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▶ the real update

Jayme Dickey

# Welcome to Volusia Flagler Real Producers Community!

As we approach the season of gratitude and reflection, it brings me immense honor to introduce our November issue of *Volusia Flagler Real Producers*. This month, we are shining a well-deserved spotlight on our community heroes, those individuals and organizations whose unwavering dedication and selflessness make our corner of the world a better place.

Heroes come in various forms—military, first responders, healthcare workers, educators, and countless volunteers. Their stories inspire us and remind us of the boundless power of the human spirit.

Thank you to Realty Pros Assured for being our Golden Goose sponsor, Quacker Backer sponsors Krista Goodrich, Kym Nguyen, Salty Dog Vacations and Tom Caffrey, Worlds Famous Brewery for the Daytona Kiwanis Club Duck Race that took place on Nov.5th. I also want to thank everyone who signed up as a team to help with duck adoptions.

Daytona Beach Kiwanis Club is currently accepting new members and would love your support. Contact me at [jayme@n2co.com](mailto:jayme@n2co.com) for details on how to join.

As we embrace the spirit of giving during the holiday season, let us also remember that the need for support and kindness persists throughout the year. I encourage all of us to consider how we can contribute to these causes, not just during the holidays, but as an ongoing commitment to the well-being of our community.

I would also like to take this opportunity to express my heartfelt gratitude to each and every one of you, our readers, partners, and supporters of *Volusia Flagler Real Producers*. Your unwavering support has allowed me to continue sharing the stories and voices that shape our vibrant real estate community.

### 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.

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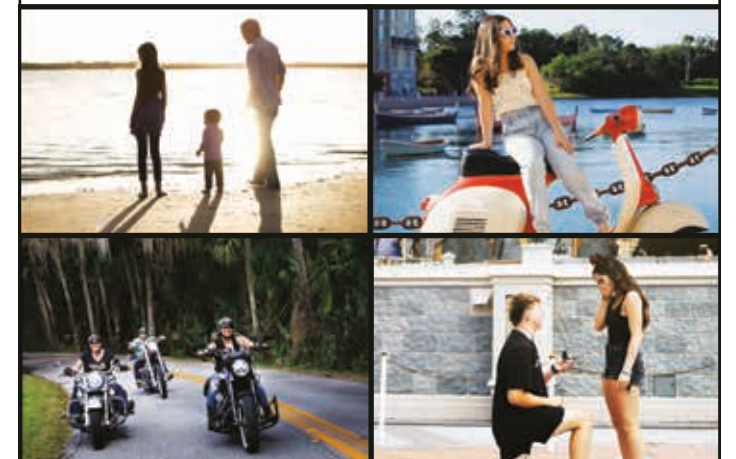
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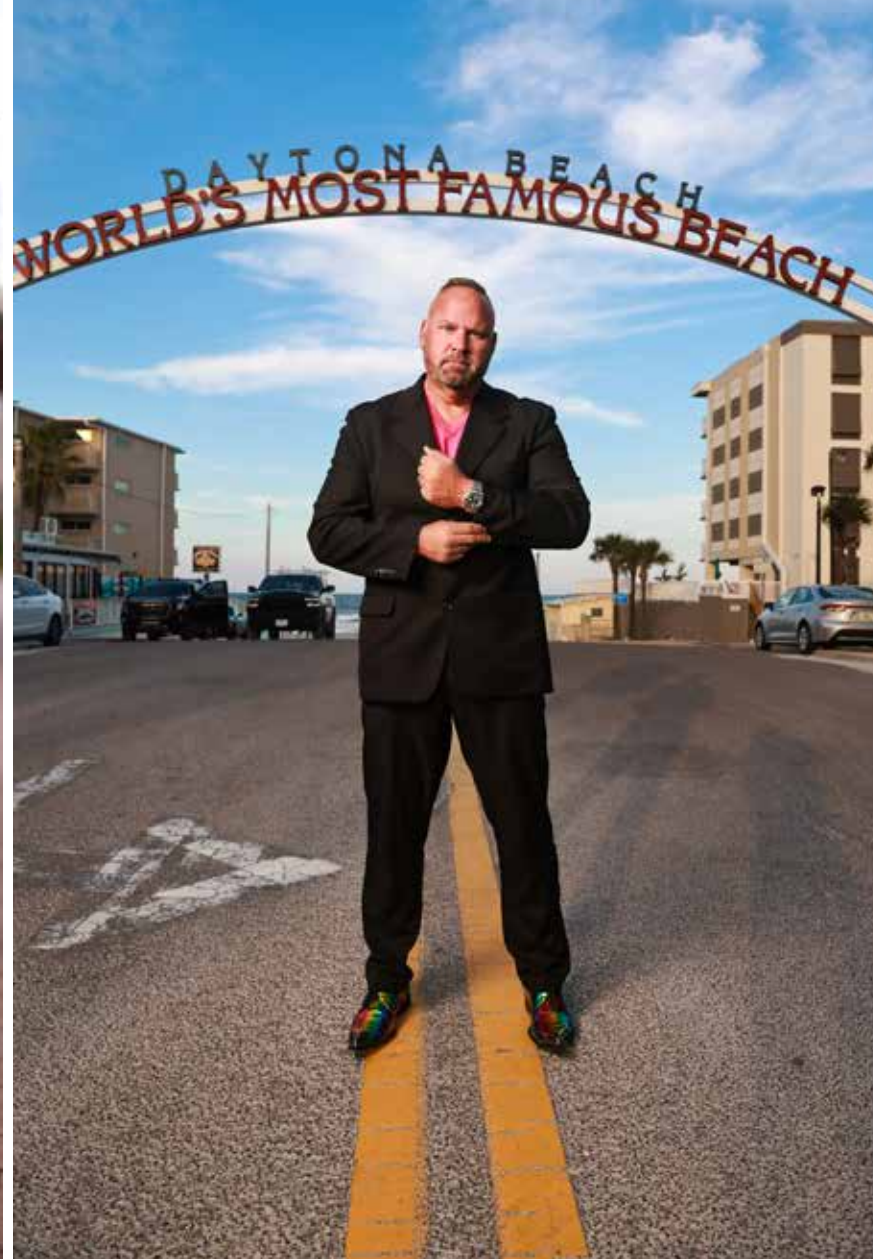
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# James & Ashley Brodick

THE POWER OF PARTNERSHIP

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Operating under the banner of The Brodick Group at Realty Pros Assured, James and Ashley Brodick stand out as an exemplary husband-and-wife real estate team. Through their expertise and professionalism, the dynamic duo has not only conquered the real estate market but also demonstrated their commitment to clients and the Daytona community. Together, they seamlessly transitioned from diverse professional backgrounds to form a united front in the world of real estate.

Now they bring a unique set of skills and a shared vision to the table—making them a formidable force in helping clients achieve their real estate dreams.

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“Helping people has always been a soft spot for us,” Ashley shared. “Whether it’s family or friends or strangers. It just makes us feel good and we love to provide that to our sellers and buyers. There is nothing more satisfying than closing a deal for them.”

Before their journey into real estate, James and Ashley accumulated a wealth of professional experience in diverse fields. James served the Daytona Beach community for 23 years as a Police Lieutenant, while Ashley made her mark as a paralegal and later as the lead title agent for a local title company—an experience that equipped her with invaluable insights into the intricacies of property transactions. Together, their combined knowledge and expertise formed the solid foundation upon which The Brodick Group would thrive.

“I spent 20 years doing hostage negotiation, so I know how to build trust and build rapport with people from all walks of life,” James described. “In real estate, I’m able to build relationships and connect with customers. I get to listen to what they need and then help them with what they want.” Ashley added: “For me, real estate has gone smoothly because of my law and

title background. That knowledge has helped me tremendously as a real estate agent.”

The magic of the Brodick team lies, in part, in their differences. James, the quintessential salesperson, excels in negotiations and client interactions, while Ashley, armed with a robust transactional background, manages the intricate details of contracts and paperwork. Their partnership serves as an unmatched blend of skills—a fusion of extroverted salesmanship and meticulous attention to operations, ensuring a comprehensive service to their clients. Their shared dedication, however, is what earned the couple the Top Team Sales Award in both 2021 and 2022.

“I truly look up to my husband,” Ashley said. “He owns his career. He is the driving force and is incredibly intelligent. To spend your entire career in law enforcement and transfer with such ease into real estate is something to look up to. He is such a hard worker. We are complete opposites in how we handle real estate, but this guy was meant for this job. His success and confidence inspire me daily.”



“

THERE ISN'T  
AN OFF  
SWITCH  
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BUSINESS.  
**IT'S ALWAYS  
GO.**

Yet, the Brodicks' story transcends the realms of real estate. Blending two families into one, they not only manage a thriving business but also nurture their unique family dynamics—with real estate functioning as their “fifth baby.” Through social media, the pair has chosen to offer a candid, behind-the-scenes glimpse into their personal lives, allowing clients to see the authentic and relatable aspects of their family—including their passion for rehabilitating squirrels. This transparency has created a sense of trust and relatability, enabling clients to connect with them on a deeper level.

“It all started one day after a hurricane,” Ashley recalled. “We went outside, and I almost stepped on what I thought was a rat, but quickly it was a baby squirrel. We hooked up the hair dryer to the generator and figured out how to make homemade Pedialyte. My husband fell in love with it, so now we rehabilitate squirrels at home and then release them into the woods behind our house. It's cute but it can be crazy—there are always nuts everywhere.” James added: “Ashley even had a squirrel secret door installed and we also have squirrel alarms, so we know when they're home. We have shown this journey through social media and I have become known in the real estate community for my squirrels.”

Rooted in a tireless work ethic, the Brodicks exemplify the values of hard work, dedication, and compassion. Whether it's burning the midnight oil to draft contracts or juggling work in the car during their kids' travel sports events, their proactive approach has set them apart in the industry.

Despite the challenges of a demanding career, the Brodicks find their hard work undeniably rewarding, not only in their thriving business but also in the valuable life lessons they impart to their children.

“There isn't an off switch when you own a business. It's always go. There is a lot of time, effort, blood, sweat and tears, but our clients' success makes it all worth it.”



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Dream Home Inspection LLC is more than just a name in Home Inspection—it's a legacy. Founded in 2004 by Kris Skirrow, the company has remained steadfast in its commitment to homeowners and real estate professionals for nearly two decades. Choosing Dream Home Inspection for your home inspection needs ensures comprehensive coverage, from wind mitigation to 4-point insurance inspection services. Their thorough approach guarantees that every corner and every aspect of a home is meticulously examined. The torch of excellence was seamlessly passed onto Sean Skirrow, the second-generation owner/operator who joined his father's venture in 2005. Dream Home Inspection has continued to earn a reputation apart from its competitors, ensuring that clients don't just get a service, but the expertise that puts their minds at ease.

So, what makes Dream Home Inspection so unique?

This local family-owned and operated business has offered Inspections to Central Florida property owners for nearly 20 years. Dream Home Inspection can lead the industry with its expert Certified Master Inspector Sean Skirrow and unparalleled dedication to operational efficiency. The company has emphasized the importance of standardization and replication, streamlining processes to ensure consistent quality. This commitment

extends to their intensive training programs for real estate professionals and homeowners. Dream Home Inspections is able to offer comprehensive yet easy-to-understand Inspection reports for clients from Residential to Commercial and all the latest Insurance requirements. The result? A hassle-free experience for their clients and industry professionals.

However, it's not just about the processes and systems. At its core, Dream Home Inspection believes in a philosophy that differentiates them from the rest. The belief is that a home inspection isn't merely a procedure to identify problems, but a mission to give peace of mind to customers about to embark on the significant journey of homeownership. Dream Home Inspection is there with the knowledge and expertise for every step of the journey.

Sean Skirrow is more than just a local business owner. Raised in Port Orange, he is deeply connected to the community and has been recognized for his charitable efforts with local businesses and educational workshops. Sean's passions include traveling to over 15 countries, absorbing diverse cultures, and culinary arts, and growing his food hydroponically. Sean is also passionate about teaching as a USCCA firearms Instructor at Go Commando Gun Range and his efforts as a Business mentor for the non-profit S.C.O.R.E. working with local business owners on the latest market trends. Dream Homes inspections and Sean Skirrow continue to offer cutting-edge tactical knowledge through local self-defense safety awareness classes tailored for Real Estate professionals.

In conclusion, Dream Home Inspection isn't just about inspecting homes—it's about building trust, ensuring quality, and offering peace of mind. Dream Home Inspection continues to rise as an industry leader, deeply rooted in its values, while branching out with innovative approaches to training real estate professionals. Voted "Best of Port Orange" for the last consecutive years. Whether it's the expertise of the inspections or the heart behind the operations, Dream Home Inspection remains the first choice for many, making the dream of safe homeownership a beautiful reality.

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▶▶ rising star

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# DAVID STANLEY PETKOVSEK

David Stanley isn't your typical realtor. His path into real estate took a unique turn. David began his academic journey at the University of Florida, majoring in Criminology. Initially, he had his sights set on donning a police uniform and fighting crime, but life had different plans. It was during an EMT class that he discovered a deep-seated love for pre-hospital medicine.



For the next seven years, David dedicated himself to serving his community as a paramedic, working for the fire department. While it was a fulfilling job in many ways, it wasn't exactly a gold mine (as most public service jobs tend to be). To make ends meet and provide for his family, he decided to obtain his real estate license. His dad, Dave Petkovsek, had been trying to get him into the family business for a long time, but David had always been skeptical (he isn't a typical pushy salesperson or typically outgoing person).

At first, David viewed real estate as a side hustle, a way to pay the bills. However, as he immersed himself in the industry, he discovered a genuine passion and fulfillment in his work. Whether helping first-time homebuyers break free from renting or assisting seasoned investors in finding the best deals, he relished navigating the complex terrain of real estate. This newfound passion led him to shift from full-time work at the fire department to a full-time career as a realtor. He still maintains a part-time role at the fire department but loves

the extra income, flexible schedule, and enduring passion that real estate brings.

David's official real estate journey kicked off in October 2022 when he acquired his real estate license and joined Realty Exchange. As a rookie realtor, he has less than a year of experience under his belt, but here's the kicker - he's already managed a remarkable career volume of \$6.8 million during 2023.

Throughout his real estate adventure, David has had a rock-solid mentor by his side - his dad. Beyond being his father, Dave has been an indispensable guide, helping him through school, encouraging him to make those nerve-wracking cold calls when he had no idea what to say, and celebrating his first closing deals.

In his current real estate role, David places great emphasis on relationships. He understands that real estate isn't just about transactions; it's about connecting with people. Building and nurturing relationships with clients as they navigate the roller-coaster journey of buying or selling a home is what truly fuels his passion. He's not afraid to roll up his sleeves and fight for his clients, being there for them through all the struggles and challenges that can come with selling a home.



Looking ahead, David envisions real estate as a means to achieve a better work-life balance. He aims to leverage his industry expertise to acquire investment properties that will secure his family's financial future, affording him more quality time with his wife, Emily, and their two little ones, Charlotte and David Jr. Their idea of a good time? Enjoying Florida's stunning outdoors, whether it's a day at the beach, a pool party, or a fun outing at the park. Emily and David are also huge coffee enthusiasts, often embarking on adventures to discover exciting new coffee shops.

For David, success isn't just about the numbers; it's about having the knowledge and skills to serve his clients to the absolute best of his ability. By excelling in his profession, his network will naturally expand, bringing him closer to achieving his ultimate life goals and dreams - having the freedom to choose when and how much he works. He doesn't foresee ever fully retiring, but he wants it to be a choice he makes. David's journey from paramedic to realtor illustrates that success is as much about the journey as it is about the destination and the people you meet along the way. Despite his rapid ascent in the field, David remains down-to-earth, continuously learning, and ready to embrace new challenges. If there's one thing to take away from his story, it's that success isn't just about individual achievements; it's about the journey and the lives you impact along the way!

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# HELPER Act

*Giving back to those that give so much*

## Amidst a Housing Crisis, Congress Should Step Up to Help First Responders and Teachers

Since the coronavirus pandemic struck in March 2020, the nationwide median home price has grown from about \$329,000 to over \$416,000, a staggering 26% increase in just three and a half years. For our public servants, salaries haven't grown at a commensurate rate. Police officers, firefighters, EMTs, and teachers serve their communities every day, and yet many of them can't even afford to live in those same communities.

Our country's dedicated first responders and teachers deserve more. Thankfully, some members of Congress are stepping up to the plate to help address this crisis.

Senators Marco Rubio (R-FL), Jon Ossoff (D-GA), and Sherrod Brown (D-OH) and Representatives John Rutherford (R-FL) and Bonnie Watson Coleman (D-NJ) have introduced the Homes for Every Local Protector, Educator, and Responder (HELPER) Act.

A bipartisan, bicameral bill designed to make housing more affordable for first responders and teachers, the HELPER Act would create a new loan option insured by the Federal Housing Administration. Through the HELPER Act, first-time homebuyers who work as police and corrections officers, firefighters, EMTs paramedics, or preK-12 teachers would be able to obtain a home loan insured by the federal government with no money down and no monthly mortgage insurance payment. Because the loan would be simply insured by FHA, the homebuyers, not the government, are still responsible for payments.

In short, the HELPER Act would make homeownership more accessible and more affordable for our homefront heroes – at no cost to taxpayers.

Not only would the HELPER Act make it easier for many first responders to purchase homes in their communities, but it would help address the growing workforce shortages all four categories face. Across the country, police and fire departments, ambulance services, and schools are struggling to fill vacancies. Such critical services cannot go understaffed. The HELPER Act would help recruit and retain high-quality, dedicated professionals who are eager to serve their communities but concerned about uncompetitive pay in the face of out-of-control housing costs.

Finally, the HELPER Act would serve as a thank-you to some of those who deserve it most. These brave folks wake up every day, ready to give their time – and too often, their lives – in service to their communities. They deserve to live in safe, affordable homes in the communities they serve, but many of them can't. The HELPER Act would help us give back to those who give us so much.

If you want to do your part to thank the first responders and teachers in your own community, contact your Representative and Senators and ask them to cosponsor the Homes for Every Local Protector, Educator, and Responder Act. Your outreach could make all the difference. If enough of you speak out, the HELPER Act is sure to pass, giving first responders and teachers much-deserved thanks for their tireless service. Without your support, the HELPER Act may remain nothing more than an idea, and our most valuable home front heroes will suffer for it.

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▶▶ charity spotlight

# Operation22.com

## Empowering Veterans and Transforming Lives

Operation22.com is an inspiring online platform dedicated to supporting and empowering veterans in their journey to reclaim their lives and find fulfillment after their service. Conceptualized in 2018, this innovative endeavor has quickly grown into a vital resource for veterans across the globe. By offering valuable guidance, mentorship, and a supportive community, Operation22.com is transforming lives and fostering a sense of purpose among our esteemed veterans.

### A SAFE HAVEN FOR VETERANS:

The primary goal of Operation22.com is to provide a safe and nurturing environment where veterans can connect with others who share similar experiences and concerns. This online platform serves as a sanctuary, encouraging candid conversations about veteran-related challenges such as mental health, transition into civilian life, and finding meaningful employment. By offering a non-judgmental space, Operation22.com enables veterans to openly discuss their struggles and receive the support they truly deserve.

### FINDING PURPOSE AND MENTORSHIP:

Operation22.com takes pride in its comprehensive mentorship program, which pairs veterans with mentors who have successfully transitioned into civilian life and found purpose in their chosen paths. These mentors provide guidance and support, helping veterans identify their strengths, set goals, and explore new career opportunities. The aim is to equip veterans with the necessary skills, networks, and knowledge to excel in the civilian workforce and reclaim a sense of purpose after their service.

### ACCESS TO TRUSTED RESOURCES:

Operation22.com offers a wide array of resources specifically curated to meet the unique needs of veterans. From mental health support and employment assistance to educational opportunities and financial advice, the platform serves as a one-stop hub for veterans seeking information and guidance. These resources are regularly updated to ensure the most relevant and reliable information is available, further emphasizing Operation22.com's commitment to the well-being of veterans.

### UNITY AND COMMUNITY:

At Operation22.com, the sense of community is strong. Veterans are encouraged to engage with each other through forums, chats, and group activities that offer camaraderie and support. The platform recognizes the power of unity in overcoming challenges and emphasizes the importance of creating lasting connections. By fostering this community spirit, Operation22.com enables veterans to lean on one another during difficult times and celebrate successes together.

### PARTNERSHIPS AND COLLABORATIONS:

Operation22.com actively collaborates with various organizations, businesses, and government agencies to expand its impact and reach among the veteran community. By establishing partnerships, the platform leverages opportunities to connect veterans with employment prospects, educational scholarships, and wellness programs. These collaborations highlight Operation22.com's commitment to mobilizing extensive networks in the pursuit of supporting veterans in all areas of life.

**OPERATION22.COM ENABLES VETERANS TO LEAN ON ONE ANOTHER DURING DIFFICULT TIMES AND CELEBRATE SUCCESSES TOGETHER.**

Operation22.com is a remarkable platform that goes above and beyond in its mission to empower veterans, nurture their personal growth, and provide essential resources. By offering a supportive environment, access to mentors, and an extensive network of resources, Operation22.com is transforming the lives of veterans and enabling them to find a renewed sense of purpose. As we honor and appreciate our veterans for their selfless service, it is heartening to see initiatives like Operation22.com making a genuine difference and inspiring hope for a brighter future.

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# MARGARITA SOCIETY OF VOLUSIA COUNTY

# MARGARITA BALL 2023

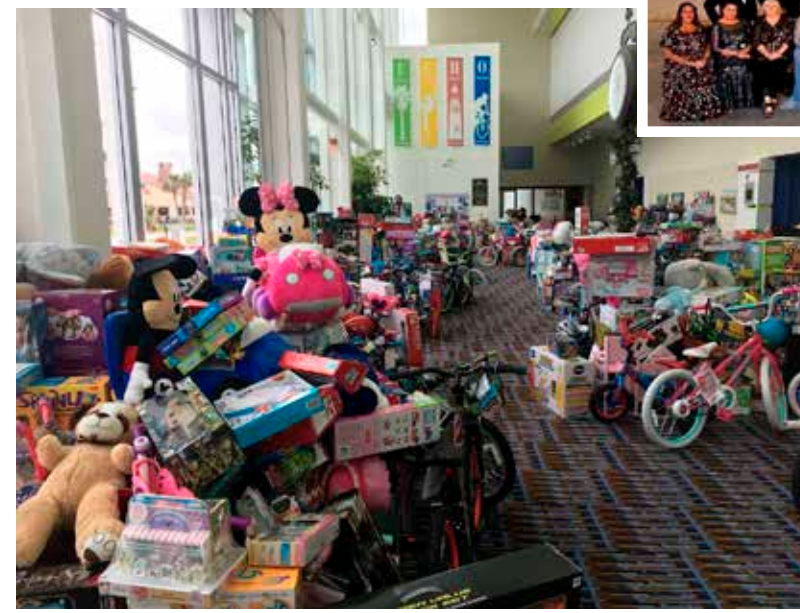
The Margarita Society of Volusia County heralds the onset of the holiday season each year with a spectacular gala that ushers in a tide of joy for local children. Hosted by a dedicated group of community leaders, the Margarita Ball is quite the celebration. Festively attired attendees stroll a red carpet and add to the incredible display of bicycles, toys, games and electronics which will soon be distributed to local children. Featuring margarita fountains, culinary showcases, fabulous music, a lively dance floor, and friendly celebrations, the real highlight of the event is the satisfaction of collectively providing Christmas for local children and families who might otherwise go without.

An enduring tradition for more than 30 years in Volusia County, the 2022 Margarita Ball collected 3,624 gifts. Those gifts were distributed through almost 20 local organizations, including the Early Learning Coalition, Children's Home Society, and the Salvation Army. This year's event, slated for November 17th at the Ocean Center, remains an invitation-only affair. The host committee generously sponsors the festivities and asks only that their invited guests bring a toy or toys to donate.

In an exciting new development for 2023, the committee is soliciting tree sponsors who will adorn the Margarita Ball with themed and decorated Christmas trees. Not only will the trees add to the evening's splendor but will also find new homes through a sale during the evening. Proceeds will go towards sponsoring additional gifts to fulfill the needs of older children and teenagers, many of whom need necessary school items such as graphing calculators, laptops, and bikes to get to school or after-school jobs.

The Society's executive team is Ashleigh McLaughlin, President; Erin O'Quinn, Vice President; Melinda Dawson, Treasurer; and Lynn Byrne, Secretary. This team, along with the entire board of directors has been committed to meeting the needs of children in our community for many years. Ashleigh McLaughlin, who has been on the board for 10 years, said that being on the board is an honor and a cause that she is very passionate about and that while the ball is a fun and glamorous evening, it's the next morning when the toy committee, led by Erin O'Quinn, starts sorting to meet the specific needs of each organization that all of their

efforts makes sense. Ashleigh went on to explain, "The reality of what we are doing for our community was heightened to a whole new level several years ago during the toy distribution pickup on Saturday afternoon. We always make an effort to chat with the charities and ask about their process for distributing the gifts. I will never forget our conversation with the sheriff's office. He described the various events they host to hand out toys throughout the season but then mentioned that they reserve some to have on hand at each precinct. He said that we would all be amazed at how many 911 calls they get on Christmas morning from children saying that Santa didn't find their house and that they would send an officer out to drop off a toy. To this day, I can't think about this without tearing up. So many of us are so blessed and fortunate and unable to even fathom a child experiencing this on Christmas morning. This is why we have the Margarita Ball. No child should ever have this experience, and we are committed to continuing our efforts to reach more and more children each year. With the addition of the tree sponsorships this year, our hope is to expand our reach and have the ability to help with additional needs throughout the year."



## THIS IS WHY WE HAVE THE MARGARITA BALL.

No child should ever have this experience, and we are committed to continuing our efforts to reach more and more children each year.

# JAMIE LUCENA

## From Marines to Real Estate



### The Journey of Jamie Lucena, a Veteran and Realtor in Port Orange, Florida

In the world of real estate, qualities like trust, dedication and precision set the exceptional apart. Jamie Lucena, a remarkable REALTOR® who embodies these qualities not only as a professional but also as a Marine Corps Veteran with a unique journey.

### Serving Nation and Community

Jamie's life began in the picturesque state of Maine, and it took a transformative turn when she decided to serve her county by joining the Marine Corps. As an Intelligence Specialist and Marksmanship Instructor, Jamie learned the values of discipline, teamwork and precision – skills that would later prove valuable in her real estate career.

“During my time in the Marines, I developed a deep sense of responsibility towards my fellow Marines and my country,” Jamie shared. “That same sense of duty translates seamlessly into serving my clients in the real estate industry.”

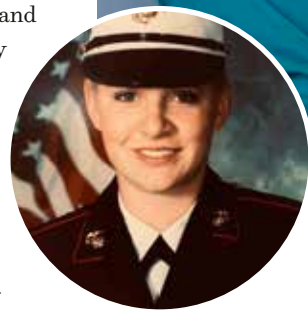
### The Transition to Real Estate

After completing her military service, Jamie's commitment to personal and professional

growth led her to pursue a Bachelor of Arts Degree. She founded a 501(c)3 charity that rescues dogs scheduled for euthanasia in area shelters, which ignited her passion for marketing as she photographed and posted dogs available for adoption. Jamie later returned to school to pursue a Masters of Business Administration Degree with a Marketing concentration. This educational journey ignited her passion for business and marketing, ultimately setting the stage for her career in real estate.

In 2019, Jamie obtained her real estate license, marking the beginning of her adventure in the world of property transactions. Her unique blend of military discipline and marketing expertise soon set her apart as a rising star in the competitive Florida real estate market.

Jamie serves as a REALTOR® in the Port Orange, Florida area, covering both Volusia and Flagler counties. Her clients consistently praise her unwavering commitment to their



needs, extensive market knowledge, and exceptional negotiation skills.

Earlier this year, Jamie earned both her Certified Real Estate Negotiator “CREN” and Luxury Listing Specialist “LUXE” designations to further improve her skill set.

“Helping people find their dream homes or navigate the real estate market is incredibly fulfilling,” Jamie remarked. “I’m not just selling properties; I’m building relationships and helping people make life-changing decisions.”

Jamie Lucena isn't just a REALTOR®, she's a consummate professional committed to service. Her time in the Marine Corps uniquely equipped her for success in real estate, where integrity, attention to detail and dedication matter most. Jamie's clients trust they have a genuine advocate, who will go above and beyond to turn real estate aspirations into reality. Jamie is proud to serve Volusia and Flagler counties with the highest degree of loyalty, professionalism and excellence.

# TONY OTTLEY



A decade later and many years into a career in Fire Protection Engineering, Tony again felt the urge to explore new horizons. He decided to move from San Diego, CA to Port Orange, FL, a place he had always felt drawn to with its beautiful beaches and warm, welcoming community. It was in Port Orange that Tony would plant his roots, completely unaware that it would take another 15 years for him to discover his passion for real estate.

As he transitioned into the world of real estate in 2017, Tony's unique approach to the profession quickly became apparent. His quirky sense of humor, combined with a genuine love for helping people, set him apart from the rest. Tony's clients often found themselves laughing during property tours and meetings, turning what could be a stressful experience into a memorable adventure.

Tony's quiriness isn't confined to his work alone. In his personal life, he's known for his love of SCUBA diving. Exploring the depths of the ocean has been his escape from the hustle and bustle of the real estate world. On land, he is often spotted with his two faithful canine companions, RJ and Momo, who are as quirky and endearing as their owner.

In the world of real estate, there are a multitude of agents striving to make their mark. Among them, there is one figure who stands out, not just for his expertise in the industry, but for his truly unique and quirky personality. Meet Tony Ottley, a remarkable realtor with a fascinating life story.

Tony's journey began in the charming town of Menlo Park, California, where he spent his formative years. Growing up in the heart of Silicon Valley, he witnessed the rapid transformation of the tech industry, which instilled in him a deep appreciation for innovation and change. Little did he know that these early experiences would shape his future in unexpected ways.

In 1991, Tony decided to embark on a different kind of adventure. He enlisted in the United States Navy, dedicating the next years of his life to serving his country while traveling the world. During his time in the Navy, he developed discipline, leadership skills, and an unwavering commitment to excellence. These qualities would later prove invaluable in his career as a realtor.

One might wonder how someone as unconventional as Tony Ottley thrives in the world of real estate. The answer lies in his unmatched dedication to his clients. He goes above and beyond to find the perfect homes for them, all while adding his brand of quiriness to the experience.

Tony's clients appreciate his authenticity and passion, and many have become lifelong friends. His reputation for being the realtor with a heart of gold continues to grow, making him the go-to agent in Port Orange and beyond.

In the world of real estate, where professionalism often takes center stage, Tony Ottley proves that a touch of quiriness and a genuine love for people can make all the difference. He's not just selling houses; he's creating smiles, laughter, and lasting connections along the way. Tony Ottley, the quirky realtor, is proof that being yourself can be the greatest key to success.

## Legacy of Service

Michael Miller's journey is marked by heroism, dedication, and a commitment to serving his community and beyond. His story is one of transformation—from being an Emergency Medical Technician (EMT) at Ground Zero on 9/11 to becoming a successful real estate agent in Daytona Beach, Florida. A Hero's Beginnings Michael's journey in public safety began in New Jersey, where he earned his EMT certification. His life took a profound turn when he served as a Sergeant for the Blairstown Ambulance during the tragic events of September 11, 2001. He displayed remarkable courage and selflessness as he was dispatched to Ground Zero to participate



in the rescue and recovery efforts—an experience that forever changed his life and shaped his character. A New Chapter in Florida In 2002, Michael relocated to beautiful Daytona Beach, Florida, but his dedication to public safety remained unwavering. He continued his career in public safety, joining

EVAC Ambulance. In 2005, he took his commitment a step further by becoming a paramedic with EVAC Ambulance, further solidifying his reputation as a dedicated and compassionate life-saving professional. In a significant career move, Michael transitioned to the Volusia Sheriff's Office's aviation unit, where he serves as a Tactical Flight Officer. His role in this critical unit showcased his ability to adapt and excel in various public safety roles, demonstrating his versatility and commitment to protecting and serving his community. Family and New Horizons one of Michael's greatest personal accomplishments is without question his family. He is the proud parent of two wonderful daughters, Teagan 11 and Riley 12, who are currently attending middle school. In 2023, Michael celebrated a significant milestone by marrying his beautiful wife Kristin, whose profession is in property management. In 2020, the couple purchased their home in Lake Helen, Florida, marking a momentous chapter in their lives. This pivotal moment would eventually lead to a new career path, thanks to their real estate agent, Cydney Reagan of Reagan Realty. Michael's transition to a real estate agent was inspired by his own experience as a homebuyer. His journey from public safety to real estate was guided by a desire to continue serving his community but in a different capacity. This decision was driven by a



deep-seated passion for helping others achieve their dreams of homeownership. His first year as a real estate agent was nothing short of impressive. He achieved 14 successful

sales, totaling \$4,134,290—a testament to his dedication and ability to guide clients through the complexities of the real estate market. In 2023, Michael's track record continued to shine, with 10 closed transactions totaling \$3,042,500, with more closings on the horizon. A Commitment to Integrity and Service Michael firmly believes that honesty and integrity are the cornerstones of success in real estate. He is unafraid of tough conversations, understanding that transparency and communication are essential in serving her clients effectively. His commitment to outstanding service knows no bounds. Michael has traveled extensively, going the extra mile to serve his clients throughout the entire Central Florida area and as far south as Brevard. His dedication to his clients' needs is steadfast, ensuring they receive the exceptional service they deserve. His journey from 9/11 heroism to real estate success is a testament to his indomitable spirit and unwavering commitment to making a positive impact on the lives of those he serves. Whether in public safety or real estate, Michael's legacy of service continues to shine brightly.



## BILL KAMER



Bill Kamer is a real estate agent in the greater Daytona Beach area. Bill has not always been in real estate. Previously, he served our country in the Marine Core for four years and nineteen years in the Army. He served three tours in the Middle East during his tenure in the military. Since retiring from the Army, he has continued to work in an industry that keeps him involved with the military. He is a member of Team Red White and Blue and a lifetime member of the Port Orange VFW where he served as the Jr. Vice Commander. He is the military representative for the Port Orange Keller Williams Market Center. He is also currently working with Dog for Vets to help raise money for servicemen and women who may need a service dog. This organization is hoping to raise enough money to purchase 54 dogs for a service member in each of the 50 states and the four territories. He donates a percentage of his commission to local veteran charities.



Bill has a heart to help those around him. His heart to help is what led him to be a real estate agent six years ago. Bill had a very negative experience when selling his home in Colorado while he was still in the Army. The agent was not motivated to help and ended up being untrustworthy. A few years later,

Bill had several people reaching out for advice about housing in the development he lived in. He wanted to be able to help them find their dream home. These two factors are what led him to pursue his real estate license. He wanted to be able to help people find their forever homes and be someone that they could trust to make the process as smooth as possible. Bill uses the determination and loyalty he learned from serving in the military to give clients the experience he wished he had when he sold his home in Colorado. Real estate has also offered him the opportunity to help fellow veterans find homes where they will start a new chapter in their lives outside of the military. He is also able to help soldiers who are still serving find a place to rest and recharge when not deployed. When a soldier who lives outside of his area reaches out to Bill for help, he will use his resources to find a real estate agent who is familiar with the VA and a soldier/veteran's needs.

Bill has recruited several people to join him in the real estate business. He acts as a mentor to those who are new to the field, offering advice and any help they may need. Real estate has been very rewarding in all aspects of his life.

# DREW KERN'S



I joined the Marine Corps in 1983 right out of high school. I served two tours of duty from 1983 to 1991. I got out not long after the first Gulf War. During my eight years in the Marines, I held several different positions. I served as a heavy equipment operator, a Military Police officer,

and an Avionics technician on jets and helicopters. From 1991 to 2001 I went to college, got married, and had two children. During this time, I worked for several different companies. I supported my family by serving as a bar manager, a tire recycler, a truck driver, and then as a Church Pastor. I guess you could say I was moving forward in my life. However, like so many other Americans, the attacks on September 11th, 2001 had a lasting, emotional effect on me.

I had a strong desire to reenter the military and serve my country once again. In early 2005 after being out of the military for 14 years, I joined the Army as a member of the National Guard. After only two months of reserve time, I was placed on full-time orders, and I spent the

next 13 years serving on active duty until I retired from the Army on December 31st, 2017. During my time in the military, I earned a bachelor's degree in Technical Management and a Master of Education.

In 2019 my wife Kari and I moved to Florida, purchased a house in South Daytona, and started several small businesses. In 2020 we sold the house in South Daytona and moved to a larger one in Ormond Beach. My wife and I have always had an interest in real estate, and have owned several homes and rental properties over the years. We decided it would be a great new adventure for us to embark on together. So, in April of 2023, we entered real estate school. In May we got our license and began our new career as real estate agents. It has been great fun for us to work together. In such a short amount of time, we have met so many wonderful people, and we've made numerous new friends. We have already closed one deal and we are under contract on two others. Although we haven't been doing it for very long, we find real estate to be a very exciting and extremely rewarding career.

In May of 2021, I went back into the military part-time, and I currently serve as a Company First Sergeant in the Georgia State Guard. I guess some things you just can't get out of your blood.



## Realtor® and 20yr Veteran ★ ★ ★ ★ ★

Growing up in greater Cleveland, Ohio, I was influenced by the strong work ethic, spirit of volunteerism, and duty to my country demonstrated by my family. Not ready to commit to college, I earned a Medical Assistant certificate. Later I joined the volunteer fire department in my community as an EMT to further my medical training.

Following our family history of military service, I enlisted in the United States Coast Guard in September 1999. During my 20 years of service, I was honored to serve at several small boat stations as well as a cutter in St. Petersburg FL. I worked at

a Recruiting Station sharing my love for the Coast Guard with the new generation and conducted foreign vessel exams on boats entering the Port of Tampa. Among the highlights of my 20 years of service, is my marriage to a fellow Coastie, Ken and my lovely daughters, Paige and Chloe. I earned a Bachelor's Degree in Business Management and a Masters degree in education. My career came to an end at Station Ponce in New Smyrna Beach where I served as the Executive Petty Officer as second in command. My family decided to retire on the East Coast of Florida.

After retiring from the Coast Guard, I decided to look into a career in real estate. I was hooked. Helping people sell their homes and find their forever home is my passion. My first year in real estate I earned Rookie of the Year as well as Top Producer. I have earned Top Producer every year since 2019. I have volunteered as the Events Director with the Women's Council of Realtors for 2 years as well as a member of the MLS Committee at DBAAR. I am a local Navy League liaison to the Coast Guard station. When you find a career you love you never work a day in your life.





► charity spotlight

# COMMUNITY PARTNERSHIP FOR CHILDREN

**GIVING JOY TO COMMUNITY KIDS And You Can Help**

Geri Westfall is a woman on a mission – several in fact. Not only does she serve as a broker and lead her successful real estate firm, the Ormond Beach-based Geri Westfall Real Estate, but she is also a mother of four and has a passion for making a difference for children in the community. Geri serves as a board member for Community Partnership for Children (CPC), the non-profit lead agency that manages the child welfare system in Volusia, Flagler, and Putnam Counties. A significant CPC initiative that she supports each year is the Holiday Toy Drive. Since 2012, Geri has sponsored 150 children annually in the drive, drawing upon her strong network of friends, family, and colleagues to grant their holiday wishes. Whether giving traditional toys or finding creative ways to fulfill special Christmas dreams, she has a passionate commitment to helping children enjoy a truly magical holiday season. “As someone who has enjoyed great business success, I am a big believer in giving back to the community,” Geri said. “CPC’s annual Holiday Toy Drive is a highlight of my year – and something that I hope everyone in our local real estate community will embrace.” Community Partnership for Children anticipates serving approximately 550 children in this year’s toy drive. The drive provides presents for children up to

17 years of age who have been placed with relatives or non-relative caregivers (such as family friends) after experiencing abuse or neglect. The caregivers provide three holiday wishes for each child, and in partnership with generous donors like Geri, CPC works to grant them whenever possible. All children receive at least three gifts. Everyone in the community can help spread cheer to children this season by participating in the Holiday Toy Drive. You can assist by sponsoring a child, making a monetary gift to CPC, or donating any new, unwrapped toy. Please call Geri Westfall at 386-852-0339 to support the drive. Donations are due the first week of December, and Geri will arrange the toy drop-offs. “We are deeply grateful to Geri for her leadership and spirit of giving,” said Community Partnership for Children CEO Karin Flositz. “May we all follow her example and work together to benefit local children during the holiday season and throughout the year!”

Please visit [www.communitypartnershipforchildren.org](http://www.communitypartnershipforchildren.org)



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