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**WELCOME TO  
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**Publishers Note:** Can you believe we are already on our 3rd issue? I'm so excited to for this Boss Mom issue. Raising kids and having a successful career is definitely no easy task. When I was raising my kids, it was always important to me to have a good work life balance. I always told myself it will get easier when they become teens, when they start driving, when they go off to College. I am now navigating those waters of College life and them moving on to the next chapter in their life and it's not a cake walk like I anticipated. So here's to celebrating all the hard working Boss Mom's!

If we haven't met, you might be wondering, "What is *Volusia Flagler Real Producers*, and why am I receiving this magazine?"

You've earned it!

You are one of the top 300 REALTORS® in Volusia Flagler Counties by sales volume, and only the top 300 will receive this for free every month moving forward. If you are reading this now, you should be incredibly proud!

I like to think of it as "The Country Club of Real Estate"

You must be nominated to be featured in this magazine. We want to highlight you and all your hard work!

**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 [jayme@n2co.com](mailto:jayme@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 [vfr-passist@gmail.com](mailto:vfr-passist@gmail.com).

Let's ROCK 2023 together!

**Jayne Dickey**  
*Volusia Flagler Real Producers*  
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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [jayme@n2co.com](mailto:jayme@n2co.com).

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# Empowering YOUNG MOTHERS

THE CHILES ACADEMY

In the year 2000, three teachers in a drop-out prevention program for pregnant and parenting teens in Volusia County had a problem to solve. Both the national data and thirty years of experience working with the teen parent population made it clear that if the school district were to eliminate the Teen Parent East program as intended, teen parents would return to their zone schools without the critical support needed and would all but guarantee the less than 50% graduation rate among parenting students. After months of tumultuous negotiations, balancing the needs of these students with the burden of district budgets, a three-year conversion charter school contract was approved by the Volusia County School Board. The Chiles Academy was born. The mission of The Chiles Academy is to combine a community of support and guidance for pregnant and parenting students with the goal of attaining a high school diploma, which will empower them to become independent and responsible citizens. Twenty years after its founding, the school has grown to include a robust community childcare program serving over 150 families in the local community, purchased the Bonner building with donated funds manages a budget of over \$1.8 million each year and has 40 employees. Often the first to receive a diploma in their families, the first to go to college, and invariably committed to building a successful life for themselves and their children, Chiles Academy students have incredible stories of resilience. While each student has her own story to tell, every mother enrolled has the opportunity to see herself in the lives linked by this specialized community. Working parents, teachers with children, fellow students, and women who help build, grow, and maintain this community each day—all share in the experience of celebrating and supporting one another. As a recent graduate wrote, “This isn’t just a school for pregnant or teen moms, this is a family that works together to help us build a foundation for our own families.” The Chiles Academy receives federal, state, and local funding. Individual donations allow the program to thrive and grow, ensuring that this vital resource is available for another twenty years and beyond. Donations provide resources for emergency housing, transportation, a free diaper program, paid internships with local businesses, and direct scholarships for students after high school. If you are interested in learning more, please visit [www.thechilesacademy.com](http://www.thechilesacademy.com).



## financial fitness

By Shauna Bryant, National Editor

Impact investing, also known as socially responsible investing, has been a hot topic in the finance world lately, for good reason. The Global Impact Investing Network, an international research institute for impact investing, estimates that private impact investments grew to approximately \$1.2 trillion in 2021 — swelling by 63% in just two years. It’s not hard to understand its popularity; as we grow more aware of the social and environmental challenges facing our communities, investors are increasingly eager to find ways to make their money work for them ... while making the world a better place.

**WHAT is it?** Impact investing is an investment strategy that strives to create financial returns while also carrying out positive social or environmental impacts. One well-known impact investment fund is the Bill & Melinda Gates Foundation’s Strategic Investments Fund (SIF).

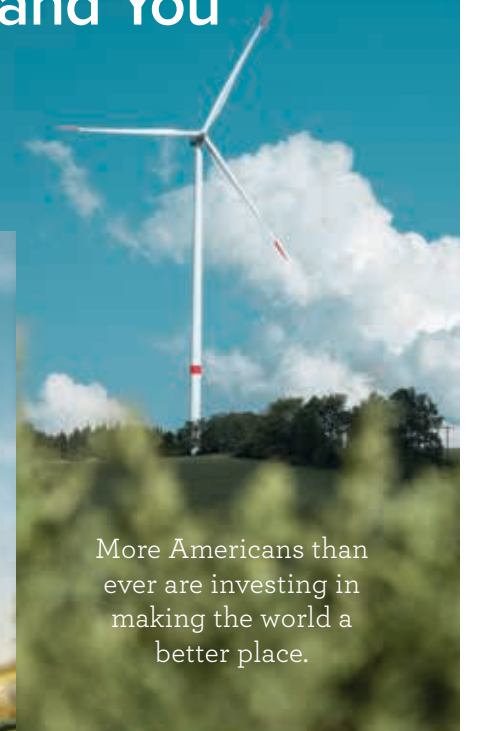
**WHEN and WHERE did it begin?** The term “impact investing” was coined in 2007 by the Rockefeller Foundation, an American philanthropic organization; however, many experts maintain that the practice of impact investing began as early as the 18th-century Methodist resistance to investment in companies promoting taboo liquor, tobacco products or gambling.

**WHO’S investing?** According to Forbes, “everyone from venture capitalists and investment banks to foundations and individuals.”

**WHY invest?** Investors call it the “double bottom line” — financial returns and added value to society. Impact investing has the potential to make sweeping positive changes in the world, helping to shape our children’s futures.

Ready to explore impact investing? Learn more at [theiin.org/impact-investing](http://theiin.org/impact-investing), and talk to your financial advisor. First steps might include investing directly in private funds with explicit social missions you promote or withholding support from companies with practices or policies you oppose. Start small and make a big difference!

## The Double Bottom Line and You



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# JAMI & TAYLOR GILES

## SOUTHERN ROOTS PREMIER GROUP

Written by: **Jessica Stipanovic**  
Photos by: **Cld Photography**

The real estate industry has proved to be a competitive one where success is measured by more than just sales numbers. It is about building relationships and providing exceptional service every step of the way. For one mother daughter team, Jami and Taylor Giles, their commitment to these values has set them apart. With a passion for the industry that extends generations and an unwavering dedication to their clients, Jami and Taylor are redefining what it means to be a successful real estate team. A Florida native, Jami Giles was born and raised in Dade City. Her love of real estate began early as she watched her mother and grandmother work in the industry. In 2000, she married her husband Gregg and had three children Taylor, Rylee, and Channing. At age 20, Jami and her husband Gregg purchased a Beef O'Brady's restaurant in New Smyrna Beach, where Jami worked for 16 years. Years later, with a family, all her own, real estate transactions became second nature as her growing love for new properties resulted in the purchase of thirteen homes by the time her daughter was sixteen. Jami understands that moving is a major life decision for both the buyer and seller because she has

lived on both sides of this transaction for many years. On her daughter's encouragement, she registered for real estate school and received her real estate license in 2016. "My career took off from day one. I attribute this to working in the local service industry for sixteen years at the restaurant. Every year my business has gotten stronger. Most customers have turned into lifelong friends," said Jami. "People define success by paycheck or volume, but I define it through relationships." Taylor Giles was raised in New Smyrna Beach, Florida. Dual-enrolled throughout high school, Taylor prepared early for a career as a nurse. However, during her first semester of nursing school, she knew it was not for her. She voiced her desire to unenroll from the nursing program to her father and signed up for real estate school. In 2021, Taylor received her real estate license at eighteen. "My lineage inspired my decision. Listening at a young age to my mom's conversations about the real estate industry sparked my interest. Being young in this business can be intimidating, but age doesn't reflect your knowledge and professionalism; experience and continuous education do," said Taylor, "My mom is my best friend and has taught me everything I know about real estate. My goal is to be a top agent like her. The possibilities are endless." The mother-daughter team both love the freedom real estate work provides. An open schedule allows them to travel, raise a family, and pursue their dreams. They define family time with vacations in the Florida Keys, fishing, hunting, boating, and

cooking together. Initially, Jami decided to work separately from her daughter, wanting her to develop a unique skill set at a separate agency. Taylor did just that and proved to be a skilled and ambitious agent in no time. After quickly making a name for herself, she joined forces with her mom in 2021 at Exit Real Estate Property Solutions. They have been working together ever since. At Exit Real Estate Property Solutions, Jami and Taylor are positioned for success under Team Vasile. Their team, comprised of thirteen agents in an office of seventy-five ranks number one in Florida and number two for all of North America for sales volume. Being a part of such a successful team has empowered the mother-daughter team to envision a bright future for themselves. Recently, they launched a branding all their own under the name Southern Roots Premier Group. Jami and Taylor founded the Southern Roots Premier Group to serve a specific niche in Volusia County: equestrian and acreage properties. This is a natural fit for them, as both women are passionate about rural living. Through their own life experience, they truly understand the unique needs and challenges of buying or selling a property with acreage. Jami and Taylor's success has not gone unnoticed. In 2022, the Exit Real Estate Property Solutions awarded Jami the Exceptional Producer Award. In addition, this year, she was awarded the Breakout Award for being the third-highest earner out of the seventy-five agents in her brokerage. For Taylor's first six months in real estate, she was awarded the Rising Star Award from Exit Real Estate Property Solutions. Then, for her first full year as an upcoming agent, the agency awarded her Rookie of the Year for



2022. They know they're stronger together than they could ever be on their own, and their unique bond gives them an advantage that sets them apart from the competition. Taylor excels in the digital world, handling most of the team's technology. Jami builds trust and creates long-lasting relationships with new clients. A personal marketing strategy Jami began early in her career was handwriting letters to her clients. She attributes the personal touch to her business increase throughout the years and is still writing those letters seven years later. "I believe in handwritten letters, whether it is reaching out to past or future clients. This has worked 100% better than promotional flyers. Personal handwritten letters are how I built half of my business," said Jami. Another winning strategy from this mother-daughter team is to be persistent and stay aggressive. "I learned from my first broker, Diana Williams of Royalty Realty, is to wake up every morning and 'Eat the Frog,' said Jami. "Start your day doing the one thing you dread. The one that gives you the most anxiety and fear. Once you get it over with, your day will go so much better." With their energy, enthusiasm, and commitment to excellence, Jami and Taylor Giles are a team to watch as they continue to succeed, helping families achieve their real estate goals one home at a time.



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# Amber Morgan

Written by:  
Manuela Nivia  
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## BUILDING A LIFE WITH PURPOSE

Throughout two decades of experience, REALTOR® Amber Morgan has developed a successful sales career by leading with purpose and intentionality. Her earliest foray into the world of sales began in college at Florida International University as a Mary Kay Cosmetics consultant. She quickly fell in love not only with the role's freedom but the opportunity to empower fellow women in unique ways—a pursuit she continues to this day. Amber's passion and aptitude for sales quickly shone through in this first role, earning her the company's prestigious pink Cadillac. "When a friend introduced me to Mary Kay, I just took it and ran with it," Amber recalled. "I loved helping women feel good about themselves. I'm a big mom cheerleader and I love bringing joy into people's lives." Despite her success as a beauty consultant, Amber transitioned into a more traditional role to incorporate America in order to better respond to the financial needs of her growing family. However, she quickly realized this shift came at a steep cost. She found a lack of flexibility and support for working mothers prevented her from prioritizing her family. Determined never again to work for someone else, Amber obtained her real estate license when her youngest son was three months old and has never looked back. "Once I had my third son, I wanted to have the flexibility to be a present mother and wife while providing for my family," Amber explained. "I figured that if I could sell enough lipstick to earn a Cadillac, then surely I could sell a house or two to provide a lifestyle for our family. I also had



experienced a bad real estate transaction and I knew in my heart that I could make buying and selling a seamless transaction for people." A mom to Landon, 17, Brock, 15, and Hudson, 9, Amber understands the ultimate balancing act facing working mothers striving to manage multifaceted lives. Even as her success in the real estate industry has multiplied year by year, her focus remains centered on her family. She is careful never to get so lost in pursuing the next deal that she misses the important moments—a practice she strives for daily by setting thoughtful boundaries that mirror what she values most. "I want to make sure I'm not missing these little moments because I only have 18 summers with my kids," Amber described. "In this business, it's easy to never turn it off—for some reason that's become success in real estate, and I just go against that grain. Don't



let other people dictate how you run your business. If you create boundaries and stick with them, you will be able to achieve a better balance

in this industry." As a former Keller Williams productivity coach, Amber also discovered a passion for helping new agents learn and grow their businesses. In particular, she found rewarding the opportunity to empower and educate REALTOR® moms on how to lead in the industry with confidence. Recognized for her coaching abilities, she was even tasked with running an expansion team in Daytona for a Mega Agent based in St. Augustine. Her efforts have also been recognized by the Women's Council of REALTORS® with several Top Gun awards. "I'm most passionate about showing other moms that they can have a highly successful business and a

highly successful household," Amber reflected. "It's my passion to show moms how to find that balance with family first and business second." As an award-winning agent, a dedicated community member, and a devoted mother, Amber has found unique ways to merge her many titles. As "real estate kids," Amber's three sons are closely involved in their mom's business as her support system—from knocking on neighborhood doors to distributing newsletters and installing open house signs. Proud to support her children's schools, Amber also served for almost a decade on the Parent Teacher Association of Spruce Creek High School. In turn, her success in real estate allowed her to establish the High Five Foundation with a fellow agent, which provides public school teachers with grants for their classrooms. "Success for me has changed over the years," Amber shared. "When I was younger, I thought it meant a dollar amount in my bank account. Now it means spending quality time with my family while providing financially and being able to leave a legacy for the future. One of the things we live by at Keller Williams is creating careers worth having and lives worth living, and I own that."





# THE Elite Concierge OF FLORIDA

## KRYSTAL SPERRY



As Mother's Day approaches, we take a moment to celebrate and honor the hardworking moms who balance career, family, and personal life with unwavering grace and strength. One such mom is Krystal Sperry, a 36-year-old entrepreneur who runs not just one but two successful businesses while raising two kids, Malia, 19 and Kolton, 14.

Krystal is the founder and CEO of The Elite Concierge of Florida, a high-end concierge service that provides clients with personalized luxury lifestyle management services. With a keen eye for detail and a commitment to providing exceptional customer service, Krystal has built a reputation for excellence in her industry and community. Her business has grown rapidly over the past two years, and she now employs a team of skilled professionals who share her passion for delivering top-notch service.

In addition to her concierge business Krystal also runs with her husband Rob a local handyman service. Recognizing a gap in the market for trustworthy handymen, Krystal and Rob decided to start their own handyman service 9 years ago.

Juggling two businesses can be challenging, but Krystal handles it with ease. She credits her success to her strong work ethic, her ability to prioritize,

and her unwavering determination. Krystal's commitment to her business is matched only by her dedication to her family. She is a loving mother who is always there for her children, whether it's helping Malia navigate life or cheering on Kolton in the world of Middle School.

Krystal's story is an inspiration to moms everywhere who want to pursue their dreams and build successful businesses while also raising a family. It's not easy, but Krystal proves that with hard work and determination, anything is possible. She is a true role model and embodiment of the modern-day Supermom.

On Mother's Day we celebrate Krystal and all the moms out there who are working hard to build a better future for themselves and their families. Your dedication and commitment do not go unnoticed, and we are grateful for all that you do. Happy Mother's Day.

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# STEPHANIE CATHEY

Written by: Manuela Nivia • Photos by: Waltons Photography

THE BALANCING ACT  
OF A SUCCESSFUL  
REALTOR® MOM



## STEPHANIE CATHEY'S

first exposure to real estate happened long before she ever obtained her REALTOR's® license. Growing up, she watched her stepfather and mother work within the commercial real estate industry, so it was no surprise that as a teenager she spent her weekends working the front desk at a local RE/MAX office. Originally unsure if she would follow in her family's footsteps, she credits her uncle, who took on a fatherly role throughout her childhood, for teaching her the ropes of investment real estate and sparking her interest. While she was determined to carve her own professional path, she is regularly reminded of what she learned growing up in an entrepreneurial family. "My stepdad and mother told me I should be a REALTOR® when I was 18 but I didn't want to do it at first because I thought it was for 'old ladies,'" Stephanie joked. "They had both been in the industry for a long time

so I eventually thought, 'if they think I'll be good at it, I might as well try it.' I quickly realized I loved helping people and loved helping families and it just came naturally to me. I was destined to be in this field." After obtaining her license in 2014, Stephanie worked as an assistant to one of the top-producing teams in Orlando. As a licensed administrative assistant, she wanted to obtain a holistic perspective of real estate systems and processes in order to serve her future clients with a deeper knowledge of the industry. Eventually, however, it was her growing family that catalyzed taking a leap of faith into her new role as an agent. "When I learned I was pregnant with my son, Lennon, I decided the time was right to make the jump," Stephanie explained. "It's funny—I thought I'd have more flexibility with my schedule, and it would be easy to do raising a baby. Boy, was that a misconception!" As a new mother who sought to craft

a work-life harmony for herself, Stephanie quickly found that balancing her growing family and her budding business involved unique challenges and hurdles. Facing long hours and demanding clients, she described feeling "terrified" that her children would think her work was more important. Out of this anxiety, Stephanie's children's book *Sometimes Mommy Works and Sometimes Mommy Plays*, was born—a purposeful book for working parents to remind their children that nothing is more cherished than time with them. While her mom guilt has never truly disappeared, Stephanie has found support and connection in her village of fellow REALTOR® moms. "I built a great team and I got really lucky with the girls I work with," Stephanie described. "Almost all of us are moms so we understand the dynamic and we tag team a lot. It's a team effort and I don't know what I would do without them. My business wouldn't be as nearly



I started calling around to figure out how much money schools needed so every kid could eat. My mother-in-law helped me get the ball rolling when she worked at Spruce Creek Elementary as a first-grade teacher and put me in contact with the right people at School Way Café. My goal is to provide a safety net for children across local schools.” While the real estate industry can be unpredictable and time-consuming, with clients needing attention at all hours of the day, Stephanie has found the key to this balancing act to be setting appropriate boundaries. She strives for specific working hours, which she communicates to her clients. She also makes sure to carve out time for her family—from attending tee-ball games to planning vacations and beach days. She encourages the working moms she mentors and works alongside to set similar boundaries to ensure they can give their best to both their clients and their own families. “Whatever you do, put your phone on silent,” Stephanie advises working parents. “Business can wait, and I know it’s scary in this industry but don’t miss out on your kids—it’s not worth it. It’s hard to put your phone down being as busy as we are, but you have to because your kids see it. Try to be present in the moment. Don’t wait until you realized you missed it before you make a change.”

successful without my girls, so I want to focus on their growth and stand back and watch them take in the success.” Just two years after the launch of The Cathey Team in 2017, Stephanie was inducted into the RE/MAX Hall of Fame and in 2021 and 2022 was awarded the RE/MAX Diamond Team Award—among the highest awards the company presents. Despite her laundry list of accolades and record-breaking transactions, it’s Stephanie’s service-focused mindset that serves as her personal and professional guide. Out of her success, she has found opportunities to give back to the community around her. Having grown up receiving free or reduced lunches at school, Stephanie was inspired to establish Lennon’s Lunchbox, a Volusia County nonprofit that works to ensure no child goes hungry. “My mom worked three jobs to make sure we had food on the

table,” Stephanie shared. “She at times wouldn’t eat so that we would. You’d be surprised to see how many kids fall through the cracks but in America kids shouldn’t go hungry.”



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# SURF COAST HOME TEAM

## MOTHER-DAUGHTER DUO

**W**e are Erin Schwarb and Mackenzie Lunde, real estate agents with Keller Williams Realty Florida Partners. Recently, we launched our mother-and-daughter team, Surf Coast Home Team. Erin and her husband, Mark, started their family over 40 years ago. Their family grew to include two daughters Delaney and Mackenzie, a son-in-law Erik, and an adorable granddaughter, Emerson. Mark and Erin developed a sense of community growing up in sports. They owned a family sporting goods business for over 20 years. Mackenzie competed in swimming, volleyball, softball, and Jr lifeguard programs from age 5 through high school. While the Schwarbs owned the sporting goods store, Erin and Mackenzie had the privilege of working closely with Special Olympics. More recently they've supported

Team Red, White & Blue, Pawsabilities Pet Rescue, 'Cudas Unhooked, Volusia Recovery Alliance and Cannonballs for Kayne. Mackenzie continued the family tradition of working in the community and building relationships working as a Case Manager for an Early Intervention program with Easterseals Early Steps. Being in that field families grew an appreciation for advocating, building relationships with families, and connecting with clients on a personal level which she will carry with her in her real estate business. Erin joined Keller Williams Realty in 2013 and was immediately drawn to the culture, family atmosphere, and community involvement.

Did you know Keller Williams Realty encourages agents to take one day per year as a worldwide service day, called "Red Day" giving back to the communities where they live? Erin has been part of the Red Day fundraising

committee for eleven years and has served as chairperson for six years. Mackenzie grew up in South Florida and attended Florida State University. Upon graduating in 2014, she moved to Daytona Beach. After the birth of her first daughter, Emerson, Mackenzie decided to take the leap of faith to become a stay-at-home mom; it wasn't long before Erin persuaded her to join real estate. Today, Mackenzie is thankful she has the flexibility of raising a family as well as growing their business. Being a mother-and-daughter team, we believe communication is the root of customer service and we strive to communicate with our clients daily. Our goal is to provide a swift and enjoyable closing while creating relationships and friendships along the way!



Chelsea & Yana TEAM

**W**

ith real estate being one of the largest investments someone can make in their lifetime, guiding customers through an enjoyable and successful closing from start to finish is the main goal of the Chelsea & Yana Team at Realty Pros Assured. The dynamic duo recognizes the trust their customers place in them, and they strive every day to exceed expectations to do what it takes to present a lucrative real estate transaction. Chelsea French, a Florida native, is a Broker Associate who, prior to becoming a real estate professional, began her career as an educator which instilled in her the values of work ethic, patience, and communication all of which are applied in her business today. She launched her profession as a realtor while in her 8th year of teaching middle school, but quickly understood that real estate was not a part-time job. In 2017 she fully

invested herself in the business and has since earned her Graduate Realtor® Institute and Certified Luxury Home Marketing Specialist designations. Yana, who is bilingual in English and Russian, is a licensed Florida Realtor currently in her fifth year of selling and holds her Graduate Realtor® Institute designation. Prior to becoming a realtor, Yana was in the transportation industry where she managed a trucking company and worked in dispatch negotiating rates, organizing transfers, and ensuring timely deliveries. "My previous career prepared me to be a tough negotiator as well as a critical thinker and ensure a smooth process from start to finish," she says. It also taught her the importance of communication when coordinating a transaction. The two started at RPA within a week of each other where they attended trainings and effectively learned the business side-by-side. Realizing the

importance of always being present for their families (Chelsea: wife and mother of two, 8 & 4); (Yana: wife and mother of three, 18, 14 & 9) as well as their clients, they decided to make it official and created The Chelsea & Yana Team in 2018. The Chelsea & Yana Team value their business and believe its growth is directly related to the success of their customers. The Chelsea & Yana Team were awarded Realty Pros Assured's Top Team Ormond Mainland 2022 and Top 5 Team Company Wide 2021 & 2022 which proves their commitment and dedication in this industry. Whether relocating from a different area, purchasing as a first-time home buyer or move-up buyer, investing, downsizing, or selling a home, The Chelsea & Yana Team are confident they have the tools and drive to give guidance through the process and ensure a positive and seamless experience.

*THE unstoppable  
Mother-Daughter Team*

# Rose & Pamela

Rose Roberts and Pamela McCowen have been a top-producing Mother Daughter Team for over 11 years. Rose has been selling Real Estate for over 30 years & Pamela jokes that she has been selling Real Estate since before was in diapers because she used to join her Mom at work when she was a child. However, the truth is after college, Pam knew she wanted to join her Mom and that was when "THE Mother-Daughter Team" began and they have been unstoppable ever since. Rose and Pam have lived in Volusia County for over 25 years and have extensive knowledge of the area and communities and when it comes to helping their customers this is invaluable. Rose and Pam pride themselves on customer service. Once you are their customer, you are their customer for life or if you decide to move away! The bloodline of their business is repeat customers and referrals and that is something they are extremely proud of. The duo have so much fun working together and truly try to make it that way for their customers. They not only work together but Rose and Pam are best friends. Outside of work, you can find them having their weekly Sunday dinners where no business talk is allowed or playing Pickleball together. Rose is extremely involved in volunteering and being an advocate for breast cancer (Rose is a 14 year survivor). She loves giving back to the community that does so much for her and you can typically count on her to be the first one to volunteer to help out! Pam has two young children and when she has time to volunteer she can be found at either of her children's schools or in their classrooms. Rose and Pamela love what they do and being partners has only amplified that passion and that shines through in each transaction. They deliver the best results but with a fun and family-like approach and their customers leave feeling that way too. They love what they do and plan to continue doing it for many generations to come!



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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.

**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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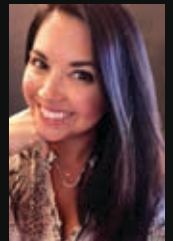
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