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2nd Annual Inspired Event: Celebrating Successful Women in Real Estate

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►► publisher's note



THE IMPORTANCE OF GRATITUDE

Dear Fort Myers Real Producers community,

November has arrived, which essentially means two things: Counting our blessings and honoring our brave veterans this month.

Gratitude shouldn't be a fleeting sentiment shared over our Thanksgiving dinner table: It's taking a good, hard look at what we've got and being thankful for it each and every day. In the real estate game, where deals can get tough and days can get long, gratitude's the fuel that keeps us going. It's a reminder that no matter the hurdles, we've got plenty to be thankful for — our homes, our families, and the support of this awesome community.

November also brings Veterans Day, a time when our nation pauses to honor the service and sacrifice of those that put it all on the line to protect our freedom. At Fort Myers Real Producers, we join in this tribute, expressing our heartfelt appreciation to the countless men and women who have served our country with grit and guts — they deserve every bit of respect we can muster.

In this month's issue, be sure to check out photos on pages 30 to 35 from the Second Annual *Inspired* event celebrating

successful women real estate agents in Collier County, hosted by our preferred partner, Landsel Title, and Julie Scott, with Movement Mortgage. The event, held at the Marriott Sanibel Harbour Resort & Spa in September was a resounding success. Fort Myers Real Producers congratulates all the top performers who attended and were honored at the event.

Speaking of events, we can't wait to see everyone again at our next big Fort Myers Real Producers event. Keep an eye on your inbox for your exclusive invitation and we'll look forward to seeing you soon!

Happy Thanksgiving to you and your families!

With sincere gratitude,



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▶ featured agent
By Zachary Cohen

Photo by New Frame Photography

Leslie PRINZ

MERGING BUSINESS
AND PASSION

Horses have been a part of Leslie Prinz’s life for as long as she can remember. Born and raised in the Boston suburbs, she grew up showing horses and watching her mother run the family-owned riding store on their farm. While Leslie has several relatives who became horse-industry professionals, she chose another career path, climbing the corporate ladder and becoming an executive. Yet, those formative years played a significant role in Leslie’s life. Not only has she maintained her love for riding and showing horses, she ultimately followed in her mother’s footsteps as an entrepreneur.



Photo by New Frame Photography



Photo by New Frame Photography

Act One: Climbing the Corporate Ladder

Before becoming a real estate agent in 2016, Leslie spent 18 years in a corporate role. She began her career in business-to-business sales for large corporations in the office products industry and eventually worked her way into managerial and executive positions. During this time, Leslie developed a strong business acumen. She became an expert at contracts, negotiation, and sales training. She coached countless salespeople and executives to achieve their targets.

Leslie thoroughly enjoyed her time in corporate sales, but there was one major drawback: she traveled — a lot. By 2015, she and her husband had relocated to Florida, as her job allowed her to live remotely. But Leslie was still traveling all over the United States and she was ready to set down some roots.

“I hadn’t slept in my own bed regularly in many years. I traveled so much. The ability to be home, be a part of a community, and focus on a business opportunity that would help my lifestyle was intriguing,” Leslie offers. “I started to think about it and realized what I had done in the past was

transferable and a good match for real estate. I could be different, bringing significant business experience to a real estate advising position.”

In the spring of 2016, Leslie transitioned into real estate full-time.

“It’s been incredibly enjoyable and successful,” she smiles.

Right Where She’s Meant to Be

Leslie has succeeded at creating a locally driven business. Early on, she focused heavily on farming her neighborhood, allowing her to become the top REALTOR® in her community every year since 2019. In 2022, Leslie closed 32 transactions for \$19 million as part of Orchid Realty International.

“Orchid Realty International has been a great fit for me. I enjoy being around a small group of people who are experienced and successful. I enjoy the camaraderie,” she says.



Leslie’s business experience has been tremendously valuable in building her own business. She knows what it takes to build trust with clients, negotiate well, and deliver results. Her communication is consistent and transparent.

Living in Balance

Riding a horse requires an active state of balance. It’s more about getting in sync with the horse’s motion than stopping the motion altogether. Achieving balance in work and life functions much the same way. Balance isn’t a static state but, rather, an active one.

Leslie continues to show horses, and she also plays competitive tennis. She’s living her ideal lifestyle with work and her personal life in harmony.

So how does she achieve it? She says it’s all about communication and boundaries.

Leslie sits down with every client early in the relationship to discuss how they can best communicate with each other. During these conversations, she informs her clients of the



“
It’s been
incredibly
enjoyable and
successful.”

Leslie Prinze is a Realtor with Orchid Realty International. (Photos by New Frame Photography)



Leslie Prinz grew up showing horses in the Northeast and continues to enjoy riding. (Photo by Mike McCaw, Spacecrafting)



Photo by New Frame Photography

best times to reach her. She also takes the time to listen to how her clients prefer to be communicated with. By creating agreements around how and when they will communicate, she's able to create a structure that works for her and the client.

"Balance of life is incredibly important for business success, and it's in your hands to do it. I believe you have to set boundaries. Have the goals, and be happy with those goals, but plan enough time to enjoy. We have one life. We have to make good choices," Leslie notes.

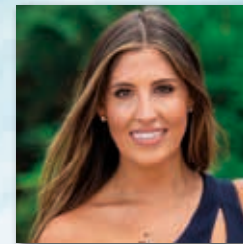
When she's not working, you'll find Leslie showing horses, playing tennis, or spending time with her husband, Ken. Settling in Florida has allowed her to do more of what she loves all year round.

"Coming to Florida was all about enjoying the lifestyle," Leslie closes. "This lifestyle I live is the benefit of moving to Florida and being in real estate. I am so grateful I can have a life that I truly enjoy."

“We have one life. We have to make good choices.”



Photo by New Frame Photography

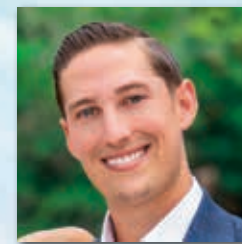


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Kyle McLaughlin (left) with his partner and mentor, CEO Paul Inglese (right)

▶ partner spotlight

By Zachary Cohen
Photos by LaCasaTour

The Future Is Now

Northstar Technologies is not your average home builder.

Florida is well known for its often devastating hurricane seasons. While Southwest Florida had escaped the brunt of major storms for many years, their luck ran out with Hurricane Ian in 2022. As the area recovers from storm damage, some of the more forward-thinking builders are taking on the problem of long-term housing sustainability.

“Residential construction in storm-prone areas is a vicious cycle. We build things up, a storm rolls in and destroys everything, and then we build things up the same exact way again with very little improvements,” Northstar Technologies’ Kyle McLaughlin explains. “Frankly, home building is an archaic industry. Technology has advanced so much, and it’s time for construction to advance too. There is a better way for new homes to be built.”





Kyle McLaughlin is Chief Sales Officer of Northstar Technologies, a company poised to take construction into the future with high-tech building materials.

Kyle and his team at Northstar Technologies have taken the challenge of creating higher-quality builds head-on. And so far, the results have been impressive. Northstar Technologies has 12 local residential projects under construction and another 18 residential and commercial projects scheduled to begin in Q4 of 2023 and early 2024 — with the capacity to do much more.

Northstar Technologies is replacing traditional building materials like wood and concrete with a highly advanced composite material manufactured right here in Bonita Springs. And while the composite material is new to the Southwest Florida market, it's well-tested in the industry. Kyle is confident he's welcoming in a new era of homebuilding.

SUPERIOR CONSTRUCTION

Building a home with composite materials is a new idea for many clients, but the material has been around for over half a century.

"I invite people to understand what the system actually is," Kyle offers. "We didn't invent FRP (fiber-reinforced polymer), the composite we use, but we did pioneer its use in the residential and commercial building industry. It's been around for 50 or 60 years.



The earliest use is on oil rigs. All the pilings and decking are made out of FRP. This material has been exposed to some of the harshest conditions in the world — salt water, heat, sunlight, and storms — and they've never replaced this stuff. Those rigs are still out there. That's the same material we use for your walls, roofs, sheathing, and floor decks."

Northstar Technologies has spent more than \$1 million to put its product through engineering reviews, rigorous testing, and quality assurance. It's been fully adopted in the Florida building code and far exceeds the necessary limits for impact rating, mold, fire rating, termites, and water permeability. Northstar Technologies also offers a 25-year structural warranty, something Kyle doubts will ever need to be invoked.

As of this year, Northstar Technologies also owns two patents on its building system, with two others pending, along with many other innovations, such as robotic manufacturing (currently in research and development).

"The hurricane brought a lot of awareness of how things are built. People were ripping out drywall, renting dehumidifiers to dry their block walls, and dealing with rot and molded wood. You don't have to worry about those things with our system. When it happens again, you're that much better positioned not to replace your house. From a natural-disaster standpoint, it's great," Kyle affirms. "On top of that, insurance companies consider us superior construction... It's that much less likely to burn down, flood, or be affected by termites, and that's huge.

"From an energy standpoint, we are the most efficient building system in the marketplace. Everything is manufactured here in our facility. We deliver pre-assembled walls, decking, and sheathing on a flatbed, shipped to the job site, and erected in just a few days. We've erected a 3,000-square-foot home shell in two days."

BUILT ON RESILIENCE

Kyle's personal story is just as impressive as Northstar

Technologies' is. Originally from Santiago, Chile, Kyle moved to Naples with his mother in 2000 with very little understanding of American culture and its language. He comes from a challenging upbringing, and the adversity he faced has shaped him into the man he is today. Kyle's obstacles have helped him develop a never-give-up mindset.

"The lesson learned was never give up. No matter how hard things get, keep on working hard. I've overcome some incredible challenges in my life, and I am no different or special than anyone else," he offers.

Kyle's professional background includes 10 years as a real estate broker (a role he still holds). He joined his mentor and partner, Paul Inglese (CEO), at Northstar Technologies in 2021, right as the company was getting off the ground. Now, he's leading the charge for a new era of homebuilding as the Chief Sales Officer for the company.

"Being in real estate for as long as I have now, seeing the faults in construction, the things that get brushed under the rug — that has been extremely enlightening. So when this opportunity came to fruition, it made a lot of sense. I want to change the future of construction. I want to be involved in something that can genuinely change the process," Kyle shares.

"My legacy is to do something special in this life, like changing the way homes are built for the better. This is the way of the future."

For more information, visit NorthstarTGI.com.





Photo by Michelle Reed
Photography

TYLER MATTINGLY



Whatever It Takes

The last time *Real Producers* sat down with Tyler Mattingly, he had just reached the upper echelon of the Southwest Florida real estate rankings. Over the last two years, he's continued growing his business into one of the area's best.

After closing north of \$21 million in 2021, Tyler followed up with a monumental 2022. Despite some significant challenges, like the passing of his father and the destruction caused by Hurricane Ian, Tyler finished as the number one agent in total sales volume in his local Keller Williams office.

He also continued growing his investment portfolio, as well as starting two other businesses. Tyler is now part-owner in an auto business and the founder of Coconut Point Professional Suites, which is set to open by year's end. Suffice it to say, things are looking up for Tyler.

"There is so much opportunity in this business," he says. "We are the number one team in the office year in and year out, and now, I get the opportunity to help new agents get up and running and grow. I have a great passion for teaching and helping others succeed."



Tyler Mattingly is very involved with his investment properties (Photo by Michelle Reed Photography). Below, he is with Sean Hughes, his partner at Sean's Total Car Care.



RISING UP

Tyler moved to Florida from his home state of Kentucky in 2007. After finishing up his business administration and management degree at Florida SouthWestern State College, he went on to build a decade-long career in high-end hospitality.

During this time, Tyler began investing in real estate heavily, starting with his first investment property in 2010, the same year he graduated from college. By 2019, when Tyler launched his real estate career, he had built a robust investment portfolio.

Over the years, Tyler formed a close bond with his real estate agent (and eventual mentor), Jack Mancini. Jack helped him buy and sell multiple investment properties, and Tyler dreamed of working alongside him one day. In 2019, that dream finally became a reality.

Today, Tyler is still thriving as part of The Jack Mancini Team with Keller Williams Elite Realty. In fact, he's consistently one of the office's top agents.

So what's been the secret to Tyler's quick ascent? He says it's all about showing up. Tyler is willing to do whatever it takes to succeed. He stays open-minded about the possibilities around him. He stays humble, puts his pride aside, and surrounds himself with the best in the business. Tyler also gets in the trenches and works for his clients, day in and day out.

"You just have to apply yourself," he says. "Even in a slower market, you have to be present — at meetings, at classes, involved, dressed well, looking the part, and working hard. If you are there every day, you'll succeed. 'Whatever it takes,' that's my motto."

GIVING IT UP TO GOD

Outside of real estate, you'll find Tyler traveling with his girlfriend, Stephanie, enjoying finely made desserts, or building other businesses. In addition to the professional office suites and auto businesses, he's planning to open a title company by the end of this year. He also enjoys giving back to his church and other causes within the community.



“

YOU JUST HAVE TO APPLY YOURSELF. EVEN IN A SLOWER MARKET, **YOU HAVE TO BE PRESENT.**

Having spent a decade in high-end hospitality before his real estate career, Tyler still has a penchant for exquisitely crafted desserts. (Photos by Michelle Reed Photography)





Photos by Michelle Reed Photography

Tyler is more than a REALTOR® and businessman; he is a devout follower of Jesus who is deeply in touch with his faith. He's been attending Summit Church since 2007, and no matter what he does while keeping busy, being in the right relationship with God is always at the top of his mind.

"At the end of the day, I want people to think of me as a nice guy, giving, and always looking to help others," Tyler shares. "One of my favorite verses is John 14:6. Jesus says, 'I am the way and the truth and the life. No one comes to the Father except through me.' In my daily life, I want to be living a life that is rooted in Christ, loving Him, and doing things that would make Him proud."



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Second Annual INSPIRED Event September 14, 2023

Celebrating the Success of Women in Real Estate

Photos by LaCasaTour



The success of every woman should be the inspiration to another.

The second annual *Inspired* event was celebrated on September 14th from 8:30 a.m. to 11 a.m. at the Marriott Sanibel Harbour Resort & Spa. The Top 200 female real estate agents in Lee County, Florida, were invited to attend the event to celebrate the success of women in real estate.



Inspired was presented by LandSel Title Agency along with Julie Scott with Movement Mortgage. Julie has been a top-producing loan officer for over 23 years, and her co-organizer, Cathy Mann-Seiple, representing LandSel Title Agency, has been a successful title professional for 20-plus years. Both Julie and Cathy are passionate about real estate in beautiful Southwest Florida, the paradise we live in, and all of the professionals who



come together to support the reality and significance of the dream of homeownership.

Keynote Speaker Aimee Dodson National Director of Affiliate Relationships Movement Mortgage

Aimee Dodson, keynote speaker for *Inspired*, gave an inspiring speech entitled, "Finding Wonder Woman." Aimee is the National Director of Affiliate Relationships at Movement Mortgage, one of the nation's top 10 mortgage companies, and is a foster mom, a mother of five, and a champion for vulnerable children, supporting multiple organizations serving children in need, particularly in the foster care system. A consummate facilitator, Aimee also heads THRIVE at Movement Mortgage, overseeing programs designed to help their employees grow and thrive during their tenure at the company.

Special thanks to our guest speakers, all of whom are top-producing real estate agents in Lee County, for graciously sharing their inspirational stories and personal journeys to success with the audience: **Stacey Glenn**, team lead of the all-women powerhouse Top Agent Team Florida; **Lisa Blanchard**, team lead of the Kreps Blanchard Team and future featured agent in *Fort Myers Real*

Producers; and **Broker Associate Lenka Doyle**; all with John R. Wood Properties | Christie's International Real Estate. It truly is our personal stories that connect and inspire us all!

This impactful event was proudly sponsored by **Amy Neaheer** of Neaheer Law PLLC; **Elke Dreschsel** with Allure International Tax Consulting; **Adriana Torres** of Stage & Amaze; and **Kathleen Johnson**, CPA and shareholder with **Miller, Helms and Folk, PA**.

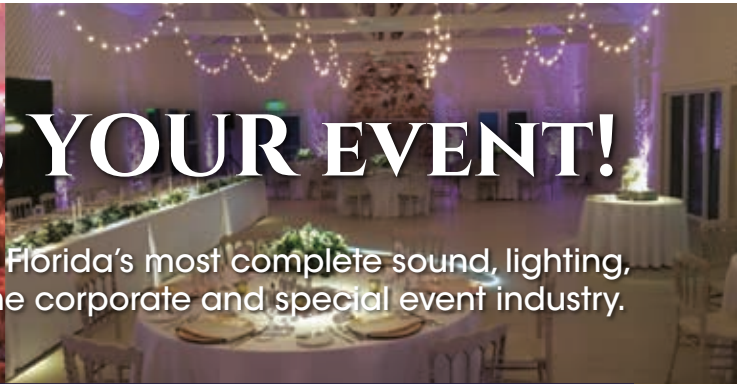
The second annual *Inspired* event was a triumph, bringing together the most accomplished women in Lee County real estate for recognition and the creation of valuable connections, mutual support, and celebratory moments!

For more information about the annual *Inspired* event, please contact LandSel Title Agency at 239-214-7009 or Julie Scott with Movement Mortgage at 239-209-2017.









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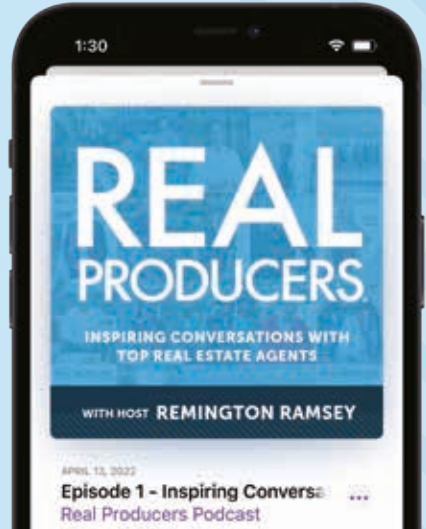
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