

Make sure the land is free from any environmental hazards that could impact construction, such as wetlands, flood zones, or hazardous waste sites. Checking with the Florida Department of Environmental Protection and local environmental agencies can help identify any potential concerns, including protected animals! Burrowing owls and scrub jays will have a say on when you can actually build on your land.

3. Review the soil boring and geotechnical reports.

Getting a geotechnical engineer to conduct soil tests is crucial to ensure that the land is suitable for building upon. They will also identify the load-bearing capacity of the soil and advise on the foundation type required.

4. Check for utilities.

Ensure that the land has access to utilities such as water, sewer, electricity, and gas. Checking with the local utility companies can help verify the availability and cost of connecting to their services. Otherwise, you should determine the cost and feasibility of bringing in septic systems, solar (or alternative) energy, and well-water systems.

5. Get the right surveys.

Boundary, construction and topographical surveys are a must. The latter will tell you how much you need to build up in order to conform with base flood elevation relative to specific flood-zone elevation requirements. Surveys will also show you important easements for roadways, utilities and emergency services.

As always, you should always have your local title company and real estate attorney review the property's legal history. It's crucial to check for any liens, easements, or other legal encumbrances on the property. Having a title search conducted can help identify any potential issues.

If you have a specific piece of land you have questions on, send it our way and we will give you a complimentary assessment!



Kyle McLaughlin is the chief sales officer for Northstar

Technologies, which specializes in sustainable building systems through the use of advanced composites in both residential and commercial construction. Northstar homes are ultra energy efficient, mold and termite proof, and have an impact rating of 250 mph. Kyle is originally from Santiago, Chile, and has lived in Naples for the last 23 years.



SCM ROOFING is a GAF MasterElite Roofing Contractor

By focusing on roofing we are able to offer a competitive price, exceptional customer service and outstanding quality!

- Free consultations
- Our GAF lifetime roof system includes a 25 year workmanship warranty.
- Locally owned and operated with 30+ years of combined experience.
- Veterans, Active Duty Military, First Responders and Teachers Discounts.

855-SCM-ROOF
scmroofingfl.com

Licensed Florida Contractor #CCC1331132

“SCM Roofing was amazing and much faster than the others I called..” -Wesley Chapel Homeowner
“Professional. Quick & Easy. Would definitely use again.” -Tampa Homeowner
“Very Professional. Knowledgeable guys and zero trash was left behind!” -Tampa Homeowner”

SHERYL BLEUSTEIN

INTERIORS BY SBI

CREATING BEAUTIFUL, FUNCTIONAL, TIMELESS SPACES

Sheryl Bleustein is the founder of Interiors By SBI, a renowned design firm based in South Florida. Over her 30-plus-year career in the industry, Sheryl has earned a reputation for her unique style, attention to detail, and exceptional client service.



Sheryl launched Interiors By SBI in 1996 with a dream. She quickly and fiercely began hustling her way into the industry at only 20 years old, in search of her first client. She began the old-fashioned way—knocking on doors, talking to developers and builders, and attending all networking events in the industry. Sheryl’s 24/7 commitment to design was going to help land her a first client. Little did she know, this client was going to make her dream a reality...

Sheryl’s first client, a wealthy woman with several homes, hired her to take on a large project. “She saw my

talent and had me do all of her homes,” says Sheryl. “It all started by doing her projects, and word got around.” Sheryl’s hard work and dedication to succeeding in the interior design field soon paid off.

Since the completion of her first project, Interiors By SBI has been commissioned to high-end residential and commercial projects globally. Sheryl is known for running a tight ship... This is why her designs are characterized by a keen attention to detail, a deep understanding of materials, and a commitment to creating spaces that are beautifully timeless, functional, and totally badass.

“NO HOME IS TIPTOED AROUND. EACH SPACE AND EVERY DETAIL RECEIVES 100 PERCENT OF MY ATTENTION.”



Sheryl Bleustein, owner of Interiors By SBI, has been designing upscale living spaces in South Florida for over 30 years.



The company has since become a go-to destination for individuals seeking bespoke interior design solutions. The clientele includes many high-profile celebrities, athletes, executives, CEOs, politicians, and everyday clients who are looking for a change. Sheryl's ambition and dedication to the field of design is what has led her to high-end success. Her traditional way of business in a modern industry has earned her a boutique designer status.

Sheryl's design philosophy is centered around creating spaces that are beautiful, functional and timeless. She

believes that a well-designed space should not only be aesthetically pleasing but also enhance the lives of those who inhabit it. "My goal is to be as transparent as possible. Whether it's good news or bad news, my client deserves to know," Sheryl says. "I always approach a problem with three different solutions."

Sheryl takes the time to get to know each and every one of her clients on a personal level to really understand their lifestyle. By taking the time to understand her clients' needs and desires, she is able to work closely with them to create

a tailored design solution for each individual client. “Attention to detail is the key to outstanding client satisfaction. I’m always listening to my clients and what they want — even if it’s at 4 a.m., venting about life.”

Interiors By SBI’s portfolio features a diverse range of projects, from luxurious apartments in Manhattan to trendy penthouses in South Florida, surfer dude Malibu estates and chic office spaces in Trump Plaza. The company has a knack for blending classic and modern design elements to create timeless spaces that are elegant, inviting and approachable. Sheryl’s rule is “No home is tiptoed around. Each space and every detail receives 100 percent of my attention.”

Sheryl has a different approach to her projects than most designers. If

Sheryl takes on a project, she will only be found on the site of that job. “I’m the designer that has her hair in a ponytail; there is no fanciness about me,” she says. “I do my paperwork at night when everyone is sleeping so I can be on the job when the trades are working.” Sheryl never takes on more than she can handle; she stays dedicated to one individual project at a time to ensure the best outcome for every client.

Commitment to sustainability is another notable aspect of Sheryl’s work. She is passionate about using earth-conscious materials and incorporating sustainable practices into her designs whenever possible. Sheryl believes that design can play a role in reducing our impact on the environment and that sustainability can enhance the beauty of a space.

Sheryl has learned, through the years, that sometimes the best clients are the ones to walk away from. “I build relationships with all my clients, but I’m blessed that I have come far enough to be selective.” Sheryl reassures, “It’s not about the money; it’s about being able to check all of the clients’ boxes.”

Sheryl Bleustein and Interiors By SBI have made a significant impact on the interior design industry. Their unique design philosophy of personalized, environmentally responsible design solutions and dedication to client service have earned them a loyal following and a reputation as one of the top interior designers in the world. With her continued commitment to excellence and sustainability, Sheryl is sure to remain a leading figure in the design world for years to come.

“ I BUILD RELATIONSHIPS WITH ALL MY CLIENTS, BUT I’M BLESSED THAT I HAVE COME FAR ENOUGH TO BE SELECTIVE.

Interiors By SBI is a luxury, high-end interior design firm specializing in ultra-personal attention and delivering the artistic mastery of renowned designer Sheryl Bleustein.

WW & MR WOODS • WEIDENMILLER
MICHETTI • RUDNICK

UPGRADE

Upgrade Your Real Estate Closings

with the **Legal Representation** of Woods, Weidenmiller, Michetti & Rudnick



Michael Michetti • Joshua Rudnick • James “Jay” Caudill • Samuel Colburn



A Personal Approach to Real Estate Law

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



239.325.4070 | lawfirmnaples.com

Offices in Naples, Downtown Naples and Bonita Springs/Estero

Woods, Weidenmiller, Michetti & Rudnick, LLP a Florida Professional Limited Liability Partnership

The hiring of a lawyer is an important decision that should not be based solely on advertisements. Before you decide to hire an attorney be sure to request free written information about qualifications and experience. Rule 4-7.2(d).



COHARBOR
ELECTRIC



VETERAN OWNED +
OPERATED

BRINGING LIGHT TO A DARK WORLD

RESIDENTIAL + COMMERCIAL ELECTRICIANS

Experienced, Licensed, and Insured for Electrical Installation,
Repair, and Maintenance in Southwest Florida.



"Our mission is to provide high quality electrical work, on time, with
integrity. Our purpose is to empower and lift up our employees,
customers, partners, and fellow community members."

JACOB ANDERSON | CEO | MAJOR, US AIR FORCE, SEP.



(239) 362-2502 • coharborelectric.com • EC#13004475

SWFL'S CLEAN CUT MOVERS



SCAN TO SCHEDULE

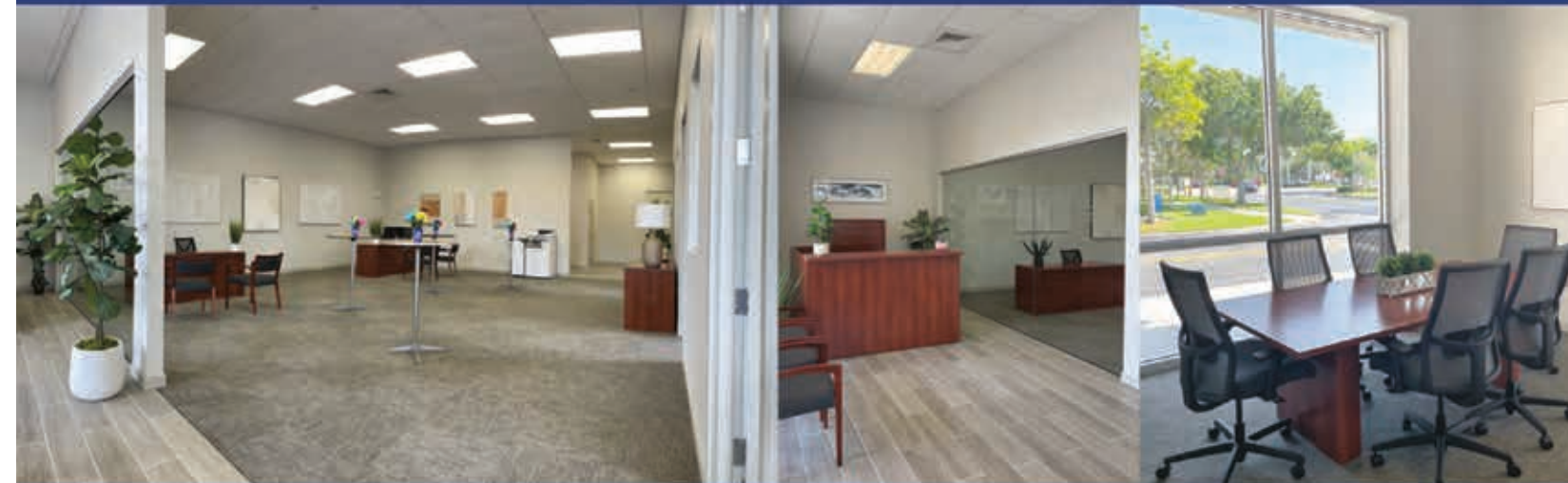


(239) 285-6894 | eaglemoving.com

Locally Owned & Operated | Local & Long Distance Moves
Moving & Packing Services | We also sell and deliver boxes!



HOME | AUTO | WATERCRAFT | UMBRELLA | BUSINESS INSURANCE
WEALTH MANAGEMENT | BUSINESS RETIREMENT PLAN CONSULTING



Real Producers — you're invited to use our new space!

Need touchdown space to sell or close a deal?

Need a quiet place to work when away from
your office?

Want a place to host or join a networking
event?

OneGroup Risk Management and Insurance, along with
OneGroup Retirement Advisors, invite you to stop by our
new center designed as a collaborative space to share with
our referral partners and clients at *no cost to you!*

Take a tour of our first-class reception, offices, conference
room, open space and kitchen area outfitted with the
latest technology and free wifi to help maximize efficiency.

Call or stop by today to learn more. We're excited to be here
for you!



Heather Rowell
Account Executive and
Branch Manager—Naples
HRowell@OneGroup.com
OneGroup.com/Naples-Florida
C 239-671-3868
6424 Naples Blvd., Suite 301
Promenade at Naples Center
Naples, FL 34109



ONEGROUP
A World of Risk Management
and Insurance Expertise

ONEGROUP
Retirement Advisors
Wealth Management
Pension Experts

Scan the QR code to
download Heather's
contact information.





coaching corner

By Michael Dill

STRATEGIC LEADERSHIP Planning Tips

There are many benefits of strategic leadership planning. There is increased communication, heightened innovation of new ideas, higher quality of work performance, increased job satisfaction, and team productivity. These are just a few of the benefits when a group of leaders commits to masterminding in the effort to create a better, more productive, synergistic organization. Here are some tips on how to facilitate strategic leadership planning correctly.

Number one, when you're doing strategic leadership planning, it's pretty obvious, however, I'll say it anyway, get the right people in the room. Now, if you are the actual top leader of the organization, everyone who reports to you needs to be in that room that day. With this, you will now have the right group of leaders to collaborate and share ideas and thoughts so you can mastermind together to come up with the right solutions and processes to grow.

Number two, start prior to that day. Anytime I do a strategic leadership or executive planning day, I send assessments, usually about a week to a week and a half prior to the planning day. This way, the group can take the assessment, review them, and get their heads wrapped around some of the questions that they may have for that day. Utilizing behavioral assessments is vitally important as we need to understand how we show up and how we relate and communicate with others. You'll find that the unconscious lack of the proper understanding of your behavior, as well as your communication within an organization, is usually the first component of things breaking down. This understanding of your behavior becomes a very valuable piece of the equation for the group to get the most value from the day.

Number three, no distractions. Now, some of you might be fortunate to have a room in your organization where, when you're planning and the door's shut, everybody knows not to disturb. If you don't have that facility, find a facility offsite so you can be totally undistracted from whatever may be happening within the organization. In addition, as soon as you start that strategic planning, everybody's phones are off, silent, and away from them. You have to have zero distractions. You need to be all-in and be present in the process of planning with your team.

Next point: break it up into two parts. One part is strategic thinking. One part is strategic planning. We facilitate strategic thinking first, where we challenge ourselves to think of solutions and ideas and talk about some of the challenges we're experiencing, which forces us to think deeper and come up with ideas. And only then will you be able to have the solutions when you start your planning. Break them up. Do the thinking first, break for lunch, then do the planning second.

Lastly and most importantly, have a facilitator come in. Have a professional outside of your organization facilitate the entire day. That professional will guide you through the entire process, will ask you questions, challenge you, and help you think everything through.

Once a quarter, a colleague and I facilitate 90-day planning, of which the morning is all education and the afternoon is all planning. In the morning, we're stretching their brains, where they're challenging themselves, brainstorming, and thinking of ideas, and in the afternoon, we're guiding them through transferring all those ideas, strategies, and solutions to a plan that articulates exactly what action steps need to be taken.

I, myself, go onsite to organizations to facilitate this entire process. If you're thinking about doing strategic planning, executive planning, or leadership planning — whatever it may be — the last point I'm going to give you is this: don't procrastinate. If you're a leader of an organization and you are thinking of doing something of this sort, you're thinking about it for a very good reason because it makes sense and will add value. With that, take action and find the right person to come and facilitate it. Pick a date and get it done. It will pay for itself. Because when the entire team gets aligned, is on the same page, and comes up with the solutions together, while being guided through the process, that is valuable — and a very wise investment of your time.

Coach Michael Dill is an award-winning certified business coach, global speaker, and published author. He is a proud ActionCOACH® 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 to his leadership, team training, and mentoring practice. BusinessCoachMichaelDill.com.



► featured agent

By Zachary Cohen
Photos by LaCasaTour



THE SKY'S THE LIMIT

When Dodona Roboci moved to the U.S. from her native Albania in 2007, she had no sense of the life that awaited her. While she relocated across the ocean for love, that relationship quickly fell apart. Yet, Dodona's journey in the United States continued and, in the end, it's been more fruitful than she could have imagined.

After a short stay in Michigan, Dodona relocated to Naples, where her sister lived. With its pristine beaches and year-round warm weather, Naples offered Dodona new beginnings and ample opportunity. She just had to figure out what she'd do professionally.

"There's a European feel here in Naples — outdoor shopping and dining, a lot of walking areas... Then, there's the warmth and the beautiful beaches, to be able to swim every day. It was a dream," Dodona reflects. "But when I moved here in 2008, the employment market was terrible. Even though I had a master's in business administration and a ton of experience in Albania, none of it translated here. I was either considered overqualified or not qualified and couldn't get a job anywhere."

Dodona was forced to go back to the drawing board. How would she support herself in her new home? Real estate sales surfaced as an intriguing possibility.



“Admittedly, I was not too excited about starting in real estate because I was under the impression I was not a good salesperson. I see myself as an introvert. I had the image of a real estate agent, and I was not that. I am someone who enjoys connecting with a few people and going deep,” Dodona offers. “So why did I start in real estate? In real estate, I didn’t need to ask anybody to hire me, and maybe I wouldn’t do well right off because I’m not that salesperson, but I saw the possibilities.”

BUILDING A BUSINESS

Dodona started her career with doubts but plenty of motivation. The market was in turmoil, but she pressed on. As more experienced agents fled the business, she doubled down on her new career.

“I just kept doing what I could and not complaining about the market. I was taking it as it was. It started with relationships. An Albanian family was my first client. They couldn’t speak English, and I got to feel like a hero. The business grew slowly from there.”

Fast forward 14 years, and Dodona is thriving in real estate. She now leads The Roboci Team with Royal Shell Real Estate, a team of four agents she founded in 2014. Dodona’s first team member was her sister, Ornela Dees, who left the banking industry to join Dodona in real estate.

Dodona Roboci’s sister Ornela (right) was the first to join her real estate team.



The Roboci Team (from left to right: Erneta Roboci, Rei Culi, Dodona Roboci, Ornela Roboci Dees)

Today, the group includes two of Dodona’s sisters, Ornela and Erneta, their friend, Rei, and two administrative staff members, Grace and Jessa.

“We have a family culture,” Dodona says proudly. “Three of us are sisters, and one is a friend of ours, becoming like a little brother. He is also from Albania, so we share a culture. We have that family approach, even when dealing with clients, making sure we always do the right thing for them, guiding them as we would guide our family members.”

“In fact, we feel as a big family with our clients. Every March for nine years in a row, we get together with our past clients to celebrate with them as a big family. This past March, 140 of us got together aboard Naples Princess for a sunset cruise, exploring together

the water views of Port Royal and the beauty that Naples offers.”

In 2022, The Roboci Team helped 65 families buy or sell for a total volume of \$32.3 million. They are a group with an international reach, collectively speaking five languages: English, Greek, Albanian, Italian, and German.

REACHING TOWARD THE SKY

Outside of work, Dodona’s greatest passion is travel. As a young girl, she dreamed (literally) of becoming a stewardess and traveling the world. While she never did work for the airlines, her passion for international travel has remained strong. She enjoys mixing travel with some of her other passions, like personal growth events, ballroom dancing, tennis, scuba diving, and skiing.

“**WE HAVE THAT FAMILY APPROACH, EVEN WHEN DEALING WITH CLIENTS, MAKING SURE WE ALWAYS DO THE RIGHT THING FOR THEM, GUIDING THEM AS WE WOULD GUIDE OUR FAMILY MEMBERS.**”



Dodona Roboci founded The Roboci Team at Royal Shell Real Estate in 2014.

One of the biggest shifts in Dodona's life since becoming a REALTOR® has been her mindset.

"I was told, when I first started, that the sky's the limit in real estate. Whenever they would tell me that, I would tell myself, 'Yes, there is no ceiling, but there is no floor either.' I had negative thinking. Eventually, I learned that the floor didn't matter unless I planned to stay there, and if I forget about the floor, the sky is truly the limit. I can see the unlimited potential for personal and professional growth, for connecting with all kinds of people and growing the business in a way that creates a positive impact in all the circles around me."

"Success is not a platform; it's a ladder. It's a ladder you can go up if you always give more than expected... I didn't realize it at the time, but that's what brought me success — doing more than what's expected, taking care of people that are around me, believing in myself, having a positive mindset, and leaning into the teachings of my mentors."

@realproducers



SOUTHWEST FLORIDA'S REMODELING EXPERTS

Kitchen Cabinets & Countertops • New Outdoor Kitchen / Remodeling

New Bathrooms or Remodeling Ideas • Custom Closets for your Home

Top-Notch Flooring Services • Free Design Consultation for Kitchens

AFK
Flooring & Kitchens

2700 IMMOKALEE ROAD #14
NAPLES, FL 34110

239.435.6677

afknaples.com

Home Inspections. Done Right. Guaranteed.



JOHN PRETE

INSPIRING CONFIDENCE IN EVERY HOME BUYER

- Comprehensive Same Day Reporting
- Termite, Radon, Mold, 4 Pt, Wind Mitigation
- Phones Answered Evenings & Weekends
- Only Company With A 1 Year Limited Guarantee



CHECK OUT OUR
5 STAR REVIEWS
ONLINE

RECEIVE \$25 OFF WITH MENTION OF THIS AD

HouseMaster®

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

It's One Thing to *Look Professional*
It's More Important to
Look Like You

Michelle Reed
P H O T O G R A P H Y

Let's Chat About Your Personal Branding and Headshots
michellereedphoto@me.com | michellereedphotography.com

FAMILY PORTRAITS | PROFESSIONAL PORTRAITS | COMMERCIAL PHOTOGRAPHY

metrohome
Builders, Inc.

BUILDING YOUR CLIENT'S DREAM HOME

- What We Offer -

To You and Other Realtors:

- 3% Commission Based on Contract Price Plus Upgrades
- Full Commission Paid at Loan Closing (Prior to Breaking Ground)
- Effortless Transition Between Realtor, Lender, and Builder

To Your Clients:

- More Than 20 Floor Plans to Choose From
- Design Flexibility to Meet Their Specific Wants and Needs
- Assistance From Our In-House Specialist With Lot Finding



Scan to Register
Your Clients

&

We'll Take Care
of Everything Else



239.348.3085

metrohomebuilders.com



In the wake of Hurricane Ian, Florida residents face a costly problem: \$114 billion in inflation-adjusted damage, according to the National Oceanic and Atmospheric Administration (NOAA). The Insurance Information Institute (III) claims that homeowners' insurance premiums in Florida have exceeded three times the national average. With rates expected to rise an additional 40 percent, Hurricane Ian has revealed larger and unforeseen issues.

Post-Ian has left homeowners and homebuyers scrambling. Insurance companies do not want to pay out what is not necessary, inevitably contracting with civil engineers from all over the country to help assess the

damage. Fort Myers Beach and its surrounding area took the brunt of Ian, but its effects were felt throughout the state. Even the east coast of Florida had power outages, windstorms, flooding and other damage that led to claims against homeowners' insurance policies. So it should come as no surprise that insurance companies are tightening the reins, even leaving the market in Southwest Florida entirely.

In this tumultuous climate, Florida accounts for 9 percent of all insurance claims in the country but roughly 80 percent of the insurance lawsuits, according to the III. This phenomenon can partially be attributed to Assignment of Benefits (AOBs). AOBs allow property owners to sign

over their claims to third parties, like contractors. They are a fairly standard practice for insurance companies, but due to Florida's one-way fees, where state law had previously required insurers to pay the legal fees of policyholders whether they won or lost, AOBs have, in practice, encouraged vendors to solicit unwarranted AOBs from all over the state. Less than reputable contractors often "door-to-door" neighborhoods after a catastrophe and offer a "free consult" or "inspection" for roof damage. Ultimately, the nefarious contractor would claim damage to be more severe than in reality, offering a roof replacement for "free" (paid for by the insurers). They would encourage policyholders to sign over their claim to the contractor under this promise of a "new roof." Insurance adjusters would then come out to find that there was little to no damage. The roofer would then sue on behalf of the policyholder, who most of the time was unaware of the false claim or that a lawsuit was filed in the first place, leaving the company with a choice: go into costly litigation or settle for less. Add to the mix that Florida has historically had some of the most generous attorney-fee mechanisms in the country, and it's easy to see why the state became a dangerous legal landscape allowing "sharks" to take advantage of an already volatile situation. Insurers were stuck not only paying the penalties of the fraudulent lawsuits, but also *both parties' attorney fees*, on top of the legitimate payouts they had promised their policyholders.

Florida residents have now found themselves in a virtual "insurance storm." Insurance companies were hit with approximately 300,000 lawsuits just before the Florida legislature was able to take decisive action. So despite substantial rate increases, some insurance companies took major losses as a result of the hurricane payouts. Insurers had to contend with claim payouts, costly legal battles, and settlements and judgments, all at the same time. Eleven (11) Florida property and casualty insurers have gone into liquidation due to huge net underwriting losses, according to the Florida

Department of Financial Services, with three more insurance companies specializing in fields ancillary to property insurance that were likely affected by these circumstances (health & life, medical, etc.). Accordingly, in this financial climate, insurers are less willing to take on the risks of insuring those at higher risk for less money.

Combine these costs with the fact that property values have ballooned in the aftermath of COVID, and policyholders can expect that obtaining homeowners insurance in Florida will continue to become harder and more expensive. Even reinsurers, the companies that insure the insurers, have raised their rates significantly. Companies have to make up for their loss somehow, and more often than not, it's going to be the policyholders to whom these costs trickle down. Some are charging 1 percent across the board to policyholders, come October. Others are choosing not to renew high-risk policies. Even state-created, nonprofit Citizens Property Insurance Corp., the "insurer of last resort" since 2002, has been forced to significantly increase their premiums — and if another severe hurricane hits this season, that will only get worse.

Positively, we have seen some movement on behalf of the legislature, as 2022's sb 2-A helped to diminish the insurance storm by ensuring that AOBs would only apply in much more limited circumstances (like power of attorney, subsequent purchasers of damaged property, and specific liability coverage) and repealed the one-way fee system. Unfortunately, that bill does nothing in terms of retroactively addressing the 300,000 lawsuits previously filed. As a consequence, it looks like property insurance rates are going to continue to rise over the next few years, and hopefully the legislature, the insurers, and Mother Nature can work together so insurance companies are not forced to swing the pendulum back in the other direction. Bottom line: either way, when another hurricane hits, you don't want to be one of the 12 percent of Floridians who don't have insurance.

Attorneys Michael Michetti and Samuel Colburn are partners at the law firm of Woods, Weidenmiller, Michetti & Rudnick, LLP, a Southwest Florida-based law firm with offices in Naples, Florida, and Bonita Springs, Florida, representing individuals and businesses in matters involving civil litigation, real estate, and business and corporate law. For information on how Woods, Weidenmiller, Michetti & Rudnick, LLP, can assist with your legal needs, call 239-325-4070.



THE ONLY TOUR PROVIDER IN SW FLORIDA
THAT PROMOTES AGENTS AND THEIR LISTINGS



SCAN ME



REAL ESTATE SERVICES
TO GROW YOUR BUSINESS
VIDEO | PHOTOS | MARKETING

www.LaCasaTour.com | 888.598.8687 | info@LaCasaTour.com

SCAN ME



ELEVATE YOUR LISTINGS WITH OUR PREMIER HOME MAINTENANCE SERVICES

Let Our Solid Reputation Be Your Guarantee
HANDYMAN • PAINTING • FLOORING • CABINETRY • CLOSETS • SCREEN REPAIR • PRESSURE WASHING
And More!



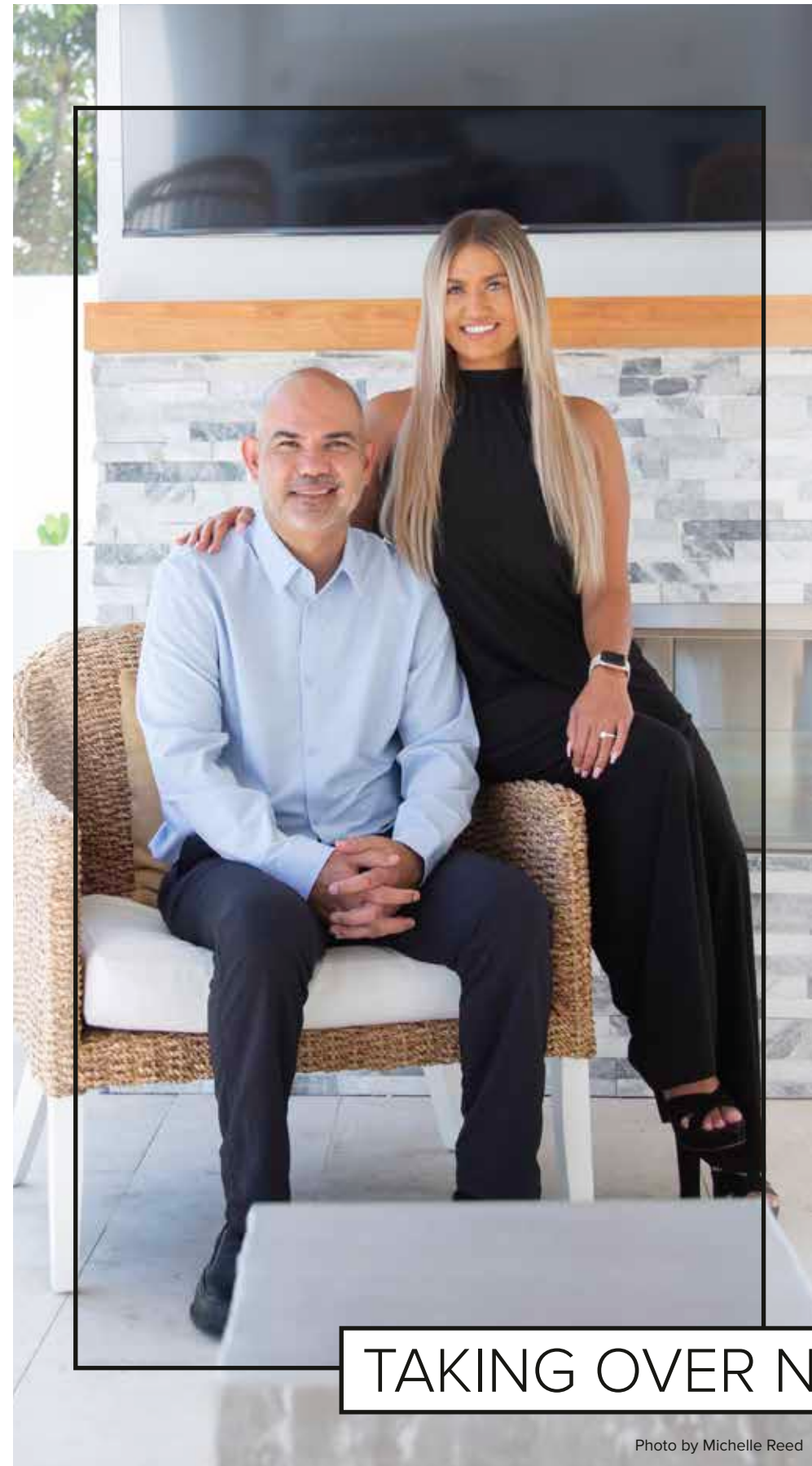
BECKERHOMEMAINTENANCE.COM • 239-351-6820



MATT BIANCHINI

» cover story
By Zachary Cohen

Photo by Michelle Reed



TAKING OVER NAPLES PARK

Photo by Michelle Reed

The last time we sat down with Matt Bianchini was during the summer of 2022. Matt was well on his way to real estate prominence, and his business was deep in growth mode. At the time, Matt shared, “Ultimately, I’d love to take over Naples Park,” and a year later, he’s well on his way to achieving that goal.

“I’m becoming the go-to agent in that market. That’s been my niche,” Matt explains. “With Downing Frye, I’ve sold over \$100 million and had over 80 transactions in the last three years in Naples Park and Conners [Vanderbilt Beach].”

Matt’s entry into the Naples Park market was by chance, but it’s now become one of the cornerstones of his sales business. Early on in his career, he spread out his energy and efforts amongst multiple neighborhoods. While he found some traction, he began to realize it left him at a disadvantage. When he wasn’t regularly covering an area, he was left without the market knowledge he needed to speak confidently to prospective buyers and sellers. Once he set his sights on Naples Park, his knowledge grew, and so did his business.



Top producer Matt Bianchini is a solo agent with Downing-Frye Realty. (Photo by Michelle Reed)

“I decided to focus on one area and know everything inside and out — every listing, what everything has sold for. So when I speak to people, I can speak confidently, and that will show,” Matt explains.

Matt’s foothold in Naples Park continues to grow organically. He became a true expert in the area’s real estate, gaining a deep understanding of the town’s home and rental values.

“Naples Park has always been an undervalued area. The proximity to the beach is a huge draw for investors, and the fact that there are no HOA or rental restrictions makes it a very popular area,” he continues. “COVID really exposed its popularity. It was a hidden gem until COVID. Now there’s been so much redevelopment and new builds that it’s become

a much nicer area. Homes are renting for \$1,500 to \$1,600 a night in season in Naples Park, which would have been unheard of three years ago.”

ATTACKING THE BUSINESS FROM ALL ANGLES

While Matt’s real estate business has been strong, the overall real estate market in Southwest Florida has slowed. After the booming, post-COVID market of the past few years, inventory has ticked back up and sales have slowed. That’s allowed Matt to focus on two other areas of his business — rentals and investments.

Matt handles vacation rentals through the vacation management company, Naples Vacations. He’s also become more heavily involved in fix-and-flip investments, having embarked on eight renovation projects in Naples Park.

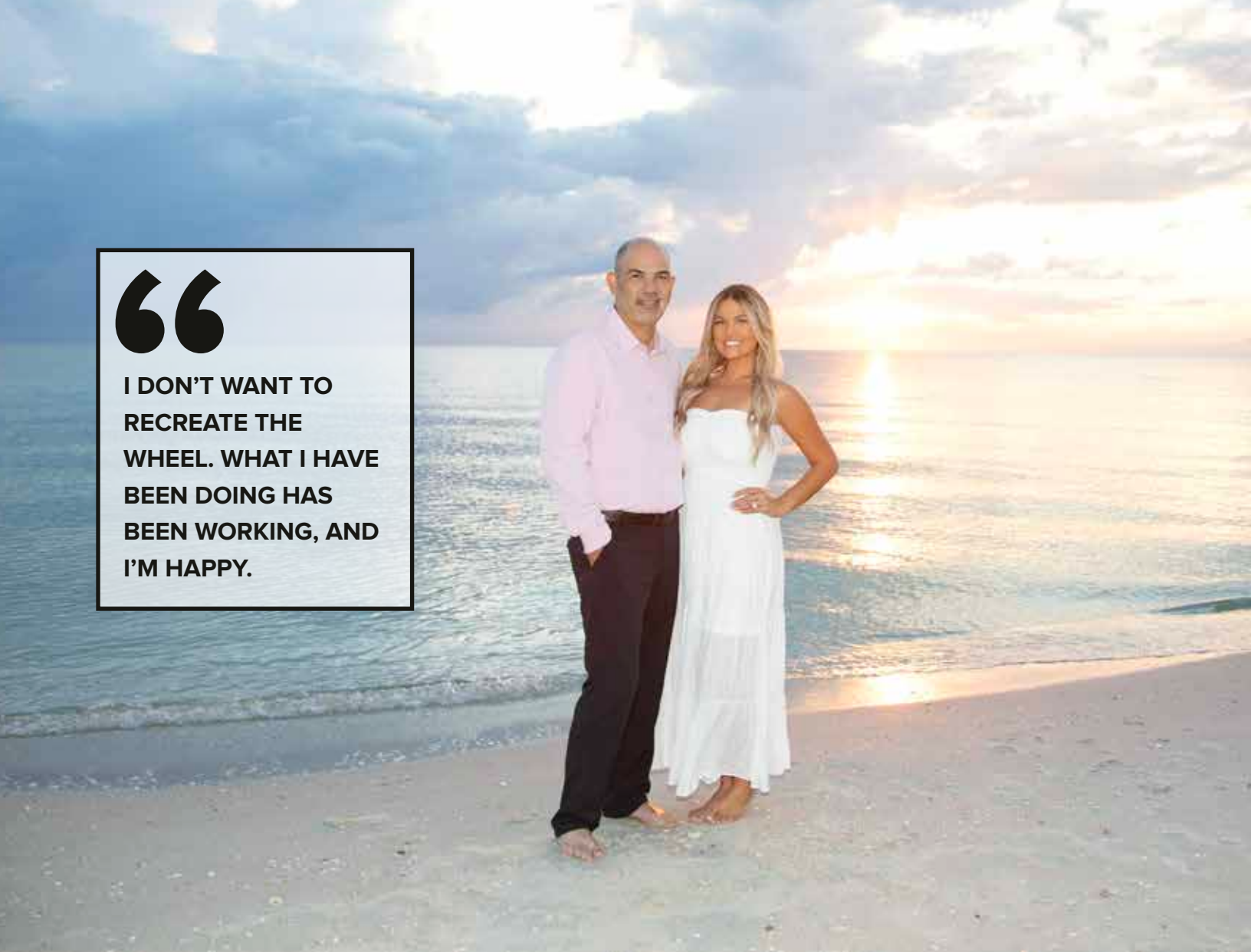
“I’ve really fallen in love with the aspect of finding the deals, renovating them, knowing what they are worth, and doing what needs to be done to sell them for a good profit,” Matt explains. “I put my money where my mouth is. I feel confident in Naples Park. I feel confident in it long term, and that’s where I’ve put all my investments.”



“

I’VE REALLY FALLEN IN LOVE WITH THE ASPECT OF FINDING THE DEALS, RENOVATING THEM, KNOWING WHAT THEY ARE WORTH, AND DOING WHAT NEEDS TO BE DONE TO SELL THEM FOR A GOOD PROFIT.

Photo by Michelle Reed



“

I DON'T WANT TO RECREATE THE WHEEL. WHAT I HAVE BEEN DOING HAS BEEN WORKING, AND I'M HAPPY.

Matt Bianchini and his wife, Lexi, were recently married on July 29, 2023. (Photo by Michelle Reed)

LIVING IN BALANCE

Matt's personal life has been steadily improving too. He and his wife, Lexi, who works in the mortgage industry, married this July. Matt's also started playing golf again after a few years off.

“With success, my work-life balance has really improved,” Matt says, “and that's exciting. I'm looking forward to continuing to do what I've been doing — a combination of sales, rentals, and investments. I don't want to recreate the wheel. What I have been doing has been working, and I'm happy.”

What more could one ask for?



FUN FACT

Matt is a former professional golfer and professional poker player.



Relax and enjoy. We know your vision.

You're in capable hands. We are ready to help you make your dream home a reality and will guide you every step of the way from Conception and Design to Construction, Close-Out, and Move-In.

Schedule your free design consultation with our team of experts.



VISIT SIGNALHOUSEBUILDERS.COM

Proudly Serving Southwest Florida Homeowners

Luxury Home & Condo Remodeling | Custom Home Builds

Bonita Springs, Florida | (239) 319-5173 | signalhousebuilders.com | Lic #CGC 1530301

Successfully Serving REALTORS® in Naples

TRUSTED
advice

SMART
strategies

PRACTICAL
solutions

The Law Office of Matthew P. Flores is a full-service real estate law firm serving all of Southwest Florida.

Our team is committed to assisting buyers and sellers with the purchase and sale of residential and commercial real property. We work side-by-side with our clients from contract to close.



MPF

LAW OFFICE OF
MATTHEW P. FLORES

MATTHEW P. FLORES, ESQ.

matt@naplesbaylaw.com | 239-261-0592
1333 Third Avenue S, Suite 505, Naples, Florida 34102 |
naplesbaylaw.com | @naplesbaylaw



HOME | FLOOD AND PRIVATE FLOOD | INVESTMENT PROPERTIES



CHAPMAN
INSURANCE
GROUP

Left to right:
Brian Chapman
Janessa Welland
Caleb Chapman

THE AGENCY RELATIONSHIP

A collaboration your
clients and team will
appreciate



Learn how we can help
create a smoother
REALTOR -Client experience

Scan To Get Your Free
Co-Branded Landing Page®

15 YEARS OF SERVING SWFL

WWW.CIGFLORIDA.COM



No Fear
Of Color



INTERIORS BY
SBI interiorsbysbi.com
954.445.0897

NAPLES CAY | OLDE NAPLES | PORT ROYAL | TALLIS PARK | MARCO ISLAND