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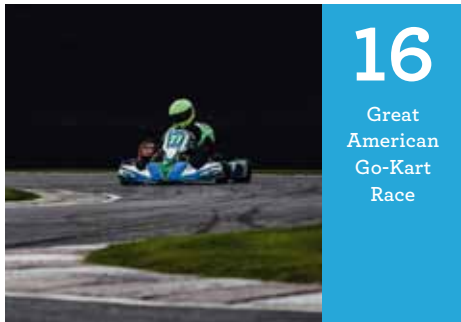
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▶▶ the real update **Jayne Dickey**

WELCOME TO VOLUSIA FLAGLER REAL PRODUCERS COMMUNITY!



PUBLISHER'S NOTE

I would like to take this opportunity to extend appreciation to all who attended the Volusia Flagler Magazine Celebration Event on June 27th at the exquisite location of 427 Pine Bluff Trail in Ormond Beach. We were truly honored to witness such a remarkable gathering, filled with networking opportunities and connections among the esteemed members of our Real Producers community.

I would like to express my sincere gratitude to Heather Demuth, the listing agent from KW Florida Partners and to the gracious owners of the property for generously allowing us to host our event within the confines of their remarkable home. Their hospitality played a vital role in creating an unforgettable experience for all attendees. We are excited to present our upcoming August issue, which is replete with inspiring stories that will undoubtedly tug at your heartstrings. These stories epitomize the unwavering passion for real estate and the resilience exhibited by top producers in overcoming personal challenges. We are confident that their tales will leave you inspired and motivated.

In addition, we invite you to explore our expert article on "Why Travel Insurance is Important." This informative piece offers valuable tips to ensure you have a worry-free vacation, providing essential insights into the significance of travel insurance.

This month, we are delighted to feature Provision Packs as our chosen charity. We encourage you to participate in the Back Pack Bash scheduled for September 23rd and show your support for this worthy cause. Your involvement can make a profound difference in the lives of those in need.

Mark your calendars for the 12th annual Great American Go Kart Race with DBAAR, benefiting RPAC, on September 14th. Whether you assemble a team or attend as an individual, this event promises an incredibly enjoyable time. Sponsorship opportunities are also

available, and for further information, please contact dmcash@daytonarealtors.org.

Once again, thank you to all of you who attended the Celebration Event and continue to support *Volusia Flagler Real Producers*. We hope you enjoy our August issue and find it to be a source of inspiration and valuable insights for your real estate endeavors.

WHAT CAN YOU DO TO HELP VOLUSIA FLAGLER REAL PRODUCERS COMMUNITY GROW?

It's simple! Nominate or refer your favorite businesses in the area to be a part of our community. You can submit their information to me at jayne@n2co.com or our *Volusia Flagler Real Producers* page on FB. A phone call or text is great too, 816-642-6800.

This is an amazing opportunity to build a strong referral base with people who do a majority of business in our local area. Sharing is caring.

WHAT DOES THIS MAGAZINE MEAN TO THE REALTOR®?

It is a badge of honor to be receiving this magazine out of the thousands of agents in our area. We want to validate your business and achievements! There are so many incredible producers who don't get the opportunity to be in the spotlight as they should. We will celebrate our local legends each month and the success they've created.

We have a lot of great events planned for the year so make sure to keep an eye out for your personal invite.

Do you need to update your email or mailing address on file? Please send an email to jayne@n2co.com.

Let's ROCK 2023 together!

Jayne Dickey
Volusia Flagler Real Producers
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5 REASONS WHY TRAVEL INSURANCE IS A MUST

I wish I had money every time a client asks me, “Do I really need travel insurance?” The answer is YES!!!! Of course, there are some instances, let’s say you are only doing an overnight inexpensive hotel stay, and in that case, no you don’t need travel insurance. But in most cases, 100% YES!!!

#1 VACATIONS ARE COSTLY!

Bad things happen and it always seems to be an out of the blue emergency that prevents you from taking your vacation.

I have heard from my clients one too many times, “Nothing is stopping us from taking this vacation, so we won’t need travel insurance.” Famous last words! A hurricane hits your house and you lose everything; true story! Your brother dies from Covid a few days before you travel, another true story. Your father dies unexpectedly a week before your cruise, etc.....

You have just paid \$8k for the trip of a lifetime and you don’t purchase travel insurance because you just know nothing is going to happen. But then it does and when you call the cruise line (or resort) and explain what happened, they’re sympathetic — but you’re not getting your money back. Company policy clearly states that there are no refunds if you cancel within 14 days of departure. Once the final payment has been made, you are pretty much out of luck.

Situations like these are why travel insurance is a must. When you have travel insurance with trip cancellation benefits, you can get reimbursement for prepaid, non-refundable trip costs when you must cancel for a covered reason. Covered reasons can include situations like the covered serious illness or injury of the insured person, a travel companion or a family member; the death of the insured traveler, traveling companion or a family member; a natural disaster or other event that renders your destination uninhabitable; etc.

#2 MEDICAL SERVICES OVERSEAS ARE EXPENSIVE!

Example: You’re taking this incredible excursion ride on an ATV in Mexico and on this tour, you slam into a big bolder and break your leg. You arrive at the hospital and your medical bills climb into the tens of thousands. Or even worse, you get this horrible illness and need medical evacuation; you can only imagine what that will cost and it does happen!

As the U.S. State Department notes, “many foreign medical facilities and providers require cash payment up

front and do not accept U.S. insurance plans. Medicare does not provide coverage outside of the United States.”

When you have travel insurance with emergency medical benefits, it can pay for losses due to covered medical and dental emergencies that occur during your trip. Emergency medical transportation benefits can pay for medically necessary transportation to the nearest appropriate medical facility, as well as the cost of getting you home following a covered injury or illness.

As you weigh the small cost of buying insurance against the massive costs of a medical emergency overseas, it’s a no-brainer.

#3 DO YOU REALLY WANT A MINOR MISHAP TO RUIN YOUR TRIP?

A vacation is an investment in your happiness. And when that vacation starts off with a canceled flight, a missed connection, a missing bag or another travel hiccup, that happy travel feeling fades.

Travel insurance can help make these situations better. Travel Delay Benefits can reimburse you for additional accommodation/travel expenses and lost prepaid expenses due to a covered departure delay of six or more hours. Baggage Delay Benefits can reimburse you for the reasonable additional purchase of essential items during your trip if your baggage is delayed or misdirected by a common carrier for 24 hours or more. Several more benefits address other common travel mishaps, so check your plan to see what’s included.

#4 HURRICANES HAPPEN

When a hurricane or winter storm closes the airport for days, keeping you from reaching the resort you’re heading to, you could lose the cost of airfare, side trips and even what you’ve paid for the resort. Buying your travel insurance policy when you book your trip may help you get reimbursed for these costs.

#5 EVEN EXPERT TRAVELERS NEED HELP

One of the best reasons to buy travel insurance is the peace of mind you get from knowing help’s just a phone call away. When you face a crisis while traveling—a medical emergency, a lost passport, a stolen wallet, a natural disaster, etc. having that peace of mind knowing you have that insurance protection and it’s just a call away, will make your travel less stressful.

SUMMARY

Cost is the number one reason people *don’t* buy travel insurance. I understand! If you’re already paying thousands for a long-awaited cruise or resort vacation, it’s tough to spend even a little more on insurance. Spend that small amount on insurance and receive peace of mind.

expert corner By GG Mack



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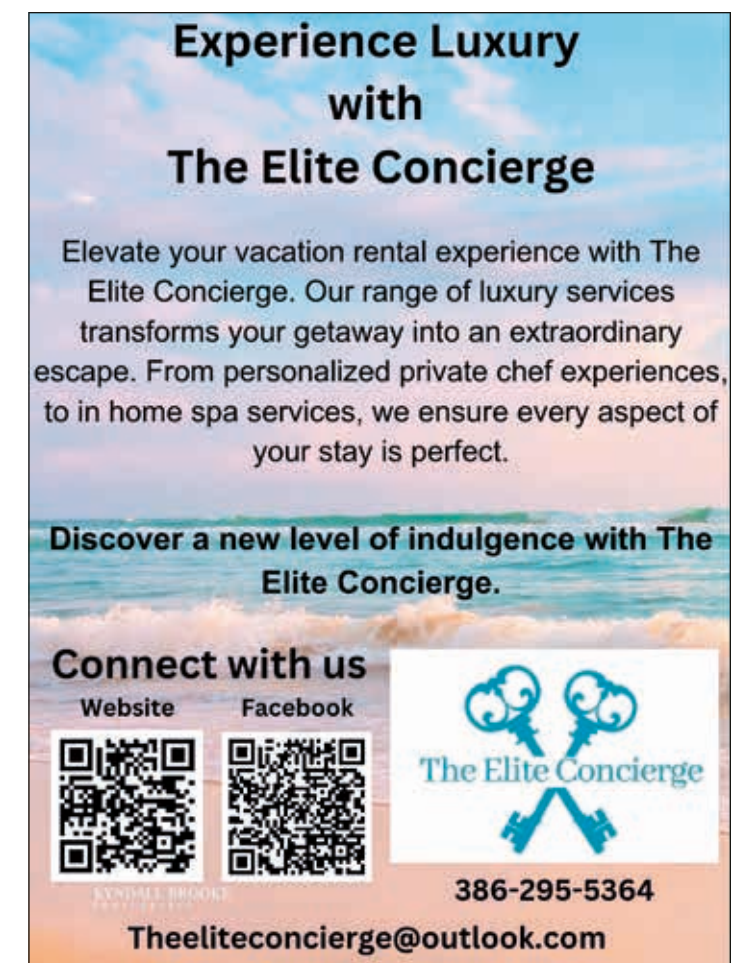


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Stacey

MATHEWS-JOHNSON

Photography by: **Walton's Photography**
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MAKING A COMEBACK

In the world of real estate, success stories often emerge from unexpected places. Few agents, however, can boast a redemption arc quite like Stacey Mathews-Johnson. For years, Stacey battled the powerful grip of addiction, which sent her down a destructive path and took a heavy toll on her life and the lives of those around her. It's with immense tenacity and resilience that Stacey eventually overcame addiction and emerged as a prominent figure in the real estate industry. Now eight years clean and sober, Stacey's story is a testament to the power of recovery, personal growth, and second chances.



"I had open-heart surgery twice," Stacey recalled. "When I almost died was when I reached my bottom. It didn't just save my life—it completely changed my life. I'm grateful to be an addict because it gave me the life I have now. I'm a very grateful person who lives with intention and purpose and I didn't have that before, even before I was an addict."

With the unwavering support of her family, Stacey discovered Narcotics Anonymous, which became a crucial turning point in her journey. It provided her not only with a supportive community but a lifeline, connecting her with individuals who understood her struggles. This transformative experience instilled in her a renewed sense of purpose that became the catalyst for positive change and propelled her toward a more hopeful future.

"I found a recovery 12-step program and it was everything I'd ever been looking for," Stacey shared. "I found people that understood me and spoke my language. People who understood my trials and tribulations. My support system in recovery has become a second family because you go through everything together. I never have to be alone again and that really makes life worth living."

Prior to her battle with addiction, Stacey recalled a burgeoning interest in real estate. It was ultimately the COVID-19 pandemic, however, that forced her to reevaluate her professional goals and served as the unexpected impetus for her entry into the business. Since obtaining her license in 2020, Stacey's genuine passion for people and her commitment to providing exceptional service has set her apart in the industry. A firm believer

in the power of connection, she has found in real estate an opportunity to serve clients on a personal level and guide them through the intricacies of the home buying and selling process with empathy.

"I don't like to be involved in anything that's gimmicky or that you have to sell people on," Stacey explained. "I love that real estate sells itself. You just have to take care of people and I really enjoy that. I'm motivated by the fact that there are no ceilings—all while being able to help people's dreams come true."

During her journey, Stacey found invaluable support from mentors, particularly accomplished women in her Keller Williams office who guided her through the initial stages of her real estate career. Their encouragement fortified her resolve, instilling the confidence she needed to succeed. As 2021 Rookie of the Year, she quickly earned a spot among the top three agents for Best of Volusia County as well as the top individual agent for closed units two years running.

"I feel like my past has made me a better person in every area," Stacey described. "It's given me the tenacity, grit, and hustle to know I can get through anything. Everything is 'figureoutable' if I can come back from the dead and live a thriving life full of happiness. I feel like I'm ahead of the game because of it. It really gave me a positive outlook and I think that having that mindset gets you so much further."



Despite her success, Stacey's aspiration to make a positive impact extends beyond real estate. She remains grounded by a desire to serve her community and help others achieve their own comeback stories. She actively sponsors women in their recovery journeys, speaks at treatment centers, and shares her story to inspire those facing similar challenges.

"A huge goal of mine is to help other people who are going through what I did because it gave me the life I have today," Stacey shared. "My whole life is because of Narcotics Anonymous. So many people struggle, and everyone has someone affected by it. I just want to give back to the community that gave me everything."

Stacey's genuine authenticity and relentless work ethic have earned her the support and trust of those who have witnessed her transformation. Looking to the future, she aims to expand her reach and continue to make a positive impact in the lives of those she encounters—both within real estate and beyond.

"Growing up in this town and having such a public fall and now a public rise, that's actually helped me tremendously because people want to support the people they know," Stacey said. "I feel eternally grateful for my success and will continue to put in the hard work it takes to sustain it."



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RPAC stands for the Realtor Political Action Committee, this committee is not a red or blue political party, it is the Realtor party. This PAC works for the Realtor profession and supports policies and legislation in our local, state and national arenas geared towards protecting homeowner's rights along with supporting candidates for office who share the same view on these topics. Now is more important than ever as there are so many topics that are at the top of the priority list. Below are a few of the pressing issues (and recent wins).

Priority – SB 102 (Live Local Act): The comprehensive affordable housing bill that was a major priority for Florida Realtors® this year. This bill includes the statewide ban on rent control that we advocated for.

Priority – HB 7063 (Tax Package): Includes a 1% cut to the Business Rent Tax, bringing it down from 5.5% to 4.5%, saving businesses approximately \$260 million. This cut will take effect on Dec. 1, 2023, followed by the planned reduction to 2% in August 2024.

Priority – HB 761 (Telephone Solicitation): Amends certain provisions of the Florida Telephone Solicitation Act (FTSA) to clarify definitions and written consent requirements to put an end to frivolous lawsuits against brokerages and other businesses.

Priority – SB 7052 (Insurer Accountability): Contains a number of provisions intended to increase consumer protection and insurer accountability in Florida.

Priority – HB 881 (My Safe Florida Home Program): Expands eligibility requirements of the home hardening grant program known as My Safe Florida Home and allocates an additional \$100 million for the program.

Priority – SB 154 (Condominium and Cooperative Associations): Clarifies previous condo reforms, such as

who can perform milestone inspections, flood insurance requirements, the specific items subject to a structural integrity reserve study, and the resale disclosure requirements associated with milestone inspections, reserve studies and newly added turnover inspection reports.

Bill of Interest – SB 770 (Residential Loan Alternative Agreements): Created to stop certain very long-term listing agreements that were causing consumer harm. The original bill penalized legitimate real estate practices. Worked with lawmakers to amend the bill so long-standing real estate practices were not prevented.

Bill of Interest – HB 133 (Fees in Lieu of Security Deposits): Provides the option for a landlord to offer a tenant to pay a fee in lieu of a security deposit.

Bill of Interest – SB 574 (Termination of Agreements by a Servicemember): Provides clarity about the type of housing eligible for lease termination if a service member receives military orders.

Bill of Interest – HB 1091 (Licensing Fee Relief): Instructs the Florida Department of Professional and Business Regulation (DBPR) to waive 50% of the initial licensing fee and 50% of a licensee's renewal fee for the 2023-2024 and 2024-2025 fiscal years.

Bill of Interest – HB 1379 (Environmental Protection): Comprehensive water quality bill that focuses on areas of the state with a Basin Management Action Plan (BMAP), reasonable assurance plan or other pollution reduction plan.

Bill of Interest – SB 678 (Disposal of Property): Allows the Florida Department of Transportation to transfer property to a governmental entity without consideration if the property will be used for affordable housing.

Bill of Interest – SB 264 (Interests of Foreign Countries): Limits and regulates the sale, purchase and ownership of certain properties in Florida by specific foreign principals, persons and entities.

Bill of Interest – HB 793 (Collateral Protection Insurance on Real Property): Establishes a legal framework for the writing of forced-placed insurance coverage on real property in Florida. The bill specifies the coverage and premium must be based on a home's "last known" replacement cost, maintains the separation between lenders or servicers and insurers or insurance agents, and minimizes the possibilities of unfair competition practices in the sale, placement, or solicitation and negotiation of CPI.

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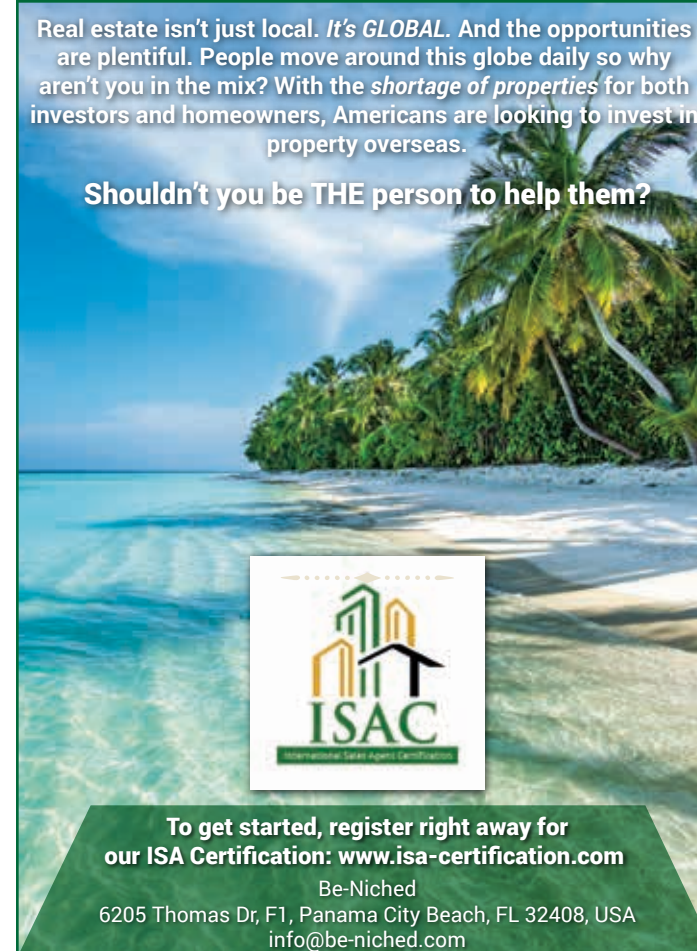
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Photography by: **Waltons Photography**
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Wes Stricklen

RESILIENCE FROM THE HEART

In the face of unimaginable challenges, some individuals rise above and become a beacon of inspiration for others. Wes Stricklen's story is one such example. From battling a debilitating autoimmune disorder to surviving a life-threatening heart condition, Wes's determination has not only transformed his life but also made a lasting impact on the lives of those around him. As a real estate professional, Wes remained committed to serving his clients, even as he fought for his life—it's this fortitude that has shaped his extraordinary path of recovery and resilience.

"I was very bitter for a long time," Wes described. "But I realized everybody has issues, everybody has something

they're dealing with in their life, and most of the time we don't know what it is. It's made me more patient, kinder, and empathetic to others also suffering. It not only completely changed me physically, but also emotionally and spiritually."

On a fateful day in March 2018, Wes woke up to a world of uncertainty, his body paralyzed by what doctors ultimately attributed to an autoimmune disorder. Despite the overwhelming pain and physical limitations, Wes refused to let his condition hinder his real estate vocation. Even in the face of adversity, he sought to keep moving forward, attending to his client's needs, and finding innovative ways to fulfill his professional obligations.

"I would show houses in a wheelchair, or someone would walk beside me, and I would use a cane," Wes recalled. "I just didn't stop—I didn't let it stop me. If a customer called, I found a way to get there. I continued to show houses and work, and in a way, it helped to keep my mind off my medical reality."

Just a year into his paralysis, Wes faced yet another life-altering moment when he woke up to excruciating pain caused by a tear in his aorta, also known as an ascending aortic dissection. This condition required immediate open-heart



surgery, which set his chances of survival at a mere three percent. However, the tenacity and faith that had defined Wes's journey thus far, continued to carry him through. Against all odds, he not only survived the operation but inexplicably took his first steps in a year, following the surgery.

"Now I can raise my arms, I have no pain anymore," Wes explained. "I play golf, I ride my motorcycle—it's all gone, and the doctors have no answers. It taught me that nothing in life is guaranteed and caused me to really appreciate every day."

Despite enduring four additional heart surgeries in 2019 alone, Wes's dedication to his real estate clients never faltered. Even from his hospital bed, he continued to close deals, while his wife, Renee, acted as his trusted partner in the real estate business. Wes's perseverance, coupled with his wife's steadfast support, ensured that their clients received exceptional service, often without realizing the challenges the Stricklen family was personally facing.

"My wife is my number one supporter," Wes shared. "People don't realize how hard it is on the caregiver. All of the times I couldn't move, she was the one who helped me up, helped me bathe, all of those things. She would drive from Shands [Hospital] in Gainesville to show a house on my behalf, and then to go to the closing, and the client never knew I was in the hospital."

Throughout his challenging journey, Wes attributes his resilience to his resolute faith and the support of his loved ones, friends, and colleagues. From the prayers and outreach of their church community to the overwhelming presence of nearly 30 individuals who waited with his family during his surgeries, he discovered the true meaning of friendship. The outpouring of support from his real estate peers further highlighted for him the compassion and camaraderie within the industry. With his community's prayers and encouragement, Wes was able to walk his daughter Rebecca down the aisle following his paralysis and later his daughter Tabitha following his surgeries.

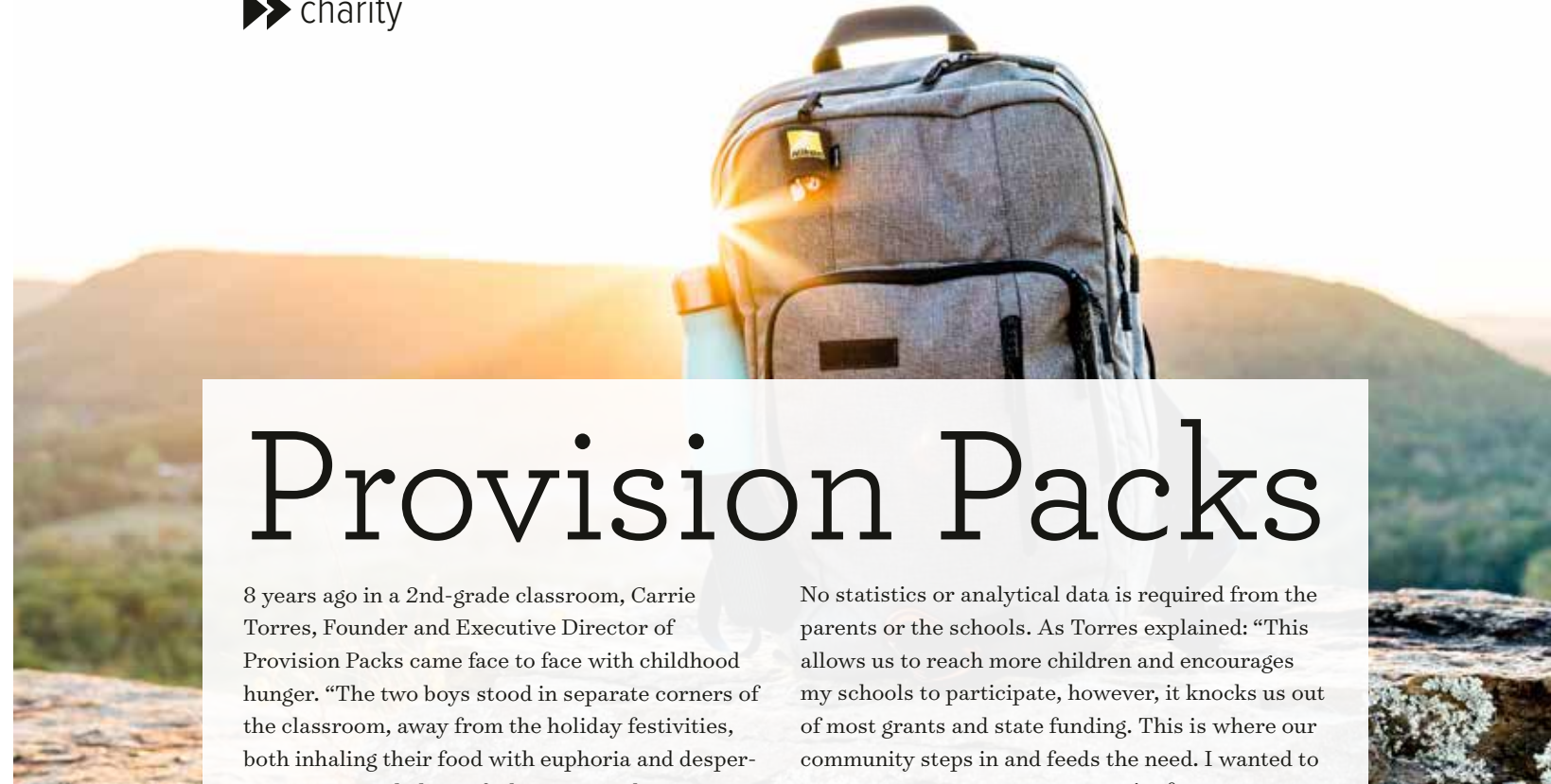
"I was extremely blessed to have my wife, my family and my friends that took their time to sit with me during those days, as sometimes that's all you need—just somebody there," Wes described. "Many, many people from real estate reached out. I won't ever forget that."

Wes's journey has also become a source of inspiration for others. As part of his own healing journey, he joined an open-heart surgery forum on Facebook, where he actively seeks out opportunities to encourage and support individuals facing similar challenges. His firsthand experience and empathetic nature allow him to provide a guiding light to friends and strangers across the globe. By sharing his own story and offering words of encouragement, Wes finds solace in helping others navigate their journeys.

"You go through ups and downs and the depression is very real," Wes shared. "It's really hard at the beginning when you come out of open-heart surgery because you can't do anything if you're in pain all the time. When I hear people that are going through stuff, my main advice is to find a way to find peace and happiness and force yourself to keep moving."



►► charity



Provision Packs

8 years ago in a 2nd-grade classroom, Carrie Torres, Founder and Executive Director of Provision Packs came face to face with childhood hunger. "The two boys stood in separate corners of the classroom, away from the holiday festivities, both inhaling their food with euphoria and desperation. It reminded me of a boxing match, except this was no game...this was childhood hunger and that is the day my life changed." 1 in 5 children is at risk of going to bed hungry in Central Florida, especially on weekends when the free and reduced breakfast and lunch program offered by the schools is not available. "I, like many, assumed that there were enough programs in place to make sure that at the very least our children were being fed. I had no idea how many non-title one schools were challenged with serving the underserved in our community" says Torres. "My intention was to temporarily serve a few students until I could bring in the calvary, I quickly realized that there was no calvary and in the words of Gandhi, "Be the change you wish to see in the world." With that Torres recruited friends and family to help feed upwards of two dozen students at the first school and with a pleading call from another elementary school Provision Packs was born.

No statistics or analytical data is required from the parents or the schools. As Torres explained: "This allows us to reach more children and encourages my schools to participate, however, it knocks us out of most grants and state funding. This is where our community steps in and feeds the need. I wanted to create a movement...an opportunity for our community to come together. Whether you had \$5.00 or \$500 dollars you can make a difference and the best part is it all stays right here.... feeding our kids today, and tomorrow's future."

As a result of the limiting availability of grants and state funding, Provision Packs relies heavily on our local businesses, volunteers, individuals and our AMAZING fundraisers. The first event of this upcoming school year is our Backpack Bash on September 23rd at the Forever Ranch Ormond Beach from 6:00 pm-10:00 pm. Tickets are just \$50 and includes food from local restaurants, outdoor games, a huge silent auction, live music from local favorite *Hayfire* and much more!

Provision Packs serves 15 schools, upwards of 800 students per week for approximately 36 weeks per year in Volusia and Flagler counties. "Our food costs alone for the 2023-2024 school year is \$250,000. Provision Packs survived the pandemic and inflation, but this year we will cut it close. For our non-profit we are hit twice: increased food costs and increased demand. We have been blessed by this community and I have faith that together we will rise to meet the need."

Visit www.provisionpacks.org to make a donation, purchase event tickets and for more information.

Our mission at Provision Packs is to provide well-balanced supplemental nutrition for weekends and extended holidays. Each pack offers children portions of 8-10 meals, and each pack is discretely placed in the child's backpack on Friday afternoon with the hopes of closing the gap on childhood hunger. Discretion, ease and accessibility are of the utmost importance to the Provision Packs organization. All that is required is the parents' permission.



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TARA LYALL

HIGH TIDE GROUP



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Jenny Wessler
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Manuela Nivia

A proud New Smyrna Beach native and top-performing real estate agent, Tara Lyall is renowned for her dedication to her clients and her steadfast commitment to achieving outstanding results. With a deep knowledge of the local market and a wealth of experience, Tara has established herself as a dynamic and accomplished professional since her start in the business. Her passion for helping fellow agents set a higher bar for the industry inspired her to establish her own brokerage under The High Tide Group in 2022—a firm that is already making waves in the local market.

“ANCHORED IN SERVICE”

“I transitioned to running my own brokerage because I felt like I had reached a peak in my career, and I really wanted to help agents learn and grow,” Tara shared. “I’ve really enjoyed mentoring and coaching agents who are just starting out so they can be successful.”

Tara began her career as a globe-trotting flight attendant for Southwest Airlines, where she cultivated a remarkable ability to connect with people from diverse backgrounds—a skill that seamlessly translated into her role as a real estate professional. In 2015, she sought a more flexible career opportunity that better prioritized her growing family. Eager to assist others in navigating the real estate market, Tara spent her first two years in the business as a buyer’s agent. In this role, she not only helped hundreds of families but developed a keen understanding of the needs and aspirations of her clients.

“I had a couple of friends who were in real estate, and it piqued my interest,” Tara described. “I earned my first listing by knocking on the door of a home for sale by the owner. After representing the buyer as well as the seller and closing over the asking price at \$1.2 million, I was hooked.”

Consistently ranked in the top five percent of agents across New Smyrna



Beach, Tara was recruited in 2022 by Side—a real estate technology company that exclusively partners with high-performing agents. With their support, Tara transformed her team into a market-leading boutique business. Side’s one-of-a-kind brokerage platform and expansive network from coast-to-coast have also ensured The High Tide Group remains on the cutting edge of the evolving real estate market. Alongside the nine agents at her brokerage, Tara recently celebrated the official opening of The High Tide Group’s new office on Flagler Avenue.

“Side’s state-of-the-art marketing, technology, administrative, and legal services are instrumental in helping us grow and strengthen our brand while offering the essential tech support that today’s real estate industry demands,” Tara said. “My goal is now to recruit more agents that want to work in an amazing team at a small brokerage. We have a lot of camaraderie and we’re excited about building something great.”

Under the motto ‘anchored in service,’ The High Tide Group has established itself as a full-service boutique firm that demonstrates a commitment to serving clients beyond the completion of a sale. Whether it’s providing recommendations for local service providers, offering guidance on property management, or addressing any post-sale concerns, they strive to be a reliable and



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supportive resource for the individuals they serve. This client-centric approach has earned Tara's brokerage a reputation as a trusted partner in the real estate journey.

“No matter their need or the market condition, our clients are always number one,” Tara described. “We truly believe that we're still serving our customers even after the sale is complete. We have a strong network, so we bring a lot of value and we're always here for our clients.”

Drawing on her passion for design and transformation, Tara offers in-house staging and styling services. Her firsthand experience in owning and operating vacation rentals as well as having built her own home alongside a licensed contractor has allowed her to provide tailored insights and guidance. By incorporating her coastal modern style, Tara helps clients transform their properties into desirable destinations or contemporary living spaces that align with current design trends.

“It's something I've always been interested in,” Tara shared. “I love the design aspect and seeing something from the 1980s be completely transformed to 2023. I actually built my house three years ago. It was from 1952 and I took it down to the slab and rebuilt it from the ground floor to the second floor.”

Just days after the official opening of her brokerage, Tara suffered a personal tragedy with the unexpected passing of her husband, Joseph. A world-renowned sport fishing captain, Joseph suffered a heart attack while on a surf trip in a remote town in Costa Rica. A testament to her personal strength and resilience, Tara has channeled her grief into a mission to prevent similar tragedies from occurring. She single-handedly raised enough funds to bring a medical kit and two AEDs to the area. Together, the couple shared a love for the ocean, boating, and exploring the beautiful beach town they called home.

“He was a force to be reckoned with and one incredible human being,” Tara shared. “I just want his light to shine through me and I will do everything I can to make that so whether it's by serving my clients, my family, or my community.”

Photos were taken at The High Tide Group office at 224 Flagler Ave NSB Fl 32169 and Tara's featured luxury listing at 202 S. Atlantic Avenue NSB FL 32169



VOLUSIA FLAGLER REAL PRODUCERS RED, WHITE & BBQ

Photos by: Cld Photography & our VFRP Community

We held our Red, White & BBQ Event June 27th at 427 Pine Bluff Trail in Ormond Beach. This home is currently being offered at \$3,250,000. This expansive property spans over 6 acres, offering a private and picturesque setting for those seeking the epitome of waterfront living. Car lovers dream with over 2,100 sq ft of garage space! Boasting over 8,000 square feet of living space, including a guest house and remarkable features, this estate is a true masterpiece. Please contact Heather Demuth with KW Florida Partners heatherdemuth@kw.com for more information.





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FAQ

ALL ABOUT VOLUSIA FLAGLER REAL PRODUCERS



Real Producers magazine started in Indianapolis in 2015 and is now in over 130 markets across the nation and continues to spread rapidly.

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Q: WHO RECEIVES REAL PRODUCERS MAGAZINES?

A: The top 300+ real estate agents in the Volusia Flagler Counties.

Q: WHAT IS THE GOAL OF THIS MAGAZINE?

A: We believe that we are better together. When we surround ourselves with other successful, like-minded people, we grow to new heights. *Real Producers* is a platform that brings together the most elite individuals in Volusia Flagler Counties real estate.

We take the top 300 real estate agents and RP-vetted businesses in every market, and we build an exclusive community around that group. We share their stories, successes, market trends, and upcoming events — really, anything that will connect, inform and inspire, we put in our monthly publication.

Q: DOES REAL PRODUCERS HAVE EVENTS?

A: Yes! We will have specific networking events throughout the year.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: It's really simple. You have to be on the top 300 list, and we take nominations seriously. You can nominate other real estate agents, businesses, brokers, owners or even yourself! Office leaders can also nominate real estate agents. We will consider anyone brought to our attention who is in the top

300 because we don't know everyone's story, so we need your help to learn about them. We cannot guarantee a feature, but we encourage you to meet with one of our team members, support *Real Producers* and attend our private events to increase your chances.

Q: WHAT DOES IT COST A REAL ESTATE AGENT/TEAM TO BE FEATURED?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! We are not a pay-to-play model. We share **real** stories of Real Producers.

Q: WHO ARE THE RP-VETTED BUSINESSES?

A: They are one of the best businesses in Volusia Flagler Counties in their category, and you can find them listed in our index! We don't just find these businesses off the street, nor do we work with all businesses that approach us. Many of the top agents have recommended every single business you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our team will further vet every business to make sure they are a good fit and bring value to our community. Our goal is to create a powerhouse network, not only for the best real estate agents in the area but the best businesses so we can grow stronger together.

Q: HOW CAN I RECOMMEND A BUSINESS?

A: If you want to recommend a business that works with top real estate agents, please email or message us!

Email: jayme@n2co.com



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