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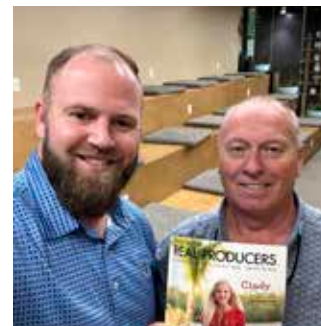
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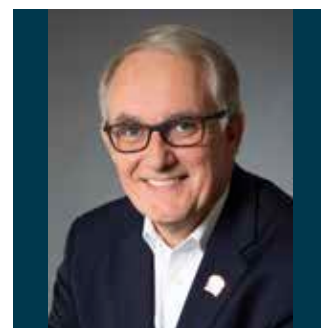
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►► publisher's note

HAPPY FOURTH!

Dear Real Producers of Fort Myers,

This month, we have a few reasons to celebrate! It marks *Fort Myers Real Producers*' first anniversary in print! It has been an amazing year getting to know this community, sharing inspiring success stories of the top producers in Fort Myers real estate, and connecting agents with our special industry partners who make this publication possible. Thank you all! See who we've featured over the last year and some of the fun we've had on pages 36–39 in this issue.

We are also celebrating Independence Day this month, which symbolizes the resilience and unity of our nation and reminds us of the sacrifices made by our forefathers. This July 4th, as we gather with loved ones to celebrate Independence Day, let's embrace the essence of the season — a time of patriotism and reflection celebrated with joyous barbecues, boating and fireworks, and cherished moments with family and friends. Let's also embrace the slower pace of summer and the opportunities it presents on the business front.

While the summer real estate selling season in Southwest Florida may be slower, it does provide an excellent opportunity for reflection and strategic planning. Use this time to refine marketing

strategies, nurture client relationships, and explore creative ways to reach prospective buyers. As real estate professionals, you have a unique chance to cultivate personal connections with existing clients and prospects. Focus on quality over quantity, ensuring each client receives the attention they deserve.

Summertime also provides time for strengthening your community connections by engaging in local events, partnering with charitable organizations, and further establishing yourself as a trusted resource in the Fort Myers real estate market. Fostering authentic relationships demonstrates your commitment to the community in a visible way.

Thank you to everyone who attended our event at Land Rover of Fort Myers on May 25th. The turnout was incredible, and we enjoyed reconnecting with all of you! Be sure to check out the event photos on our social media and on pages 16–21 in this month's issue.

Wishing you all a memorable Independence Day and a successful summer season!

Very respectfully yours,



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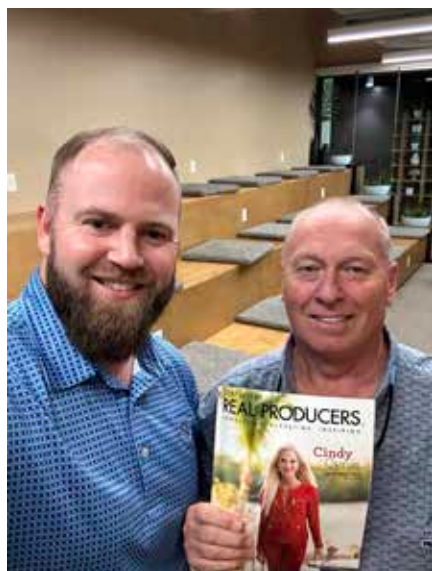
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In each episode of *The RP Experience* podcast, we are excited to feature a top REALTOR® or valued industry partner for engaging, informative, and entertaining segments on topics of interest to our Real Producers community.

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 71- 74

EPISODE 71 | JUAN RIZO



Born and raised in Miami, preferred partner Juan Rizo, owner of Durabilis Roofing, relocated to Southwest Florida at age 20 and switched careers from retail management to roofing. In this episode, Juan and Andrew discuss the aftermath of hurricanes and the growing significance of roofing in tropical

storm-prone areas. Juan emphasizes the importance of reputable work and long-lasting, top-quality roofs. Tune in to learn more about Durabilis Roofing, Juan's commitment to excellence, and his role-model leadership style.

EPISODE 72 | STACEY GLENN



Don't miss this episode with top producer Stacey Glenn, who shares her remarkable journey of obtaining her real estate license while nine months pregnant and going into labor during the exam! She discusses the dedication and preparation needed to launch a real estate career. Obtaining her

license in 2013, Stacey waited two years for her first transaction. Tune in to discover Stacey's secrets to success and adding value for clients and the community.

EPISODE 73 | KYLE MCLAUGHLIN



Born in Santiago, Chile, preferred partner Kyle McLaughlin, owner of Northstar Technologies, relocated to Naples, Florida, with his mother in 2000 and established a 23-year presence in the state. Kyle has over 15 years of sales experience, including seven years in real estate. In this episode, you'll delve

into Kyle's background, his construction business and the engaging conversation between him and Andrew. Don't miss this episode to discover more about Kyle's business and the topics they explore.

EPISODE 74 | MAYA ISMAILOVA



Don't miss this captivating episode with top producer Maya Ismailova, as she shares her incredible journey from Central Asia to becoming a Coldwell Banker agent in 2019. Maya holds a law degree from Tashkent State University and arrived in Naples in 2011. Reflecting on her multi-

lingual skills and customer service and hospitality background, Maya discusses how these elements shaped her successful real estate career. Tune in for Maya's inspiring story and valuable industry insights.



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LAND ROVER OF FORT MYERS

MAY 25, 2023

What a fantastic gathering we had at our second Fort Myers event at Land Rover on May 25th! Thank you to everyone who came out. It was great to see you all! If you missed this amazing event ... be sure to catch our next one!

We're very grateful to **Land Rover of Fort Myers** and to **Nick and Brian Del Negro** for allowing us to host our Fort Myers Real Producers event at their beautiful dealership and for donating a complimentary weekend trip of a Jaguar or Land Rover for two lucky winners!

Congratulations to the lucky winners of our raffle, **Chaz Hambling** and **Kyra Quarles**! Thanks to everyone who purchased a raffle ticket, we raised \$4,300 for Teen Challenge, a treatment center that provides rehabilitation services to people struggling with addiction.

A huge thank-you, as always, to our wonderful event sponsors: our headline sponsor, **Lauren Maxwell, of The Maxwell Team at CrossCountry Mortgage**; our beverage sponsors, **Woods, Weidenmiller, Michetti & Rudnick, LLP**; and **Giovanni Matita, with NRL Mortgage**; our 360 photo booth sponsor, **ALL IN Property Management**; our food sponsor, **HouseMaster**; and last, but not least, our supporting sponsor: **Venture Title Services**. And, of course,



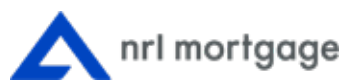
to all of our volunteers, who helped our event run smoothly. We could not have done it without you all!

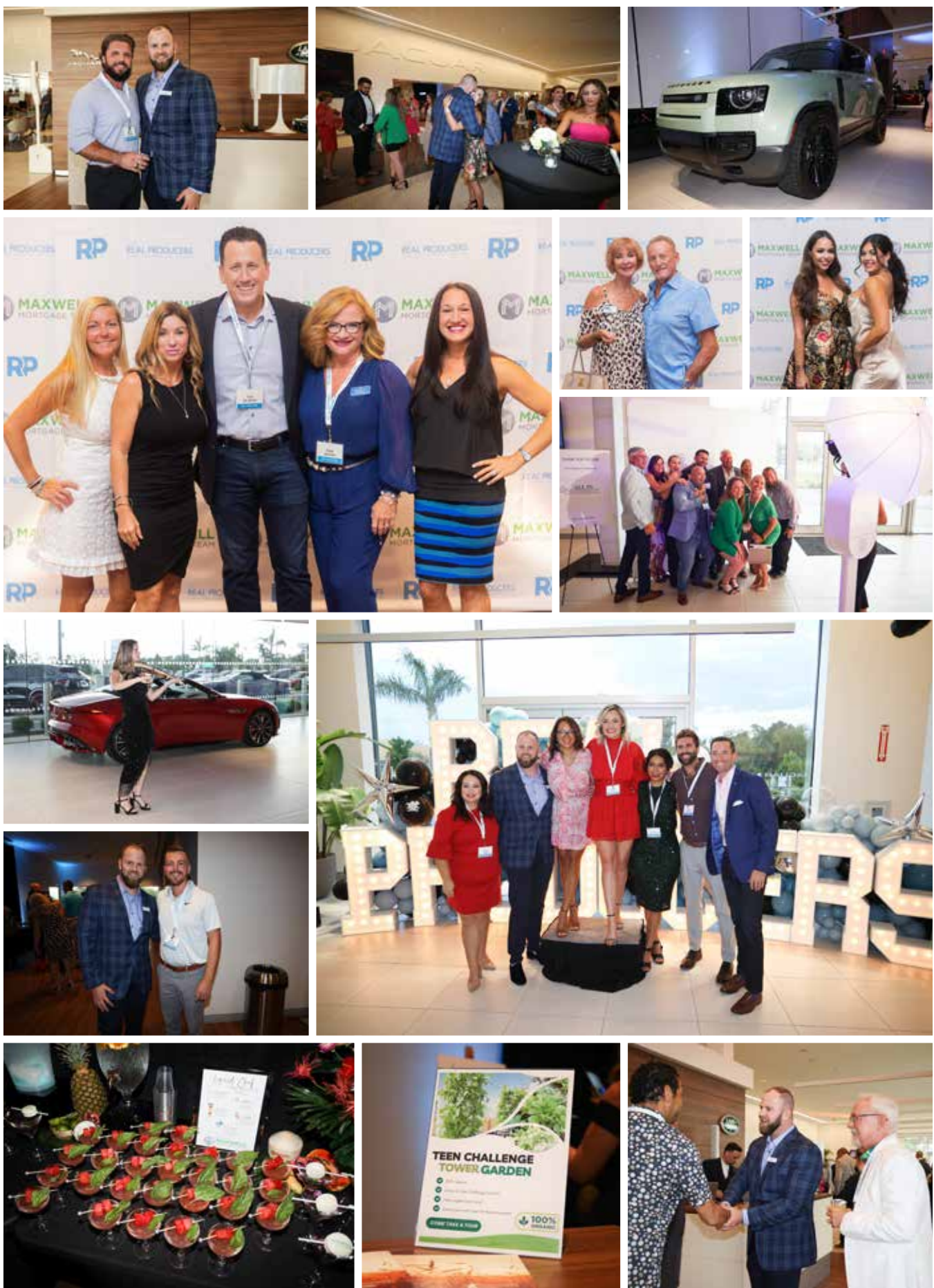
Big shout-out to **The Party Girl Co.** for coordinating this wonderful event. Together, Julie and her team did a fantastic job! Also a huge shout-out to our vendor partners: **5 Star Valet** for their help with parking; **Lightworks** for event production; and **Corrafilm** for an exciting video of 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 Fort Myers Real Producers' events, please email swfl@n2co.com.









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From the Desk of the PRESIDENT

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Florida Realtors is proud to serve as your legal resource. In addition to the live call center, check out the Florida Realtors' legal newsletter or online videos at FloridaRealtors.org.

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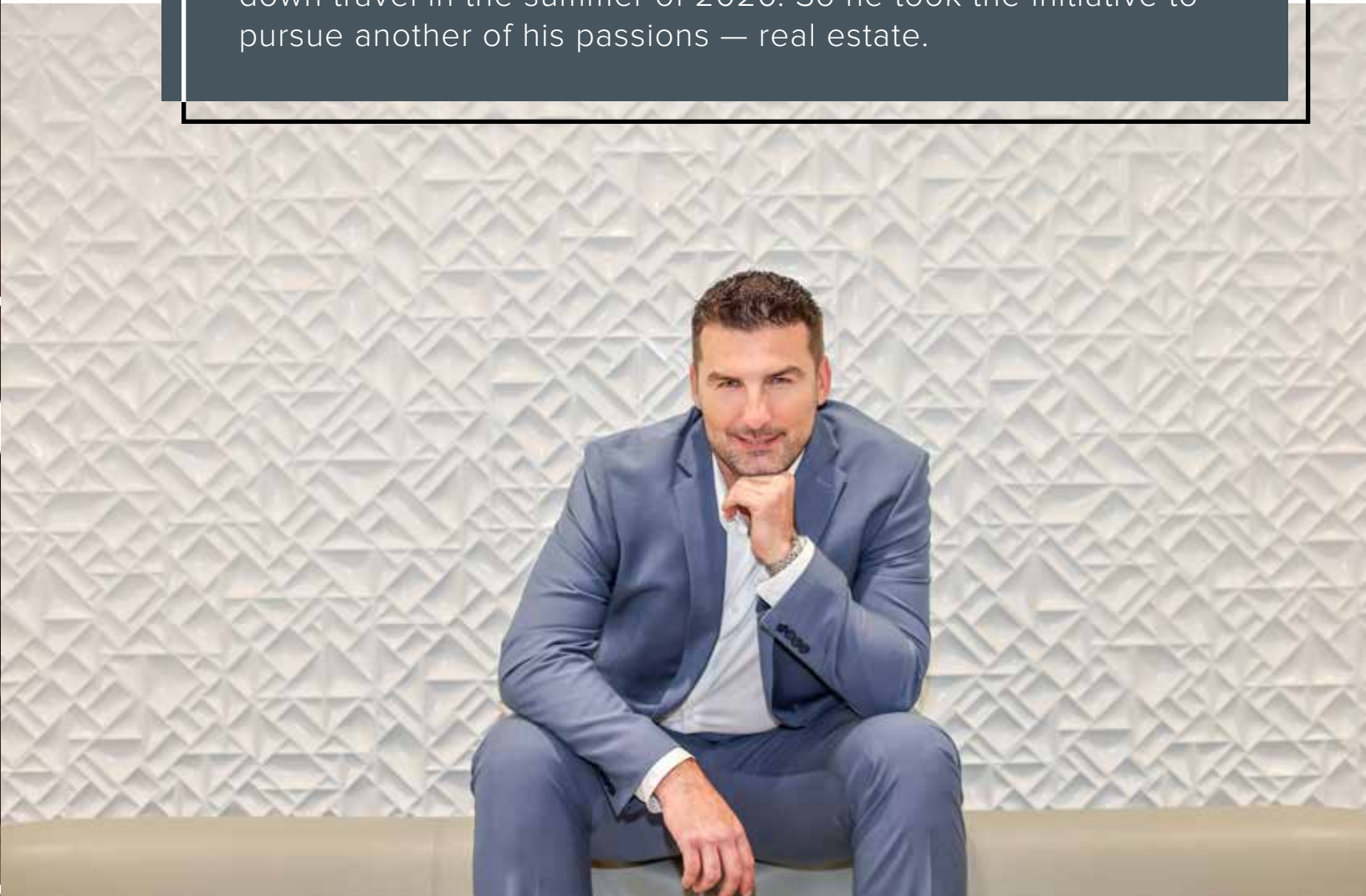
►► rising star

By **Zachary Cohen**
Photos by **LaCasaTour**

DALI

MIHAJLOVIC *Serving Up Aces*

After nearly 20 years as a tennis coach, Dali Mihajlovic launched a new career amid the COVID-19 pandemic. As a tennis coach, Dali traveled often, but COVID restrictions shut down travel in the summer of 2020. So he took the initiative to pursue another of his passions — real estate.





By that time, Dali had been investing in real estate for many years. He saw an opportunity to use the knowledge he had gained to help others achieve their goals and dreams while creating freedom in his own life.

Three years later, Dali is thriving. He left his post as a tennis coach in 2021 to focus on real estate full-time, and the results have been impressive. In 2021, he was in the top 3 percent of MVP Realty agents in production. In 2022, he was in the top 1 percent of agents at MVP Realty while closing 48 transactions for \$22 million.

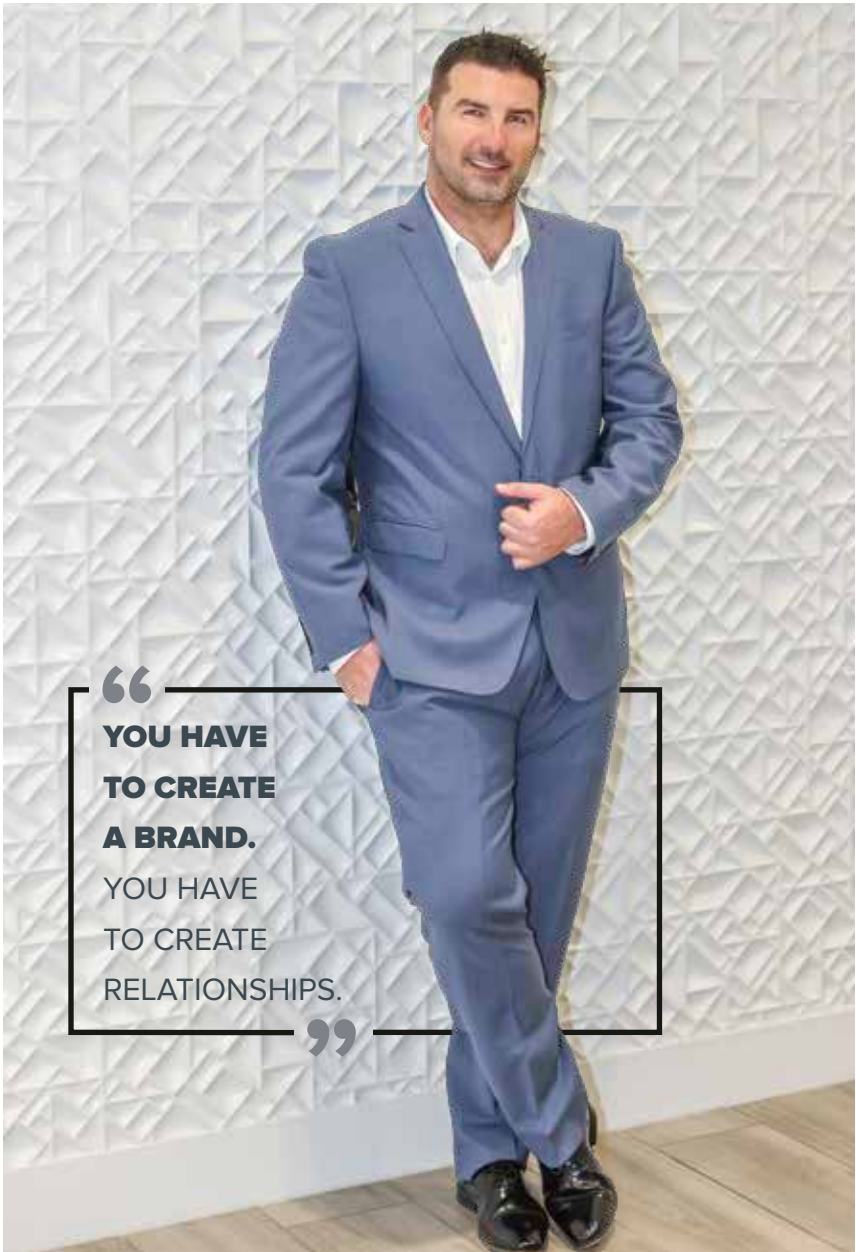
He's well on his way to a long and fruitful real estate career.

The Road to Real Estate

Dali was born and raised in Serbia. A standout tennis player, he moved to the U.S. at 17 years old, landing in Florida.

"It gave me a chance at a professional dream. Florida is probably the center of the tennis world," Dali offers.

Dali went on to play competitive professional tennis and graduated from Indiana State University with a degree in finance. He then moved to Chicago, where he developed a reputation as a tennis coach.



“
**YOU HAVE
TO CREATE
A BRAND.
YOU HAVE
TO CREATE
RELATIONSHIPS.**
”

Originally from Serbia, rising star Dali Mihajlovic has been in the U.S. since he was 17 years old.

Dali spent the next 18 years in Chicago before returning to Florida. During this time, he began investing in real estate, igniting his passion for the work that would eventually become his career.

"When I started in 2020, I was excited for the chance to connect with people, to communicate, to be part of this community," Dali explains.

Lessons Learned on the Court

Much of Dali's success in real estate can be credited to the lessons he learned while playing and coaching tennis. His competitive nature serves

him well in real estate, as does his ability to create genuine, lasting relationships with his clients.

"As a coach, I'm selling a product in a different way, but there are many similarities. You have to create a brand. You have to create relationships. From the sales standpoint, working with clientele, managing those relationships, creating a business, and getting referrals. Take care of one client, and they'll refer you to others. It wasn't a one-and-done deal in tennis, and it isn't in real estate either. I've learned how to keep people happy every time."

Dali also launched a property management group alongside his real estate sales work. The two have played hand in hand, with one business feeding the other. He now manages over 180 properties.

The Florida Lifestyle

Dali and his family moved to Southwest Florida in 2018 for the lifestyle, and they are enjoying every minute of their life in Naples. He and his wife, Maya, have

three sons, Stefan (16), Marko (10), and Filip (7). As a family, they enjoy travel and sports, especially soccer.

Balancing family life and a real estate career isn't easy, but Dali is committed to being successful at both. Being a top real estate agent and a present husband and father requires understanding from his family and his clients, as well as carefully and kindly placed boundaries.

Dali's eventual goal is to build his own real estate group, but for now, he's keenly focused on growing his individual business, bringing in more long-term clients, and expanding his reach.

"No matter what, my goal is to continue to grow. I'm really looking forward to the future."

“NO MATTER WHAT, MY GOAL IS TO CONTINUE TO GROW. I'M REALLY LOOKING FORWARD TO THE FUTURE.”



WORDS OF WISDOM

"Get yourself out there. Let everyone around you know you are an agent. Secondly, do a lot of open houses. Get the experience. Meet people. Don't be afraid to get out there. And be consistent. Follow up. It takes a lot of follow-up to be successful early on in real estate."

Prior to real estate, Dali Mihajlovic played professional tennis and coached tennis for almost 20 years.



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MICHELLE REED

MICHELLE REED PHOTOGRAPHY

► partner spotlight

By Zachary Cohen



OUT FROM BEHIND THE CAMERA

“ I remember sitting at the dinner table and asking my family, ‘If I were to die today, what would people say about me?’ And they said, ‘That I was a talented photographer, a great mom, and a devoted wife.’ While those words are very kind, that’s not how I want to be remembered. I want to make a difference in the lives of others. ”

Michelle Reed began her photography career over 20 years ago. She was initially focused on photographing children and families and quickly moved into wedding photography. Michelle found her calling shooting weddings, developing a reputation as one of Florida’s best. At her peak, she was a nationally recognized photographer shooting over 100 weddings a year.

Michelle enjoyed 16 years of success as a wedding photographer before transitioning her business to lifestyle, portraits, products, food, and corporate photography.

“By that time, I was fried from the wedding industry and decided that it was time to make a change. That’s the beauty of what I do,” Michelle says. “I love the diversity of photography, and I never get bored with my job.”

Lifestyle photography and portraits are some of Michelle’s favorite genres of photography. She takes pride in capturing the essence of her clients. Michelle’s creative, fun and spontaneous personality makes it easy to relax and enjoy your photo session with the confidence that you need to be comfortable and feeling your best.

“Photographically, that’s probably my strongest suit. I’m able to capture who people are, and that’s key,” she says. “It really becomes an art. I talk with people, get to know them, and try to bring their true selves forward.”

Making a Difference

Emotion rises in Michelle as she talks about one of the most impactful times of her life — the 12 years she spent sharing her story with the students at Clewiston Middle School.

“I remember sitting at the dinner table and asking my family, ‘If I were to die today, what would people say about me?’ And they said, ‘That I was a talented photographer, a great mom, and a devoted wife.’ While those words are very kind, that’s not how I want to be remembered. I want to make a difference in the lives of others,” Michelle reflects. “So I prayed about it, and six months later, I received a call from Kathy Ireys, a teacher in Clewiston, Florida.”

Kathy was looking for a photographer for her daughter’s wedding in Naples, but soon, her relationship with Michelle became much more. Michelle ended up building a deeper relationship with Kathy, regularly traveling to Clewiston to speak to groups of students small and large over the next 12 years. It was one of the most rewarding experiences of Michelle’s life, as well as a true testament to the impact she hopes to make in the world.

“I have thousands of letters from those children. That was one of the most life-changing experiences. To this day, I still have children that call me Mom,” Michelle shares. “I set out to make a difference in their lives, and instead, they made a tremendous impact on mine.”



“What’s important to me is making a difference in the lives of others by taking my lemons and making lemonade — whether that happens in support groups or from behind the camera.”

With over 20 years experience as a wedding and portrait photographer, Michelle Reed is a contributing photographer for *Naples Real Producers* magazine.



BEHIND THE CAMERA

When she’s not working, you’ll find Michelle fishing and scuba diving in the Florida Keys or spending time with her son, Trevor (26). Her family recently purchased a second home in the Keys, where she plans to spend most of her time during the summer months.



Michelle has channeled this experience into further inspiration to serve. Her current passion is working with women who have lived through narcissistic abuse. She facilitates a weekly support group and aspires to create a nonprofit and a documentary to support the cause and educate the public.

“What’s important to me is making a difference in the lives of others by taking my lemons and making lemonade — whether that happens in support groups or from behind the camera.”

For more information, visit MichelleReedPhotography.com.



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This month, July 2023, marks a significant milestone for *Fort Myers Real Producers* as we celebrate our first anniversary. It has been an extraordinary 12 months, during which we've had the privilege of showcasing numerous exceptional top producers in our local real estate community through our magazine. We extend our heartfelt gratitude to all the incredible agents who have graced our pages with their presence! Their willingness to share their stories, including the challenges they faced, the setbacks they encountered, their invaluable tips and "secret sauce," and their ultimate triumphs, has left us both grateful and humbled.

At Real Producers, our mission is centered around connecting, elevating, and inspiring. To achieve this, we meticulously plan and organize quarterly events that serve as a platform for fostering connections within our community. These gatherings provide exclusive opportunities for the best-of-the-best agents in our area to network, socialize, and forge even stronger business relationships. We sincerely hope that you have enjoyed these events as much as we have!

In the blink of an eye, a whole year has passed. Thanks to all of you, our growth has been

exponential, and we are more resolute than ever before. We eagerly anticipate the publication of more exceptional magazines that highlight the wealth of talent and knowledge present within this community. Furthermore, we eagerly look forward to hosting spectacular events where we can come together and interact in person.

As you turn the pages that follow, take a moment to discover the superstar agents who have graced our covers over the past year, as well as the unforgettable moments we have shared as a community during our events.

Happy anniversary to us! Once again, we express our deep gratitude to each and every one of you who contribute to the success of *Fort Myers Real Producers*!



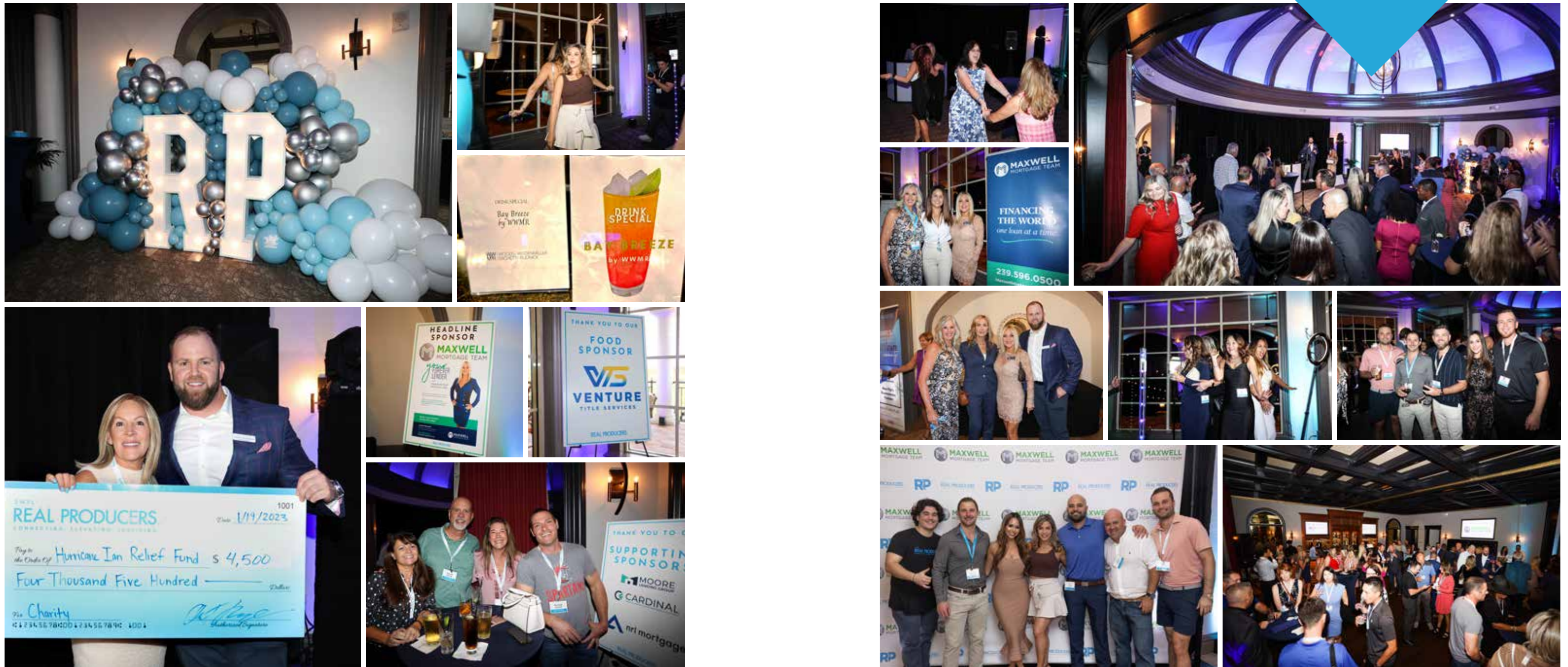
OUR FIRST 12 COVERS



FORT MYERS REAL PRODUCERS' LAUNCH PARTY

Photos by Jake Maciosek

The Club at
Renaissance
January 19, 2023



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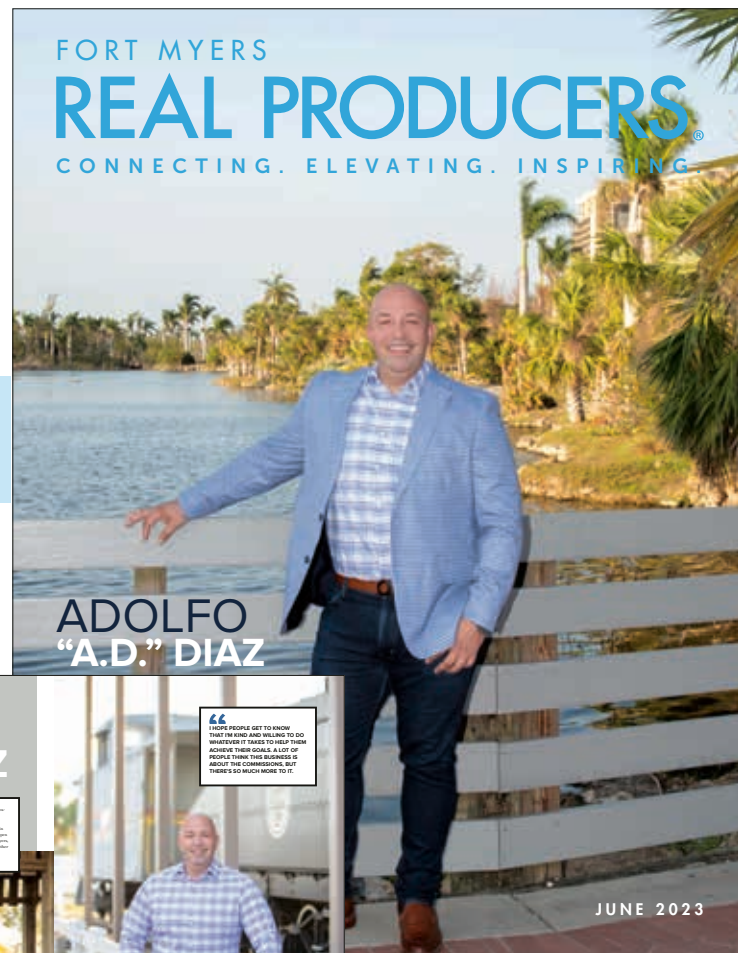
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