

NAPLES

REAL PRODUCERS.®

CONNECTING. ELEVATING. INSPIRING.

NITA
RAPP

Serving Others
“Fills Her Cup”

FEATURED AGENT
MARY WIGGINS

FEATURED AGENT
**JOLENE
MUNZENRIEDER**

PARTNER
SPOTLIGHT
RYAN MARRIE
VENTURE TITLE
SERVICES

MAY 2024

Your Forever Lender

Financing the World
One Loan at a Time

More than 1 BILLION DOLLARS
produced over the last 5 years

Purchase, refi, or real estate investment
— let me help you make your real estate
dream come true!

With **485 families served in 2023**
and nearly **\$173 million** in production,
I know what it takes to get you home.



Ready to get started? Contact me today!

Lauren Maxwell

Executive Vice President | NMLS331415
lauren@maxwellmortgageloans.com

239.596.0500

MaxwellMortgageLoans.com



MAXWELL
MORTGAGE TEAM



VENTURE
TITLE SERVICES

venturetitleservices.com

CROSSCOUNTRY MORTGAGE, LLC | 9130 Galleria Court, Suite 101 | Naples, FL 34109 NMLS1770104. Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. NMLS3029 (www.nmlsconsumeraccess.org).
Source: Internal Production Reports

Is Your Client's Home Market Ready?

A renovated home will sell for up to 50% more than one that has not been renovated

Dominion Contracting Group

RESIDENTIAL & COMMERCIAL RENOVATIONS
NEW HOME CONSTRUCTION

CONTACT US TODAY FOR A
**FREE
ESTIMATE!**

WE TACKLE ANY SIZE JOB FROM SMALL PROJECTS TO MAJOR OVERHAULS.

239-293-0049

DCGSWFL.COM

Family owned & operated • Fully licensed & insured • Over 25 years of guaranteed workmanship

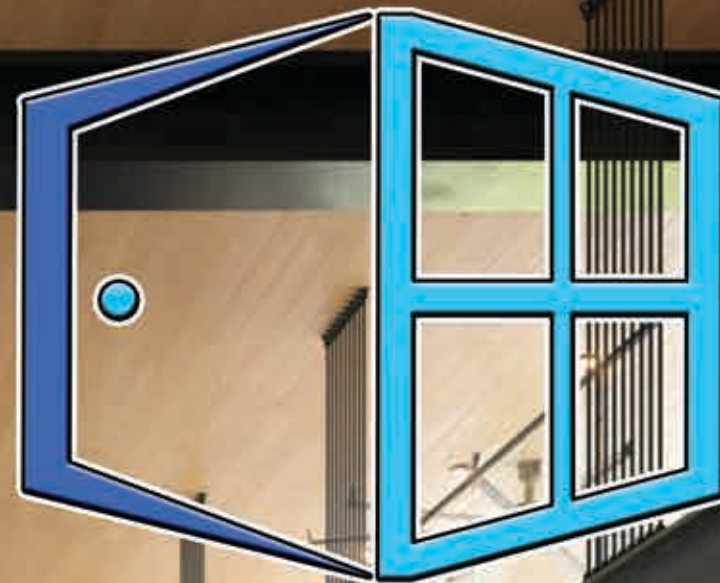
AS SEEN IN

GULFSHORE LIFE



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

-- High-End Realtors, Rupert and Karen Irby



COASTAL

CUSTOM WINDOWS & DOORS

CoastalCustomWindows.com

***Residential
Commercial
Large Projects***



INVENT. BUILD. DELIVER.



Impact Resistant
Windows & Doors



Danny Garcia
DESIGN • BUILD

FLY US PRIVATE

THE EASY JET CHARTER COMPANY



**Concierge Travel Services
Competitive Pricing
Locally Owned & Operated**

**(239) 428-2FLY
FLYUSPRIVATE.COM**

FLY US PRIVATE LLC IS A JET CHARTER BROKER SERVICE IN COMPLIANCE WITH ALL F.A.A. REGULATIONS

TABLE OF CONTENTS



12

Index of
Preferred
Partners



22

Health &
Wellness:
Reverse
Engineer
Your
Success



26

Featured
Agent:
Mary
Wiggins



34

Coaching
Corner:
Mindset or
Discipline?



38

Featured
Agent:
Jolene
Munzen-
rieder



46

Pro
Tips:
Promoting
Profes-
sional
Staging
to Sellers



50

Partner
Spotlight:
Ryan
Marrie,
Venture
Title
Services



56

Cover
Story:
Nita
Rapp



64

Photos
from Our
April 11th
Event at
Lamborghini
Naples

Cover photo courtesy of Michelle Reed Photography.

RP

If you are interested in contributing or nominating REALTORS® for certain stories, please email us at SWFL@n2co.com.

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *Naples Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

GRANITE
GARAGE FLOORS
EPOXY COATING SYSTEMS



Exclusive High-End Garage Floors
SET YOUR LISTINGS APART

Distinguish Your Listings | Increase Home Value | Impress Discerning Buyers
Fast & Easy Installation | Exclusive Realtor Discounts



Give Your Clients the Edge They Deserve!

Keith Stopko

239.402.3656

granitegaragefloors.com



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!

ALUMINUM DESIGN & FABRICATION

Coastal Aluminum Design & Fabrication
Jake Cambria
(239) 595-9459

ATTORNEYS

Boatman Ricci
Ernest A. Ricci, Esq.
(239) 431-0363

Goodwin Law, P.A.
Matt Goodwin
(239) 207-3403

Law Office of Matthew P. Flores
(239) 261-0592

Woods, Weidenmiller, Michetti & Rudnick, LLP
Michael Michetti
(239) 325-4070

BOOKKEEPING

Medrano & Cail
Bookkeeping Professionals
Jennifer Cail
(239) 677-5888

CONSTRUCTION

Northstar Technologies
Kyle McLaughlin
(239) 641-1892

COWORKING FACILITY

Venture X
Kathryn Parker
(239) 326-3455

CUSTOM WINDOWS & DOORS

Coastal Custom Windows & Doors
Jake Cambria
(239) 595-9459

ELECTRICAL CONTRACTOR

Coharbor Electric
Jacob Anderson
(336) 686-6963

ESTATE CONCIERGE

Luxure Lifestyle
Christine Lord
(239) 214-3805

ESTATE SALES

Blue Moon Estate Sales - Naples
Shereen Ally
(239) 464-0833

FLOORING & TILE

Master Touch Tile & Stone
Chris Torres
(239) 443-8592

FLOORING / GRANITE

Granite Garage Floors
Keith Stopko
(941) 233-3712

GENERAL CONTRACTOR

Becker Custom Builders
Blake Becker
(239) 351-6820

Dominion Contracting Group
Butch Bacon
(239) 293-0049

HOME INSPECTION

HouseMaster
John Prete
(239) 480-8220

Joe the Home Pro
Joe Nugent
(513) 238-4218

Patriot Home Inspections
Nick Brugal
(239) 667-1431

HOME STAGING

Palm Staging and Design
Kim Regenhard
(612) 840-1534

HOME WATCH & CONCIERGE SERVICES

Spectrum Concierge
Dave Feightner
(239) 777-6173

INSURANCE

Chapman Insurance Group
Jamin Eastman
(239) 307-0339

OneGroup Insurance
Thomas Wienckoski
(321) 446-4803

Sentry Insurance Advisors
Josh White
(239) 206-0618

XINSURANCE
Rick J. Lindsey
(801) 304-5510

INTERIOR DESIGNER

Interiors By SBI
Sheryl Bleustein
(954) 445-0897

MORTGAGE LENDER

Maxwell Mortgage Team
Lauren Maxwell
(239) 596-0500

Moore Lending Group
Brittany Moore
(954) 866-7189

PAINTING SERVICES

MI Painter
Mariano Bernhardt
(239) 675-8224

PHOTOGRAPHY/PORTRAIT

Michelle Reed Photography
(239) 404-8158

New Frame Photography
Hana Snajdrova
(239) 200-9099

PHOTOGRAPHY/REAL ESTATE

LaCasaTour
Sheryl Moreno
(888) 598-8687

PRIVATE JET CHARTER

Fly Us Private
Jake Cambria
(239) 595-9459

PROPERTY MANAGEMENT

ALL IN Property Management
Dali Mihajlovic
(630) 915-1752

REAL ESTATE MARKETING

Luxury List Media Group
Nicole Black
(239) 273-9258

ROOFING

SCM Roofing
Charles Smith
(813) 551-7645

TITLE COMPANY

FirstSource Title
Stacey Maczulis
(440) 522-9404

Trinity Title
Jamie Muni
(239) 330-1494

Venture Title Services
Ryan Marrie
(239) 734-2400

VALET SERVICES

5 Star Valet
Joey Rock
(239) 770-1991

WEALTH MANAGEMENT

Morgan Stanley
Stephanie Petrosini
(732) 479-8234

YACHT CHARTERS

Nautical Miles
Justin Perun
(312) 833-1277

ELEVATE YOUR LISTINGS WITH
LUXURY MARKETING

Twilight Photography + Video | Signature Flash Photography | Media Memberships

LUXURY
LIST
MEDIA GROUP

MODERN REAL ESTATE + BRAND MEDIA MARKETING

Book Now and Let Us Help
You Take Your Listings +
Brand to the Next Level

239-273-9258 | luxurylistmediagroup.com

Home Inspections. Done Right.
Guaranteed.

INSPIRING CONFIDENCE IN EVERY HOME BUYER

- Comprehensive Same Day Reporting
- Termite, Radon, Mold, 4 Pt, Wind Mitigation
- Phones Answered Evenings & Weekends
- Only Company With A 1 Year Limited Guarantee

JOHN PRETE

RECEIVE \$25 OFF WITH MENTION OF THIS AD

★★★★★
CHECK OUT OUR
5 STAR REVIEWS
ONLINE

HouseMaster®

PHONE: 239-430-8220
WWW.NAPLES.HOUSEMASTER.COM

MEET THE NAPLES REAL PRODUCERS TEAM



Andrew Regenhart
Publisher



Ellen Buchanan
Editor



Beth Huffman
Operations Manager



Andrea Hoffman
Ad Strategist



Zachary Cohen
Writer



Jess Wellar
Writer



Michelle Reed
Photographer



Sheryl Moreno
Photographer



Hana Snajdrova
Photographer



Coby Corradino
Videographer

Nominate a REALTOR® you'd like to see featured in this magazine by emailing SWFL@n2co.com.



**@NAPLESREAL
PRODUCERS**



**@NAPLESREAL
PRODUCERS**

FOLLOW US ON
**FACEBOOK &
INSTAGRAM**



WW & MR | WOODS • WEIDENMILLER
MICHETTI • RUDNICK

Michael Michetti • Joshua Rudnick • James "Jay" Caudill • Samuel Colburn • Brian Cordero

**Big Firm Quality,
Small Town Service.**



A Personal Approach to Real Estate Law

Closing Attorneys Serving All of Southwest Florida,
including Naples, Bonita Springs, Fort Myers and Beyond

239.325.4070 | lawfirmnaples.com

Offices in Naples, Downtown Naples and Bonita Springs/Estero



Woods, Weidenmiller, Michetti & Rudnick, LLP a Florida Professional Limited Liability Partnership

The hiring of a lawyer is an important decision that should not be based solely on advertisements. Before you decide to hire an attorney be sure to request free written information about qualifications and experience. Rule 4-7.2(d).



COASTAL

ALUMINUM DESIGN AND FABRICATION

FABRICATION SERVICES

- Glass Railing Systems •*
- Wire Railing Systems •*
- Metal & ADA Railing Systems •*
- Equipment Enclosures •*
- Bahama Shutters •*
- Louvered Panels •*
- Sunshades, Grills •*
- Aluminum and Steel Gates •*
- Pool Cages and Screen Walls •*
- Home Generator Support •*
- Separator & Hoist Beams •*
- Custom Fabrication Services •*
- Structural Welding Services •*

(239) 788-WELD

**PLEASE CONTACT US FOR ADDITIONAL ITEMS
AND CUSTOM FABRICATION**

10
YEARS
EXPERIENCE



COASTALALUMINUM.COM
3855 DAVIS BLVD NAPLES FL , 34104



►► publisher's note

Your Network of Trusted Industry Affiliates = **GOLD**

Dear Real Producers of Naples,

Success in real estate hinges not only on your skills but also on the strength of your professional network. As you navigate market complexities and aim for exceptional client service, trusted industry affiliates become your greatest asset, elevating your business to new heights. Your network provides leverage, setting you apart as a go-to resource in your market.

Since real estate transactions involve a myriad of moving parts, from financing, legal processes, home inspections, and insurance, having a reliable network of industry affiliates allows you to tap into specialized expertise, ensuring every aspect of the transaction is handled with precision and professionalism. Partnering with reputable mortgage brokers, title companies, home inspectors, and

other professionals demonstrates your commitment to offering comprehensive support throughout your clients' real estate journey.

Here at *Naples Real Producers*, we understand the importance of building a strong network within the real estate community. Facilitating these professional connections is paramount to our mission. We are proud to bring the best of the best together — providing opportunities for high-performing agents to network not only amongst themselves but with the finest industry affiliates in Southwest Florida. Our preferred partners, who advertise in the magazine and attend our events, all come highly recommended by fellow top producers like you. We're confident that working together will be mutually beneficial, and we're delighted to help forge connections whenever and wherever necessary.

Check out the index of preferred partners in the front of the magazine for a list of exceptional and talented affiliates we recommend. If you should need a trusted ally you can call on anytime for various needs related to your business and transactions, please consider them first — and feel free to reach out to me directly if you ever need a personal introduction.

Here's to strong professional networks and your continued growth and prosperity!

Very respectfully yours,



Andrew Regenhard
Owner/Publisher
Naples Real Producers
239-290-0692
andrew.regenhard@n2co.com
www.swflrp.com

Don't Lose Clients Because of **Uninsurable Homes**

This Isn't Your Average Insurance Policy

Tailored Coverage

Larger Limits

Negotiated Deductibles

Endorsements

Stand Out as the REALTOR® Who Gets Things Done.
Get a Quote for Your High-Risk Clients Today!

Rick J. Lindsey
(801) 304-5510 • xinsurance.com





Elevate

Your Listings with Becker Custom Builders

Fully Customized Home Builder



Luxury Design.
Exceptional Quality.
Superior Experience.

Committed to Excellence

239-285-7174 | beckercustombuilders.com

The Becker Difference

Founded by husband and wife team, Blake and Kristen Becker, Becker Custom Builders brings a passion for Southwest Florida's beauty to life. With a focus on turning houses into homes, we prioritize:

*Precision in every detail
Lasting client relationships
Exceeding expectations*

FREE CONSULTATIONS | SAFE PROCESSES | EFFECTIVE RESULTS

BLUE MOON[®]
ESTATE SALES

Elevate your client services with the industry-leading estate sale company. We get homes market-ready in just one week.



Our hassle-free estate sales help clients feel good about letting go.

bluemoonstatesales.com/naples-ft-myers | 239-464-0833

Shereen Ally



A NEW STANDARD IN HOME SERVICES



SPECTRUM
CONCIERGE

LICENSED | INSURED | BONDED

Providing a great service experience encompassing Estate Management, Home Watch, Project Management and Concierge Services since 2013

ESTATE MANAGEMENT | HOME WATCH
CONCIERGE SERVICES

(239) 777-6173 | spectrumconcierge.com | info@spectrumconcierge.com



▶▶ health and wellness

Reverse Engineer YOUR SUCCESS!

By Carlene Marie

In my coaching practice, I often use a concept called “backwards design,” which is commonly applied in education. This approach involves starting with the end goal in mind and then working backwards to create a clear path to achieving a goal.

You can even take this a step further and apply it to your personal life too. Imagine writing your very own obituary to spark and ensure you design the life not only you want to live, but the legacy and impact you want to leave behind. Pretty powerful, right?

This method has proved to be incredibly effective in both my personal and professional life as a coach helping high performers reach new levels of success. I want to share this process with you

as it can help you work smarter, not harder, towards your own goals.

First, identify your end goal. What is something you are passionate about achieving this year in your business? Whether it’s doubling your sales volume, expanding your market reach, or improving your client satisfaction rate, visualize yourself achieving that goal and write it down!

Next, also write down what that image looks like. See it. Watch the movie play out in your imagination. Now, write how you feel when you imagine accomplishing it. Are you elated, excited, proud? What do you hope to gain from the process? Notoriety? Financial abundance? More free time? A new car? A trip to Bali? Now, what does this success smell like? Is it salty?

Sweet? What does it taste like? A filet? A fine wine? Immerse the entire goal with the pictures, sounds, tastes, feelings, and self-talk too. What will you say to yourself when you achieve your goal? Running this goal through the six things we do in our mind will increase your success while this vision will motivate you when faced with challenges along the way.

Next, break down your goal into manageable steps. Identify the obstacles standing between you and your goal, such as market fluctuations, competitive pressures, or internal challenges within your team. How about those limiting beliefs? We all have them, and most of them are unconscious. How are you overcoming these challenges, and how *will* you overcome them in the days and months to come?

Next, research how to overcome the challenges. Realize each obstacle becomes a stepping stone in your journey. Organize these challenges chronologically and assign yourself tasks that you can check off as you progress. Surround yourself with an A team, work with a mentor, hire a coach, enrich yourself with the resources for your growth mindset! Write down your plan. It helps ensure that it’s intentional and achievable.

Studies show that writing our goals down on paper has a powerful impact on our brain. The act of writing stimulates areas of the brain responsible for creativity and problem solving, making our goals feel more real and attainable. According to research, people who write down their goals are 42 percent more likely to achieve them.

Finally, create a timeframe for your journey. Give each task a deadline that you can realistically meet, considering your other responsibilities. Sometimes, you may need to adjust your timeline as you progress. That’s okay! The key is to turn your dream of reaching new heights into a concrete plan that you can stick to.

As Albert Einstein once said, “The only source of knowledge is experience.” By applying the concept of backwards design to your goals, you can create a clear roadmap to success. Remember, the journey may not always be easy, but with determination and a well-thought-out plan, you can achieve anything you set your mind to. And that is Mindpower.



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

Elevate Your Image

WITH

Michelle Reed
P H O T O G R A P H Y

Reserve Your Session Today

239.404.8158

michellereedphoto@me.com

michellereedphotography.com

FAMILY PORTRAITS | PROFESSIONAL PORTRAITS | COMMERCIAL PHOTOGRAPHY

» you ask. we deliver.

TRUSTED TRADES

TRUSTED TRADES

are valuable vendors who know how to serve the needs of REALTORS®. You may not require their services for every transaction, but when the need arises, you're grateful for them. This group of vendors is critical to your business. Most importantly, these Trusted Trades will get the job done and make you look awesome to your clients!

Aluminum Design and Fabrication



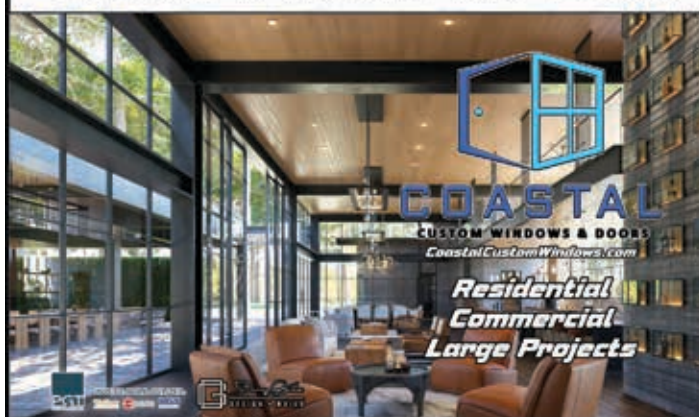
COASTAL
ALUMINUM DESIGN AND FABRICATION

Contact Us Today for
Fabrication Services
and Custom Fabrication

239.788.WELD
CoastalAluminum.com
3855 Davis Blvd
Naples, FL 34104

10
YEARS
EXPERIENCE

Custom Windows and Doors



COASTAL
CUSTOM WINDOWS & DOORS
CoastalCustomWindows.com

Residential
Commercial
Large Projects



Electrical

(239) 362 - 2502 LOCAL ELECTRICIANS YOU CAN TRUST

COHARBORELECTRIC.COM | EC#13004475

SERVICE AREA:
CAPE CORAL TO NAPLES
& EVERYTHING IN BETWEEN

COHARBOR ELECTRIC

JACOB ANDERSON | CEO | MAJOR, US AIR FORCE, SEP.

RESIDENTIAL + COMMERCIAL ELECTRICIANS



Home Maintenance

BECKER
HOME MAINTENANCE

Let Our Solid Reputation
Be Your Guarantee

Handyman
Painting
Flooring
Cabinetry

Closets
Screen Repair
Pressure Washing
And More!

beckerhomemaintenance.com
239.351.6820



Plumbing

(239) 362 - 2502 LOCAL PLUMBERS YOU CAN TRUST

COHARBORPLUMBING.COM | CFC1432427

SERVICE AREA:
CAPE CORAL TO NAPLES
& EVERYTHING IN BETWEEN

COHARBOR PLUMBING

JACOB ANDERSON | CEO | MAJOR, US AIR FORCE, SEP.

RESIDENTIAL + COMMERCIAL PLUMBERS



Leverage Our Expertise

Tailored Coverage | Trusted Partnerships | Community Impact



- Primary & Secondary Homes
- Auto, Collector & Exotic Vehicles
- Jewelry, Art & Collectibles
- Yacht & Personal Watercraft
- Commercial Properties & Businesses

Trust Sentry's local experience and national capabilities to secure the most competitive insurance programs for your discerning clients.

239.350.4906 ▪ SENTRYIA.COM



featured agent

By Zachary Cohen
Photos by Pure Fotografica

THE INFINITE GAME

MARY WIGGINS

Mary Wiggins first entered the real estate business in her home state of Michigan in the early '80s. As a single mom with a passion for serving others, she assumed a career in real estate would be the perfect fit. In some ways, she was right, but the realities of raising young children and building a business ultimately proved too challenging to overcome at the time.

"I loved real estate, and it seemed like a good fit for me as a single mom, but ultimately, that was not the reality," Mary reflects.

Mary put her real estate career on the back burner, finding employment in other areas to support her family. With her high energy and strong customer service skills, she gravitated towards sales positions, selling everything from pharmaceuticals to advertising.

In 1985, Mary moved to Naples, intending to return to the real estate business. As a stepping stone, she landed work selling advertising for a real estate magazine and, later, as a real estate administrative assistant.

"Through all those years, it seemed I was always around real estate. I sold advertising, worked as an administrative assistant for real estate agents, and worked different odd jobs. Real estate was always on my mind," Mary explains.

Finally, in 2002, Mary returned to her role as a REALTOR®. With her children older and more independent, she was finally ready to give her all to the business she had long felt called to. She became a full-time agent in 2008.

TAKING THE LEAP

For 10 years, Mary worked alongside her husband, building a business as a team of two. She rose to become a top agent, but wasn't completely confident in going



“
REAL ESTATE
IS MY CAREER,
BUT WHEN I DO
REAL ESTATE,
IT IS ABOUT
THE PEOPLE.”



After many years working in and around real estate, Mary Wiggins became a full-time agent in 2008.



out on her own. However, in 2018, a change in Mary’s personal life thrust her into the spotlight, compelling her to overcome some of her biggest obstacles as a businesswoman.

“Working as a team, we were able to combine our strengths. Now, I was faced with having to do it all myself, and it was pretty overwhelming. But I had no choice. I had to succeed,” Mary says. “Learning the systems and proving to myself that I could keep everything together was a huge boost to my confidence. The last four years have been a pivotal turning point for me and my career.”

As an individual agent with Premiere Plus Realty, Mary closed over 30 transactions for over \$33 million in 2023. She credits much of her success to her standout network of vendors, intense focus on customer service, and her willingness to go above and beyond for her clients. Her ability to come through for her clients often leaves them feeling amazed and grateful.

With her experience, Mary has some words of advice for up-and-coming top producers.

“Be a good listener, give good customer service, follow up, and follow through.



FUN FACT MARY WIGGINS HAS 11 SIBLINGS.



Mary Wiggins is a Realtor with Premiere Plus Realty.

It's about the client. What do they want? What is important to them?"

LIVING HER DREAM

So what's it like for Mary to have chased a career in real estate for so long and to be now enjoying so much success?

"Sometimes, I have to pinch myself," Mary smiles. "I finally found a career that works well for me. Overcoming my doubts and seeing the results is extremely satisfying. Now, I feel like I can conquer the world."

Mary is already considering the next steps in her growth. Building a team is on her mind, as is improving systems and processes. Yet, she's careful not to get too far ahead of herself. She wants to make sure she enjoys the success she's created.

"Real estate is my career, but when I do real estate, it is about the people. It's about having fun, stretching myself, and pleasing my clients. Real estate is the vehicle I use to get there," Mary says.

"I think it's important that everyone feels important — to be seen, heard, accepted, and appreciated right where they are. More than anything, I want to allow people to be themselves."

Patriot

Home Inspections

DEFUSING RISKS & ELEVATING DEALS



WHY PARTNER WITH US?

- Licensed Roofer ✓
- General Contractor ✓
- Radon/Mold/Termite/WDO ✓
- Maximum Attention ✓
- Former Police Officer ✓
- 10+ Years Trust in Naples ✓
- Detailed Insights Page by Page ✓

LEO | FIRE | MILITARY DISCOUNTS

Nick Brugal
(239) 826-5866
patriotinspect.com



Cast Your Worries Aside



THE HOME PRO
HOME INSPECTIONS



All Reports Provided within
2 HOURS OF COMPLETION

Now Offering **Drone Inspections**

Scheduling Just Got Easier
Call or Text to Book Your Client's Inspection
239-216-7892 | joethehomepro.com

Exclusive Real
Producers Offer

\$50 OFF

ALL GENERAL
INSPECTIONS



Do Top Real Estate Agents *Ever* Do Their Own Bookkeeping?

(Connect to Find Out Why They Don't)

My passion is supporting businesses
by giving my clients more time to
focus on doing what they love most
and providing key advice to help
achieve business growth.

Why Work With Us?

Female Owned and Operated
Always On-Call & Always On-Time
White-Glove Bookkeeping Support
Nosotros Hablamos Español

Scan to *Easily*
Schedule Your
Free Discovery
Call and Get
Personalized Advice



239.677.5888
medranoandcail.com

Follow Us  

Medrano & Cail
BOOKKEEPING PROFESSIONALS 

Jennifer
M. Cail





» coaching corner

MINDSET or DISCIPLINE?

By Michael Dill

Thirteen years ago, when I bought my business, like many other first-year business owners, it was pretty challenging. Unfortunately, about seven months in, I lost a brother to suicide and it made it even that much more challenging. It's difficult enough being in business for the first year, and when you add that in, it was not conducive to my success.

When I found myself a coach, I started working myself up. And in hindsight, I realized what took me down was simply my mindset — how I was thinking, how nothing was going my way. But as I added a coach and started working myself back up, I developed a discipline to do the little things every day to get my thinking right. As I started thinking right and doing the right things to become more of who I needed to be to take action to get what I wanted, I started to become successful, to the point that,



now, many people call me the mindset guy because I've developed this very strong mindset. Is it a coincidence? I believe not!

The question is, is it mindset or is it discipline? The answer is, it was the discipline to create the mindset. Every morning, I go through a series of events, meditation, stretching, exercising, drinking plenty of water, doing affirmations, and reading the success formula from “Think and Grow Rich.” All these different things I read and do are programmed to get me thinking right and to be on my A game so I can be my best to give my best to everyone that day, so I can help them be their best.

We've all done things that have made us successful. Now, if I were to stop doing the little things I do every day to become successful, one day, I most likely would wake up, be stuck, and wonder what happened to all the momentum. Only then would I finally realize what happened was that I stopped doing all the little things that simply made me successful.

Over the last 11, 12 years, I've been working very, very hard to maintain this type of mindset to be the best I can be, to where I now have all the tools and ingredients. All I have to do now is to maintain the discipline. Do I watch the news? Absolutely not. Do I talk about things that don't serve me? No.

Time is a commodity. We need to leverage our time, and to leverage our time effectively, we need to focus on what serves us, our family, our company, our clients, and our team, and stay connected to the universe. With this type of focus, everything will work in your favor.

Is it difficult to do? Not really. My strong mindset comes from the discipline I've adapted over the years, using all the tools to make sure I am on my A game every day. Quite simply, you are all professionals in your own right, in your industry. You know what you know as far as performing and delivering your products and services to your clients. So ask yourself, as long as you are on your A game when you go into the office in the morning, everything else should take care of itself, yes?

In the formula of BE x DO = HAVE, most business owners work a lot on the DO — of what they need to DO to become more successful, but are they asking themselves, “Who do I need to BE? What type of person do I need to BE to truly DO what is needed to HAVE what I want and to have a positive impact on myself and everyone else around me?”

So is it mindset ... or is it discipline? It's the discipline to create the mindset that serves you and all in your circle.



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.

Morgan Stanley

Risk Management is Not a Do-It-Yourself Job

Risk is a delicate issue. You know you should find the right balance between risk and opportunity but how does that translate into investment choices?

As a Morgan Stanley Financial Advisor, I have the experience, knowledge, and resources to help you maintain that balance within your investments. I will help you identify risk, recognize how it could affect your portfolio, and work toward minimizing its impact. These are times that demand professional guidance. Meet with me to learn more.



Stephanie A. Petrosini

CFP®, CLTC, CRPC®

CERTIFIED FINANCIAL PLANNER™

Morgan Stanley

Vice President | Financial Advisor

8889 Pelican Bay Blvd, Naples, FL 34108

Scan to Easily
Schedule Your Meeting



NMLS #1252909 | CA Insurance License #0126537

Office: 239-449-7885 | Cell: 732-479-8234 | stephanie.petrosini@morganstanley.com

Investing in the market entails the risk of principal loss as well as market volatility. The value of all types of investments may increase or decrease over varying time periods. The appropriateness of a particular investment or strategy will depend on an investor's individual circumstances and objectives. CFP Board owns the marks CFP®, CERTIFIED FINANCIAL PLANNER™, and CFP® (with plaque design) in the US. © 2021 Morgan Stanley Smith Barney LLC. Member SIPC. MAR002 CRC 3234582 01/21 CS 9959216 02/21

Successfully Serving REALTORS® in Naples

TRUSTED
advice

SMART
strategies

PRACTICAL
solutions



The Law Office of Matthew P. Flores is a full-service real estate law firm serving all of Southwest Florida.

Our team is committed to assisting buyers and sellers with the purchase and sale of residential and commercial real property. We work side-by-side with our clients from contract to close.



MPF

LAW OFFICE OF
MATTHEW P. FLORES

MATTHEW P. FLORES, ESQ.

matt@naplesbaylaw.com | 239-261-0592

1333 Third Avenue S, Suite 505, Naples, Florida 34102 |

naplesbaylaw.com | [@naplesbaylaw](https://www.instagram.com/naplesbaylaw)



Jolene

MUNZENRIEDER

►► featured agent

Living Her Best Life

By Zachary Cohen

Jolene Munzenrieder has been drawn to the real estate business for as long as she can remember. Even as a teenager growing up near Clearwater, she was called to the industry that has provided her with a long-term career.

"I always knew real estate was something I would do," Jolene reflects. "I must have seen my calling back then, even when I was 18. I remember going to real estate school and passing my test, but I put it on hold.

I've always been interested in properties. It's fun. Even when I go on vacation, I look at properties. In so many ways, it's been my calling."

While Jolene received her real estate license shortly after graduating from high school, she didn't become an active REALTOR® until many years later. Instead, she embarked upon a professional path as a licensed stock broker, insurance representative, and financial planner. That brought her to Naples in 1983, where she

Photo by
Annie Watson
Photography

Photo by
New Frame Photography



You have 1,440
minutes in
a day...

**I TRY TO USE
THEM IN
GOOD WAYS.**



Photo by
Annie Watson
Photography

continued working as a financial planner while owning and operating furniture stores.

In 1998, Jolene finally returned to her real estate dreams. She activated her license and began selling real estate part-time around her role as a mother to three young children.

Into the Present

Jolene's real estate business has taken on various shapes and forms over the past 20-plus years. Changes in her personal life have played a role too. For example, she became more active in business as her children got older and became more independent.

During the recession of 2008 to 2012, she co-founded ATM Global, an investment company that bought foreclosure properties, fixed them up, and flipped them for a profit.

Today, Jolene is an individual agent at Premiere Plus Realty. She closed 11 transactions for nearly \$22 million in 2022. Some of her proudest achievements are receiving the Accredited

Buyer Representative designation (ABR), graduating from NABOR'S Leadership Academy, and becoming a broker.

So what has helped Jolene create such lasting success in a business where so many struggle to find sustainability?

"I'm thorough. I'm there for people. I see the process through from beginning to end. Most of my clients and I have become friends, and we do several transactions together. Plus, I'm a lot of fun," she adds with a telling smile. "I say it like it is, and I try to keep it fun and light. For example, I have a yellow MOKE, also known as "Hello Sunshine," I drive my clients around in. When I take my clients out, they get a kick out of it."

Jolene has some astute words of advice for aspiring top producers:

"You need to be tough. It's not an easy business, especially when you're starting out. There are so many of us in Naples... You have to stand out. You have to stick with the code of ethics, have a spark, and attract people who want to work with you."

It's in Her Blood

After so many years in real estate, Jolene continues to be



Jolene Munzenrieder is a luxury specialist with Premier Plus Realty. (Photo by New Frame Photography)



Photo by
Annie Watson
Photography

excited about the opportunities the business offers her.

“It’s addicting. I’m drawn to it. It’s in my blood, and I’ve been doing it for a long time,” she offers. “I make great money, and I’m on my own without a corporation telling me what to do.”

Outside of work, you’ll find Jolene working out at the gym (barre, pilates, and yoga are her go-to classes), shopping, or having lunch with friends or clients. Her children are now spread around the nation, from New York to Colorado to the east coast

of Florida, and she enjoys traveling to see her family and traveling alongside them.

Jolene has seen a lot of changes in Naples real estate, and she remains excited about what’s to come. She aspires to continue succeeding in business and living every day to its fullest.

“You have 1,440 minutes in a day, and I try to use them in good ways,” she says. “I have a great life. I have a great family. I’m grateful for everything I’ve accomplished. I don’t have any regrets.”

FUN FACT

Jolene Munzenrieder has an appreciation for comedy. She even once performed standup comedy just because a friend dared her.



Photo by New Frame Photography



Office@MarcoPainter.com
239-675-8224



A Culinary ESCAPE

Dockside Dining – Coming June 1st
Anchored at the Dock but Service
Like You're at Sea!

Three-Course Prefix Menu
Wine and Champagne Pairings
Specialty Pricing Applies
Limited Reservations Available



Justin Perun

Contact Us

dock-sidedining@nautimiles.com
Call or Text Justin at 312.833.1277



GIVE YOUR CLIENTS THAT *Modern Day Closing Experience*

Partner with Trinity Title for Seamless Efficiency

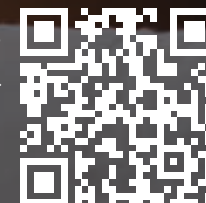


Streamlined Digital Closings
Straightforward Experiences
Enhanced Security
All-in-One Portal
Improved Transparency



Trinity Title

*Scan to Discover
A Modern Closing
Experience for You
& Your Clients*



Simplify Your Closings. Increase Your Productivity.

239.330.1495 | trinitytitlefla.com

TIPS FOR PROMOTING PROFESSIONAL STAGING to Home Sellers

A professional stager can greatly enhance the presentation of a property, making it more appealing to potential buyers. Here are a few ways a REALTOR® can convince a buyer to use a professional stager.

1 Highlight the benefits. Explain to the buyer that a professional stager knows how to showcase the property's best features and create a welcoming atmosphere. This can help the buyer visualize themselves living in the space and increase their emotional connection to the property.

2 Showcase the statistics. Share statistics or studies that demonstrate the positive impact of professional staging on the selling process. For example, homes that are professionally staged tend to sell faster and at higher prices compared to unstaged homes.

3 Offer a competitive advantage. Explain that by using a professional stager, the buyer can gain a competitive edge in the market. A well-staged property stands out among

the competition and attracts more potential buyers, increasing the chances of a quick and successful sale.

4 Stress the cost-effectiveness. Emphasize that the investment in professional staging is often recouped through a higher sale price. By presenting the property in its best light, the buyer can potentially sell it for a higher value, making the staging cost worth it.

5 Provide examples. Show the buyer before and after photos of properties that have been professionally staged. This visual evidence can help them see the difference staging can make and inspire them to consider using a professional stager.

Remember, it's important to tailor your approach to the specific needs and preferences of the buyer. Listening to their concerns and addressing any objections they may have can also help in convincing them to use a professional stager.



Kim Regenhard is the creative force behind Palm Staging and Design. After retiring from a corporate career, Kim reignited her passion for design and embarked on a journey to transform spaces into something truly special. Guided by her natural eye for design, she embraces every project, whether it's a full-scale design, staging a vacant home, refreshing a single room, or offering invaluable shopping advice. If you're in search of a hands-on stager and designer, call 612.840.1534, email Kim at kim@palmstaginganddesign.com, or visit PalmStagingAndDesign.com.

TRUTH GUIDED, RELATIONSHIP DRIVEN.

Discover the Power of
Truth-Driven Advocacy!

Contact Boatman Ricci Today
for Unparalleled Legal Guidance
for All of Your Legal Needs.



Boatman Ricci
Truth Guided, Relationship Driven.

ERNEST A. RICCI, ESQ.

Commercial Litigation | Business Litigation
Real Estate Litigation | Construction
Litigation | Trust and Estate Litigation
Civil/Criminal Trials | Estate Planning
Complex Commercial Transactions

JAMES A. BOATMAN, JR., ESQ.

(239) 330-1494 | BOATMANRICCI.COM | NAPLES | MARCO ISLAND | FORT MYERS | TALLAHASSEE | DESTIN



ALL IN
Property Management, LLC.

Southwest Florida | Phone: 239-451-3066 | www.allinpmfl.com

From Contact to Contract
WE'RE ALL IN



DALI MIHAJLOVIC
Owner
239-451-3066
dali@allinpmfl.com

What Sets Us apart ?

Discover the ALL IN Property Management Difference

In addition to our Core Property Management Services, we also offer:

- ↳ Complete Design, Furnishing & Staging Services by our In-House Design Team
 - ↳ A Trusted Local Network of Vendors, Contractors & Preferred Partners
- ↳ Home Concierge Services - Comprehensive Visits Offered Between Guests
 - ↳ Stellar Reputation, Effective Marketing Strategies & Proven Results
 - ↳ Setup and Installation of Smart Home Automation Services

What You Can Expect When Partnering with us

First Class Customer Service
Endless Resources Under One Umbrella
Unparalleled Attention To Detail
Responsive, Friendly Interaction with our Team of Professionals

LEARN MORE
ABOUT OUR
PARTNERSHIP
OPTIONS



MASTER TOUCH
TILE & STONE

239-443-8592

www.mastertouchinstallations.com



Floors|Baths|Designs
Elegance every step of the way...



RYAN MARRIE

VENTURE TITLE SERVICES

DREAMING BIG

By Zachary Cohen | Photos by New Frame Photography

When we last sat down with Ryan Marrie, Venture Title Services had just completed its first full year in the Florida market. By then, Ryan's organization had solidified its standing as the top title company in Ohio, and Ryan set out to recreate that success in Naples.

Venture Title Services opened its doors in Naples in the fall of 2021, after Ryan and his team handpicked Naples for their next expansion, conducting years of research into the best location. Now in its third full year in Florida, Venture Title Services has shown that its model is fit to serve real estate agents and clients, regardless of the locale.

"In the time we've been here, the overall real estate market slowed in 2022, and then a historic storm came, so it was an interesting couple of years. But now, real estate is on the rebound. We have added an additional location in Marco Island, added additional staff and resources, and have 50-plus partners driving us forward with a ton of interest and growth opportunities. I love where we are sitting," Ryan beams. "We quadrupled our volume last year. Our service is fantastic, and clients love us. We're at a great spot and looking to grow even more."

A NEW MODEL

Venture Title Services does everything a reputable title company should — and more. Delivering a stellar experience for buyers and sellers is priority number one, and Ryan and his team are willing to do whatever it takes to provide a stand-out closing experience. For example, since opening their company, they've offered "any time, any place" closings. If clients want to sit down in person, they can come to Venture Title Services' offices, but if they prefer to close remotely, Venture Title Services will come to them, either in person

or virtually. Offerings like these have helped the organization gain a stronghold in Southwest Florida.

Venture Title Services is already expanding in Florida. They recently opened a second location on Marco Island and are looking to expand northward in the coming years.

Alongside their client-facing offerings, Venture Title Services offers a one-of-a-kind joint venture opportunity. It's part of what made them famous in Ohio, and the joint venture has been a huge hit in Southwest Florida too.



Ryan Marrie, president of Ohio Real Title and Venture Title Services



Seated (from left to right): Mari Menendez, Tricia Stadalsky, Debbie Cook; Standing (from left to right): Vadim Barash, Ken Stadalsky, Ryan Marrie, Bonnie Gibbons, Cathy Brewer

Title agencies are limited in what they can offer to real estate agents, especially in the realm of gifts and complimentary services. So Ryan and his team have found another way to support agents and their businesses. One of the unique pieces of Venture Title Services' joint venture is that they go directly to REALTORS®. It's the first program of its kind in Florida, following its heritage as the first of its kind in Ohio nearly 20 years ago.

"Brokerages, Realtors, investors, builders, attorneys — they can all be minority owners," Ryan explains. "Anyone that's involved in title work. State

and federal securities and insurance law allow for it. If you believe in our team and our service and the value we deliver, become a partner with us, as well, and benefit financially with us and earn quarterly distributions," Ryan explains.

The joint venture, Venture Land Title Agency, currently has over 50 partners in Florida and over 1,400 total.

A BIG VISION

Entering its third year in Florida, Venture Title Services is already becoming one of the state's go-to resources for title services.

"When we opened in 2021, the vision was to take what led us to be the largest title agency in Ohio to Florida and offer a new way of doing business," Ryan shares. "Entering our third year, we are seeing it come together as we envisioned. Our joint venture is thriving and has over 50 partners in it. Our clients, buyers, and sellers are thrilled with the service. The Realtors are thrilled with the team.

"What we thought would have value here in the Southwest Florida market has. Now, it's taking that foundation and looking to spread it further throughout the area. The real estate market, as a whole, bottomed out over the

past year. Now, it's on the upswing, and I don't think anything is changing from that upward trajectory. The market should remain strong, and demand will remain high. Demand for top-notch professionals to partner with is only going to increase, and the interest in our joint venture is going to increase on an accelerated scale. We thought we had something valuable. Now, we know we were right. Now, it's about taking it to more people and expanding what we've done."



For more information, visit www.venturetitleservices.com.



The Venture Title Services sales team (from left to right: Debbie Cook, Bonnie Gibbons, Ryan Marrie, Vadim Barash, Ken Stadalsky)





Let us help your team of realtors navigate Florida's volatile home insurance market.

Insurance volatility in Florida is likely to increase, creating undo friction in the real estate market. We can help!

We provide the education about carriers, their appetite for various property conditions, and ways to mitigate the volatility to help streamline home selling and buying.

OneGroup has one of the largest portfolio of carriers to ensure placement with the proper insurance to complete your transactions.

Let us help reduce the stress and friction in your real estate deals. Reach out to us today to arrange a lunch and learn for your team and your clients.

Scan the QR code to download my contact information.



Susan Atkeson
Account Executive and Branch Manager-Naples
SAtkeson@OneGroup.com
OneGroup.com/Naples-Florida
C 239-427-2001
6424 Naples Blvd., Suite 301
Promenade at Naples Center
Naples, FL 34109



SCM ROOFING is a GAF MasterElite Roofing Contractor

By focusing on roofing we are able to offer a competitive price, exceptional customer service and outstanding quality!

- Free consultations
- Our GAF lifetime roof system includes a 25 year workmanship warranty.
- Locally owned and operated with 30+ years of combined experience.
- Veterans, Active Duty Military, First Responders and Teachers Discounts.

855-SCM-ROOF
scmroofingfl.com

Licensed Florida Contractor #CCC1331132

“
"SCM Roofing was amazing and much faster than the others I called.. " -**Wesley Chapel Homeowner**
"Professional. Quick & Easy. Would definitely use again." -**Tampa Homeowner**
"Very Professional. Knowledgeable guys and zero trash was left behind!" -**Tampa Homeowner**
”



Brittany Moore
Regional Branch Manager
NMLS # 824215
239.292.4194
BMoore@moorelend.com

MOORE THAN A TRANSACTION

WHEN YOU PARTNER WITH US YOUR CLIENTS ARE TREATED LIKE FAMILY

MOORELENDINGGROUP.COM



Tyler Moore
Producing Branch Manager
NMLS#: 1408486
239-292-4191
TMoore@Moorelend.com



**MOORE
LENDING GROUP**
A DIVISION OF AMERICAN FINANCIAL NETWORK, INC.

» cover story

By Jess Wellar
Photos by Michelle Reed



NITA RAPP

Serving
Others
“Fills
Her Cup”

Nita Rapp first fell in love with real estate while volunteering at local open houses after she retired from a successful career in manufacturing sales. Never one to get hung up on recognition, Nita has received plenty of it over the past four years as a Naples REALTOR®.

“I prefer service to sales,” Nita says frankly. “When you tell me what you’re looking for in a house and neighborhood, I really listen. Then, I’m off and running to hunt for you!”

From Sales to Service

Born and raised in Cleveland, Ohio, Nita moved to Southwest Florida 18 years ago and never looked back. A powerhouse in the manufacturing sales industry for 23 years, Nita developed a knack for understanding client needs and delivering exceptional service.

Her retirement easily could have been the end of one chapter and the beginning of a quiet life of leisure. Still, Nita’s desire to serve and connect with people steered her towards real estate as a full-time career in March of 2020.

“Real estate was always on my mind as a profession,” Nita explains. “After I retired, I worked as an unlicensed agent helping a Realtor at open houses and I absolutely loved it. So I decided, during COVID, to



turn a negative into a positive and did my real estate classes online. The minute Pearson opened back up for testing, I made a date and passed.”

A Natural

Nita quickly found her footing, leveraging her sales background and her genuine care for serving others in their best interests. At Dolly Lenz Real Estate, she impressively handled 15 transactions last year, amounting to over \$50 million in sales.

Yet, for Nita, real estate has nothing to do with rankings or production — it’s all about the people.

“Meeting my clients’ needs is how I define success,” she emphasizes. “Being with people, learning what they want, and not only finding them the perfect home that matches their checklist but also a community that would be a fit for them is what fuels me.”

Nita’s advice to aspiring agents is grounded in her own belief that real estate is fundamentally about service.

“New agents should know that the education needed to get your license does not begin to prepare you for day-to-day transactions,” Nita points out. “Learn as much as you can, and surround yourself with a team of experts that know the business, too, such as a real estate attorney, insurance agents, good inspectors, and a transaction coordinator.”

Nita also notes she would be lost without her own wonderful transaction coordinator, Wendy Miller.

“I could not do what I do without Wendy,” Nita acknowledges. “I have a lot of balls in the air and she is so buttoned up and on top of everything.



Nita Rapp and her husband, Ken

“Once we go under contract, Wendy is behind the scenes doing all the paperwork and keeping me informed at all times,” she continues. “She’s a licensed Realtor and broker, as well, and having her allows me to provide the service level I want to provide during the entire process.”

A Compassionate Approach

Nita places a profound emphasis on truly serving her clients with a compassionate and attentive ear.

“I really listen to my clients’ needs, I don’t just sell them anything,” Nita shares. “I’ve had clients come to me after working with another agent for ages because the agent wasn’t listening to what they really wanted.”

Her approach extends beyond just listening though; Nita actively engages in educating her clients throughout the entire buying or selling process to ensure they are fully informed and comfortable every step of the way.



“It’s an emotional process for people, and I love keeping them on track from A to Z,” Nita affirms, “though I do admit I often get emotional myself when the hugs start at the closing table.”

Beyond the Office

Outside of real estate, Nita enjoys a fun and fulfilling life with her husband, Ken, and their blended family of six children: Kat, Kevin, Paul, Michael, Megan, and Bobby — not to mention the joy of 14 grandchildren!

“Someone is always having a birthday,” Nita laughs.

Whether playing golf, pickleball, or enjoying live music or the theater, Nita purposefully fills her spare time with activities that nourish her soul. She also makes it a top



In her downtime, Nita Rapp can be found on the golf course or playing pickleball.



priority to give back, with a longstanding dedication to Grace Place for Families and Children, where she actively volunteers and contributes.

“I have been with this wonderful organization for 13 years,” Nita notes proudly. “I’ve done everything from being on the capital campaign board to chairing golf and pickleball events, as well as being a donor.”

Looking forward, Nita aims to continue her mission of service, both in real estate and her charitable endeavors.

“Helping others fills my cup,” she concludes. “My end game is to keep doing real estate until the day it doesn’t make me happy anymore.”



Turnkey Moving Services & Functional Interior Design

FORMERLY OCDORGANIZED

Luxure Lifestyle provides luxury Estate Concierge services in Naples, Tampa, and Southern Florida. Whether you intend to utilize your new house as your primary residence, vacation home, or short-term rental, we guarantee the meticulous care of your home while making your life easier and more luxurious.

- Home Management Basket
- Luxury Home Organization
- Contractor Coordination
- Personalization
- Food & Toiletry Stocking
- Handpicked Furnishings
- Packing & Unpacking
- Staging







UNFORGETTABLE LUXURY
VALET PARKING

Five Star Valet specializes in providing luxury valet parking management solutions that seamlessly integrate our personalized service experience with your guests. Let us assist you with providing an unforgettable first impression.

Looking for career opportunities?
Come join our team.



DRIVEN BY
EXCELLENCE



CONTACT 5 STAR VALET
239.770.1991 | 5starvalet.com

Success looks like you

HEADSHOTS

PERSONAL BRANDING

\$100

Credit Towards Your Photo Collection Purchase

239.200.9099

newframephotography.com

New Frame Photography





PALM STAGING AND DESIGN
— STAGING. DESIGNING. INSPIRING. —

STAGING TO GROW YOUR BUSINESS

Kim
Regenhard

Partner Today and Let Our Proven Success Drive Your Next Sale

(612) 840-1534 | palmstaginganddesign.com





▶▶ special events

Photos by Austin Luper and Samuel Saum

NAPLES Real Producers' QUARTERLY EVENT at Lamborghini Naples

April 11, 2024

Last month's Real Producers event at Lamborghini Naples was truly fantastic! We thoroughly enjoyed the camaraderie and witnessed remarkable synergy between top agents and our preferred partners. It was a pleasure to see everyone enjoy themselves and build stronger relationships within the industry. If you couldn't make it, mark your calendars for **June 13th** — we look forward to seeing you then!

The event was a resounding success, and we want to extend our heartfelt thanks to everyone who joined us. A special shout-out to our sponsors: our headline sponsor, **Lauren Maxwell, of Maxwell Mortgage Team**; our beverage sponsors, **Joe the Home Pro** and **Becker Home Maintenance**; our catering sponsor, **John Prete, of HouseMaster**; our photo booth sponsor, **FirstSource Title**; our entertainment and espresso wall sponsor, **ALL IN Property Management**; our cigar sponsor, **OneGroup Insurance**; and our supporting sponsors, **Venture Title**, **XINSURANCE**, and **Northstar Technologies**. And of course, our host, **Lamborghini Naples**, and all of our wonderful preferred partners. If you need an introduction to any of our partners, please let us know.



We couldn't be more proud to announce we have officially raised over \$14,000 for Golisano Children's Hospital of Southwest Florida. Congratulations to **Krystal Bernhardt** for winning the raffle, and thank-you to **Nautical Miles** and **Elite Jets** for donating the raffle prizes. Check out photos from the event on the following pages and on our social media.



For information on all Naples Real Producers events, please email swfl@n2co.com.









Private Office Plans at Venture X Naples

Venture X is a one-of-a-kind sustainable luxury co-working office rooted in health and wellness, in the heart of Naples, with views of the Coastal Skyline. The beautifully designed space has floor-to-ceiling windows along each side of this location, allowing natural daylight into nearly every corner. The 18,000 sq ft space is equipped with an open-inviting lounge and cafe, a podcast room, a wellness room, conference rooms and a 30-person training room. Venture X is proud to offer private offices of various sizes to meet the needs of you and your growing teams. All offices come furnished with sit-to-stand desks and ergonomic chairs, including 24/7 access, monthly conference room credits and further access to a vibrant and welcoming community.



For more details, please contact

KATHRYN PARKER

Director of Sales

kathryn.parker@venturex.com

239-326-3455



SCAN TO
EASILY
BOOK YOUR
TOUR

venturex.com ♦ 239-300-9601 ♦ 4850 Tamiami Trail North, Suite 301 ♦ Naples, FL 34103

Stacey Mac & LuAnn Vizzone

First Source Title combines a personal touch with technology to ensure a streamlined and smooth closing. Serving SWFL and all of Florida with national closing opportunities.

Stacey Mac

staceymac@firstsourcetitle.com
440.522.9404

LuAnn Vizzone

lvizzone@firstsourcetitle.com
973.652.7077

firstsourcetitle.com

**FirstSource
Title**





THE ONLY TOUR PROVIDER IN SW FLORIDA
THAT PROMOTES AGENTS AND THEIR LISTINGS



SCAN ME



REAL ESTATE SERVICES
TO GROW YOUR BUSINESS
VIDEO | PHOTOS | MARKETING

www.LaCasaTour.com | 888.598.8687 | info@LaCasaTour.com

SCAN ME



NAPLES
REAL PRODUCERS
CONNECTING. ELEVATING. INSPIRING.

WHO SHOULD WE FEATURE AS A RISING STAR?

- ★ 5 years or less in the business
- ★ At least \$8 million in sales in one calendar year
- ★ Active on social media

For more information, to
nominate, or to request to
be featured, please email
SWFL@n2co.com!

Don't Navigate Your Deal BLINDFOLDED

We're Your Real Estate Seeing Eye Dog

GOODWIN LAW, P.A.
Real Estate • Probate • Wills & Trusts
Serving Florida with offices in Naples and Palm Beach



GLPA.LAW | (239) 207-3403 | 9955 TAMIAMI TRAIL N, SUITE 4, NAPLES, FL 34108

Florida's Premier Law Firm focused on Real Estate Transactions, Estate Planning, and Estate Administration.



SETTING THE
STANDARD FOR
LEGAL EXCELLENCE
IN REAL ESTATE



When Hurricanes Knock,

NORTHSTAR

TECHNOLOGIES

HOMES STAND TALL



- **Complimentary** Lot/Land Due Diligence Consulting for Realtors & Clients
- Customizable Floor Plans Available, In-house Design Team!
- Flexible Payment Schedule or Financing Available
- Zoning and Code Interpretation (We coordinate with the County/City for you)
- We Guide Realtors and Clients from Design all the way to Occupancy
- **3% Commission Paid To Realtors!**

Scan to
Learn More



250 MPH IMPACT
RESISTANT



CLASS "A"
FIRE RATED



UP TO 60%
ENERGY SAVINGS



NORTHSTAR
TECHNOLOGIES

Kyle McLaughlin
kyle@northstartgi.com

9211 Cockleshell Court, Ste. 14, Bonita Springs, FL 34135

Schedule an Exclusive Realtor
Tour to Learn More

239.610.0062
Call or Text

NORTHSTARTGI.COM | [f](#) [i](#) [t](#) [y](#) [v](#) [e](#)



CHAPMAN
INSURANCE
GROUP

HOME | FLOOD AND PRIVATE FLOOD | INVESTMENT PROPERTIES



LEFT TO RIGHT: BRIAN CHAPMAN, JANELLA WEILAND, CALEB CHAPMAN

15
YEARS
OF SERVING SWFL

**THE AGENCY
RELATIONSHIP**

A COLLABORATION YOUR CLIENTS
AND TEAM WILL APPRECIATE.



DISCOVER A SMOOTHER
REALTOR®: CLIENT JOURNEY.
SCAN FOR YOUR FREE
CO-BRANDED PAGE.



20 YEARS OF
THE N2 COMPANY

Five
More
Minutes

INTERIORS BY

SBI

interiorsbysbi.com

954.445.0897

NAPLES CAY
OLDE NAPLES
PORT ROYALE
TALLIS PARK
MARCO ISLAND

Award Winning
Houzz & ASID Designer