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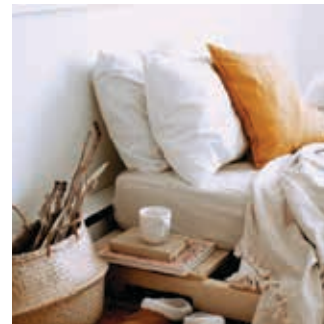
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Cover photo courtesy of Chris Kellyman Photography.



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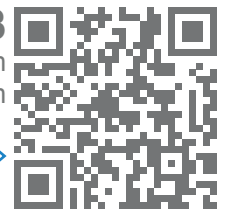
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NURTURING YOUR SPHERE

Dear Real Producers of South Jersey,

A happy May to you, especially to all the hard-working moms out there! With Mother's Day just around the corner, take a moment to reflect on those relationships in your life you cherish the most, and which ones could be worth the time and effort to nurture a bit more.

Nurturing a sphere of influence, or SOI, is crucial for REALTORS® as it can often lead to increased referrals and repeat business. Here are some timely tips for our Top 500 community to nurture their SOI for years to come.

Personalize your communication!

Don't underestimate the importance of personalized communication with past clients, friends, and family members — it's essential. Send them personalized messages, pick up the phone, and schedule in-person meetings to keep in touch.

Give regular updates! Keep your SOI updated about your professional and personal life. Share your real estate business achievements, new listings, or market updates with them on a regular basis.

Get comfortable with social media!

Stay connected with your SOI by engaging with them on social media. Commenting on their posts, sharing interesting content, and promoting your own real estate business are great ways to stay top of mind.

Organize an event! Organizing events is an excellent way to stay connected with your sphere. Consider hosting client appreciation parties, annual holiday gatherings, or community programs to build stronger, lasting relationships.

Send a newsletter! A monthly or quarterly newsletter can keep your SOI informed about the ever-changing real estate market, new listings, and help them stay informed. A newsletter also shows your circle that you're paying attention to market trends.

Start a referral program! Offer referral incentives to your SOI. This encourages them to refer you to their friends and family members who are looking to buy or sell a property if there's something in it for them too.

Using one or more of these tips with your SOI is a great long-term investment that can really pay off BIG

down the road in the form of referrals and repeat business!!

We're looking forward to seeing you all soon at our **Sip & Socialize on June 8th** at 8 Birch Street in Voorhees. If you haven't received your exclusive invitation, please reach out to info@southjerseyprealproducers.com.

This month, we're pleased that preferred partner **Dobbins Home Inspection** has joined the South Jersey Real Producers family. Welcome!

Happy Mother's Day, South Jersey Real Producers!

Your Publisher,



KRISTIN BRINDLEY
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Comfort. Color. Style.

For 2023, the hottest interior design trends are all about comfort, color and style. Bold window treatments, lamps and rugs make a personality-packed statement, while earthy color palettes, vintage pieces, and warm woods cozy up the kitchen and other living areas. Options for sustainable and performance fabrics and furnishings are ever-growing, making your home a serene, timeless space that's kinder to the planet and your peace of mind.

By Shauna Bryant, National Editor



1. Dedicated dining rooms 2. Sustainability 3. Natural stone finishes 4. Vintage furniture 5. Statement lamps
6. Maximalist rugs 7. Performance fabrics 8. Warm woods 9. Micro luxury 10. Jewel box laundry rooms

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▶ partner spotlight

FORTUNE TITLE AGENCY

NICOLE TIMPANARO

Positive Connections

By Dave Danielson | Photos by Chris Kellyman

If no person is an island in this world, then it makes sense that our futures are closely tied to the bonds we are able to build and sustain through time.

That's the spirit of care that exists at Fortune Title Agency, Inc.

Individual Impact

Nicole Timpanaro is the chief executive officer of the company. One of the prime motivators for her work, she says, is the positive bonds she is able to build.

“Strong reciprocal relationships have always been important to me. I believe that success is more easily achieved when you align yourself with people who share



your value system and mindset. I love helping people connect and grow their business. That's the majority of what I do," Nicole says.

"Fortune prides itself on its customer service, fast turnaround times, and extensive knowledge. However, I think what really differentiates us is our ability to help our clients grow their bottom line. We take our time to build strong relationships and understand what our clients need to be successful. That can range from helping them run events to attract their target audience, connecting them to the people they need to help reach their business goals, or strategizing with them on developing a plan to realize the growth they are looking to achieve."

Success through Time

Nicole's father, Nicholas Timpanaro, founded the company in 2000. At that time, the company worked primarily in the foreclosure industry and quickly built a reputation as the number one title agency for distressed properties.

"Fortune Title Agency aids professionals through each phase of the foreclosure process. First, we provide a title report that helps identify the liens against the property and determine who to name and serve in the foreclosure action. Once the property is foreclosed, we expand our title search and help clear any clouds on title and prepare the property for sale. Once the property is sold, we also provide title insurance to the buyer," she says.

Nicole graduated from Villanova University with a degree in business management and a minor in information systems. She began her career at ADP, where she was a project manager and completed her master's degree in management of information systems at Steven's Institute of Technology. In 2008, Nicole joined Fortune and she began running the organization in 2009. It was at that time she rebranded the company and focused its efforts on building refinance and purchase market share for both commercial and residential properties.



Nicole Timpanaro is the CEO of Fortune Title Agency, Inc.

The company has continued to build on its success through time. Nicole became the majority owner in 2014, and in 2020, Nicholas sold the rest of his interest to Chief Operating Officer Amanda Simoni and Chief Sales Office, Raymond Curnew Jr. Fortune Title is proud to be a Certified Women Owned business.

"Amanda has been with Fortune since 2001 and is one of the main reasons we have such a tight-knit team and high level of both service and subject-matter expertise. Raymond came on board in 2020 and really increased our market share in both residential and commercial through expansion of our locations and recruitment of highly talented individuals," Nicole says.

"We now have six locations throughout New Jersey and Pennsylvania, including our offices in Pennsauken and Medford."

Purpose and Professionalism

Fortune Title Agency, Inc., boasts a team of 25 people, including title officers, processors, closers, sales team members, and executive management.

Nicole's family enriches her world each day. She treasures time with her three children, 15-year-old daughter Olivia, 14-year-old son Nicholas, and 12-year-old son Michael.

In her free time, Nicole enjoys playing piano, expanding her palate at new restaurants, and serving on the executive board for Fighting Children's Cancer Foundation, as well as the board of trustees for 180 Turning Lives Around.

Nicole also dedicates her time to the American Land Title Association. She serves on the agents and abstractors executive committee, best practices executive committee, government affairs committee, and remote online notarization committee.

"I feel my involvement with ALTA puts us on the cutting edge of what's happening in our industry," Nicole says.

"ALTA Best Practices was originally created to assist lenders with vendor management. However, it is so much more than that. The Best Practices outlines what a title agency needs to do in order to be in the best position to serve their clients and protect non-public personal information and escrow funds. We are proud to be Best Practices compliant, inclusive of the new updates that were just released."

Nicole's leadership sets a tone that permeates the entire team at Fortune Title Agency, Inc. — a spirit of positivity and contribution that makes a true impact for their real estate partners, clients, and community.

When you're looking for a partner that will serve you and your clients in a way that supports positive connections, look to Fortune Title Agency, Inc.

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GINA MARIE

S C H O L L



Making the Best of Life

By Megan Taylor-DiCenzo
Photos by Chris Kellyman

Doctors told Gina Marie Scholl's parents she wouldn't be able to walk. She was born with congenital hip dysplasia. To see her now, though, you'd think she was born with wings. Gina Marie is a fashion icon; a lover of fast cars, great deals, and cool sunglasses; a fiancée; a mom to three French bulldogs; and a real estate agent who gives 100 percent and walks wherever she wants to go.

While Gina Marie didn't know real estate was in her future, she knew from an early age that she wanted to do something big. "I wanted to help people," she

says. "I was always a go-getter and wanted to do something special."

In school, Gina Marie won "Best Dressed," following in the footsteps of her father, who also earned that title. She took part in the performing arts. She started with sports, then switched to dance and cheerleading. In eighth grade, she auditioned for the varsity cheerleading squad and made it, ousting seniors vying for the same spot. After graduation, Gina Marie became a professional cheerleader, even working in pro soccer and auditioning for the Eagles.



Rising Star Gina Marie Scholl is a solo agent with Prime Realty Partners.

Unfortunately, life wasn't all smiles and handstands. Gina Marie endured tragedy as well. She lost her sister, Carly Marie, when she was 12. "That changed me," she shares. "Life is short, and you have to make the best of it. There's no time to waste."

About 10 years later, at the age of 22, Gina Marie almost died as well. She was rushed to the hospital where they found a hole in her small intestine. "I had been a healthy kid; I never missed a day of school," Gina Marie remembers. "I was in the hospital for seven days and had 20 staples. That turned my life upside down."

At the time, she worked at a boutique in Cherry Hill specializing in visual merchandising and sales, she tended bar, and was employed as a hiring manager for a solar company. "I've always worked multiple jobs with multiple streams of income," Gina Marie said. "Then, suddenly, everything stopped due to COVID. I had three jobs, then I had no jobs."

COVID was the life-changing event that propelled her into real estate, but it also made everything more difficult. Gina Marie took the licensing course during quarantine, but she had to wait two months to take the test due to delays.

"There is a testing facility two minutes from my house, but because everything was backed up, I had to drive to Philadelphia," she explains. "I was walking down the street with my dog and my book just stressing out, but I did it."

Now in her third year of real estate, Gina Marie looks back at some of the transactions that have shaped her career thus far. "We wish every transaction was smooth with no hiccups, but that is not the case," she notes. "Sometimes, it's a struggle."

In her first year, Gina Marie worked with a family who had three little boys. "The two older boys were my hype men," she laughed. "When we looked at a house, they'd say, 'This is cool! This is the one!'"



better, it's perfect; he's so proud and supportive of me."

Gina Marie and Anthony have three Frenchies: Avicii (4), Gizele (3), and their baby, Saint (1.5). Saint was born with a cleft palate, and Gina Marie tube-fed him while helping 10 clients at a time during her first year in real estate. "I had his life in my hands," she says. "I cried every day for him while he snuggled in my robe pocket."

When Gina Marie walks into your life, she's there no matter what. "My clients and I say 'I love you,'" she shares. "I care about them so much."

When they found "the one," they made a strong offer and secured the house. "Everybody was crying," she remembers. "I had the chills."

However, a few days later, the sellers lost the house they were supposed to move into, so they couldn't sell. "It was devastating," says Gina Marie. "Then, we got terrible news: the wife's mother passed away." That same day, Gina Marie got a call from the listing agent, and the house was available again.

"It was the house of their dreams, and we got it," she says. "I know the wife's mom was looking down on them. That family has done nothing but refer me to everyone they know."

Gina Marie is a solo agent with Prime Realty Partners. "They tell me I'm on track to build a team, but right now it's just me, baby," she says. "My brokers are teaching me how to be a successful business owner. I get so pumped up around them. When you surround yourself with people who make you want to do better, you do better."

Gina Marie knows that life is too short to wait for good things to happen to you; you have to work hard. She also knows nothing is impossible. She cares deeply for her clients because of the love and care she was shown by her parents. She also enjoys endless support from her fiancé, Anthony. "When you find a person who drives you to want to be





A Natural Choice

▶ cover story

By Dave Danielson
Photos by Chris Kellyman

Amy ROSSANO

They say that when you do something you love, it rarely feels like work. Just ask Amy Rossano. Through her time in real estate, she has found a wide range of elements in her work to be thankful for.

As a REALTOR® and team leader of the Amy Rossano Group, Amy experiences a full range of rewards. And it all starts with the people she is able to come in contact with.

“I love the variety of people we work with. We wear a lot of hats in our work, for sure ... sometimes, including as a

therapist,” she says with a smile. “Along the way, it’s very rewarding for me to be able to work with people of different ages, from various walks of life and having varying levels of knowledge. It encompasses my love for helping people. That gives me the most satisfaction.”

Returning to Her Childhood Influence

Amy grew up in a real estate family and had strong role models for helping people, sparking an early passion in her that would initially lead her into health care.





Amy Rossano's husband, Charles, obtained his real estate license and works alongside Amy leading her team, the Amy Rossano Group.

“My father has been a local builder and developer for 50 years here in South Jersey,” Amy says. “I grew up in and around real estate. My first career after I got my master’s degree was in occupational therapy. I’ve always had a passion for helping people.”

A Career of Caring

Amy found success and created results for others for 23 years working in occupational therapy.

“I loved it,” she remembers. “After that amount of time in that business, I was ready for something different. I wanted to work with people and help them in a different way.”

Smooth Transition

Amy earned her real estate license in 2018 and began what she remembers as being a smooth transition. “I enjoyed it from the beginning. It was a natural progression for me. I was very fortunate that everything came together right away. I was able to work with and help many great people and I got very busy,” Amy says.

“Then, I was happy to be able to bring my husband, Charles, into the business as well. He got his license. He and I run our team together.”

Sharing the Same Path

The opportunity for Amy to work with Charles is something that brings a smile to her face. “We love it. We often hear people say, ‘I don’t know how you could work with your spouse.’ But we really enjoy it. We have a lot of fun,” Amy shares.

“Also, we bring different components to the table. It’s a great fit for both of us to be working together, with his business background and my therapy background.”

Family Fulfillment

Family is at the heart of life for Amy. She and Charles have two sons and a little dog. She adores time with them, and she remembers the timeless, powerful example set down for her by her father, Craig Taylor. “I learned everything from him,” Amy says with a smile.

In her free time, Amy and Charles like playing golf together, as well as being outside and taking walks. She also has a love of art, with painting being one of her favorite forms of expression. “We do a lot of learning and reading together,” she says. “Another thing we really enjoy together is dancing.”



When it comes to giving back, Amy has an ongoing drive to support autism groups. “That is near and dear to our hearts,” she says.

She also volunteered with the BookSmiles.org group — a nonprofit that collects children’s books and donates them to those in need. And she also volunteers with her dog, who is a certified therapy dog to visit the elderly.

Genuine Engagement

Amy dedicates herself to finding real rewards for those around her ... in turn, realizing a full range of rewards for all involved. Those who have the chance to know and work with her appreciate the fact that she has a genuine sense of care for them.

“With what I do, it’s not just a business transaction for me,” she says. “I listen well and show empathy.”

It comes as no surprise to those who have known her throughout her life that Amy is working and thriving in real estate. She recalls her father’s impactful words to her when she consulted him about making her big career change.

“In speaking with my dad, he said, ‘You do remember that you grew up in a real estate family ... and I really think you will enjoy it.’”

For Amy Rossano, real estate was a natural choice.



▶ special events

Photos by Chris Kellyman

SOUTH JERSEY REAL PRODUCERS' **MARCH** MARCH 29, 2023 **MAGAZINE PARTY**



We had a great time at our Magazine Party in late March and hope you did too!

The South Jersey Real Producers' Magazine Party, sponsored by the amazing folks at **Maximus Mortgage Advisors** in Medford on March 29th, was an absolute hit! Huge shout-out to **Matt Boyce** and his incredible team for pulling off such a fantastic event. And let's not forget about the stunning coverage by **Chris Kellyman of Kellyman Photography** and drinks by our beverage sponsor, **Liquorama!**

We also want to extend a massive thank-you to everyone who came out and brought their support and good vibes! We couldn't have done it without you! See you all again at our next event in June — our **Sip & Socialize!**

Magazine parties are smaller gatherings where we celebrate all of the rock star agents who have graced our pages in the past few months. For more information on all South Jersey Real Producers events, please email us at info@southjerseyrealproducers.com.





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