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# TABLE OF CONTENTS

**08**  
Charity:  
The Great  
Daytona  
Beach  
Kiwanis  
Duck Race

**10**  
Deana  
Frenchette  
Guiding  
Dreams  
Home

**15**  
Expert  
Corner:  
Home  
inspections  
& Insurance

**16**  
Carlos Ring  
Carving  
Success in  
Florida's  
Real Estate  
Market

**20**  
Partner  
Spotlight:  
Realty Pro  
Title

**22**  
Scott & Elise  
Skare  
Connected  
Group Inter-  
national



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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the real update  
Jayme Dickey

## Welcome to Volusia Flagler Real Producers Community!

**Publishers Note:**

Fall is here and schedules will be filled with holiday events, parties and family. We will be looking for events and great stories on acts of kindness that we can share in our upcoming issues of *Volusia Flagler Real Producers*. Please feel free to reach out to me and let me know what you have coming up to attend and I am happy to share. Thank you to everyone for being so supportive of VFRP. From your nominations to partner referrals, I truly appreciate it all. This is how we grow stronger together. We are featuring “The Great Daytona Beach Kiwanis Duck Race” charity event in our October issue and your support is greatly appreciated. Adopt a duck and help a child. We are setting up Real Estate offices/Agents as teams to compete for the title of “The Biggest Duck in Real Estate”. The team with the most duck sales will be recognized at our special event. Either way, we will donate 40% of your total sales back to the charity of your choice once the race is over. Email me at [jayme@n2co.com](mailto:jayme@n2co.com) to set up your team and visit our website at [duckrace.com/daytonabeach](http://duckrace.com/daytonabeach).

Stay tuned for an announcement for our upcoming event in October! You don't want to miss these events. Make sure to follow us on FB.

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 [vfrpassist@gmail.com](mailto:vfrpassist@gmail.com).

Let's ROCK 2023 together!

Jayme Dickey  
*Volusia Flagler Real Producers*  
[jayme@n2co.com](mailto:jayme@n2co.com)

**Let's Connect:** Please follow our Instagram & FB at *Volusia Flagler Real Producers*



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# Power of the Purse



**20 Year Anniversary**

Women United Volusia is an affinity group within the Community Foundation and United Way of Volusia-Flagler Counties (CF UWVFC) whose main mission is to help women and children in Volusia County. Throughout the year, Women United Volusia advocates and raises money for the community through events and collections. Their most notable event is the Power of the Purse. Power of the Purse is an annual luncheon with raffles, a silent auction, and networking. All net proceeds are then distributed into the community through mini-grants. Last year Women United Volusia granted out \$131,200 through 40 grants.

"Power of the Purse is one of my favorite events. It is a chance to give back to the community that gave to me."  
Michelle Caudell Power of the Purse Co-Chair

"The reason I am so passionate about this cause is because of my daughter. I want to show her how we can be stronger together." Tiffany Edwards Power of the Purse Co-Chair  
At its inception, Power of the Purse started as a small event with 100 like-minded individuals who wanted to help change the community for the better. This year is their 20-year Anniversary and the sold-out Power of the Purse luncheon boasted over 600 attendees sharing inspiring stories about positive impact in our community. This year, the group is expected to net an excess of \$150,000, a record-breaking total.

Women United Volusia, is part of a global network of more than 70,000 women, in 165 communities like ours, across 6

countries. Women United of Volusia's board is made up of 40 amazing ladies who have given their time, treasure, and talent to make 2023 their most successful year. Besides Power of the Purse, Women United Volusia hosts Chicks for Kicks where they collect new shoes for children. This year they bought over 154 shoes and 60 pairs of socks and continue to purchase more shoes for running programs such as Girls on the Run.

"At the CF and UWVFC, we are incredibly grateful for and inspired by the service of the Women United Volusia members. From numerous volunteer projects to leading the Power of the Purse, they dedicate countless hours to ensuring Volusia County is a better place for women and children and inspiring the next generation of women leaders." President and CEO of Community Foundation and United Way of Volusia-Flagler Counties Courtney Edgcomb.

"We take great pride in the achievements of Women United Volusia. These 40 remarkable women devote their time to enhancing our community, and their impactful work is made possible through the invaluable support of our local community." Mica Lill Women United Volusia President

Since its inception, 20 years ago, Women United Volusia has set out to create positive, measurable, long-term change in the lives of women and children. The Power of the Purse has been a staple in our community, a legacy put in place by a group of women dedicated to making a change right here in Volusia County.

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# THE GREAT DAYTONA BEACH



# KIWANIS DUCK RACE

DAYTONA BEACH KIWANIS CLUB will launch a minimum of 5,000 rubber ducks into the water and watch them race to the finish line, on Sunday, November 5, 2023, from 12 pm-2 pm in Daytona Beach. The first three ducks to cross the finish line will win CASH prizes! Your sponsorship support is needed to make a big splash with this inaugural event. All proceeds will help take the commitment Kiwanis has to help deserving children in our community to its next level. From providing backpacks and clothing for back-to-school to literacy programming in area elementary schools, Daytona Beach Kiwanis has been on the front line of making a difference in the lives of Dayton's children for over 100 years. AND, FRANKLY, WE WANT TO DO MORE! THEY DESERVE IT!

Who Will Benefit? The Duck Race will benefit Youth Emotional Services (YES), a non-profit organization dedicated to providing support, resources and tools to youth and families facing the stigma and challenges of mental illness. Additionally, they share specialized training with mental health professionals who deliver services in this critical area. Proceeds will also go

to other local charities Daytona Beach Kiwanis partners with to support area children. Organizations will be invited to participate in the fund-raising challenge by forming their own Duck Teams to produce Duck Adoptions and retain a portion of what's raised through their efforts. Please visit [duckrace.com/daytonabeach](http://duckrace.com/daytonabeach) and help support our cause.

KIWANIS - KIDS AT HEART KIWANIS INTERNATIONAL is a global community of clubs, members and partners dedicated to improving the lives of children one community at a time. Today, we stand with more than 550,000 members from K-Club to Key Club to Kiwanis and many ages in 80 countries and geographic areas. Each community has different needs, of Kiwanis empowers members to pursue creative ways to serve the needs of children, such as fighting hunger, improving literacy, and offering guidance. Kiwanis clubs offer over 150,000 service projects per year. MISSION Kiwanis helps kids around the world. Local clubs look out for our communities and the international organization takes on large-scale challenges, such as fighting disease and poverty. VALUES We are passionate about making a



difference. Helping kids grow and succeed is at the heart of everything we do. But how we do it is just as important. We believe our neighborhoods and our world are best served when people of all ages and different backgrounds work together to share their time and talents. HELP UP BE A POWERFUL FORCE FOR HELPING CHILDREN Partner with Daytona Beach's oldest service organization as we seek to do even more to support the healthy growth of our local kids. Our goal is to be the largest Duck Race in the state of Florida, with proceeds totaling over \$100,000

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**FRENCHETTE**

Photography by: **Kenneth Grant Inzpirations**  
Written by: **Manuela Nivia**

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## Guiding Dreams **HOME**

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Deana Frechette has spent almost four decades cultivating an intimate knowledge of the Ormond Beach area—an experience that has made her an invaluable resource for local families. Armed with determination, years of industry experience, and a comprehensive grasp of real estate dynamics, Deana has firmly secured her position among the county’s top agents. Her entry into real estate was not merely a professional choice, however, but a deeply personal one. After a divorce, Deana sought to prove her resilience by blending her role as a devoted mother with a fierce commitment to her career—two of her clearly defined whys. In the real estate industry, she ultimately found her true passion.

They say you don’t know how strong you are until you don’t have any other choice, but to be the kind of strong it requires to persevere,” Deana described. “I can honestly say that I feel as if I’ve lived the true definition of perseverance and come out a far stronger and more independent woman than I ever hoped to be.”

Before obtaining her real estate license in 2017, Deana served as a Volusia County school nurse as well as taught critical lifesaving survival swimming to babies and children. Throughout the extent of her career, she also cultivated an organic interest in the real estate industry, which was shaped by a genuine desire to help families find their dream homes. Drawing inspiration from her experiences of assisting friends in their property searches and even building multiple homes of her own, she

developed an affinity for the intricate process that accompanies each real estate transaction. The joy she found in seeing a project evolve from inception to fruition led her to embark on a career where her passion and skills would seamlessly align.

“My calling has always been helping people in any way they need it and I put my whole heart into all I do,” Deana shared. “It came quite naturally to me to be able to help people attain homeownership or sell a home to start a new chapter in their personal book of life. Being that it is one of the most monumental decisions of a lifetime, it’s an honor beyond expression that my customers repeatedly choose me and place their trust in me.”

At Geri Westfall Real Estate, Deana has found the ideal home to grow her real estate career. Deana’s real estate agent in 2011, Geri is now her broker, friend, and a source of sincere admiration. The pair immediately clicked upon meeting, which served as a catalyst for Deana’s eventual entry into real estate. Inspired by Geri’s ability to handle any situation with grace and class, Deana has sought to emulate her client-centered approach since her start in the industry. Every day, she seeks to empower her clients with the knowledge needed to navigate the dynamic real estate market.

“  
They say you don’t know how strong you are until you don’t have any other choice, **BUT TO BE THE KIND OF STRONG IT REQUIRES TO PERSEVERE.**  
”

“I am here to alleviate the fears of the unknowns and to bring normalcy to many of the components that feel foreign or overwhelming to a client,” Deana explained. “We not only need to meet ourselves where we are at in life, but we must meet others where they are at. There is no substitution for the hard work necessary to get to the closing table with integrity, grace, and a humble heart.”

A reflection of her dedication, Deana has earned a place among the county’s top producers. In 2022 alone, Deana closed \$20 million in sales and earned the coveted Top Gun Award, among many others, for her commitment to excellence. She is on target to exceed last year’s sales in 2023. While her sales are impressive on their own, her impact on the community extends far beyond the numbers. Deana’s legacy is built on cultivating lasting relationships—an approach that has created ripple effects in the way of referrals and repeat clients. They serve as a testament to the trust she has cultivated and the genuine care she extends to each client.



“I am dedicated to every one of my clients and ensuring they reach their personal goals,” Deana explained. “I am never too busy for my clients. I am honored to be called for the ‘silly’ questions just as much as the difficult questions. I can lay my head down at night knowing that each of my clients has been delivered the care I would hope to receive if the roles were reversed.”

Deana’s influence extends beyond her professional realm. Her children, Sophie and Shane, embody her values of hard work and determination. Following in her footsteps, Sophie has joined Deana in the real estate industry at Geri Westfall Real Estate, while Shane, who is a sales manager at a local Ford dealership, proudly purchased his first home at the age of 19. Leading by example Deana has sought to teach her children to live their lives with integrity and a strong work ethic.

“My children are my world,” Deana shared. “There is not a cell in my body that isn’t filled with immense love

and pride in who they are to their cores. This is the role for which I hold the greatest reward of my entire life.”

In 2024, Deana will be marrying her loving fiancé, Henrik. An impressive duo, the couple has achieved exceptional success in the field of sales while combining with their innate ability to prioritize their family’s needs. The pair enjoys spending time with the family’s beloved pets, including Lily, a 14-year-old Golden Retriever, and Tiny, a spirited 10-year-old Miniature Pinscher. Together, Deana and Henrik

also nurture a common gardening hobby, yielding a bounty of eggplants, basil, tomatoes, and more. This fruitful outcome mirrors Deana’s consistent dedication and wholehearted approach to her every endeavor.

“For me, success is defined as knowing I made a lasting positive impact on someone’s life,” Deana shared. “It’s looking in the mirror and seeing the strong, capable, intelligent human being I am, and knowing that I did right by my clients, family, and friends. Who could ask for more?”



“  
**FOR ME, SUCCESS IS DEFINED AS KNOWING I MADE A LASTING POSITIVE IMPACT ON SOMEONE’S LIFE.**  
It’s looking in the mirror and seeing the strong, capable, intelligent human being I am, and knowing that I did right by my clients, family, and friends. Who could ask for more?  
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# Home Inspections & Insurance

► expert corner

By Sean Skirrow

Think of the real estate market as a giant board game, where every property is a playing piece, and every player has their sights set on that perfect spot to call home. Now, let's introduce our friend, insurance. It's like the invisible guiding hand that shapes the game, sometimes subtly and sometimes with a bang to kill the game for all players involved.

Insurance plays a significant role in the real estate market, affecting both buyers and sellers in our area. Buyers may consider these insurance costs when evaluating a particular property's desirability and financial feasibility. Insurance also influences the real estate market by influencing property values. Consequently, higher insurance costs in a specific region may deter potential buyers and impact the demand for properties in that area. Lenders often require buyers to obtain homeowner's insurance before approving a mortgage loan, which can also impact the selling process.

Finding a Florida licensed and certified Home Inspector, and making confident and informed decisions when it comes to securing homeowner's insurance is important. It's important to do research on the inspectors / company to make sure they specialize in various types of insurance inspections, often required by insurance companies before policy issuance.

In addition to a complete home inspection, Buyers will often require additional inspections to help reduce insurance rates. At the forefront is typically a 4-point inspection service, providing a fundamental overview of a property's key systems - the roof, electrical, mechanical, and plumbing. This crucial report offers insight into the age of these systems and identifies any significant deficiencies, like exposed wiring or a leaking water heater.

Also growing more popular for insurance requirements are roof inspections. During this inspection, our professionals visually assess the roof, identifying any existing damage and estimating its remaining lifespan.

Another frequently requested inspection in our area due to hurricane Season, the wind mitigation inspection. The Wind Mitigation assesses factors such as the roof's age, the method of its attachment, its shape, and the presence of hurricane protection. This can lead to substantial savings on your homeowner's insurance and overall Buyer's cost.

With the rising cost of Insurance in our market, buyers and sellers must be sure to choose the right agent, lender and inspector to guide them through this insurance game with ease.



# CARLOS RINGS

## CARVING SUCCESS IN FLORIDA'S REAL ESTATE MARKET

Photography by: **Waltons Photography**  
Written by: **Manuela Nivia**

In the heart of Florida, award-winning REALTOR® Carlos Ring has made it his mission to help clients embrace the Sunshine State lifestyle. Whether helping customers find their dream home, sell a property, or make a lucrative real estate investment, Carlos brings to every transaction an unparalleled blend of expertise, dedication, and passion for the Volusia County region. With a track record of multimillion-dollar sales, Carlos understands the unique dynamics of the local real estate market. His dedication to his craft and deep knowledge of the area have made him a trusted partner for anyone seeking to navigate the complex world of real estate.

“My focus is to take care of my customers and to go above and beyond with every transaction,” Carlos shared. “A lot of my business is referral and repeat customers and that’s because I give clients the red-carpet treatment the whole way to earn their trust and support.”

In 2007, Carlos sought to pursue his passion in real estate, drawn by the promise of flexibility and the chance to build a brighter future for his family. Despite entering the field during a daunting period in the industry, with unwavering drive, Carlos was able to carve a successful niche for himself. In 2009, as the real estate market began to show signs of recovery, Carlos’s hard work also started to pay off, setting the stage for a career marked by outstanding achievements and a dedication to serving his clients with utmost commitment.

“It was the worst time to get into real estate, but I persevered and made it through and here I am all these years later,” Carlos described. “When I was growing up, my parents told me never to quit anything. I made \$10,000 in 2007, but things started turning around for me because of my drive, discipline, and perseverance. I didn’t see myself giving up and I’m really glad I didn’t.”

“  
My focus  
is to take care of  
my customers and  
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beyond with every  
transaction.  
”



Before building a successful real estate career, Carlos cultivated a valuable professional foundation as a store manager at Lowe's Home Improvement—expertise that would later prove invaluable in his role as a real estate agent. His tenure at Lowe's not only allowed Carlos to hone his skillset but also provided him with valuable insights into the intricacies of home improvement. The role instilled in him a commitment to customer service and attention to detail, qualities that have become hallmarks of his successful real estate career.

"I found real estate to be exciting," Carlos explained. "I get to deal with many different customers as part of the biggest purchase they'll ever make. I like for my customers to be successful and to see them happy, whether they are buying a second home on the beach, a condo, or their first home. It's a great feeling to negotiate and close a deal for any type of buyer or seller."

Since his start in the industry, Carlos has consistently achieved recognition as a top sales producer, earning this title for five consecutive years. His remarkable sales record for 2021 alone amounted to an impressive \$12 million, showcasing his ability to deliver exceptional results for his clients. For Carlos, however, real estate is more than a profession; it's a family endeavor and a legacy he hopes to pass on to his children. As his most important support system, Carlos's family actively participates in readying houses, raking yards, and assisting with various aspects of the real estate process. This commitment to family values extends to his clients, as he goes above and beyond to ensure their needs are met.



“The most important thing for me is constant communication with my clients.”

“The most important thing for me is constant communication with my clients,” Carlos said. “Whether it’s someone who is buying a home for the tenth or first time, I go above and beyond to do whatever it takes to close a deal. Those are the things that allow you to stand out and really make customers appreciate your worth.”

As a forward-thinker, Carlos has set his sights on new horizons. While continuing to outperform his previous year’s achievements remains his primary goal, he’s also eager to pass along his wealth of knowledge to newer agents or even his own children, cementing his legacy in the Florida real estate landscape.



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**Over the course of her 25-year title journey, Billie Jo Kaler has not only excelled professionally but has also been a driving force in many of Ormond Beach's community outreach programs. When she is not helping her community or working behind the desk, you can find her being a loving mother and a dedicated friend.**

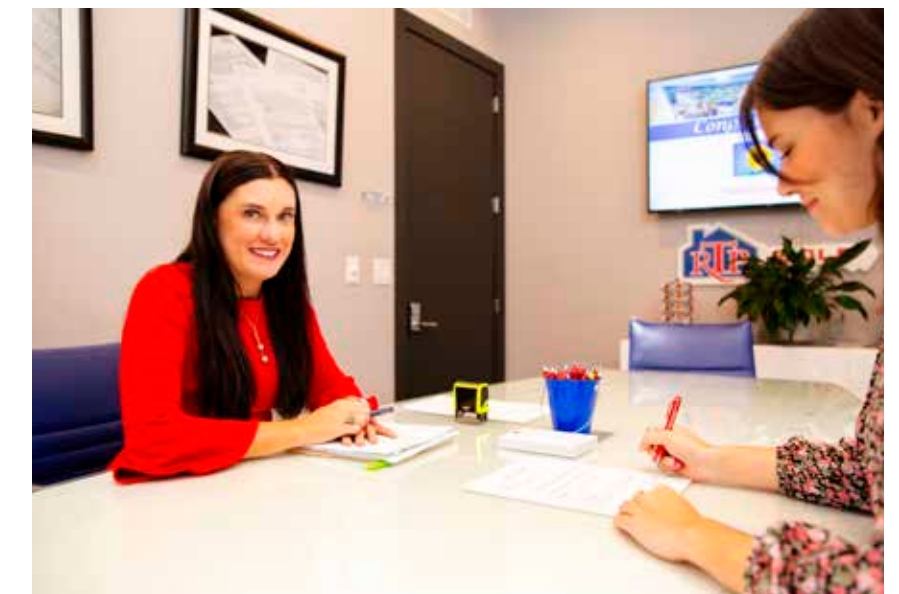
Billie Jo began her career in the title industry in 1998, shortly after graduating college with her associate degree from what is now known as Daytona State College. After a brief break from the title industry, she returned to spearhead the opening of Victory Title in 2004. Three short years later, she bought out her partners and became the sole owner of Victory Title in Palm Coast, Florida. Shortly after this, she partnered with Bill Navarra and Buzzy Porter to form Realty Pro Title, where she has been an owner, president, and executive title agent since 2008. In 2010, she decided to focus her entire attention on Realty Pro Title and closed Victory Title, a gamble that paid off as Realty Pro Title recently celebrated 15 years in business. In 2019, she received her Certified Land Closer certification from the Florida Land Title Association, an accolade not achieved by many title agents. Billie Jo has passed on her extensive title knowledge to her team, who work diligently to ensure that each client has a smooth experience when going through the closing process. She and her team are there every step of the way, ensuring that every client feels comfortable with the process and excited about their new home.

While becoming a champion in her profession, Billie Jo also became a champion for her community. She has served as an executive board member for countless community organizations, such as Realtors Sold 4 the Cause, The Ormond Beach Chamber, Women's Council of Realtors, Early Learning Coalition, and Ormond MainStreet. She has always firmly believed in giving back to the

community she serves. During her service as Vice Chair of Community Development at the Ormond Beach Chamber of Commerce, Billie Jo restructured the Chamber's scholarship efforts, now known as the Rob Ridder Scholarship program, which awards college-bound high school seniors a \$1,000 scholarship. At the beginning of her tenure, one scholarship was awarded each year, and last year eight were awarded with a goal of increasing each year. She was also the Chairwoman of the Ormond Beach Chamber of Commerce in 2021. Additionally, she serves as a Co-Chair of Friends of the OB PAC, which is currently working with the city of Ormond Beach to renovate the Ormond Beach Performing Arts Center. Making the community she serves a better place has always been a priority of hers, and she has passed this commitment down to her staff,

who regularly attend events and offer assistance whenever needed.

Billie Jo has always said that she could not do what she does without her dedicated employees and supportive business partners. It is because of these relationships that she can make a difference in the community while also running a successful business. She has built a company that is both professional and personable. Realty Pro Title offers exceptional customer service and a variety of closing services to meet the unique needs of every client. Billie Jo's staff takes pride in their experience and takes proactive measures to ensure successful closings with no surprises. Effective communication, teamwork, and solution-oriented thinking have allowed Billie Jo and her team to become a leading force in the title community.



# Scott & Elise

## SKARE

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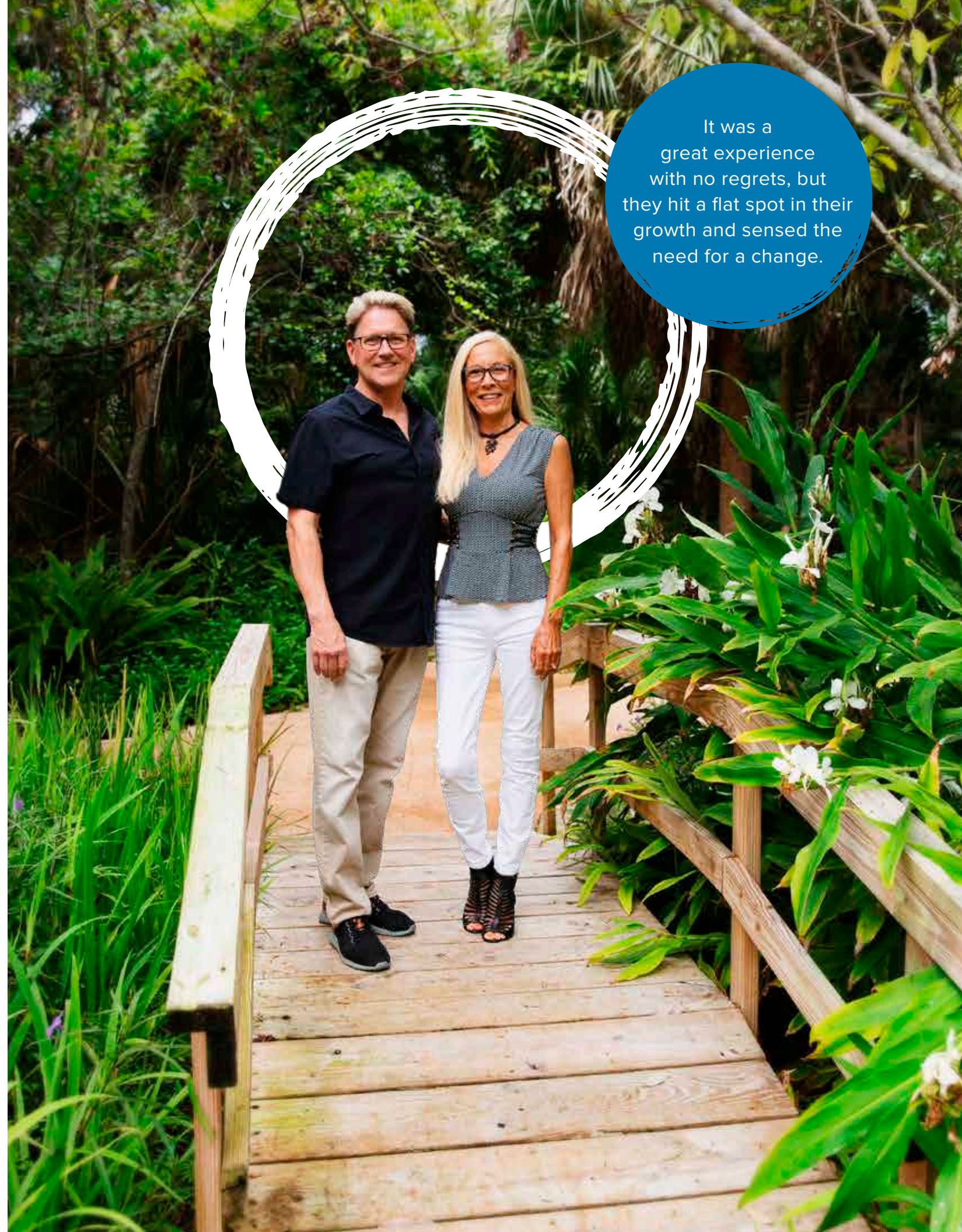
Scott grew up in South Central Wisconsin. He went to school for computer programming and went into the wireless telecom industry when it was in its infancy. While at an industry meeting in Dallas in 1986, he met a gentleman from a company in Orlando that did billing for 70% of the wireless carriers in the United States. While vacationing at Disney World with his family later that year, he interviewed for a job and was hired to start on January 2, 1987. He and Elise met in May 1989, and got married in March 1998. A friend suggested that Scott get into Real Estate in 2005, just before “the music stopped”. Of course, nobody knew that the bubble was going to pop so hard, especially in Florida.



Elise grew up in DeLand and was living in a suburb of Orlando with her two children, Michael and Ashley, when she and Scott met. She worked for two of Central Florida’s most renowned plastic

surgeons as a surgical tech for a combined period of 17 years. After that, she owned several businesses including distributing Harley Davidson accessory parts and a retail sunglass store. She obtained her real estate license in 2011.

Starting in 2006, Elise and Scott went on the road, working in the seminar industry for a few years and traveling from Manhattan to Honolulu. “Flip or Flop”’s Tarek and Christina Al Moussa, “Property Wars”’ Doug Hopkins and “Flipping Boston”’s Dave Seymore were some of the HGTV celebrities endorsing the investing strategies that they worked with. Many times, they tacked a few days on to the beginning or end of a business trip to take advantage of being in these popular destinations. The best side trip was a short flight from Oahu to Kauai to rent Harleys for a full day touring the island (a favorite spot from their honeymoon).



It was a great experience with no regrets, but they hit a flat spot in their growth and sensed the need for a change.

Scott went back into telecom from 2010 to 2015, but it's hard to extinguish the real estate fire once it's lit. He and Elise joined eXp Realty and ran a branch office in Ormond Beach for 6 years. It was the early days of eXp (there were only 300 agents in Florida at the time & 3,000 total) and there was a lot of buzz about this disruptive model. It was a great experience with no regrets, but they hit a flat spot in their growth and sensed the need for a change.

Scott had developed a morning routine of walking the beach or the Granada Bridge with Ron Climer, founder of the Climer School of Real Estate and Justin Falb, Team Leader at Keller Williams Realty Florida Partners. Justin and Scott were also spending a lot of time together serving on the Board of Directors at the Daytona Beach Area Association of Realtors. At the end of 2022, Scott and Elise took a deep breath and made the leap to KW. It sparked a mindset shift that truly ignited their real estate business. The biggest game changer in their business has been hiring Florida TC Solutions for transaction coordination. Jenn Murray is their highly seasoned (and not-so-silent) partner in getting *every* T crossed and I dotted. This has taken Scott and Elise out of all the extraneous (but necessary) tasks associated with their files from start to finish. They are on track to close as much as 100% more business this year than last year and much of that is attributable to focusing on more high leverage activities.

Scott has been through the leadership training programs at both his local Board of Realtors and the Ormond Beach Chamber of Commerce. The project for the Ormond Leadership Class XVII was to create a parallel leadership program for area high school students. This project has been very well received and is currently in its second year.



They are committed to building strong relationships with their customers and strive to make every transaction a collaborative effort between **all** of the stakeholders - buyers, sellers, the cooperating agent(s) and all of their amazing business partners in title, lending, etc. 2023 has been a year of exponential growth, both personal and professional. Their next goal is spending more time with Elise's kids and grandkids. Also (mostly Scott's passion), international travel mixed with business would be a fantastic next chapter in their journey. Portugal, Croatia and Greece sound like great destinations; the cost of living for Americans is **very** affordable. However, staying in the Western Hemisphere (i.e. Belize, Costa Rica, Panama) would also provide a great lifestyle a lot closer to home, friends & family!

They love connecting with great people and connecting those people with great resources. Which lead to their team name - Connected Group International.

They are committed to building strong relationships with their customers and strive to make every transaction a collaborative effort between **ALL** of the stakeholders.

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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.

*Real Producers* magazine started in Indianapolis in 2015 and is now in over 145+ 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 events throughout the year. Make sure your email address is up to date with us and follow us on Facebook.

**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!

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