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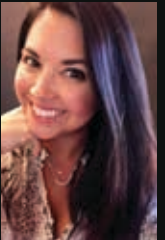
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►► publishers note

celebrating my DAD

A Journey of Love, Lessons, and Entrepreneurial Spirit

As we embrace this Father's Day issue, I'm excited to share a heartfelt tribute to my dad, Jerry Dickey, a man who has played multiple roles in my life: father, mentor, and best friend.

Growing up as the youngest of four girls, I was always drawn to the hustle and bustle of my dad's successful electrical contracting business, located right on our property. I was the curious one, always eager to be part of the conversations happening among the workers and any social situation. My parents, who epitomized the American dream, raised us on a farm in Lee's Summit, Missouri, located just outside of Kansas City, MO, where I absorbed countless invaluable life lessons that would shape my future.

Our days were filled with adventures—fishing in the pond, building forts in the woods, gathering eggs from the coop, riding horses, my miniature donkey Wilbur, riding ATVs on the property and in our caves, Snow sledding on an old car hood behind the Kubota, planting & collecting vegetables from the garden, and one of my favorites,



more mushroom hunting. These experiences taught me resilience and independence, qualities I would later come to fully appreciate in life.

My dad, now 75 and still running a thriving business in Branson, Missouri, has always been my beacon of inspiration along with my Grandpa E.G who has since passed. My Dad is the one who sparked my entrepreneurial spirit. He affectionately refers to me as the grasshopper, embodying the essence of learning through experience, always ready to take on the world but reminding me to always be prepared. His success has fueled my drive, pushing me to strive for greatness in my own endeavors.

Through his example, I've learned that setbacks are simply stepping stones to success. He's taught me to seize every opportunity, to approach challenges with optimism and determination. Even on my toughest days, he's there with words of encouragement and wisdom, reminding me to be resilient.

This Father's Day, I celebrate not just my amazing dad, but all the dads who inspire us to dream big and work hard. Here's to you, Dad, and to the love and support you've continuously provided to me and my sisters every step of the way. I love you with my whole heart!

Grasshopper



the Sir Lancelot GROUP

►► cover feature

Photography By: Waltons Photography
Written By: Manuela Nivia



A multi-award-winning agent ranked among Volusia County's top REALTORS®, Lancelot Lenard has always possessed an entrepreneurial spirit. At just 16 years of age, he began a career in the service industry, honing his skills as a bartender—a role that ultimately led him on a journey across Europe to Hungary, Sweden, and Spain. It was the tragic loss of his father at a young age, however, that prompted Lancelot to reassess his path and take a leap of faith as a crewmember aboard Carnival Cruise Lines.

“With only \$300 in my pocket and a dream, I embarked on a journey to a new country,” Lancelot recalled. “I vividly remember humming the song ‘I Want to Be a Billionaire So Freaking Bad’ by Bruno Mars during that time. Once I began working, things slowly started falling into place. It was during my time on the cruise that I met Daria, my wife. Together, we decided to give the United States a try.”

Despite his globetrotting adventures, it was not until he reached the Sunshine State that Lancelot found a place to call home. With resolute determination, he moved through the ranks of the service industry in Miami, where he established himself as a prominent figure in the city's vibrant nightlife scene. Yet, even in the midst of his success, he sought out a new chapter grounded in a desire to pursue his lifelong passion for real estate—a venture inspired by his father's wisdom and foresight.

“[My father's] words, ‘they don't make more of it, and people will always need a place to stay; real estate will always be a good investment,’ resonated deeply with me from an early age,” Lancelot described. “When the opportunity finally arose for me to pursue a career in real estate, I seized it eagerly.”

With the same tenacity that characterized his earlier pursuits, Lancelot obtained his real estate license in 2015. Though he began his career as an independent agent at Keller Williams Realty, he later founded the Sir Lancelot Group at Florida Homes Realty and Mortgage alongside his wife, Daria, in 2019. The duo's expertise

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”

spans residential and commercial real estate, covers diverse markets across South Florida, and serves both local and international clientele, including notable figures like Russian K-1 champion Dues Garner. In 2022, the couple achieved an impressive annual volume of over \$19 million. Ultimately, however, it is a commitment to excellence that has earned their team recognition as a leader in the industry.



“Daria, my wife, plays a pivotal role in my life and business,” Lancelot shared. “She is not only my partner on our real estate team, the mother to Ellie who is 5 years old, and Max, who is 6 months old, but also dedicates her time to creating a warm and welcoming home as a homemaker. She is the anchor in the family—the one that holds us together like glue.”

Beyond his professional achievements, Lancelot is guided by a heartfelt commitment to giving back to his community. He holds active roles across various organizations, including the Daytona Beach Regional Chamber of

Commerce, the Young Professionals Network, the Women’s Council of REALTORS®, and the American Cancer Society’s Men Wear Pink. Underscoring his commitment to philanthropy, Lancelot also founded Sir Lancelot’s Table Inc., a local charity dedicated to children’s education locally and internationally.

Last year, Sir Lancelot’s Table expanded its reach to a small orphanage in Uganda to which the organization provides material support to ensure the children have the necessary resources not just to survive, but to thrive.

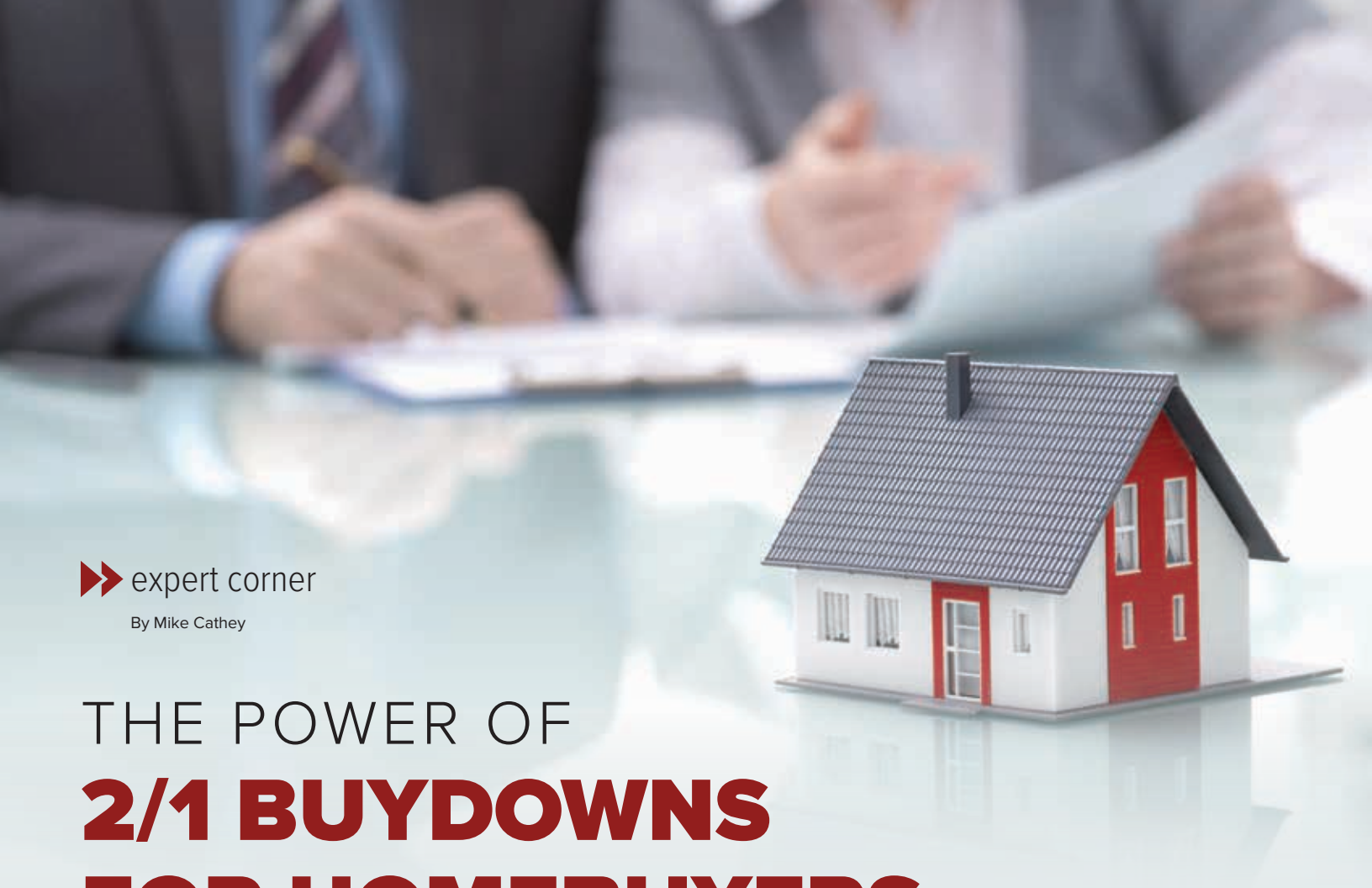
“I love helping people and seeing the joy on their faces,” Lancelot explained. “When they finally get to open their new place for the first time fills me up with happiness. I also am passionate about giving back and helping people. Since I was an Eagle Scout, kids have always held a special place in my heart, and helping them grow is a passion of mine. That’s why I’ve started a charity to do just that. Whenever I have a leftover commission that I can spare, it goes to charity, because making a positive impact in people’s lives is what truly matters.”

“

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”





▶▶ expert corner

By Mike Cathey

THE POWER OF 2/1 BUYDOWNS FOR HOMEBUYERS

Homeownership is a dream for many. However, for potential buyers, finding the right balance between affordability and long-term financial stability is proving to be difficult. The 2/1 buydown—is a great financing option that offers immediate relief and lasting benefits for homebuyers embarking on their homeownership journey. At its essence, a mortgage rate 2/1 buydown is a strategic financing arrangement designed to alleviate the financial burden of mortgage payments during the crucial early years of homeownership. Unlike traditional fixed-rate mortgages, which maintain a consistent interest rate throughout the loan term, a 2/1 buydown offers temporary reductions in interest rates for the initial two years, gradually transitioning to the permanent rate thereafter. Here's how it works: During the first year of the mortgage term, the interest rate is typically lowered by two percentage points from the permanent rate. This substantial reduction translates into tangible savings, resulting in lower monthly mortgage payments. In the second year, the interest rate decreases by an additional one percentage point before reverting to the permanent rate for the remainder of the loan term. For potential homebuyers, the appeal of a 2/1 buydown lies in its immediate affordability and gradual transition into full mortgage payments. By lowering the interest rate in

the early years, buyers can actively manage their finances during the critical period of adjusting to homeownership. This upfront savings not only eases the financial strain but also provides buyers with the flexibility to allocate resources towards other homeownership expenses or savings goals. Moreover, the phased approach of a 2/1 buydown enables buyers to acclimate to their mortgage obligations progressively, mitigating the risk of payment shock commonly associated with sudden increases in payments. This measured approach fosters financial stability and empowers buyers to confidently navigate the responsibilities of homeownership. By securing a lower interest rate for the initial years of the mortgage term, buyers can enjoy substantial savings over the life of the loan, ultimately enhancing their financial well-being. In conclusion, a mortgage rate 2/1 buydown represents a strategic financing option for potential homebuyers seeking affordability, flexibility, and long-term financial security. By offering immediate relief and lasting benefits, a 2/1 buydown empowers buyers to embark on their homeownership journey with confidence and peace of mind. As the demand for accessible and innovative mortgage solutions continues to grow, the mortgage rate 2/1 buydown stands out as a powerful tool to unlock the doors to homeownership for aspiring buyers



MICHAEL CATHEY

- RIZE MORTGAGE

FOSTERING LONG LASTING RELATIONSHIPS

In the bustling world of mortgage advising, Michael Cathey stands out not just for his professional acumen but for the unwavering support of his family. As a seasoned Loan Advisor with Rize Mortgage, Michael's expertise extends beyond the office, where he finds balance alongside his wife, Stephanie Cathey, a respected top-producing Realtor, and their two sons, Lennon and Jagger.

With a career spanning nearly a decade, Michael Cathey has become synonymous with excellence in the mortgage industry. His commitment to guiding clients through the complex process of securing loans, coupled with his genuine care for their financial well-being, has earned him a stellar reputation.

At Rize Mortgage, Michael's dedication goes beyond mere transactions; he fosters lasting relationships built on trust and integrity. But behind every successful professional lies a supportive family, and Michael is no exception. Stephanie, his wife, brings her own expertise to the table as a seasoned Realtor. Together, they form a formidable team, leveraging their respective skills to navigate the dynamic real estate landscape. Their synergy extends beyond professional collaboration; it permeates every aspect of their lives, from parenting to personal growth.

At home, Michael and Stephanie prioritize creating a nurturing environment for their two young sons, Lennon and Jagger. As parents, they understand the importance of instilling values of empathy, resilience, and ambition in their children. Whether it's exploring nature trails, indulging in creative arts and crafts, or simply sharing



moments of laughter, the Cathey family cherishes every opportunity to bond and grow together.

Despite their demanding careers, Michael and Stephanie prioritize quality time with their children. From attending soccer games to family movie nights, they actively participate in their sons' lives, ensuring they feel loved and supported every step of the way. Through their actions, they embody the essence of modern parenthood – one that values presence over presents and embraces the journey of raising compassionate, well-rounded individuals. As Lennon and Jagger navigate the joys and challenges of childhood, they are guided by the unwavering love and guidance of their parents.

Michael and Stephanie serve as role models, demonstrating the importance of hard work, perseverance, and above all, the power of family bonds. In the bustling world of mortgage advising, Michael Cathey is not just a seasoned professional; he's a devoted husband and father, finding fulfillment not only in his career accomplishments but also in the cherished moments spent with his loved ones.

With Stephanie by his side and Lennon and Jagger by their feet, the Cathey family exemplifies the true essence of success – a harmonious blend of career achievement and familial bliss



2ND ANNUAL GREAT DAYTONA BEACH KIWANIS DUCK RACE

JOIN THE QUACKTASTIC FUN: ADOPT A DUCK, BECOME A SPONSOR, RESERVE A VENDOR BOOTH, OR SIGN UP FOR A TEAM!

Get ready to quack up the fun on October 26th, 2024, from 11:00 AM to 4:00 PM, at the Jackie Robinson Ball Park as the Daytona Beach Kiwanis Club teams up with the Tortugas to bring you the thrilling 2nd Annual Great Daytona Beach Kiwanis Duck Race! This year's event promises to be an extravaganza, packed with excitement and opportunities to win big.

Picture this: 10,000 rubber ducks racing down the Halifax River between the Magnolia Bridge and Orange Bridge, all vying for victory at the finish line. If you've adopted a duck, you could be in the running for fantastic cash prizes awarded to the top three finishers. It's a quacking good time for a great cause!

Adopt a Duck: Adopting a duck is your ticket to thrilling duck race action! For just \$5 each, you can adopt a numbered duck entry into the race down the Halifax River on October 26th, 2024. Cheer on your duck as it races towards the finish line, with a chance to win fantastic cash prizes! Visit www.duckrace.com/daytonabeach

Become a Sponsor: Make a big impact with your business by becoming a sponsor of the Great Daytona Beach Kiwanis Duck Race. Sponsorship opportunities are available at various levels, offering excellent exposure and recognition. Align your brand with this high-profile event and showcase your commitment to community support.

Vendor Booths for \$50: Calling all businesses and organizations! Secure a vendor booth for only \$50 and showcase your products or services at Central Florida's largest duck race. This is an excellent opportunity to connect with the community, promote your brand, and support a

great cause. Contact Jayme Dickey P: 816-642-6800 E: jayme@n2co.com

Design a Duck for \$25: Get creative and design your very own duck! For just \$25, you can design your duck to be displayed the day of the event at our "Designer Duck Showcase". Let your imagination soar and create a unique duck design that will add to the festive atmosphere of the event. Prizes for multiple categories.

Sign Up for a Team Sign up for a team, it's FREE! Each team can choose a catchy name, select a nonprofit partner, and receive 40% of their sales donated to their chosen charity. It's a fun and rewarding way to come together and make a positive impact in our community. Who will be crowned "The Biggest Ducking Team?"

Jeep Show 'n Shine: Calling all Jeep enthusiasts & Jeep Clubs! Show off your pride and joy at the Jeep Show 'n Shine event. Display your Jeep and connect with fellow enthusiasts while adding to the excitement of the day. Prizes for different categories

Don't miss out on this chance to make a difference and have a quacking good time. Whether you're adopting a duck, becoming a sponsor, reserving a vendor booth, designing a duck, or signing up for a team, your participation directly supports the impactful work of the Daytona Beach Kiwanis Club.

Join us in making waves and spreading joy at the Great Daytona Beach Kiwanis Duck Race. To participate or learn more, visit www.duckrace.com/daytonabeach today!

Let's race towards a brighter future together!

For inquiries or assistance, please contact Jayme Dickey -President of Daytona Beach Kiwanis Club at jayme@n2co.com or call 816-642-6800.



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BRIAN

A REMARKABLE
REALTOR
AND FATHER

GRIFFIN

Photography By:
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In the bustling realm of real estate, where competition is fierce and success is often measured by accolades and sales figures, Brian Griffin stands out not only as a top-producing realtor but also as an exceptional father. Since 2018, Brian has made a significant mark in the Real Estate industry, forming “The Griffin Difference” that quickly became not just a team but an industry standard, earning himself, numerous awards, such as 40 under Forty, Most Charitable Young Professional award, Rising Star, Top Gun Award, Top Producer awards, Elite Top producer, and BEST OF ZILLOW, just to only mention a few, along with humbled recognition from his fellow peers and his beloved community.



homework, jamming to his music, or simply listening to his life goals, Brian is a constant presence in Dennis’s life, offering guidance, encouragement, and unwavering support every step of the way. Brian prides himself on teaching his son worth.

As a father and a realtor, Brian Griffin embodies the essence of success, not just in the boardroom but also in the hearts and minds of those he holds dear. His dedication to both his profession and his family serves as an inspiration to all who have the privilege of knowing him.

In the ever-changing landscape of real estate, where trends come and go and markets fluctuate, Brian Griffin with The Griffin Difference, remains a steady beacon of excellence, consistently delivering exceptional results for his clients while never losing sight of what truly matters—FAMILY. As he continues to excel in his career and nurture his bond with Dennis, Brian stands as a shining example of what it means to be a remarkable realtor and an extraordinary father.

Yet, beyond his professional achievements, Brian’s greatest pride lies in his role as a devoted dad, fostering a bond with his son Dennis that is unparalleled.

Brian’s journey to becoming a prominent real estate agent was marked by dedication, perseverance, his love for his family, and a genuine passion for helping others achieve homeownership. Armed with a keen eye for detail and a knack for understanding his client’s needs, Brian quickly rose through the ranks, establishing himself as a trusted Real Estate advisor in

the competitive Central Florida Market. The Griffin Difference has you covered from Land to Sea.

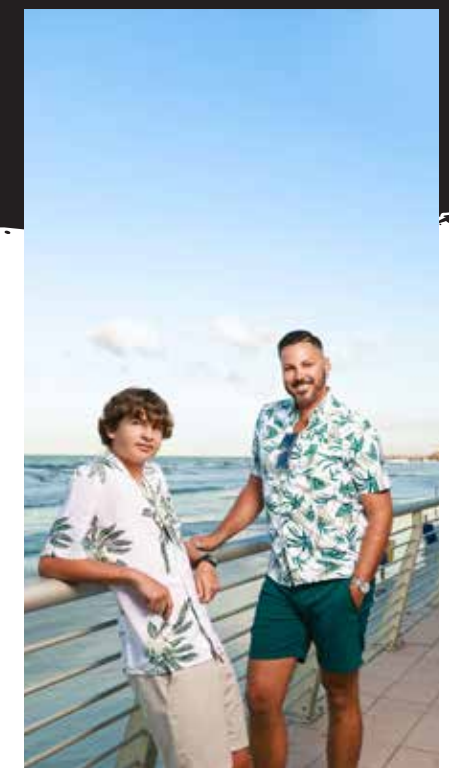
Since his debut in the real estate scene, Brian has consistently exceeded expectations, earning a reputation for his unwavering commitment to “*keeping it real*” and his ability to deliver results. His impressive track record speaks volumes, with numerous satisfied Buyers and Sellers, grateful for his professionalism, integrity, and straightforward expertise.

However, amidst the whirlwind of his professional success, Brian’s most cherished role remains that of a loving father. For Brian, being a dad to his son Dennis is not just a responsibility; it’s a privilege! From the moment Dennis entered his life, Brian’s priorities shifted, and he embraced fatherhood with open arms, dedicating himself wholeheartedly to nurturing and supporting his son. Growing and learning every step of the way and an unconditional love like no other. Brian said: “Dennis Is my Why”. His love for his son shines through his

smile, whenever he could talk about how proud he is of Dennis.

The bond between Brian and Dennis is one of profound love, mutual respect, clear communication, and unwavering support. Theirs is a relationship built on shared experiences, laughter, discipline, and the simple joys of spending quality time together. Whether they’re exploring the great sales of shopping, embarking on adventures, or simply lounging at home, Brian and Dennis share a connection that transcends the ordinary.

Brian leads by example, instilling in Dennis the values of honesty, compassion, and Consistency. He takes pride in watching his son grow and flourish, knowing that he plays a pivotal role in shaping Dennis into a gentleman, full of compassion, responsibility, and confidence. Despite his demanding schedule as a Top REALTOR and Mortgage Lender, Brian always makes time for his son, prioritizing family above all else. Whether it’s attending Dennis’s Football games, helping him





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The answer is always the same. “Because, I know the crippling feeling of living a life of constant stress, feeling stuck, and sacrificing what matters most.”

You might be experiencing some of the effects of living out of harmony right now, and if so, please find peace knowing that you are not alone and there is a simple way to improve your situation.

As I share some of the journey of my career, I want to invite you to “see yourself” through my words. Although some of the details of my past will be different from yours, I can assure you that some of the BELIEFS and BEHAVIORS are very similar.

At my peak, I owned and operated 5 businesses with hundreds of clients and a team of dedicated staff. On paper, I was winning at life. Money was coming in, businesses were growing, and I truly loved what I did. However, my personal life told a very different story.

Every morning I was leaving my home before my family was awake and I would come home late at night after

they were in bed sleeping. Each night I would come home to find my wife asleep on the couch and my dinner on the counter because eating dinner with my family was a distant memory.

This routine was crushing my soul and creating such emotional distress with my three beautiful kids. Eventually, this routine led me directly to burnout, crippling stress and I honestly thought this was just the path of an entrepreneur.

I was wrong and it almost cost me everything.

The idea of sacrificing your health, your emotional well-being, and your family connection in the name of your career is a dangerous idea that is unfortunately adopted by so many.

Friends, you can truly create the life you so deeply desire by embodying a new set of beliefs and supporting those beliefs with new upgraded behaviors. After leaving my businesses, I knew that my passion for helping people needed to be fulfilled.

So I rebuilt my new business from a FAMILY FIRST mindset. I noticed that the idea of sacrificing what matters most is not only unnecessary, it's crippling to your overall performance.

Then I began helping other ambitious people reclaim their power, revamp their routine, and finally reignite a new lease on life and their careers **TOOK OFF.**

My students were making more money than they ever had, their marriages were more connected than ever, they became the leaders and role models their kids needed and they had a new excitement about their future.

This is when I began documenting the process and after a couple of years of deep work, I created The Power



Producer Academy which is the step-by-step process I have now taught to amazing people from all over the country to help them build thriving careers while creating extraordinary lives.

My love for business, coaching, and speaking is unwavering, however, my decisions now come from a FAMILY FIRST mindset. Every day my gorgeous wife and I take a 3-mile walk out in nature and have beautiful conversations followed by a full body workout in our gym.

For the last 5 years, I have been homeschooling my twin boys and it's been the best experience ever for them and for me. My family is the core of who I am and what I do. They watch me on stage speaking and are my biggest fans and my inspiration.

My story might be unique to me, however, please know that if you are feeling like you're stressed out, not living up to your potential, and sacrificing what matters most, you do not have to.

Being a Dad is a true gift and I viscerally believe that our kids deserve the best version of us. My friend, you can truly have it all by applying the principles of a High-Performance Life and I am always here to help.

Billy Reuter
High-Performance Coach
Volusia Real Producers Partner & Coach
Creator of The Power Producer Academy



Volusia Flagler Real Producers Event

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P. JORDAN FARRELL

Balancing Fatherhood and Real Estate Success

In the fast-paced world of real estate, Jordan Farrell stands out as a remarkable individual who has mastered the delicate art of blending fatherhood with owning a successful brokerage. As the Broker/Owner of Florida Beaches Real Estate Co., Jordan navigates the demands of both roles with a genuine dedication to his family, community, and fellow Realtors.

Being a loving father to his two boys Liam and Landon, Jordan understands the importance of being present for their crucial milestones while also managing the responsibilities of running a thriving business. He believes that achieving success in both areas requires finding harmony between work goals and family life. Jordan utilizes tools and enables others to enhance efficiency, fosters effective communication, and leads a proactive lifestyle to maintain this balance.



Aside from being a father and business owner, Jordan cherishes his role as a devoted husband and finds solace in activities like gardening, surfing and CrossFit. While he recognizes the need for boundaries between work, family, and personal interests, Jordan also sees the value in integrating family time with community outreach. By doing so, he sets a positive example for his children, instilling in them the importance of giving back and actively participating in their community.

Within his brokerage, Jordan treats his Realtors like family, ensuring they share his commitment to work-life balance so that they, too, can thrive both personally and professionally. By creating a supportive and inclusive environment within his brokerage, Jordan instills the values he has learned about balancing work and family into his team, empowering them to prioritize their children's crucial milestones while excelling professionally.

Because Jordan understands the importance of being present for family moments while still running a thriving business, his Realtors reap the benefits of a culture that supports both their personal and professional lives. By encouraging close-knit

relationships between his Realtors and promoting a family-oriented atmosphere, Jordan Farrell sets a high standard in the real estate industry for professional success without sacrificing family life.

Jordan firmly believes that raising children is a shared responsibility,

and he takes pride in serving the community where he is raising his own family. Through his unwavering dedication to family values, community involvement, and creating a supportive work environment, Jordan Farrell sets an inspiring example for fathers in the real estate industry and beyond.





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