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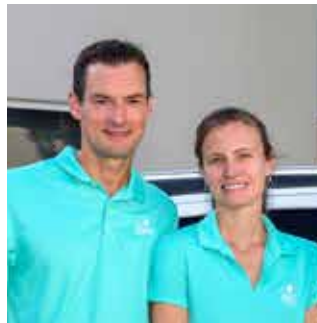
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►► publisher's note

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Dear Real Producers of Naples,

It's hard to believe that half of 2024 has already passed. We hope everyone is having a fantastic year so far!

This month, we are excited to bring you our cover story on Amanda Stanosheck, a top producer with Premier Sotheby's International Realty; feature stories on Mary Jo O'Regan, a successful agent who immigrated to the U.S. from Ireland in 2004, and Sandy O'Connor, who came to Naples from Buffalo, New York, as a teen; and spotlights on a couple of our highly valued vendor partners — Charles Smith, with SCM Roofing, and Steph and Dave Feightner, with Accent Cleaning Services.

Only the Top 500 agents and their teams in both the Naples and Fort Myers markets will be invited to this exclusive event. In addition to the usual fine beverages, delectable food, and foot-tapping live music, we will be handing out prestigious awards for 2023, including Best Cover Story, Impact Award, Leader of the Year, Team of the Year, Rookie of the Year, Spirit Award, Most Inspirational Story, and more. Keep an eye on your inbox for information on how to nominate agents you think deserve recognition and for your exclusive

invitation to the event. We're going to have some serious fun at the Awards Gala as we close out 2024!

This month, we are excited to bring you our cover story on Amanda Stanosheck, a top producer with Premier Sotheby's International Realty; feature stories on Mary Jo O'Regan, a successful agent who immigrated to the U.S. from Ireland in 2004, and Sandy O'Connor, who came to Naples from Buffalo, New York, as a teen and has grown up with Naples; and spotlights on a couple of our highly valued vendor partners — Charles Smith, with SCM Roofing, and Steph and Dave Feightner, with Accent Cleaning Services.

Enjoy your summer and we look forward to seeing you all again soon!



Very respectfully yours,

Andrew Regenhard
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MASTERING RESPONSES VERSUS REACTIONS

The Key to Discipline and Success

Have you ever found yourself reacting impulsively to a situation, only to regret it later? Perhaps you've felt that your responses were out of your control, dictated by your instinctual reactions. This common experience is a result of our brain's blueprint, which defaults to preprogrammed responses in moments of stress or pressure. But what if you could rewire this blueprint and master your responses, leading to greater success in your business and life?

Our brain's blueprint is formed through years of conditioning and experiences, shaping our beliefs, behaviors, and reactions. When faced with a challenging situation, our brain automatically defaults back to our old blueprint, triggering a response based on past patterns. This process is a result of our brain's efficiency-seeking nature, as it tries to conserve energy by relying on familiar pathways.

As Carl Jung once said, "Until you make the unconscious conscious, it will direct your life and you will call it fate." This quote highlights the

importance of becoming aware of our automatic responses and taking conscious control of them. Similarly, Joe Dispenza emphasizes the power of neuroplasticity, stating, "Neuroplasticity is about the brain's ability to reorganize itself by forming new neural connections."

Years ago, my client with such a passion for her work, despite her talents, struggled with impulsive reactions, especially in high-pressure situations. Her quick temper and emotional responses often led to misunderstandings with colleagues and clients, and missed opportunities. Realizing her reactions were not serving her success, she made a commitment to change. Over time and with practice, she learned to pause and reflect before reacting. She practiced mindfulness to stay present and focused, even in challenging situations. Gradually, her responses became more intentional and aligned with her goals and, ultimately, her own peace with herself and others. Today she is truly mastering her mindpower.

The good news is that our brain is capable of rewiring itself through a process called neuroplasticity. This means that we have the power to change our preprogrammed responses by consciously creating new pathways in our brain. By practicing new behaviors and responses, we can gradually replace old patterns with more adaptive ones.

How can you master this skill for your success? The first step is awareness. Become aware of your automatic responses. Notice when you feel triggered or stressed. Next, observe how you typically react in those situations. Instead of reacting impulsively, pause for a moment and reflect on the situation. Ask yourself two of my key Mindpower questions: "Where is this coming from?" and

"What do I want instead?" Finally, ask, "Does this response align with my goals and values or is there a more constructive way to handle the situation?"

Mindfulness practices, such as meditation and deep breathing, can help you become more present and aware of your thoughts and feelings. This can help you break free from automatic responses and choose more intentional actions. Rewiring your brain takes time and consistent practice. By mastering responses versus reactions, you can take control of your behavior and responses, leading to greater success in every area of life. Remember, change starts with awareness and intentional action. As a high performer, mastering this skill can set you apart and lead to even greater achievements and fulfillment.



Carlene Marie is a Certified Master Mindpower Coach and Certified Health, Wellness & Life Coach. She specializes in private and group coaching, keynotes, workshops and publications helping high performers cultivate mental toughness and emotional resilience. With extensive expertise in unlocking human potential, Carlene Marie's programs empower and guide toward lasting change for optimal success in every area of life. CarleneMarie.com | 513.383.5647



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*Living in
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MARY JO O'REGAN

» featured
agent

By Zachary Cohen | Photos by New Frame Photography

In 2004, Mary Jo O'Regan hopped on a plane across the Atlantic Ocean, landing in Naples, Florida. Still in her mid-20s, Mary Jo and two friends had conjured the plan, over a few cocktails, to travel to Naples on a classically rainy night in Ireland. After growing up on a farm in Ireland, the prospect of spending a few months in sunny Florida was quite enticing.



Mary Jo O'Regan is a Realtor with Premier Sotheby's International Realty.

What began as a three-month adventure, however, soon turned into something much more. Mary Jo landed a temporary job at an Irish pub on 5th Avenue, where she met her eventual husband, Michael. That led Mary Jo to move to Naples full-time the following year.

"I had to come all the way to America to find an Irishman to marry me," she laughs.

Real Estate Calls

Mary Jo was a high school biology teacher back in Ireland. She landed a job teaching seventh-grade science at the Marco Island Charter Middle School and slowly settled into life in a new country.

She went on to spend seven years teaching at the charter school, enjoying every minute of it. But during this time, another opportunity rose into Mary Jo's awareness — a career in real estate. Even though several people had suggested she'd make a great REALTOR®, she resisted the idea initially, preferring her safe, steady paycheck at the school. When her mother suddenly passed away, however, she had a change of heart.



"When something like that happens, it can force changes in life. I realized we are not invincible and not going to live forever, so I decided to try my hand at real estate," Mary Jo recalls.

Mary Jo began her real estate career in 2014 and spent her first eight years at Engels & Völkers, where she became a top agent. She transitioned her business to Premier Sotheby's International Realty in 2023, where she closed \$24.2 million by year end, making it her best year to date. In 2024, she was named a member of the 1744 Club with Premier Sotheby's, honoring the top 10 percent of their real estate professionals, and she is currently the RPAC chair for the Marco Island Board of REALTORS®.

"For me, this business is all about the people I meet," she says. "When I was teaching, I was confined within a room from 7 a.m. till 4 p.m. I loved my job and my students, but with real estate, what I love is that every day is different. I thrive on that because I love to learn. Every deal presents a new challenge, and I have to overcome whatever is thrown in my path. This business has been such a blessing, and many of my clients have become my dearest friends."



Originally from Ireland, Mary Jo O'Regan immigrated to the U.S. in 2004.

Beyond Real Estate

Mary Jo has three stepchildren with her husband, Michael, and has been blessed with four grandchildren. Seamus, her English springer spaniel (#seamussellsswfl), completes the family unit.

Community is also very important to Mary Jo and she is an active board member of the American Cancer Society, as well as The Marco Island Historical Society.

Mary Jo also has a passion for singing. She sings at church and veteran's events, is the voice of the ALS Odyssey Anthem, and even sang for the Boston Red Sox and Detroit Tigers. "I was given my voice to use it as a means of giving back," she says.

Giving Thanks

Mary Jo's journey has been filled with blessings, but it hasn't been all roses. She was diagnosed with breast cancer in 2017 at the age of 37.

"When anyone gets a cancer diagnosis, the world stops temporarily. It takes time to surrender and accept that's the reality. I had no family history. I was 37," Mary Jo reflects.

Thankfully, Mary Jo overcame her battle with cancer. In the wake of her experience, she's rededicated herself to her faith, health, and serving others. She regularly participates in breast cancer awareness events, wears pink to promote awareness, and encourages people to get regular screenings. If she can help one person get a mammogram that she otherwise wouldn't have, she feels she's done her job.

"I live my life by thanking God for my health," Mary Jo shares. "I'm quite spiritual. Being diagnosed with cancer may have escalated that for me. Now, I wake up every day and I'm so glad I'm here. There's a lot to be grateful for."

WORDS OF WISDOM

You need to be proactive in advocating for your health. Cancer was life-altering for me, and by being proactive, we can prevent it. Go out and get your screenings. ””



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By Michael Dill

Know Your Percentages

There are four points in mastery of a business — the foundation of a company: 1) Money Mastery (knowing your numbers inside and out), 2) Time Mastery (being very effective and efficient with your time), 3) Destination Mastery (knowing exactly where you're going in a perfect world with your business), and 4) Delivery Mastery (delivering your goods and services with excellence to your customers).

When it comes to money mastery, there are some other numbers we need to know in our business. These are the little

hidden percentages that we're either not familiar with or are measuring that could make a big difference. I'll explain. Once you get clear on the culture of your organization, the vision of what you want to create, and the mission of how to get there, that, in itself, creates more clarity for your organization.

A couple of examples: Zappos used to be a shoe company that just sold shoes; however, they don't *make* shoes. They have a tremendous culture. I had the fortunate experience 12 years ago to tour their facility. They

most definitely have an out-of-the-box type mentality in that organization. However, one element I found very interesting that they administer is, after they hire someone, onboard them, and go through the entire training process, they offer those individuals \$2,000 on the spot to quit. That's it. "Now you've done all the work, here's \$2,000. If you want to quit, quit." The statistic is that 10 percent take the money and quit. Those are the people that would've been unproductive and would have quit somewhere down the road anyway, so get rid of them now.

Another example: many years ago, Bank of America had a challenge with its call centers. Heavy turnover, burnout, and results were down. They brought somebody in to move things around to shift things up. First, they created scheduled 15-minute breaks that everyone met at the same time for. All these callers would meet in the coffee room at the same time for 15 minutes. The company bought and invested in upgraded coffee machines and coffee, and they did something else that was interesting: they changed the tables from able to seat four to tables able to seat 10. Whereas before, you had these

callers burning out by hitting the phones all day long, and now, there were designated 15-minute breaks with 10 people getting together at a table, drinking nicer coffee. The callers felt more important because the company invested in nice coffee machines and coffee, something simple so they could enjoy a nice cup of joe chilling out while conversing and collaborating with others. And the result? Turnover went from 40 percent down to 12 percent, and productivity increased by 20 percent.

So those are the numbers in the little things we don't see.

And sometimes, it's the little things we do that make the big difference. So I encourage you to look at your organizations in terms of the little things you can do to get your team to chill out a little bit now and then, and collaborate so they can go back and be more productive.

A happy team is a team that stays. And when you have a happy team with very little turnover, that's a company that's going to be successful for a long time. So investigate your numbers, make the shifts, and it will make a big difference in your business.



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. To learn more, visit BusinessCoachMichaelDill.com.



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partner spotlight

By Zachary Cohen
Photos by LaCasaTour

CHARLES SMITH

SCM ROOFING

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AT JUST 22 YEARS OLD, CHARLES SMITH HAS ALREADY RISEN TO BECOME A LEADER AT SCM ROOFING. WHILE MOST OF HIS PEERS ARE JUST FINISHING COLLEGE AND LOOKING FOR THEIR FIRST JOB, CHARLES HAS ALREADY AMASSED A WEALTH OF EXPERIENCE. NOW, HE'S LEADING THE WAY FOR SCM ROOFING AS THEY GAIN MARKET SHARE AND SERVE COUNTLESS CLIENTS IN SOUTHWEST FLORIDA.

Charles might be young, but his dedication has carried him to the top. He often finds himself falling asleep reading roofing brochures and technical materials — a perfect example of his die-hard commitment to his craft.

“I worked my way to the top by never saying no,” Charles shares. “If there is something that needs to be done, I’m the person to call. It’s all about putting in the work and being willing to learn something new.”

A DIFFERENT PATH

As a teenager, Charles was encouraged to follow a similar path to those around him: graduate from high school, head to college, and get a job. However, Charles had other ideas.

“I just knew I didn’t want to go that route,” he says. “I saw things differently.”

Charles’ goal was to become a project manager and lead large construction projects. After a short stint in the hospitality industry, he landed a job with SCM Roofing in Tampa. Charles started as a runner making \$15 per hour. His role was to fulfill countless small tasks to ensure a smooth workflow within the company.

Before starting with SCM Roofing, Charles had never even been on a ladder, but his go-getter attitude and desire to learn carried him to a quick promotion. A year and a half later, he was tasked with leading a large project in Orlando, achieving his dream of becoming a project manager before his 20th birthday.

Once that project was completed, Charles was given his next assignment: to lead the company’s Cape Coral operations. He relocated to Southwest Florida in late 2022, beginning the next leg of his career journey.



Charles Smith is the Southwest Territory Manager at SCM Roofing, LLC.

CARS & FOOTBALL

“I’m a huge car enthusiast. If I’m not at work, I’m probably at a car meet-up talking to other car enthusiasts. Other than that, I’m watching football or hanging out with my dog. I don’t miss a game. I love the Bucs and the Lions.

THE SCM ADVANTAGE

Charles is grateful to work with a company known for its quality, workmanship, and client communication. SCM Roofing specializes in higher-end roofing, preferring to give clients the highest-quality product rather than the cheapest solution. Their products are well-vetted and come with industry-leading warranties. As an organization, they also highly value the customer experience.

“We’re easy to communicate with and work with,” Charles says. “We work around the clock. I have a lot of real estate agents who give me a call at 7:30 or 8 p.m. because they need something done first thing the next morning, and we are willing to make that happen.”

At just 22 years old, Charles Smith has already risen to management, but he’s not stopping there.

He shows up every day with the same dedication and commitment to his craft, ensuring that his career will have many more bright moments. The company’s owner, Jason Nicholas, has taken Charles under his wing and has fueled Charles’ determination to succeed. The pair plan to continue growing and expanding SCM Roofing, but, for now, Charles is focused on one simple task: serving every client who needs the help.

For more information, please visit SCMRoofingFL.com.



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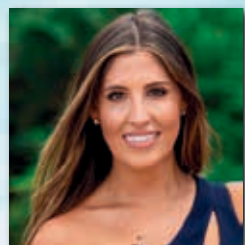
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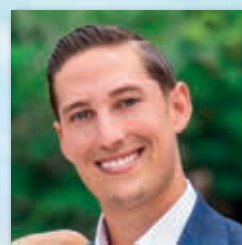


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►► pro tips
By Allie Pelham

THE IMPORTANCE OF TITLE INSURANCE

in Real Estate Transactions

Real estate professionals are well aware of the extensive paperwork and various fees associated with the closing process. As a REALTOR®, it is crucial that you help your clients understand the value of title insurance and the risks that can arise without it.

Having a good relationship with a title company is a priceless partnership, from the time a property is listed until closing. Prior to listing a property, it is important to make sure the party entering into the agreement is, in fact, the party allowed to sell

the property. Ownership of real estate is a matter of public records and can be verified by searching the property's county appraiser's office records. Your title company can also help you determine the ownership in complex cases, where there's probate (deceased owners), trusts, foreign sellers, heirs, bankruptcy, or corporations.

When purchasing a home, title insurance plays a vital role in protecting both the buyer and the lender. Let me explain why it's important:

1 Ownership Protection: Title insurance safeguards against third-party claims on the property that may not have surfaced during the initial title search. These claims could arise after the real estate closing. For instance, a construction company that didn't receive payment for work done on the property under a previous owner might assert a claim. Even if you've owned the property without issues for years, a title claim could still emerge.

2 Hidden Ownership Rights: Sometimes, someone else may have ownership rights that you're unaware of when making an offer to buy a property. Even the current owner might not be aware of competing claims. For instance, an overlooked heir might have rights to the property without realizing it.

3 Types of Title Issues: Title defects can include:

- **Liens:** These are placed on the property by contractors, tax authorities, or lenders who haven't been paid. You wouldn't want to be responsible for the previous owner's unpaid bills.
- **Easements:** These grant someone else the right to use your property (e.g., utility companies accessing your backyard for maintenance).
- **Encumbrances:** These encompass liens, easements, zoning laws, restrictive covenants, and leaseholder rights.

4 Title Search Process: Before your home loan closes, it is advisable to purchase title insurance, and many mortgage lenders require this coverage.

5 Title companies do the research to search public records for liens, errors and omissions, encumbrances easements, and anything that can affect or compromise the integrity of the title. The most common title issues are forgery, impersonations, deceased owners, unsatisfied mortgages from former owners, and unknown heirs.

6 Title insurance rates are set and regulated by the state and the cost is a one-time fee. When one considers the dollar value of a real estate asset, title insurance is the best value among most costs associated with acquiring a new home. It's also worth mentioning, there are ways to save on

title insurance, such as renewing the owner/sellers policy and refinancing a mortgage.

7 Title companies also determine exact payoff amounts, estoppels on utilities and association fees and association approvals. Title companies are also experienced with post-closing escrow holdbacks, which can occur when repairs or work is not completed before closing.

8 Post-closing escrow holdbacks are very common when there's work or repairs being done but not completed prior to closing. Your title company can serve as the escrow agent and neutral party, who holds and manages the funds and all documents related to the closing of the property until all obligations are fulfilled.

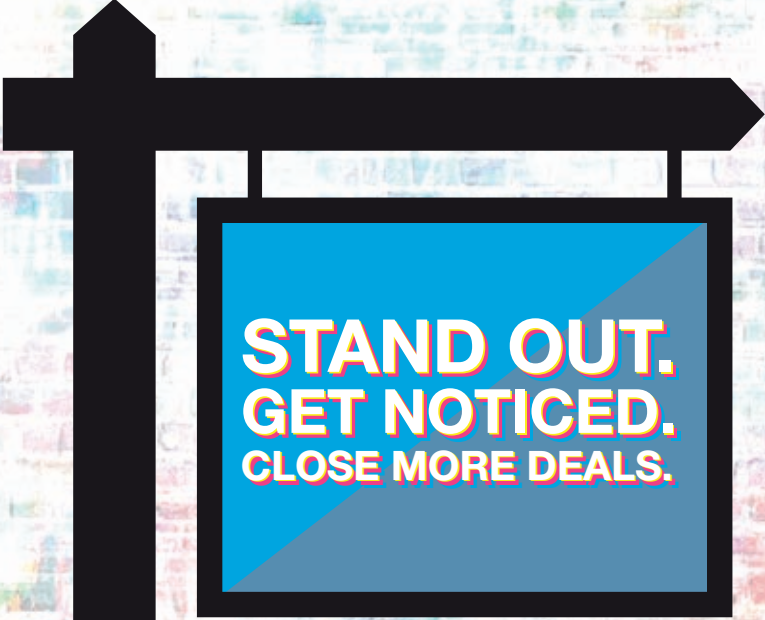
The dedicated and experienced staff at Action Title Services are prepared to make your closings timely, accurate, and glitch free. Their staff is multilingual and has years of experience handling closings in Southwest Florida. Remember, the goal is to ensure your clients feel secure and informed throughout the home-buying or selling journey.



Alejandra "Allie" Pelham, is a title insurance professional with over two decades of experience in the title insurance industry. Allie is committed to accuracy, attention to detail, and client satisfaction.

Whether facilitating property transfer, thoroughly reviewing title searches, or resolving complex issues, you can say she thrives in this dynamic field. Her passion for helping clients achieve their real estate goals continues to motivate her.

Allie has a rich and multicultural background. Born and raised in Santa Cruz de La Sierra, Bolivia, she moved to the United States in 1993 to pursue her college career. In 1998, she joined Action Title Services, where she honed her expertise. In 2021, Allie became the proud owner of the company, following in the footsteps of its founder, Patti Decker. Beyond her professional life, Allie cherishes her Bolivian heritage, is a proud wife and mother, and eagerly awaits her role as a grandmother.




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SANDY

O'CONNOR



▶▶ featured agent

GIVING IT HER ALL

BORN AND RAISED OUTSIDE BUFFALO, NEW YORK, SANDY O'CONNOR PICKED UP HER LIFE AND MOVED TO NAPLES IN 1981. STILL A TEENAGER AT THE TIME, SANDY SET OUT TO BUILD A LIFE IN FLORIDA, A PLACE SHE'D LONG DREAMED OF LIVING.

By Zachary Cohen
Photos by New Frame Photography taken at
a model home by Bonura Custom Homes.

"I'm the baby of five siblings, and my oldest brother and family moved here in 1980. I couldn't stand the cold of New York anymore, and our family used to come down to Florida on vacation. I always dreamed of coming here to escape the cold winters," Sandy reflects.

Once she was old enough, Sandy made her dream a reality. She got a job working in a local bank (on 5th Avenue South, where Ocean Prime is now located) making \$600 a month, putting down her first roots in Naples. Southwest Florida has now been home for over 40 years. Over that time, Sandy has grown up alongside Naples.

"I've seen this town go from nothing to what it is today," she continues. "Places that were once out in the boonies are considered 'in town' now. I've seen a lot of change in our city, and I know it like the back of my hand. This is home."





Sandy O'Connor joined Premier Sotheby's International Realty in 2023.

CAREER PROGRESSIONS

After five years at the bank, Sandy moved to a customer service position at Florida Power & Light Company. Later, she spent years in customer service at her sister-in-law's family financial planning firm, Ciccarelli Advisory Services.

"That's where I learned my best customer service skills," Sandy recalls. "The level of customer service was above anything I had experienced before."

Sandy's first opportunity in real estate came in 2000. She had just given birth to



her second daughter and was doing freelance administrative work for a few attorneys and other professionals. Bill Rapps, a friend and real estate agent, asked Sandy if she would be his assistant.

"He said he would like to pay for me to go to real estate school so I could be a licensed assistant. Since I had two children, I went to night school, got my license, and that's where it all started," she continues.

Within a year, Sandy had fallen in love with real estate. She started sitting open houses and, soon after, went out on her own as a REALTOR®.

"I had no intention of building a real estate business at all, then it became my passion," she smiles. "I discovered I loved everything about real estate, from working with people I



know and helping them find their dream home to meeting new people and sharing my knowledge and expertise. It's ever-changing and always exciting. I don't plan on ever retiring."

STAYING TOP OF MIND

Sandy has now been thriving in real estate for over 23 years. She transitioned to Premier Sotheby's International Realty in June 2023, a year in which she closed nearly \$20 million.

"I have said my business is experiencing luxury service at any price point. It's ironic because Sotheby's motto is just that: *Everyone deserves the extraordinary, because luxury is not about price—rather it's about an experience. And when it comes to real estate, experience matters.*"

Sandy has thrived by staying top-of-mind with her clients, who often become close friends. Ninety-nine percent of her business is referral-based.



Outside of work, Sandy O'Connor enjoys her property and her two mini-Jersey cows, Opal and Bug.

"People trust me with what may be one of their biggest financial decisions in their lives, and I don't take that lightly," she continues. "There's nothing better than somebody thinking enough about me to refer business to me. That tells me that I have done my job well."

Outside work, you'll find Sandy traveling, entertaining, and spending

time with family and friends. She's also enthralled by her two pet mini-Jersey cows, Opal and Bug. Sandy and her husband, Scott, have two grown daughters, Mikaela and Kacie, who are both in the medical field. Sandy and Scott will welcome their first grandchild soon.

In business, Sandy wants to be known for her professionalism, knowledge, and countless satisfied clients. Personally, she

aspires to make the world a better place in whatever way she can.

"I see strangers and I want to help them feel good, so I give them a smile, say hello, or pay them a compliment. That's the way I live my life. Everyone is going through a battle we know nothing about. Maybe that one small gesture will make their day a better one."



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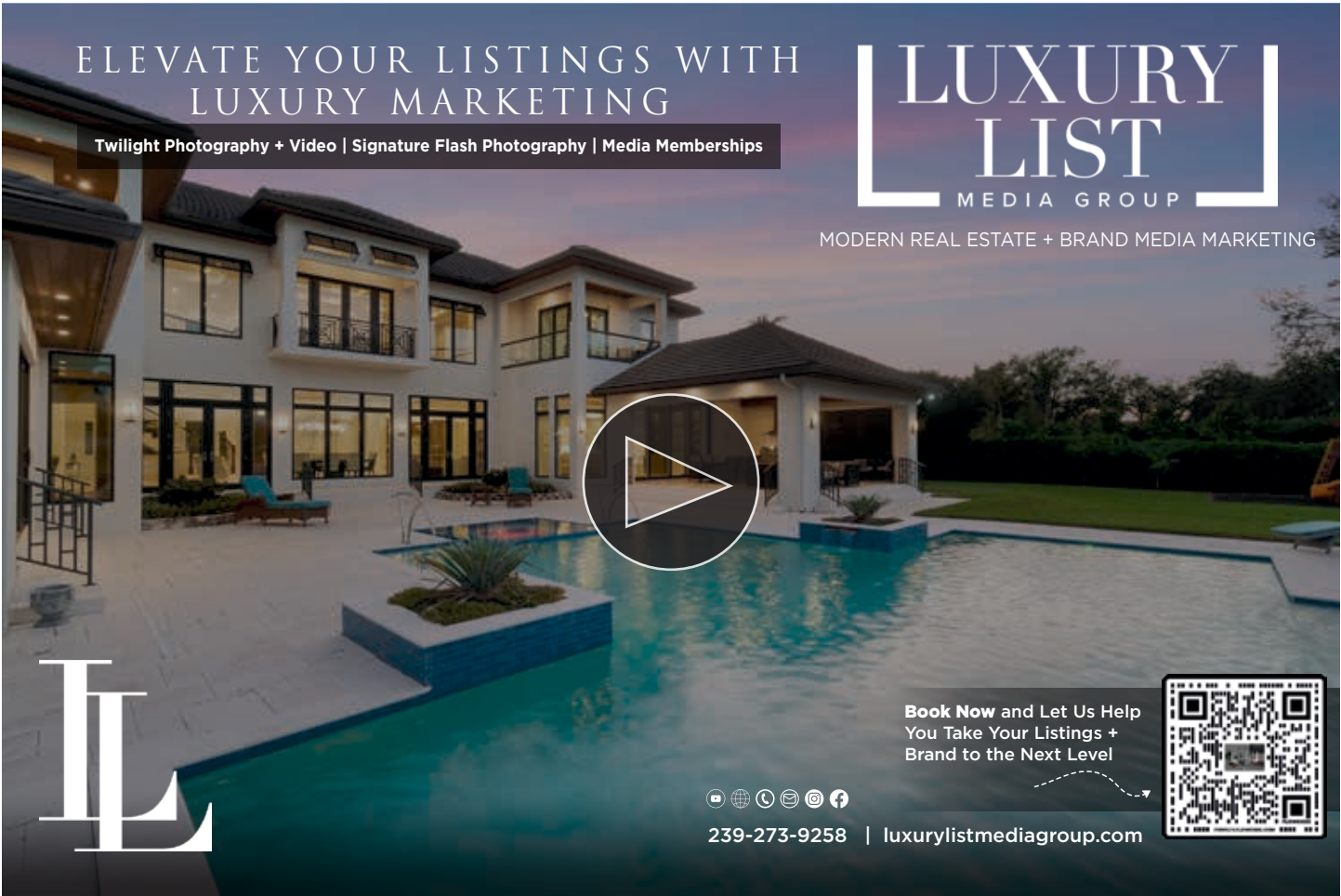
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STEPH & DAVE FEIGHTNER ACCENT CLEANING SERVICES

ABOVE AND BEYOND CLEAN

All top agents know presentation and professionalism is everything — cleanliness itself can literally make or break a deal. Enter Accent Cleaning Services, led by dynamic couple Steph and Dave Feightner, to ensure clients sing your praises all day long.

With their devotion to providing an absolutely superb, well-rounded cleaning experience, Accent has become *the* go-to cleaning service for many REALTORS® in the Naples, Bonita Springs, and Estero areas that need a sparkling home ready for an open house or a pristine commercial space.

“We offer a professional cleaning service with a wide array of services for residential homeowners,

as well as for commercial properties,” Steph explains. “From move-in cleanings to post-construction to daily housekeeping services, we have the resources to handle all types of cleaning jobs, even exterior ones.”

THE PERFECT MATCH

Hailing from Wyomissing, Pennsylvania, Steph studied communications at Villanova University and worked in administrative positions in Washington, D.C., and Miami before diving into the entrepreneurial world. Dave, originally from Chatham, Massachusetts, graduated from Methodist University with a degree in business and professional golf management. He spent the



From left to right: Personal Assistant Angie Peia, Owner Dave Feightner, Service Coordinator Rosa Gomez, Growth & Development Manager Robert Peia

CULTURE OF EXCELLENCE

What sets Accent Cleaning Services apart from its competitors is its dedication to creating a positive and supportive work environment that extends to their employees’ lives, as well as their clients.

“We have a great group of people and we have established a great culture,” Steph emphasizes. “Our ladies are all hard working and have helped us keep our clients happy year over year and have been a big part of our growth.”

early part of his career as a golf pro at elite clubs, including the Ocean Reef Club in Key Largo, where the couple first met.

Steph and Dave married and settled down in Naples, eventually starting Spectrum Concierge, a premier home-watch and estate-management business. But they both soon realized there was a critical component missing in their business.

“We had been operating Spectrum for about three years,” Steph explains. “As part of our home-watch services, we were coordinating a lot of home cleanings for our clients. It was difficult to manage the quality and schedule of these other cleaning companies, so we decided it made sense for us to figure out a way to do the cleaning in-house.”

In January 2016, the Feightners made the decision to purchase Accent Cleaning, a company that had already been in business for 18 years.

“Spectrum strives to provide an exceptional level of care for our clients’ properties,” Dave notes. “We wanted to ensure that the cleaning standards mirrored that approach, so that was the impetus for us bringing Accent under our Spectrum umbrella. Now, both companies are providing a level of service and care that we are really proud of.”

This family-owned and operated business is more than just a company; it’s a community that retains 20 diligent, full-time employees by treating them right.



Dave Feightner and his wife Steph, owners of home-watch company Spectrum Concierge, purchased Accent Cleaning Services in 2016.



Dave and Steph Feightner with their children, Riley and Wade.

to make adjustments and listen to our clients' needs as we continue to grow."

Dave nods his head in agreement as his wife speaks.

"We're a family-run business, but we have a mighty team with plenty of resources and longevity with our employees," he concludes. "You simply can't beat our level of service and the experience for a cleaning job well done."

Look no further than Accent Cleaning Services if you're in need of a reliable and professional cleaning service. To learn more or to schedule a free, on-site estimate, call 239-434-8568 or visit their website at www.accentcleaningservices.com.

Despite the challenges of running a growing business, Steph and Dave find immense fulfillment in their work and look forward to moving into a larger office space in Naples this September.

"Seeing this evolve over the years and watching the growth of our team members, both individually and as a company, as well as being able to provide the best possible compensation and benefits, along with advancement opportunities, to our team members, is what I find most fulfilling," Steph notes.

"We have also noticed the shift to more eco-friendly/green cleaning products and processes, and have responded accordingly to keep up with clients' requests," she adds. "And we will continue



Accent Cleaning Services prides itself on offering quality, custom, professional residential and commercial cleaning.

"We're a big family. We all practice language learning skills together, and there's always motivation to better ourselves. That's what we, as a company, have always tried to shoot for in terms of progress — and employee longevity means a great deal to us," Dave affirms.

EXCEEDING EXPECTATIONS

Accent Cleaning Services prides itself on offering not only residential and commercial cleaning but also a variety of exterior cleaning services through Accent Outdoor. These include pressure cleaning, window cleaning, upholstery cleaning, and grill cleaning.

"We're always striving to provide a great customer service experience from our field team to our office staff," Steph says. "Our tagline, 'Quality, Custom, Professional,' reflects our commitment to offering an exceptional experience you simply can't find with other cleaning companies."

Steph and Dave's commitment to quality is evident in their approach to every aspect of the business. They understand that Realtors need a reliable partner to ensure homes are in perfect condition for showings and sales.

"When Realtors refer us, we want them to feel confident in the kind of company they are aligning their clients with. All of our team members are trained and vetted with background checks prior to employment, and will arrive in a marked vehicle and in uniform with all the needed supplies," Dave notes. "As a company, we are fully licensed, bonded and insured, and provide a solid, well-rounded service experience — from the quality of cleaning to the communication with our office, along with our competitive rates."

BEYOND THE BUSINESS

When they're not busy managing a thriving business, the Feightners cherish the time they spend together with their two children, Wade (8) and Riley (6).

"We enjoy playing and watching sports together, swimming, and traveling," Steph shares. "We're going to New York City for a few days with the kids this summer before we go up to Cape Cod, where Dave is from originally."



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Amanda

STANOSHECK

Coming Home



▶▶ cover story

By Zachary Cohen
Photos by Michelle Reed



Amanda Stanosheck had the gift of growing up in the paradise that is Naples, Florida. The pristine beaches and laid-back lifestyle were an integral part of her childhood, but like many people coming of age, she still wanted to explore other lifestyles and locales. So after graduating from high school, Amanda headed to the University of Denver, where she studied communications.

"I left Naples because I wanted something different — a different lifestyle, different activities, even different weather. Growing up here, I wanted to experience something different," she reflects.

Career Journey and Return to Naples

Amanda's journey took her to various places. After college, she remained out West, spending 13 years as a television news anchor in Jackson Hole, Wyoming, and Omaha, Nebraska. However, after over a decade away from home, Amanda and her family decided to return to Naples in 2014.

"After being away for a while, I realized what a nice place this was to live. It's a great place to raise a family. My parents still

Top producer Amanda Stanosheck is a Realtor with Premier Sotheby's International Realty.



live here. It's a safe place with great schools and community. The weather is amazing, and I love the water; I really missed the water," Amanda shares.

Real estate has been another recurring theme in Amanda's life. Her parents owned a brokerage, The Mueller Company Realtors, on 5th Avenue South. Some of her earliest memories are of times spent at the office or tagging along with her parents to open houses. That left an impact on her, and she eventually followed in her parents' footsteps.

Hitting Her Stride in Real Estate

Amanda's first taste of selling real estate came from 2011 to 2013 in Omaha, when she was a licensed agent. After moving back home to Naples in 2014, she put her real estate career on the back burner as she readjusted to life in Florida and raised her children. In 2020, she returned to the business.

Amanda feels right at home in real estate. It allows her to combine her passions for marketing and connecting with people.

"I love helping people get to that next stage in life. I feel like I can really make a difference in people's lives in this business," Amanda shares.

Today, Amanda is a top agent with Premier Sotheby's International Realty. In 2023, she closed \$30.4 million in sales volume. Her genuine approach and care for her clients have allowed her to quickly ascend the local rankings while building a sustainable, referral-based business. She prides herself on her concierge-level service, forward-thinking marketing, and giving every client the attention they deserve.

"I build trust with people, and they know they can look to me to guide them on their way. I always look out for people's well-being. That's the cornerstone of my business," she explains.





Amanda Stanosheck enjoys boating with her husband, Chris, and their daughters, Lily and Celia.

FUN FACT

Amanda was a collegiate tennis player and continues to play in USTA leagues and tournaments in Naples.



Balancing Work, Family, and Community Involvement

When she's not selling real estate, Amanda enjoys spending time with her husband, Chris, and two children, Lily (12) and Celia (10), as well as boating, CrossFit, tennis, traveling, and cooking. She also stays active in her local community as a member of the Rotary Club of Naples and the Sea Gate Elementary School PTO. Chris is a business owner, too, so Amanda and Chris are continually balancing the needs of their family and their businesses. It's not always easy, but it's a path Amanda is grateful for.

Looking ahead, Amanda hopes to one day start a real estate team of her own, but for now, she's content to focus on the growth of her individual business and prioritizing family life. She wants to be known as a positive force in her community.

"If there's one thing that sales has taught me, it's this: you have to stay positive. No matter what is going on in your world, you have to have a positive mindset. And if you do that, if you get your mind right, it's amazing what can happen. It's so important, and every day I focus on that. I think that's made a huge difference in my success."

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