

VOLUSIA FLAGLER

REAL PRODUCERS.®

CONNECT. ELEVATING. INSPIRING.



LORI BRIGLEY

Condo Queen

FEATURED AGENT
Gregory Roberts

FRESH ON THE SCENE
Aiza Ali

PARTNER SPOTLIGHT
Gwynne Keller
with Steel Magnolias
Staging & Interiors

O'Quinn Insurance

ONE COMPANY, OVER 60 CARRIERS



Home, Auto, Commercial, & More

Why O'Quinn Insurance?

- **Quick Quotes:** Access to 60+ carriers means fast, competitive quotes for your clients.
- **No Automated Calls:** You will always connect directly with an agent located in your community.
- **Strong Partnerships:** We prioritize collaboration to enhance your client's experience.



CALL OR TEXT 386-673-5550

WWW.OQUINNINSURANCE.COM/FREEQUOTE

CMG HOME LOANS

**FHA/VA/USDA
CONVENTIONAL**

**0% AND LOW DOWN
PAYMENT OPTIONS**

CONDOS/CONDOTELS

**LOW DOWN
PAYMENT
CONSTRUCTION
LOANS**

**UNIQUE LOAN
PROGRAMS**

**LICENSED IN
50 STATES**



Give your clients a VIP lending experience with our custom tailored loan programs. We help your buyers live their dream to homeownership.



Chris Wolf

BRANCH
MANAGER

321.278.9930

NMLS #1626538

cwolf@cmghomeloans.com



Britini Patterson

LOAN
ORIGNATOR

386.237.1113

NMLS # 1750248

bpatterson@cmghomeloans.com



Danny Gilbert

PRODUCING
SALES MANAGER

386.871.7248

NMLS #1975031

dgilbert@cmghomeloans.com

TABLE OF CONTENTS



08
Publisher's Note



10
Fresh on the Scene:
Aiza Ali



12
Partner Spotlight:
Gwynne Keller



14
Featured Agent:
Gregory Roberts



18
Expert Corner:
Self Care is essential in Real Estate



20
Cover Story: Lori Brigley



Dream Home INSPECTION

MILITARY DISCOUNT
★
THANK YOU FOR YOUR SERVICE

NEW CONSTRUCTION | PRE-DRYWALL
11 MONTH WARRANTY SPECIALIST | INSURANCE INSPECTIONS
RESIDENTIAL & COMMERCIAL INSPECTIONS BY CMI (CERTIFIED MASTER INSPECTOR)

WWW.DREAMHOMEINSP.COM • INFO@DREAMHOMEINSP.COM • 386-383-3270

FREE

"BUSINESS BREAKTHROUGH" SESSION

- ✓ 45 Min PRIVATE COACHING CALL
- ✓ 90 DAY ROADMAP SUCCESS GUIDE
- ✓ DAILY ROUTINE TEMPLATE

Billy Reuter
High-Performance Coach

TEXT ME "BUSINESS BREAKTHROUGH"
(516) 551-8844 TO SCHEDULE



Salty Beach
CHARCUTERIE BOARDS
(517)285-6493
Saltybeachcharcuterieboards.com
Find us on Facebook & Instagram

Pressure With a Purpose

Stormi Walker LMT

Specializing in
Ashiatsu
Deep Tissue
Massage
and Body Work

(386)286-7724

By Appointment Only



**BALLOONS & BACKDROPS FOR EVERY NEED...
OPEN HOUSES, CLOSINGS, & LARGE SCALE EVENTS**



[@BARRIEGOODBALLOONS](https://www.instagram.com/barriegoodballoons)

- VACANT HOME STAGINGS
- REDESIGN
- OCCUPIED HOME CONSULTATIONS





Before

Transforming Spaces to Maximize Property Value in the Real Estate Market

We specialize in enhancing properties to help realtors, sellers, and investors achieve top dollar for their listings.

www.SteelMagnoliasStaging.com
386-898-5615



AMERIS BANK
MORTGAGE SERVICES

23 YEARS OF BANKING & FINANCIAL EXPERIENCE

Rachael has the knowledge and experience to get things done.

HOW CAN Rachael Gilbert HELP YOU?

386.547.8401

amerisbank.com/rachaelgilbert
NMLS # 737430





This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

ATTORNEY/LEGAL SERVICES

Reid Legal Solutions P. A
(954) 873-3013

CARPET, TILE, WOOD & VINYL

Rod's Carpet, Tile & Wood
(386) 677-8721

CHARCUTERIE BOARDS & GRAZING TABLES

Salty Beach
Charcuterie Boards
(517) 285-6493
saltybeachcharcuterieboards.com

ESTATE SALES & AUCTIONS

Seaside Estate Sales
(386) 299-1588
www.seasideestatesales.net

EVENT DESIGNS

Barrie Good Balloons
Katie Barrie
(386) 299-3488

EXTERIOR CLEANING / PRESSURE WASHING

Del Flow Power Washing
Daniel Selesky
(386) 479-9049
www.del-flowpowerwashing.com

FINANCIAL ADVISOR/ FINANCIAL PROFESSIONAL

Edward Jones Investment
Jason Frederick
(386) 677-9024

HAIR STYLIST / SALON

Canvas Hair Design Studio
Lexi Cox
(386) 576-6410
canvashairdesignstudio.com

HOME INSPECTION

5 Star Building Inspections
(407) 567-7780
www.5starinspect.com

INSPECTIONS - RESIDENTIAL AND COMMERCIAL

Dream Home Inspections
Sean Skirrow
(386) 383-3270
www.dreamhomeinsp.com

INSURANCE

O'Quinn Insurance Services Inc.
Brent O'Quinn
(386) 735-5550

INTERIOR DESIGN/ HOME STAGING

Steel Magnolias Staging & Interiors
(386) 898-5615

MASSAGE THERAPY/ MEDICAL MASSAGE

Back 2 Balance
(386) 898-4967
back2balanceportorange.com

MASSAGE/WELLNESS

Pressure with a Purpose LLC
Stormi Walker LMT, MA100931
(386) 286-7724
www.pressurewithapurpose.com

MOLD AND ODOR REMEDIATION

O2 Wizard-Mold & Odors
(386) 689-4563
O2wizard.com

MORTGAGE / LENDER

First Coast Mortgage
(703) 627-1775
FirstCoastMortgageFunding.com

MORTGAGE COMPANY

CMG Home Loans
(386) 401-7255
loanwolf.biz

MORTGAGE PROFESSIONAL

Rize Mortgage
Michael Cathey
(386) 316-7716

MORTGAGE SPECIALIST

Rachael Gilbert/Ameris Bank Mortgage Services
(386) 547-8401

OUTDOOR LIVING/ OUTDOOR FURNITURE

Moore Outdoor Living
(386) 281-3441
myflpools.com

POOL SERVICES & CONSTRUCTION

C M Custom Pool Design
Casey Epton Roush
(386) 281-3441
myflpools.com

POOLS & CONSTRUCTION

East Coast Pools & Spas
Tom Gilbert
(386) 451-2445
www.eastcoastpoolsandspas.com

SUCCESS COACHING

Billy Reuter's Coaching
Billy Reuter
(516) 551-8844
billyreuter.com

TITLE COMPANY

Celebration Title Group
Robin Winkler
(407) 619-4009
www.CelebrationTitleGroup.com

East Coast Title & Escrow

Becca Jenkins
(386) 515-3277
www.eastcoasttitlefl.com

Landmark Title

(904) 367-2525
LandmarkTitle.com

Realty Pro Title

(386) 672-3840

TRAVEL AGENCY/ TRAVEL ADVISOR

Travelmation GG Mack
(404) 242-9334
www.ggmacktravel.com



Info@5starinspect.com
(407) 567- 7780

- Inspections
- Experience You Can Trust
- Covering All Central Florida

Five Star Service and the Best Inspection

5 Star Building Inspections was established to provide buyer and sellers with inspection reports that exceed industry standards. Our reports present the most professional and comprehensive format available to provide value and clarity to the decision process. We pride ourselves on superior customer service and quality.



WHAT WE BRING TO THE TABLE



- ✓ OPEN HOUSE BASKETS
- ✓ TAX DEED CERTIFICATION PROGRAM
- ✓ CO-BRANDED MARKETING MATERIALS
- ✓ QUOTING APP
- ✓ VIRTUAL / LIVE BROKERS OPEN PROGRAM
- ✓ LEAD FARMING APP
- ✓ READY TO LIST PROGRAM (LISTING PHOTO'S PAY AT CLOSING)
- ✓ CLOSE ANYTIME/ANYWHERE/ANY PLATFORM - NO NOTARY FEES
- ✓ TITLE REBATE PROGRAM
- ✓ REAL ESTATE INVESTOR PROGRAM



Let's Grow Together



SCAN HERE FOR MORE INFO

orders@eastcoasttitlefl.com | 386-515-3277

LICENSED AND INSURED



FRESHEN UP YOUR HOME WITH OUR **PROFESSIONAL PRESSURE WASHING**

Residential and Commercial

Roofs - Gutters - Windows - Patios - Decks

CALL NOW (386) 479-9049

Del-flowpowerwashing.com



publishers NOTE

My heartfelt gratitude to each and every one of you!

As the year comes to an end and we find ourselves in the midst of the holiday season, it's a perfect time to take a step back, reflect, and celebrate everything we've accomplished together. December is a time to embrace the joy of the season, spend quality time with family and loved ones, and allow ourselves the chance to recharge before the excitement of the new year unfolds.



As we close the chapter on this year, let's take a moment to truly appreciate the journey we've been on together. This is also a season of gratitude, and I'm incredibly thankful for the trust and collaboration that has built such a strong community around *Volusia Flagler Real Producers*.

Looking ahead to 2025, I'm filled with excitement and anticipation for what's to come. We have so much to look forward to—new opportunities, fresh connections, and the chance to continue spotlighting the best of our local real estate community and businesses. I'm confident that the coming year will bring even more success, and I can't wait to see what we'll accomplish together.

In the real estate world, we often find ourselves in a whirlwind of transactions, negotiations, and constant movement. It's easy to forget how important it is to pause and recognize the efforts that have brought us this far. This past year has been nothing short of extraordinary for *Volusia Flagler Real Producers*. We've seen remarkable growth, forged new relationships, and continued to celebrate the incredible stories of the top producers in our community.

As you enjoy the holiday festivities, I hope you find time to rest, recharge, and create memories with those who matter most. From all of us here at *Volusia Flagler Real Producers*, we wish you a joyful holiday season and a prosperous start to the new year.

I want to extend my heartfelt gratitude to each and every one of you—our realtors, partners, and loyal readers. Your unwavering commitment to excellence is what drives this publication forward. Whether it's through your hard work, support, or the stories you share with us, you have all played a vital role in making 2024 a year to remember.

As you enjoy the holiday festivities, I hope you find time to rest, recharge, and create memories with those who matter most. From all of us here at *Volusia Flagler Real Producers*, we wish you a joyful holiday season and a prosperous start to the new year.

Here's to a bright and successful 2025!



Happy Holidays,
Jayme Dickey
*Volusia Flagler
Real Producers*

We are proud to introduce ourselves...

...as a new Real Producers Partner

Let's turn houses into dream homes!

IT MATTERS WHERE YOU BUY FLOORING

WWW.RODSCARPESHOP.COM | 386-677-8721

East Coast
POOLS & SPAS

We Go Beyond Your Expectations!
Pools • Spas • Water Features • Installed & Repaired

386-451-2445
Ormond Beach, Florida
EastCoastPoolsandSpas.com
License CPC1457246

Seaside Estate Sales
386.299.1588

Our Family Helping Yours.

We offer more than 3 decades of experience with Estate Sales, Antiques, and Collectibles. Proudly serving the Ormond & surrounding areas with Professional Estate Liquidation Solutions. Call TODAY for a free consultation.

Chrisann Josen, Owner
386-299-1588
Info@seasideestatesales.net
www.seasideestatesales.net

►► fresh on the scene

BUILDING DREAMS:

AIZA ALI'S

UNIQUE PATH
FROM DESIGN
TO REAL ESTATE



Aiza Ali's journey into real estate is a story of determination, inspiration, and personal drive.

What began with a chance encounter with a social media reel has blossomed into a promising career defined by resilience and ambition.

Brokerage Name: Realty Pros Assured

In 2021, as a high school senior, Aiza came across a video by renowned Realtor Thach Nguyen, which highlighted financial freedom and the importance of helping others in real estate.

Both ideas resonated deeply with her. That reel marked a turning point for Aiza, sparking a vision of what her life could be, and from that moment on, she was determined to make it a reality.

Her ambition was driven by both personal goals and a deep connection to her family's legacy. At 18, she decided to bypass the traditional path of part-time jobs to fund college and instead dive straight into her career. Her father, a respected interior designer in Pakistan for over 30 years, greatly influenced her appreciation for design and aesthetics. His dedication to creating beautiful spaces inspired her to pursue real estate. Aiza is passionate about helping people find their dream homes, and her background gives her a unique perspective in the industry.

Aiza's dedication quickly earned her recognition. In 2022, she was honored as a "Bright Beginner" by Geri Westfall Real Estate, her previous brokerage. She graduated Summa Cum Laude from Atlantic High School in 2021 and made the Dean's List at Daytona State College while working full-time. These achievements reflect the hard work and dedication Aiza has put into her career and education.

Being part of Realty Pros Assured has been instrumental in her growth. Mentorship from her broker, Bill Navarra, and office manager, Patty Lyn, has been crucial in helping her navigate challenges and solidify her place in the industry. She aims to expand her network, deepen her expertise in market trends and investment opportunities, and perhaps even invest in properties herself.

Currently, Aiza is a full-time team manager for The Real Pros, as well as a full-time Realtor. In her role as a team manager, she oversees marketing initiatives, manages transactions, and coordinates events for the team. Aiza is genuinely appreciative of this opportunity, as it allows her to learn from



What sets Aiza apart in the competitive world of real estate is her rich cultural background, linguistic versatility, and deep passion for both real estate and interior design. Born in Pakistan and fluent in English, Urdu/Hindi, and Punjabi, she connects effortlessly with a diverse clientele.

Moving to Port Orange during her teenage years gave Aiza a deep appreciation for Florida's unique charm. Her background in interior design enhances her ability to help clients find homes that perfectly match their tastes and needs.

Beyond her professional achievements, Aiza is committed to personal growth and well-being. She enjoys reading, Pilates, weightlifting, cooking, and, most of all, spending time with her family. She is also working towards earning her bachelor's degree in Business Administration.

Aiza finds balance by journaling, going to the beach, and diving into self-growth and mystery books.

a team with decades of experience. This role not only enhances her professional skills but also deepens her industry knowledge, further solidifying her expertise as a Realtor.

One of Aiza's most rewarding experiences was assisting her friend Terry, who became a client after his apartment was flooded by Hurricane Ian and Nicole. Helping Terry navigate the FHA 203(h) program, which offers 100% financing for disaster victims, was incredibly fulfilling for her. Seeing his relief and joy when he received the keys to his new home was unforgettable for Aiza.

Another significant milestone in Aiza's career was purchasing her first home with her family in October 2023. This marked the realization of a dream and the culmination of hard work and dedication. The joy it brought to her family made it all worthwhile for Aiza.

Aiza draws inspiration from her role models, including her team leader, Cindy Lee Harper, and her parents. Cindy, who Aiza affectionately calls "Ms. Boss," is an exceptional leader and a great friend who offers invaluable career and life advice. On a personal level, Aiza's parents are her greatest source of inspiration. Their sacrifices as immigrants and their relentless hard work motivate her every day. One of her biggest goals is to retire them and provide them with the comfort they deserve.

As Aiza continues to build her career, she remains committed to providing exceptional service and making a positive impact in the real estate industry. With her passion, dedication, and unique background, Aiza is well on her way to achieving her goals and leaving a lasting impression on her clients' lives.

Gwynne Keller

with Steel Magnolias Staging & Interiors

Transforming Spaces and Lives Through Home Staging

Gwynne Keller is quickly becoming a household name in the Volusia-Flagler area, renowned for her exceptional work in home staging. As the owner of Steel Magnolias Staging, she is dedicated to transforming properties and ensuring sellers make a powerful first impression. Her services encompass everything from vacant home staging to occupied home consultations and Airbnb design, all aimed at not just selling properties but also promoting a desirable lifestyle. “We want to bring value to homes entering the market, ensuring they attract buyers both online and in person,” she explains. “Our goal is to create an environment that leads to quicker sales and higher offers.”

Gwynne’s journey into home staging began when she obtained her real estate license. “I was introduced to home staging and instantly fell in love,” she recalls. Recognizing her natural talent for the craft, she worked under an established home stager for three years. When that stager decided to retire, Gwynne took a leap of faith, supported by her husband and friends, and launched Steel Magnolias Staging three years ago. “It was a big step, but I knew it was the right time,” she shares.

Reflecting on her career, Gwynne admits, “I wish I had known about home staging earlier in life, but I believe God’s timing is everything.” Her passion is evident in the rave

reviews she receives from both realtors and sellers. “The feedback has been incredibly encouraging,” she says with pride.

Looking ahead, Gwynne has ambitious plans. “I would love to open a home decor store that offers both unique furnishings and essential staples,” she reveals. Additionally, she dreams of designing her own short-term rental property, crafting spaces that guests will love. One of the most profound experiences in Gwynne’s career occurred when she was asked to stage a home under particularly difficult circumstances. “A realtor team asked me to meet with a seller who had lost a child,” she recounts, her voice filled with

emotion. The home had become a shrine to the child, making it challenging for potential buyers to see beyond their loss. “I sat with her, and we talked and cried together. I reassured her that I could honor her son in ways that would be subtle yet meaningful,” she says.

After working on the house for a day and a half, Gwynne guided the seller through the transformed space. “When she saw the changes, she smiled and hugged me, thanking me for helping her through a painful process,” she remembers. The home sold quickly, and the seller later sent Gwynne a note expressing gratitude, stating she felt Gwynne was sent to support her during her grief. “Sometimes, it’s not just about selling for top dollar; it’s about being part of a healing process,” Gwynne reflects.

What sets Gwynne apart from her peers is her keen attention to a home’s architectural style and environment. “I focus on appropriate furniture selection, textures, and colors to create a cohesive design,” she explains. As a native Floridian, she enjoys infusing her work with a modern, organic coastal aesthetic that truly embodies the Florida lifestyle.

The most fulfilling aspect of Gwynne’s work is witnessing transformations. “Bringing life to an empty space and knowing buyers will walk in and feel that ‘welcome home’ vibe is incredibly rewarding,” she expresses.

Outside of her thriving business, Gwynne cherishes her family life. She and her husband, Chad, have a blended family of five kids: Kiley (22), Colby (20), Caden (18), Colin (16), and Vivian (13). “We also have a quirky cat named Mr. Leonardo, or Leo for short,” she chuckles. Together, they enjoy traveling and sharing large family meals filled with laughter and game nights.

Gwynne draws inspiration from a variety of sources, but her greatest influence comes from her mother, who owned a clothing store for over two decades. “I lost her to cancer when I was just 11, but her entrepreneurial spirit has always inspired me,” Gwynne shares, her eyes misting with fond memories. She also admires her husband, Chad, a basketball coach who has faced his own battles with stage 4 colon cancer. “His perspective and attitude inspire me every day,” she notes.

Design inspirations come from industry leaders like Joanna Gaines and Studio McGee, whose aesthetics

resonate with Gwynne. “Their success stories and affordable design options are amazing,” she adds.

One surprising detail about Gwynne is her background in dance. “I danced for a company in Jacksonville for 16 years, starting classical ballet by age 10,” she shares, hinting at her long-standing passion for artistry and presentation.

When faced with challenges, Gwynne finds strength in her favorite quote, a Bible verse cherished by her husband: “Consider it pure joy, my brothers and sisters, whenever you face trials of many kinds, because you know that the testing of your faith produces perseverance.” For her, this reflects the resilience needed in both business and life.

As Gwynne Keller continues to grow Steel Magnolias Staging, she remains dedicated to transforming homes while honoring the stories of those who live in them. With an eye for design and a heart for people, Gwynne is more than just a stager; she’s a catalyst for change, helping clients navigate their journeys in the most compassionate and impactful ways possible.

Steel Magnolias Staging & Interiors is an An Upscale, High-Quality Home Staging Company Servicing the Central Florida Region. Contact Gwynne Keller at <https://steelmagnoliasstaging.com>, by email at gwynne@staging-florida.com or phone: 386-898-5615.





▶ featured agent

Photos by: Xavier Walton of Waltons Photography

GREG ROBERTS

FROM AVIATION DREAMS TO REAL ESTATE TRIUMPHS

Greg Roberts, a native Floridian born and raised in Winter Springs, embodies a unique journey of professional evolution and personal fulfillment. His path to a successful real estate career is both unconventional and inspiring, marked by a blend of early hands-on experience and a deep-seated desire to impact his local community.

Roberts' story begins in the familiar surroundings of Winter Springs, where he was nurtured by the Seminole County school system. Early on, he displayed a keen entrepreneurial spirit, one that would lay the foundation for his future career. While still in high school, Greg embarked on a formative journey into real estate, flipping distressed properties during school breaks and vacations. Accompanied by his father, Dan Roberts, Greg's involvement in

the family's flipping business provided him with practical experience and an initial taste of the real estate world. This hands-on engagement in transforming neglected properties into desirable homes was a precursor to his eventual career pivot.

After graduating high school, Greg pursued higher education at The Florida Institute of Technology (FIT). There, he embarked on a rigorous academic and training regimen in Aviation Management with Flight. His time at FIT was marked by significant accomplishments, as he earned his private pilot and commercial pilot licenses, along with his instrument and multi-engine ratings. Greg's dedication to aviation was evident, but it was also during this period that he continued to return home to support his father in the real estate business.

Despite his impressive credentials in aviation, Greg experienced a pivotal realization towards the end of his academic journey. After obtaining all the necessary licenses to become an airline pilot, he found himself questioning his true passions and career aspirations. It was during this time that he came to a profound understanding of his desire to make a meaningful impact on his community. Greg reflected on the satisfaction he derived from real estate, particularly the joy of transforming the most run-down house in a neighborhood into a prized gem. The process of reviving these properties and providing beautiful, safe homes to new buyers resonated deeply with him.

This epiphany led Greg Roberts to make a decisive shift in his career trajectory. Foregoing a potential career in aviation, he chose to dive

Greg's story is not just about career change but about following one's passion to create a positive impact, proving that sometimes the most rewarding paths are those that align closely with one's values and aspirations.



wholeheartedly into the real estate industry. His commitment to enhancing his hometown, combined with his practical experience from working alongside his father, equipped him with the skills and passion necessary for a successful real estate career.

Today, Greg stands as a testament to the power of pursuing one's true calling. His journey from high school real estate projects to becoming a prominent figure in his local real estate market underscores his dedication to community development and personal fulfillment. Greg's story is not just about career change but about following one's passion to create a positive impact, proving that sometimes the most rewarding paths are those that align closely with one's values and aspirations.

In 2017, Greg Roberts earned his real estate license and began working part-time while continuing to flip homes. His deep-seated interest in real estate, honed through years of practical

experience with his father, was complemented by this new credential. By 2019, Greg expanded his expertise by obtaining a Mortgage Loan Originator license, which he also pursued part-time. Despite his growing qualifications, it wasn't until 2022 that Greg joined JJ and Amanda Rupp's real estate team as a full-time Realtor.

Greg attributes much of his success to his comprehensive understanding of the real estate process. His broad knowledge encompasses everything from helping buyers find the perfect home to advising on necessary repairs, maintenance, and associated costs. Additionally, his insights into various lending programs and strategies further enhance his effectiveness. This extensive expertise across all facets of real estate ensures that Greg delivers exceptional value and support to his clients.

In his inaugural year with Rupp's LPT Realty, Greg Roberts achieved

a remarkable milestone, earning the Pineapple Power House Award for the highest sales in the year. With an impressive \$9.9 million in sales, Greg quickly demonstrated his prowess in the real estate field. His exceptional performance also earned him a place in the West Volusia Association of Realtors Circle of Excellence, a testament to his commitment and skill.

As of 2024, Greg's success continues to soar, currently ranking #17 in all of WVAR for sales with over \$10 million in sales and an anticipated finish of \$15 million by year-end. This rapid rise underscores Greg's dedication and expertise. He attributes his achievements to the unparalleled support and guidance from his team and leaders at Rupp's LPT Realty. Greg extends his heartfelt gratitude to the best team anyone could work with, acknowledging their crucial role in his continued success.

Brokerage Name: Rupp's LPT Realty

How to Finish 2024 Strong and Build Momentum for a **POWERFUL 2025**



Jeff Bezos once remarked, *“Focus on the things that won’t change, like customer obsession, instead of chasing what’s new.”*

Applying a similar mindset to your career can help you concentrate on long-term impact rather than fleeting wins.

To create a smooth transition into 2025, think about obstacles holding you back. Reflect on the challenges you faced this year and identify practical solutions to overcome them next year.

As Tony Robbins says, *“Identify your problems, but give your power and energy to solutions.”*

Next, invest in continuous learning. Carve out time to sharpen skills or dive into areas outside your expertise. Expanding your knowledge base not only brings new ideas but also adds versatility to your career toolkit.

Remember, growth is a daily effort. Even 1% improvements each day can lead to substantial transformation over time.

Finally, surround yourself with a high-performing network. Connect with like-minded individuals who encourage accountability, share valuable insights, and drive you toward your goals.

As we close out 2024, let’s set the stage for an extraordinary 2025 by focusing on clarity, accountability, and the power of continuous improvement.

With the right actions now, you’ll enter 2025 prepared and motivated to turn ambitious goals into achievable milestones. Finish strong, and let the momentum you create propel you to your next level.

Coach Billy Reuter Will Show You How To Radically UPGRADE EVERY AREA OF Your Life Through The 9 Pillars Of High-Performance in 90 Days! Contact him at coachbillyreuter@gmail.com and on Instagram @ [coachbillyreuter](https://www.instagram.com/coachbillyreuter)

As we approach the final stretch of 2024, ambitious professionals know this is no time to coast. Now is the perfect moment to lay the groundwork for a successful 2025.

In a fast-paced world, staying ahead requires clarity, a resilient mindset, and a clear plan to reach new heights.

To finish strong, start with an audit of your current reality. Look at your career, your routines, and the goals you set at the beginning of the year.

“Success is nothing more than a few simple disciplines, practiced every day,” says Jim Rohn.

Small, consistent actions pay off, so focus on these as you close out the year.

One area to examine is how you’re setting priorities. Consider what changes could streamline your efforts. Setting effective priorities and planning for consistency often distinguishes high achievers.

RESIDENTIAL • COMMERCIAL • REFINANCES

FULL SERVICE TITLE COMPANY!

Happy Holidays




RTP

REALTY PRO TITLE

www.RealtyProTitle.com

Call A Title Pro For All Your Closing Needs!

386-672-3840

900 W. Granada Blvd, Suite 2, Ormond Beach, FL 32174



REID
LEGAL SOLUTIONS, P.A.

Full-service boutique law firm and title company providing services in business law, trademarks, real estate law, and title/real estate closings.

NICOLE REID, ESQ.
Managing Attorney
321.234.2478
Admin@ReidLegalSolutions.com
Reidlegalsolutions.com



Office: Daytona Beach. Serving all of Central Florida

LORI BRIGLEY

From Interior Design Pioneer
to Real Estate Icon, the
Condo Queen



▶▶ cover story

Photos by: Waltons Photography

Mark Twain said, “The two most important days in your life are the day you’re born and the day you find out why”. Lori Brigley enjoys elevating others by connecting and inspiring them to reach internal fulfillment while earning remarkable success along the way.

After studying at Assumption College with a concentration on Fine and Applied Arts and interior. Lori Embarking on her own entrepreneurial journey at the age of 20, she fearlessly founded her own interior design firm, Furnishing Homes Across America/Staged to Sell, in Massachusetts. Over the span of over two decades, she dedicated herself to cultivating and expanding this business to unprecedented levels of success and grew that business exponentially. With a seamless transition between commercial and residential projects, she specialized in crafting luxurious designs that defined her unique niche in the industry. Cultivating a business of this magnitude prompted Lori to assist other entrepreneurs so she engaged in workshops which inspired others to remove fear from the equation and reach for their dreams with strategic steps and precision.

Lori’s innate abilities surfaced because she was Immersed in the world of business from a young age, Lori Brigley was inspired by her entrepreneurial parents and her esteemed cousin, a prolific producer. The journey began with the family’s ownership of a stylish dress shop in the heart of Manhattan, New York, situated just steps away from the iconic Bloomingdale’s. As they ventured to Southern Florida, Lori’s father boldly entered the insurance

industry, igniting a passion for commerce that would shape Lori’s own remarkable career trajectory.

Entrepreneurship courses through my veins say’s Lori Brigley, That spirit runs deep in Lori’s lineage, as evidenced by her mother’s side of the family. Her cousin, David Krebs, is a celebrated figure in the entertainment industry, renowned for his decades-long career as a trailblazing producer and manager. Krebs has played a pivotal role in launching and guiding the careers of iconic artists such as AC/DC, Aerosmith, Ted Nugent, and Michael Bolton, all achieving immense commercial success. Lori recalls admiring David’s determination. Surrounded by a legacy of entrepreneurial success, Lori attributes her own achievements to the influence of generational entrepreneurs who have shaped her path.

In 2019, a newfound sense of ambition was kindled within Lori Brigley as her family entered a transformative chapter. With the decision to sell her design firm and make the bold move to Florida, Lori embarked on a fresh career journey. Joining Oceans Luxury Realty initially as a sales associate, she swiftly ascended to the role of Broker Associate, leaving a significant mark by achieving her first million in sales within a remarkable 120 days. This milestone fueled her determination to focus exclusively on condo sales, setting an audacious target of reaching \$100 million in sales. Presently, Lori stands on the brink of realizing this ambitious goal, having successfully sold over 130 condominium homes and nearing the impressive milestone of \$90 million in sales.



Lori Brigley's remarkable rise in the real estate industry stands as a testament to her exceptional drive. With a proven track record of selling prestigious properties along Florida's iconic World's Most Famous Beach, Lori has earned the nickname "The Condo Queen." She turned the dream of owning oceanfront properties into a reality for countless clients. Her unwavering dedication to her clients' satisfaction is paramount to her. Lori believes in "chasing the soul, not the sale," forming genuine and lasting connections that extend well beyond the transaction. From the onset of her career, Lori discovered that her role in real estate goes beyond just selling properties - I am a facilitator of new beginnings, a catalyst for creating multi-generational wealth, and a key player in the journey towards embracing a

fulfilling life. Through this platform, she has had the privilege of offering hope, encouragement, guidance, and ultimately empowering individuals to adopt an approach to life that far exceeds the traditional realtor/customer experience. Lori goes above and beyond because she is optimistic about their new path and is shepherding them towards a more fulfilling life.

Lori has been recognized as a rising star in Volusia Producers in 2019 and has consistently been ranked as the top sales agent and top listing agent from 2019 to 2024. She was honored with the Above and Beyond Award in 2022 and was named Realtor of the Year by the Women's Council of Realtors in 2022. Additionally, she has received the Elite Top Gun Awards from 2021 to 2023.

Ron and Lori Brigley share five children and are proud of their family. Together, Ron and Lori focus on their health and well-being through daily weight training sessions and long walks on the beach, strengthening both their physical fitness and their bond.

Lori is incredibly enthusiastic about mentoring new agents. She pours her heart into delivering uplifting motivational speeches that leave everyone feeling inspired and ready to conquer the industry. Her motto is "If you win, we all win," embodies her belief in the power of collaboration and shared success. With Lori leading the way, the future is bright for every agent she supports—her Midas touch transforms potential into success, and she feels blessed to be in an industry she loves.

Brokerage Name: Oceans Luxury Realty

MASSAGE *Clinic*

Get Back to Your Active Lifestyle with Our Expert Massage therapy Services

Accepting VA Community Care

- Corporate events
- Clinical Massage
- Deep Tissue Massage
- Certified Lymphatic Massage with a focus on Post-op care



386-898-4967

back2balanceportorange.com
cathleen@back2balanceportorange.com



Edward Jones > edwardjones.com | Member SIPC



Build the future of your dreams with us.

Personalized service means having a financial advisor who understands you and what you're trying to achieve, and helps to create a unique strategy based on your needs and circumstances.

Let's start building the future today.



Jason D. Frederick, AAMS™
Financial Advisor
1126 West Granada Boulevard
Ormond Beach, FL 32174
386-677-9024

MKD-8652E-A AECSPAD 03/2018

WHAT SETS *Us Apart?*

Landmark Title is Northeast Florida's #1 market share title company since 2013. We are Attorney-owned and operated, with 8 locations in Northeast Florida. We have 20+ attorneys/closers on staff with a combined 350+ years of experience, helping you Close with Confidence!

**LANDMARK
TITLE**

17 Old Kings Rd N, Suite F
Palm Coast FL 32137
(386)-302-4131 ext. 1030



Brandy Hyder

CLOSER & LICENSED TITLE AGENT

Rize MORTGAGE
Company NMLS #1604663

Welcomes



- Broker Pricing but with Local Lender Service!
- Nights, Weekends, Holidays, we work!
- Let's **Rize** together!

Michael Cathey

LICENSED LOAN ORIGINATOR
NMLS#1221899
386.316.7716



- Conv, FHA, VA, USDA
- Purchases Et Refinances
- Dedicated service from a seasoned team of mortgage experts



Bringing the Best to Your Outdoor Space!

Proud Dealers of Caldera Spas, Fantasy Spas, Spa Retail, Ledge Lounger, Outdoor Kitchens and More!



Spruce Up Your Property
with an Outdoor Kitchen and/or some Ledge Lounger Furniture!

1141 N US Highway 1 Ormond Beach, FL 32174 · (386) 281-3441
myflpools.com | mooreoutdoorliving.com

GG Mack



tm travelmation

Certified Cruise Specialist, Certified Luxury Specialist
Specializing in Cruises, All Inclusive Resorts





ACC
ACCREDITED
CRUISE COUNSELLOR

404-242-9334
ggmack@travelmation.net



MOLD, ODORS, TESTING & WATER DAMAGE



- 80 Odor & 100's of health altering contaminants killed organically – usually in 20 hrs with one-of-a-kind NASA Technology
- A top reputable company with 10,000+ happy clients!
- 75% Saving from traditional mold remediation in most cases and much more effective – especially in A/C, duct work, & furnishings.

SEE o2wizard.com FOR HEALTH QUIZ, TESTIMONIALS, PICS & MORE DETAILS.

386-689-4563

POOL INDUSTRY EXCELLENCE SINCE 1994!
Proudly building, renovating and servicing local residents for over 20 years!




POOL DESIGNS

Pool Design - Pool Construction - Pool Renovations
C.M. Custom Pool Designs is a family-owned and operated business that takes pride in the quality of our pools and in keeping our customers satisfied.

myflpools.com
1133 N US Highway 1, Ormond Beach, FL 32174 - (386) 615-7425



20 YEARS OF THE N2 COMPANY

FIRST COAST
MORTGAGE FUNDING

CONTACT US TODAY!
904.217.5450

FIRSTCOASTMORTGAGEFUNDING.COM

NMLS:1953441

Visit us at our New Location!
11363-200 San Jose Blvd
Jacksonville

Happy HOLIDAYS from

FIRST COAST
MORTGAGE FUNDING
NMLS:1953441



Lived-in Hair & Hand-tied Extension Specialists

386-576-6410

canvashairdesignsstudio.com

302 Flagler Ave. NSB

