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"There's opportunity here—you just have to see it. Put a little money into it—well, the Naples version of "a little money"—and this could sell quickly."

-- High-End Realtors, Rupert and Karen Irby

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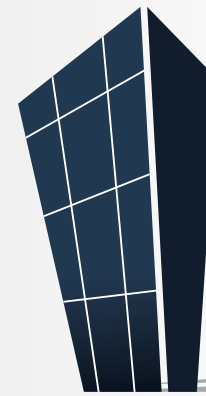
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UNLEASHING the POWER of REELS

Dear Real Producers of Naples,

This month, I wanted to share with you a powerful tool which Naples Real Producers has recently embraced. I believe it is something that could be incredibly impactful for your real estate business as well.

As you know, in today's digital age, social media has become an indispensable tool for real estate professionals and our preferred partners alike, and one medium that has been taking the world by storm is reels. Short and captivating videos on platforms like Facebook and Instagram, reels have emerged as a powerful means of storytelling, and I am thrilled to witness their immense value for our Real Producers community. Through reels, you have the opportunity to showcase your expertise, share insightful tips, and offer a glimpse into your unique approach to real estate.

These engaging videos not only captivate your audience but also humanize

your brand, making it more relatable to potential clients and partners. By taking advantage of the visual storytelling prowess reels offer, our community is fostering deeper connections and amplifying its reach while leaving lasting impressions.

If you have yet to explore the Naples Real Producers' Facebook and Instagram pages to witness the creativity and innovation displayed through these reels, I invite you to become inspired today! You will find an abundance of ideas to elevate your social media presence and leave a lasting impact on your audience. If you have questions about how to get started making reels, please feel free to reach out to me. I am currently doing quite a bit of content creation and can offer advice, as well as can put you in touch with our videographer if you would like to get professional help creating reels of your own. Happy to help!



Very respectfully yours,

Andrew Regenhard
Owner/Publisher
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Looking ahead, we are excited to announce our Fall Quarterly Event, scheduled for October. Location, date and time will be announced shortly, so keep an eye out for more information.

Furthermore, we eagerly anticipate the announcement of all 2024 event dates coming your way soon! We have an array of enriching experiences planned to empower our community members throughout the coming year, so stay tuned.

In the meantime, I wish you an exceptional September filled with growth and success, and thank you for being an integral part of the Naples Real Producers community!

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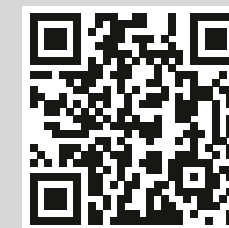
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WHY PRICE MATTERS WHEN IT COMES TO ROOFING

“YOU CAN’T PUT A **PRICE** ON **PEACE OF MIND**, COME RAIN TIME.”

For most homeowners living in beautiful Southwest Florida, hiring a roofing contractor is a once-in-a-lifetime experience. This is why pricing should *not* be a top priority when paying for a roof, believe it or not.

Your roof is the most important part of your house, and therefore, it is important to have the highest quality products available to protect your home from any weather occurrence. Naturally, you will also want to ensure you hire a knowledgeable roofing contractor that can install materials the proper way to avoid issues when the rainy season inevitably arrives.

As true locals know, the rainy season is when all roofs are tested equally by Mother Nature, with torrential downpours capable of dumping up to two feet of rain in just a few hours! Therefore, you should ask your future roofing contractor to provide you with five home addresses where they have done work in your area. This request will allow you to inspect the quality of work they provide. And if you get lucky, perhaps the homeowner will be outside their house and you can ask them in person how it went with said roofing contractor.

Paying too little for a roof repair is a BIG problem, but an even BIGGER problem is paying too

much and getting stuck with low-grade material and/or poor craftsmanship! A great way to avoid this nightmare scenario is to request the documents of the materials being used on the roof and compare them to which materials were documented in the permit package. Such documents are known as “Florida Product Approvals.” However, there are also documents referred to as “Notice of Acceptance,” which are acceptable forms as well.

Note the county official inspecting each job site will match the documents onsite to what is on your roof. So if the bait and switch tactic is used, you will never know *unless* an issue arises. *All* permitting information is a matter of public record and therefore accessible to anyone.

Lastly, pay close attention to the permitting information itself to ensure all items are correct and everything exactly matches your contract.

Needless to say, receiving the most value for your installation or repair is, by far, the most important factor when hiring a roofing contractor. A good roof is a lifetime investment and one that you and your family will appreciate for years to come — especially every June 1st when hurricane season begins in Florida!



Juan Rizo is the owner of Durabilis Roofing, a company founded with a vision to revolutionize the local roofing industry by bringing what a homeowner already expects from a licensed and insured roofing contractor: treating every home as if it was their own, treating every project as if it were their last, and understanding a homeowner’s individual needs. For more information, please contact Durabilis Roofing at 239-347-9207.



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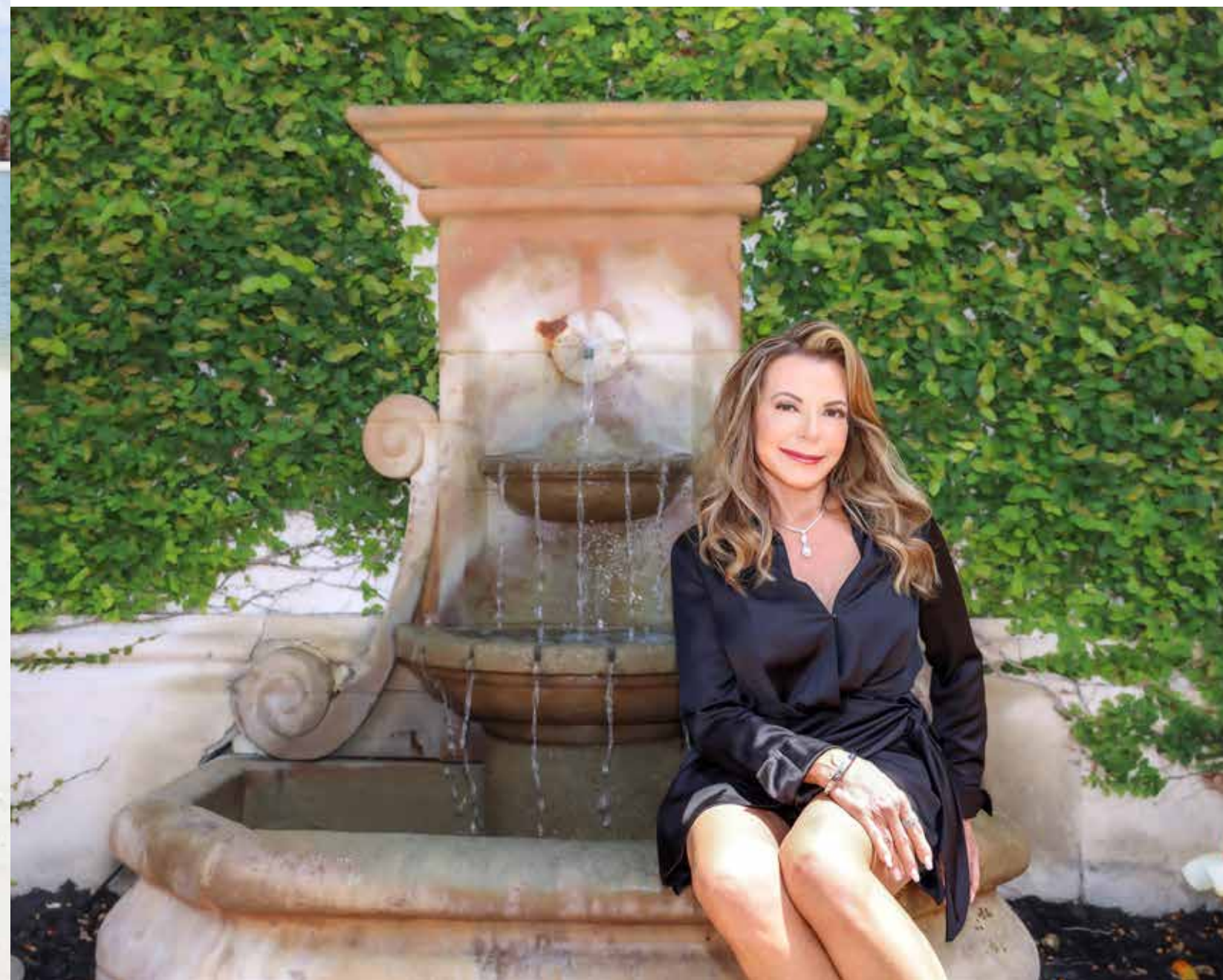
By Zachary Cohen
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“Do good, live in the most positive and joyful way possible every day.”
—Roy T. Bennett

Before launching her real estate sales career in 2004, Judy Wilson spent 17 years in radio and TV advertising. In her role as a marketing consultant, Judy assisted area businesses in improving their marketing and advertising efforts. She formed a niche working in the real estate sector; many of her biggest clients were local developers and builders.

“Being a part of that world was a lot of fun,” Judy reflects. “I would meet with a developer at the point of land acquisition and help develop a marketing plan for presales of the communities all the way through the completion of the community. These builders and developers depended upon my creative ideas to create interest, site visits, and, of course, sales.”

Through the years, multiple developers noticed Judy’s natural sales skills and approached her about joining their team. She declined their offers many times over.



“I totally loved my media career,” she continues. “I was in a very secure situation — benefits, salary, commissions. I worked my way up to management training and managing sales teams at the radio station, eventually taking on the business development role for the entire group. While I didn’t jump when many of the developers tried to hire me to go into real estate, they put that bug in my ear.”

Judy, admittedly, didn’t initially intend to become an entrepreneur, but over time, her perspective began to shift. She had a rising desire to work for herself, and becoming a REALTOR® was a natural next step.

In 2004, Judy took a leap of faith, leaving behind her career in media marketing for new beginnings.

RUNNING SOLO

Judy has now been in real estate sales for 19 years. In 2022, she closed \$28 million as a solo agent with Coldwell Banker. Her expertise ranges from Gulf access and golf course properties to first-time and traditional homebuyers.

“As a solo agent, I am very hands-on,” Judy notes. “My clients tell me they feel like they are my only client, although I will be handling multiple clients at the same time. They know they can call me 24/7 and that I’m going to be with them from start to finish.

“I do my own listing representations, hire photography, write my own descriptions, and do my own open houses. My clients and I are a team. It’s a lot of work, but I enjoy knowing what’s going on.”

Judy is able to leverage her intimate knowledge of Southwest Florida. When she was working in TV and radio, she had an office in Naples and another in Fort Myers, so she is one of the few agents that knows both areas well.



Judy Wilson is a solo agent with Coldwell Banker Realty.



“
MY CLIENTS AND I ARE A TEAM.
IT'S A LOT OF WORK, BUT I ENJOY KNOWING WHAT'S GOING ON.

“If you name a street in Fort Myers, Bonita, Estero, or Naples, I’ll know where it is. That makes me unique. I’ve lived here since 1989, so over the years, I’ve gained a lot of knowledge about the area,” she says proudly.

KEEPING IT POSITIVE

Judy isn’t the type of agent to count her sales statistics; rather, she counts happy clients. Success to her is creating joy in the world.

“I get joy from other people’s joy,” Judy offers. “I’m a Southern girl, originally from Tennessee; and

the way I was raised is that hospitality comes first. That means serving others, doing good things, not expecting a reward, but just because it’s the right thing to do. I live my life like that, and good things do come back to me.”

Judy wakes up each day with a positive outlook, reminding herself that today is going to be a great day. That optimism is not only a boon to her personal life but to her clients too.

“Always be grateful,” Judy closes.



STAYING ACTIVE

When she’s not selling real estate, you’ll find Judy Wilson in the gym or playing tennis, pickleball, or golf. She also enjoys spending time with her adult children in Florida and in California.



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PRACTICE THE OYSTER THEORY



► coaching corner • By Michael Dill

I'd like to share what is commonly known as "The Oyster Theory." Oysters are where pearls come from, those beautiful pearl necklaces that our ladies love to wear, gleaming in the light so others can admire them. But how is that pearl created? It's formed from being in the comfortable, protective environment of the oyster. This environment is stable enough to give the pearl a chance to grow into its beauty.

I used to work in the restaurant industry where they educated us on this same theory. If you've ever been to a restaurant, I'm sure you've experienced this, and what I'm about to share is the same in business, so be very conscious of what you are reading.

You visit a restaurant and it's clean. Actually, spotless. You go to the restroom, it's immaculate. The waiter or waitress comes to your table, they're cheerful and enthusiastic.

They're having fun. They actually create an event for you because they're in such a great mood. They're upselling you without you even knowing it because you're just going along for the ride. The hot food comes out hot, the cold food comes out cold, and everything arrives at your table in a timely manner. You have a great meal, receive great service, the place is clean, and the check comes when you're ready to leave. Everything is great.

Needless to say, that restaurant is doing well. The revenues and profits are increasing. The owners become extremely successful. They're one of the best restaurants in the industry, in their town, in their community. Then, they start to become a bit complacent and, unfortunately, adopt what we call "The Success Syndrome."

The restaurant isn't as clean as it was before. The busboy or busgirl isn't going as frequently into the restrooms

to ensure they're immaculate. Paper towels are on the floor and the wastebasket is overflowing. The waiters and waitresses are a little bit arrogant, they're not as cheerful. They complain about their tips. The cold food doesn't come out as cold and the hot food doesn't come out as hot because it's no longer coming out in a timely manner.

The whole ambiance of the restaurant has changed. A few months go by. The regional managers and the district managers are sitting around brainstorming as they can't figure out why revenues and profits have dipped. The number of people visiting the restaurant has decreased. They can't figure it out, but it's because they grew complacent. They unconsciously adopted The Success Syndrome, as opposed to continuing to practice The Oyster Theory.

I share this anecdote because in business, we can easily and unconsciously adopt the same pattern. As you're doing

everything correctly in your organization, you've created the right culture. You conduct your team meetings on a consistent schedule. You're following up on KPIs (key performance indicators) with your team, making sure they're sticking to what they're supposed to do before deadlines. Your team exhibits great attitudes. You're keeping your marketing flowing to keep your brand visible. Your service mastery is excellent because you're taking care of your customers consistently. You're doing everything right in your business.

But don't get complacent. Trust me, if you do, everything you've worked on will begin to slowly erode to the point where you won't even notice it — until months, maybe even years down the road when you're trying to figure

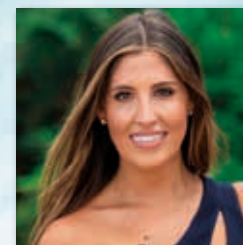
out what happened to that momentum you once had.

When you do everything right, the theory posits that what you did yesterday doesn't matter; it's what you do today that most definitely matters. Just because you showed up with excellence yesterday doesn't mean you can relax today. You need to show up with excellence every day.

By adhering to The Oyster Theory with your business, your clients, your team, your organization, that's the pearl that you're cultivating. Make sure that the environment is right so that the pearl can come out nice and shiny so everyone can admire it — just like they're going to admire your organization for delivering the goods and services to your clients with excellence each day.



Coach Michael Dill is an award-winning, certified business coach, global speaker, and published author. He is a proud ActionCOACH franchise partner, as well as the president of Power & Ice Wealth Creation, a strategic leadership company. Michael brings more than 40 years of business and entrepreneurial experience to his leadership, team training, and mentoring practice. Learn more at businesscoachmichaeldill.com.

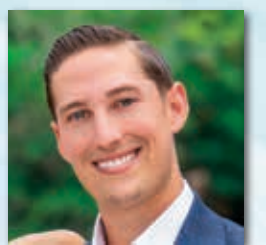


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JENNIFER M. CAIL

MEDRANO & CAIL BOOKKEEPING PROFESSIONALS



By **Zachary Cohen** | Photos by **New Frame Photography**

Jennifer M. Cail has long served her community through her work. Before she became a bookkeeper, she spent nearly 20 years in law enforcement. Her lifelong dream was to work in federal law enforcement and she achieved that, spending the last six years of her career on the federal side of the criminal justice system.

“Every day was legitimately different, and that’s one of the things I loved about it. Every day brought new challenges, and it taught me that’s what I was really looking for in my career. I carried that with me even after retirement from law enforcement,” Jennifer reflects.

In 2019, Jennifer gave birth to her son — a “miracle baby” — after she and her husband were told they couldn’t have children. Having a son changed everything for Jennifer, ultimately leading to her retirement from the criminal justice system in favor of a career that would allow her to spend more time with her family.

“Working for the federal government is busy and doesn’t leave a lot of time for family,” she shares honestly. “I missed a lot of his first year. I was working seven days, on call, and I missed spending time with my baby boy. I knew I wanted to do something different that would help me focus

more on what really mattered to me: my family.”

Jennifer retired in January 2020, and two months later, the COVID-19 pandemic upended the global economy. Jennifer became a stay-at-home mom in a world that was essentially shut down. She soon discovered that, while she loved being a stay-at-home mom and spending more time with her son, she missed having a profession that served her community. So she turned toward a community that was hurting.

In searching for a new career, Jennifer turned to a role she held

before her law enforcement career: bookkeeping. She'd kept the books for her parents' construction company since she was a teenager and later worked for a bank. Starting a bookkeeping business was, in a sense, a return to her roots. She knew bookkeeping could make a significant impact in her community and help her continue to serve.

"I saw moms in my community that didn't know how to budget or run their finances, and I stepped in to help. People started to hire me to help with budgets, personal finances, and business books, and it grew from there."

Three years later, Jennifer is running a full-fledged bookkeeping business, Medrano & Cail Bookkeeping

Professionals. Her company handles everything from bookkeeping to payroll and 1099 filing to consulting services.

"We do anything from personal budgeting to task-flow forecasting to sitting down and helping business owners realize what a deduction is and what it isn't," Jennifer explains. "Real estate agents have to be creative on how to hold their money because they don't get consistent checks. They may get a big jumbo check, then don't get a big check for a while. So what I do is sit down with the agent, discuss their goals, look at their pipeline, and set them on a budget so they don't cut off their lifestyle. And when they get the payout check, it's not just used to pay off debt."



Jennifer Cail is the owner of Medrano & Cail Bookkeeping Professionals.



FAMILY SPOTLIGHT
Jennifer lives with her husband, Matthew, and son, Jaxon (4). She lives a peaceful life in the country, tending chickens, caring for the land, trail riding on the side-by-side, and enjoying family time.

Jennifer is also helping business owners bridge the gap between themselves and their CPAs. Rather than getting yearly tax advice, Jennifer offers regular support, allowing agents and other small business owners to better manage their business finances. She prioritizes customer service, something few CPAs do.

"Customer service is huge in my firm. That's what built it. I want my clients to know that when you call my firm, we're always here to provide an answer. We want to always be there for our clients," she continues.

Looking ahead, Jennifer plans to add small-business tax services to her offerings. She recently opened a second location and plans to open a third within the following year. As she

grows, she aspires to keep the personal touch that has made Medrano & Cail Bookkeeping Professionals one of the fastest-rising names in the local financial services landscape.

"I want agents to stop in, feel comfortable asking questions, and have a resource to help them with their finances. Don't be scared to talk to someone about your finances. It's an open conversation that can bring a lot of clarity and help people in their lives — and it's something I want to help you with."

For more information, visit www.medranoandcail.com.



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By Carlene Murray

In our relentless pursuit of happiness and health, we often overlook a profound source of positivity and resilience that resides within us — our own muscles. Emerging research has revealed that our muscles function as more than merely mechanical engines of movement (and just looking good too!) Our muscles are an endocrine organ capable of secreting proteins, chemicals, and hormones directly into our bloodstream.

These remarkable substances, aptly named “hope molecules,” have the potential to enhance our mental and emotional well-being, protect against depression, and fortify our resilience. By understanding and harnessing the power of this natural pharmacy within us, we can unlock a new level of vitality and joy. That’s right, by simply contracting our muscles, we can produce and unleash “hope molecules” in our brain and who couldn’t use a little more of these natural, feel-good chemicals?

The Muscle-Brain Connection

Studies have revealed that when we engage in activities that involve muscle contractions, such as strength training, hiking, swimming, or even walking, our muscles produce and release a diverse array of molecules. These substances

include myokines, which are proteins secreted by contracting muscles, as well as other chemicals and hormones that play a crucial role in maintaining our brain health. Once released into the bloodstream, these molecules travel to the brain, where they act as a potent antidepressant, aid in trauma recovery, help manage stress, and enhance our overall resilience.

The production of hope molecules is not limited to any specific type of exercise. Whether it’s a rigorous weightlifting session or a leisurely stroll in the park, the key lies in contracting our muscles. Each contraction serves as a catalyst for the release of these beneficial substances, leading to a cascade of positive effects on our brain chemistry.

Hope Molecules: The Brain’s Antidepressant

Depression, a debilitating mental health condition affecting millions worldwide, is often treated with medications that target neurotransmitters in the brain. However, hope molecules present a natural alternative that can complement or even replace traditional antidepressants. Research has shown that specific myokines, such as brain-derived neurotrophic factor (BDNF), play a crucial role in neurogenesis — the formation of new neurons in

the hippocampus, a region associated with mood regulation and memory. By boosting the production of BDNF through muscle contractions, we can potentially alleviate depressive symptoms and promote a more positive mindset.

Recovering from Trauma and Managing Stress

Traumatic experiences and chronic stress can profoundly impact our mental health. Fortunately, hope molecules offer a mechanism for recovery and resilience. The secretion of certain myokines, including fibroblast growth factor 2 and irisin, has been linked to enhanced neuroplasticity — the brain’s ability to reorganize and form new neural connections. This neuroplasticity plays a crucial role in recovering from traumatic events and managing stress effectively. Regular physical activity, with its muscle-contracting nature, enables the production of these hope molecules, helping to rebuild

and strengthen the neural pathways affected by trauma and stress.

The discovery of hope molecules highlights the incredible interconnectedness of our body and mind. The fact that our muscles, primarily considered a means of locomotion, can function as an endocrine organ is awe-inspiring. Every time we engage in physical activity, we activate this pharmacy within us, releasing a powerful concoction of substances that positively influence our brain chemistry. This natural remedy is accessible to us all, regardless of our age, gender, or physical fitness level. So the next time you could use an infusion of positivity and hope into your day, get out there and move. Within the depths of our muscles lies a reservoir of hope, waiting to be unleashed, truly empowering us to soar to new heights of vitality and joy.



Carlene Murray is a Mindpower Coach specializing in helping individuals cultivate mental toughness and emotional resilience. With extensive expertise in unlocking human potential, Carlene empowers and guides individuals toward their fullest potential, ensuring lasting positive change for their optimal well-being and desired success!

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▶ featured agent

By **Zachary Cohen**
Photos by **New Frame Photography**

MICHAEL DOROBANTI

Patience and Perseverance

By the time Michael Dorobanti moved to Naples in November 2001, he was already a decade into his real estate career.

Michael was licensed in 1994 and had a successful 10-year career in New York City, working with Douglas Elliman and Corcoran Group, two of the most highly respected names in real estate. But in 2001, he took his real estate business to the city he felt would offer him the lifestyle he desired. “The transition to Naples was easy because of what the community has to offer — pristine beaches, amazing golf courses, great schools, and safety,” Michael reflects.

One of Naples’ Best

Over the past 22 years, Michael has come to be known as one of Southwest Florida’s top REALTORS®. He’s a deal-maker in the community. He always puts his clients first. He has a go-getter attitude and a deep commitment to his craft.



You need perseverance, integrity, and patience for this business. That is what makes me successful.





Michael Dorobanti is an independent agent with Downing-Frye Realty who specializes in luxury home sales.

“I’ve formed strong partnerships with developers and builders using my knowledge, following market trends, and bringing quality products and services to the market,” Michael offers.

Michael has displayed impressive perseverance throughout his 29-year career, having experienced varied market conditions — from the recession in the early ‘90s to the dot-com boom, from the Great Recession of 2008 to the strong market of the past decade.

Affiliated with Downing-Frye Realty, Michael has achieved an impressive milestone of closing \$750 million in career sales. He primarily focuses on the luxury real estate sector and centers his business in some of Naples’s highest-priced areas. His clients appreciate the personal touch and dedication he brings to his work.

“I am reliable, aggressive, and I get things done — delivering the goods year after year,” Michael says proudly. “I’ve formed strong partnerships with investors, developers, and builders using my knowledge, following market trends, and bringing quality products and services to the market.”

A defining trait of Michael’s work is his hands-on approach. He doesn’t have a team working under him, ensuring that when clients contact him, they get direct access to his expertise.

Michael treats real estate as a long-term career, and his track record speaks for itself.

Giving Thanks

Michael expresses deep gratitude for his journey, acknowledging the hard work, challenges, and learning experiences that have shaped his path. He is grateful for the opportunity to succeed through perseverance and determination.

“It’s the American dream,” he says. “You work hard, overcome challenges, continue to learn, and persevere.

“Hard work pays off, and I’m grateful for the experiences in my life. The fact that I was able to capitalize on those opportunities and have a very successful career only makes it that much sweeter.”



FAMILY SPOTLIGHT

Michael and his wife of 25 years, Martine, have two children, Michael Jr. and Isabella. Both are currently in college; Michael Jr. attends the University of Florida, and Isabella attends the University of South Florida. Michael enjoys time with family and culturally immersive travel experiences.



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a milestone in MANDATORY DISCLOSURES

The recent changes to Mandatory Disclosures result from the legislature addressing the recent Surfside Condo collapse in Miami. Senate Bill (SB) 154 addresses and refines its previous iteration, SB 4-D, in the interest of preventing similar disasters. These reports must be provided to government organizations, associations, owners, and potential buyers. Florida funds have been appropriated for regulating these changes, so it is likely they will be more heavy-handed with respect to association boards in the interest of ensuring that they comply with the following changes. The bill provides significant consequences for board members who do not comply, including personal civil liability and breach of fiduciary duty.

The first change relates to Turnover Inspection Reports (TIR), which examine the required maintenance and life expectancy of common elements. TIRs must be performed within 90 days of a developer turning over control of the association. The Turnover Inspection Report pertains to the same common elements: roof, structure, load-bearing walls, primary structural members, and primary structural systems (as defined by Fla. Stat. 627.706), elevators, heating and cooling systems, swimming pool or spa and equipment, seawalls, pavement and parking areas, drainage systems, and irrigation systems.

Structural Integrity Reserve Studies (SIRS) must be performed once every 10 years for each building three stories or higher in height. Unlike Milestone Inspection Reporting (MIR) below, these have no age requirement. They must, however, be performed by December 31, 2024. The Structural Integrity Reserve Study is a visual inspection of the following *common* elements, some of which overlap with the Turnover Inspection items: roof, structure, fireproofing and fire protection systems, plumbing, electrical systems, waterproofing and exterior painting, windows and exterior doors, and any other item that has a deferred maintenance expense or replacement cost that exceeds \$10,000, where the failure to maintain such item would negatively affect the other elements of

the study. Owners may not refuse to raise the reserves recommended by the SIRS (and must adopt them by January 1, 2025).

With Milestone Inspection Reporting, the government will begin notifying associations that they have reached the age of inspection. Associations will then have 180 days to schedule and complete the inspection with a licensed professional or their team. The legislature allowed for local governments to make exceptions when reasonable. Phase One is a straightforward, non-invasive examination prepared by a licensed engineer or architect, but Milestone Inspections can be much more extensive if they reach Phase Two — which happens when Phase One reveals substantial structural deterioration. And deficiencies do not necessarily mean that Phase One is headed to Phase Two; it has to be *substantial* deterioration. Milestone Inspections must be performed by the end of the year when a building reaches 30 years of age unless otherwise required by the local enforcement agency (for instance, when a building is within three miles of a coastline, its age requirement is usually reduced to 25 years), and every 10 years thereafter. Note that these inspections are to be properly recorded and made available to owners and associations. It is in the best interests of the association board members to ensure that this information is readily accessible to owners and potential sellers. Additionally, many of the engineers performing the inspections are happy to answer general questions about the inspection

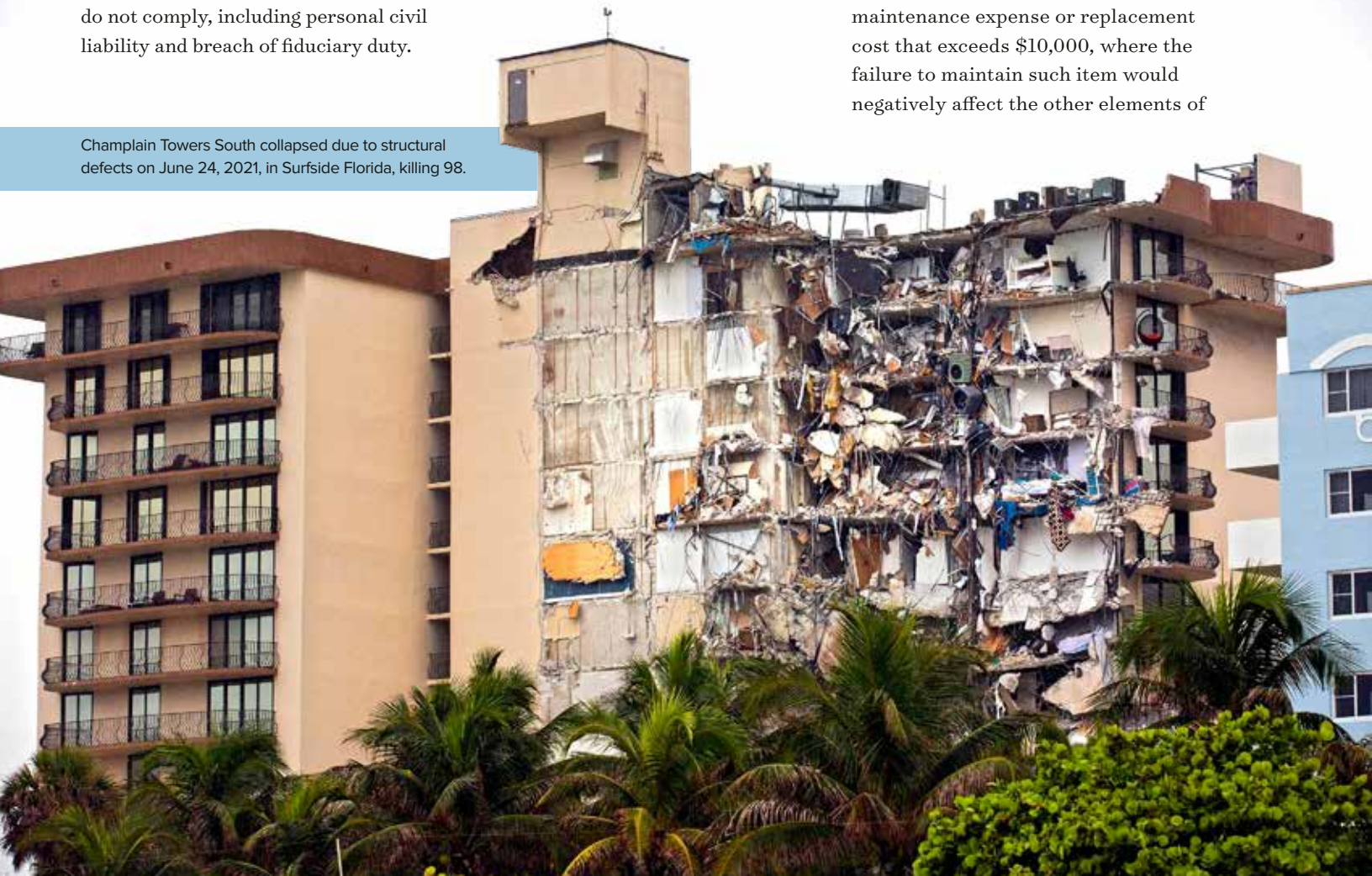
process in the interest of maintaining ongoing, professional relationships with owners and associations alike.

The important takeaway is that, for any contract entered *after* December 31, 2024, it will be mandatory that every association (and Seller) provide a copy of the Turnover Inspection Report, the Structural Integrity Reserve Study, and a summary of the Milestone Inspection Report. If an association is not required to have any of these inspections, they (and the Seller) must disclose that they are not required; or, if they were required but have yet to have them performed, they must disclose that fact to a buyer. Additionally, if it is a developer sale, the buyer must receive these disclosures at least 15 days before closing, may void the contract for 15 days after receipt, and may postpone the closing for a period of up to 15 days. If it is a non-developer sale, the buyer must receive these disclosures at least three days before closing, may void the contract for three days after receipt, and may postpone the closing for a period of up to three days. These time periods apparently trigger once the buyer has received the Turnover Inspection Report, the Structural Integrity Reserve Study, *and* a summary of the Milestone Inspection Report — not just one or two of these items. The receipt of these documents is a statutory requirement that cannot be waived or the contract is voidable by a buyer until closing.

While it may be prudent for REALTORS® to start asking for (or providing) these documents now, it is not yet a necessary practice to obtain them. However, an association having them now, as opposed to waiting until the last minute, may be an indication of their level of concern for the property. Countless buildings in the State of Florida are going to be required

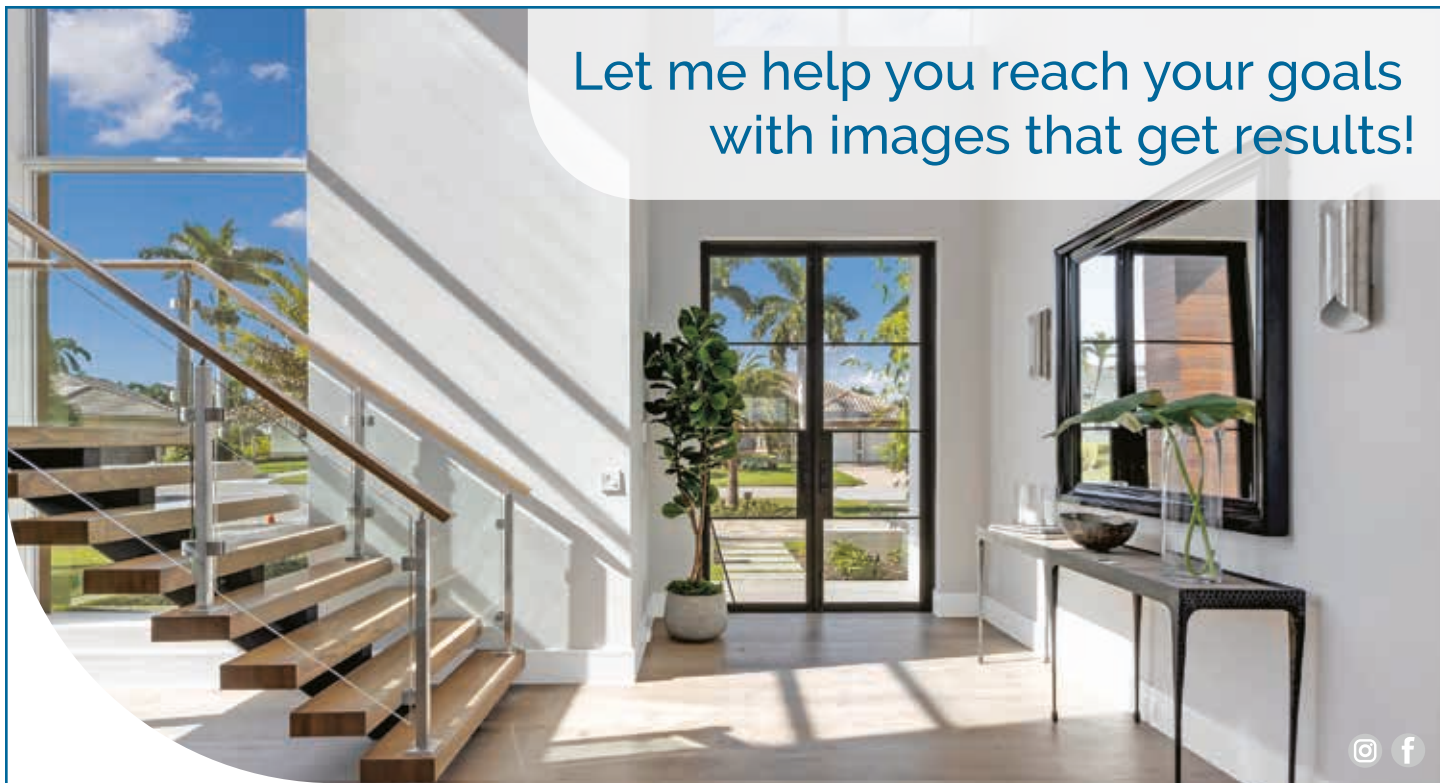
to have these inspections performed by a handful of licensed professionals and their teams, so an organized association that does so sooner rather than later may be a testament to its character. Note that as a direct result of this bill, almost 500 buildings in Collier County alone are due for inspection by December 31, 2024! As a seller, part of the required condo disclosures includes any special assessment discussions in the agenda or in the minutes within the year preceding the sale (already in the FR/BAR condo rider). It is important to note that, in addition to obtaining insurance, financing may become more difficult to obtain for the purchase of condos and co-ops in older buildings due to these reports — which is yet another reason to be familiar with the financing contingencies associated in your respective contracts.

Champlain Towers South collapsed due to structural defects on June 24, 2021, in Surfside Florida, killing 98.



Born and raised in Naples, FL, Sam is a partner attorney at Woods, Weidenmiller, Michetti & Rudnick, LLP, where he concentrates his practice in the areas of commercial and residential real property transactions, as well as corporate and commercial lending. For information on how Woods, Weidenmiller, Michetti & Rudnick, LLP, can assist with your legal needs, call 239-325-4070.

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SANDY

H·A·N·S·E·L

RIGHT AT HOME

When Sandy Hansel relocated to Naples from Chicago in 2012, she assumed she would continue along the same career path she'd been on for 24 years. Sandy was settled into her role as a dental hygienist, a career she recalls with fondness.



Photo by
Michelle Reed

cover story
By Zachary Cohen

Photo by
Michelle Reed





Sandy Hansel leads The Florida Hot Real Estate Team (From left to right: Tracie Degroot, Diane Canfield, Keith Hansel, Sandy Hansel and Ryan O'Janovac) (Photo by Megan DiPiero Photography)

“Dental hygiene was wonderful, a great career, a great mom job. You go to work, see your patients, and go home. You don’t take any of it home with you,” she offers.

But upon landing in Florida, Sandy discovered getting her dental hygienist license would be more of a challenge than she’d assumed. The hoops she would have to jump through to obtain her license caused her to pause and reconsider her path forward.

Sandy’s husband, Keith, suggested she try her hand at selling real estate. She agreed, assuming she could sell a few homes a year and make a decent living.

“We knew the Pavich family personally. They are friends of the family,” Sandy explains. “My

sister worked in real estate in Chicago and in Naples, and my family has always owned real estate and apartment buildings in the Chicago area, so it was a plausible suggestion. Real estate has always been a part of my world. I was always fascinated by it because it was all around me.”

Ten years later, Sandy’s career has turned into much more than she ever dreamed. She now has a team of five agents working alongside her at Realty World J. Pavich Real Estate, and she’s risen to become one of Naples’ top agents. Sandy closed \$29 million in 2022.



“
*I meet people,
walk them through
the process, explain
everything in detail ...
then, at the end,
WE ARE FRIENDS.*
”

Photo by Michelle Reed



Sandy and Keith Hansel (left) with their children, Nicole and Ryan, at Nicole's engagement party.



Photo by Michelle Reed

"It's definitely selling more than the three homes per year I thought I'd sell," Sandy laughs. "And it's full-time for me. It's been an amazing 10 years. I've met a lot of great people. I finally feel I have a lot of referrals and the respect for being a REALTOR® for 10 years."

Sandy has built her business on best-in-class customer service. It doesn't matter how much a client is spending; she treats every single client as if they are spending millions.

"I'm fulfilled by helping people," she notes. "My career in dentistry was also helping people. It's the same job in many ways. I meet people, walk them through the process, explain everything in detail ... then, at the end, we are friends."

BEYOND THE OFFICE

Outside work, Sandy enjoys spending time with her family, golfing, and watching sunsets on the beach. She and her husband have a blended family with three adult children: Nicole (29), Ciara (27), and Ryan (25).

As Sandy reflects on her path to real estate success, she taps into pride and gratitude for where she is today. She lives and breathes real estate — and that's just how she likes it.

FUN FACT

Sandy was born in Mali Iž, Croatia, a small island that is only seven and a half miles long and a mile and a half wide. She lived there for five years before immigrating to the U.S.



Photo by Michelle Reed

"I love every second of what I do," she asserts. "My clients are counting on me, so I have to be there for them. My kids are at the stage where they are growing their own worlds, and I'm not needed as much as a mom, so focusing on my business has been something I'm very involved with."

"I don't know that I would change much of what I have. I'm happy where I am. I want to continue to work the business, grow it as much as humanly possible, and be happy."



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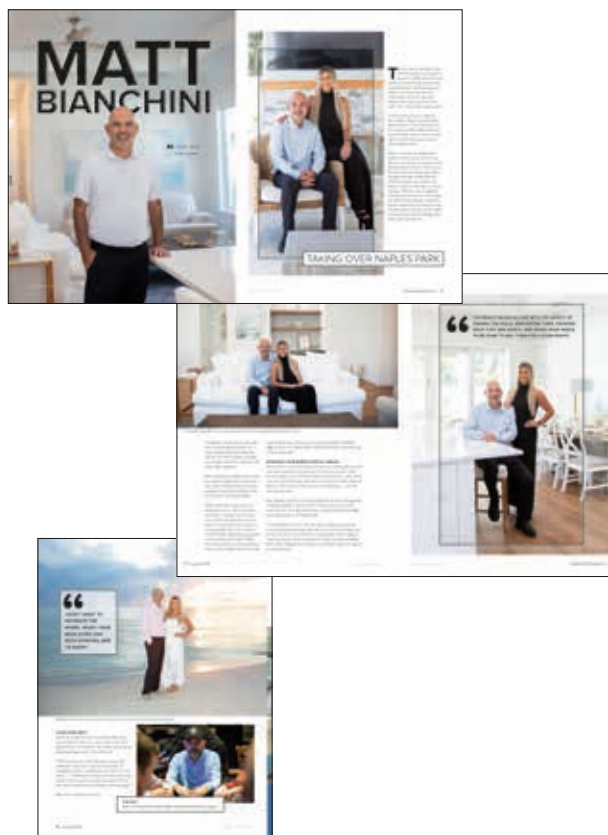
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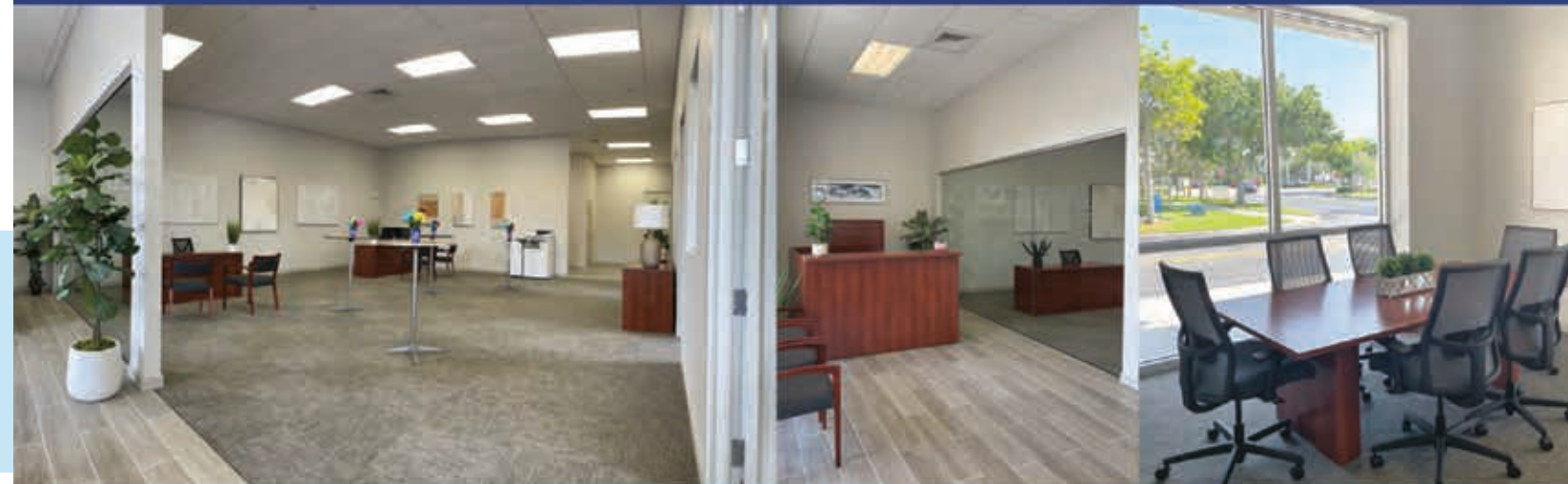
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