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TABLE OF CONTENTS



08

Index of Preferred Partners



Celebrating EXCELLENCE

12

Publisher's Note: Celebrating Excellence



16

Special Events: Photos from Inspired! 2024



22

Featured Agent: Danielle Meady



30

Business Spotlight: Porsche Fort Myers



34

Cover Story: Jack Mancini

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RP

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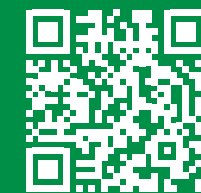
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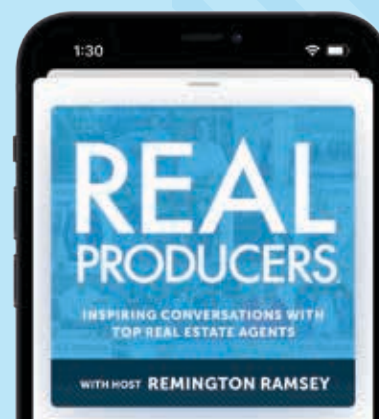
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Thomas Jussila advises mortgage professionals to build strong client relationships, communicate clearly, and prioritize exceptional service for lasting success.

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"Time is precious; therefore, I have no regrets."



FAMILY AND FRIENDS

Thomas Jussila's top hobbies are traveling, hunting, and relaxing at the beach or pool. He enjoys exploring new places, finding peace in nature, and unwinding with family and friends by the water.

THOMAS JUSSILA

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►► publisher's note



CELEBRATING EXCELLENCE

Dear Real Producers of Fort Myers,

As we approach Thanksgiving — a time to reflect on what we're grateful for — I want to acknowledge the recent devastation our community faced from yet another hurricane. While we navigate these challenges, we are deeply thankful for the safety of our families and friends and for the many blessings in our lives. In that spirit, I'm pleased to share that we will be honoring that gratitude with our very first awards gala on November 8th at Elite Jets. This event will recognize the outstanding real estate professionals who comprise our exceptional *Real Producers* community, allowing us to express our appreciation for their hard work and dedication.

With just days left until this celebration, I can confidently say that this gala will be our most spectacular yet. We're uniting the top agents and preferred partners from both *Fort Myers Real Producers* and *Naples Real Producers* for an unforgettable evening. We've had some remarkable events in the past ... but this one holds a special significance for me. At the gala, we'll recognize many remarkable individuals who have been nominated for awards by you — their fellow professionals.

Here at *Real Producers*, it's our mission to connect, elevate, and inspire the local real estate community,

and as our organization approaches five successful years this coming spring, I believe we've made great strides toward that goal. I am deeply grateful to all the standout agents who have shared their inspiring stories with us and graced the pages of our publication. A heartfelt thank-you also goes out to our preferred industry partners, whose unwavering support has made our exciting social events possible and who have generously shared their exceptional services with members of this community. Together, we truly represent the best of local real estate.

This gala is not just about celebrating the award winners; it's a chance to come together as a community and acknowledge all the successes we've achieved. I genuinely can't wait for this event and hope to see everyone there. If you haven't RSVP'd yet, there's still time.

Here's to continued success for all of us!

Very respectfully yours,

[Andrew Regenhard](#)

Owner/Publisher
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Get ready to celebrate the best in the industry at the Real Producers' Awards Gala — it's going to be a night to remember!

Come join us for a night of celebration and recognition! Get ready to mingle with top producers in the industry, enjoy delicious food, and dance the night away. This event promises to be a night to remember, filled with glamor and excitement. Don't miss out on this opportunity to network and honor the best in the business. Grab your tickets now and get ready for a memorable evening at the Real Producers' Awards Gala!

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Note: This is a ticketed event, and everyone is required to RSVP. No reservation, no entry. (Check your inbox for your exclusive invitation.)

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We look forward to celebrating with you and recognizing the incredible talent within our community.

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Third Annual *Inspired!* Event

September 19, 2024

Celebrating the Success of Women in Real Estate

The success of every woman should be the inspiration to another.
—Serena Williams

The third annual *Inspired!* event was celebrated on September 19th from 8:30 a.m. to 11 a.m. at the Marriott Sanibel Harbour Resort & Spa. The top female real estate agents in Lee County, Florida, were invited to attend the event to celebrate the success of women in real estate.

Inspired! was presented by LandSel Title Agency, along with Julie Scott with Movement Mortgage. **Cathy Mann-Seiple**, representing LandSel Title Agency, has been a successful title professional for 20-plus years. And her co-organizer, **Julie Scott**, has been a top-producing loan officer for

over 23 years. Both Cathy and Julie are passionate about real estate in beautiful Southwest Florida, the paradise we live in, and all of the professionals who come together to support the reality and significance of the dream of homeownership.

Keynote Speaker Sarah Middleton
Chief Growth Officer, Movement Mortgage
“Finding Wonder Women”

A true trailblazer, Sarah Middleton has accumulated an impressive, 36-year track record in the mortgage industry. In 2022, she stepped into the role of chief growth

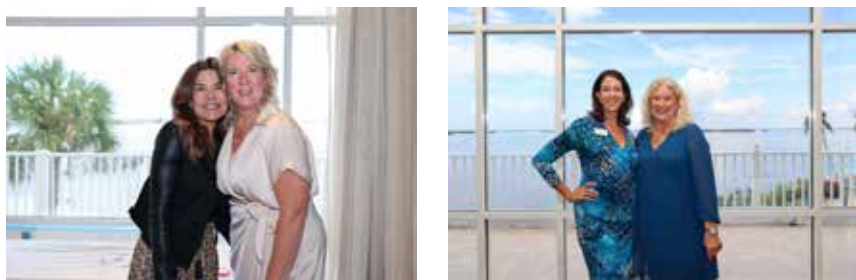
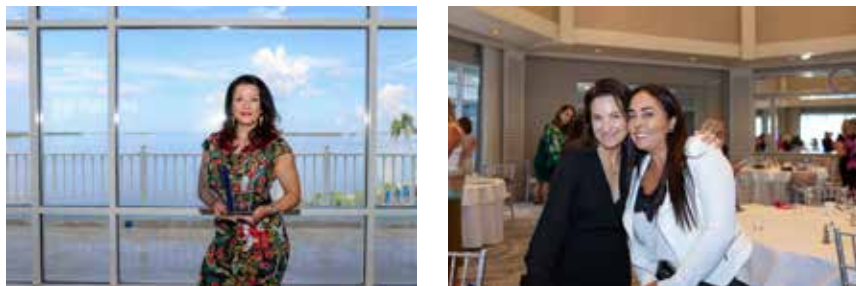


From left to right: Julie Scott, Sarah Middleton, Cathy Mann-Seiple



From left to right: Sarah Klotzbach, Crystal Negrón, Jannett Mosqueda





officer, leveraging her profound expertise, personal experience, and leadership to foster the growth of Movement Mortgage.

In her current role as chief growth officer at Movement Mortgage, Sarah spearheads nationwide initiatives to attract, onboard, and cultivate sales leaders. Her passion for creation, building, and growth is not just a professional mission but a personal one, as she empowers loan officers and managers to dream bigger and achieve their loftiest aspirations.

Inspired! extends special thanks to their guest speakers, all of whom are top-producing real estate agents in Lee County, for graciously sharing their inspirational stories and personal journeys to success with the audience:

- **Jannett Mosqueda**, real estate broker and founder of Hustle Bees Realty
- **Crystal Negron**, Marzucco Real Estate, and featured agent in *Fort Myers Real Producers*
- **Sarah Klotzbach**, broker/owner of Gulf Coast Real Estate and featured agent in *Fort Myers Real Producers*

It truly is the personal stories that connect and inspire us all!

This impactful event was proudly sponsored by **Adriana Torres** of Stage & Amaze; **Kathleen Johnson**, CPA and shareholder with Miller, Helms and Folk, PA; **Beth Coons** of Blake Chapman State Insurance USA; and **Julie Lepore** of Total FIRPTA LLC.

The third annual *Inspired!* event was a triumph, bringing together the most accomplished women in Lee County real estate for recognition and the creation of valuable connections, mutual support, and celebratory moments!

For more information about the annual *Inspired!* event, please contact **Cathy Mann-Seiple**, SWFL account manager, LandSel Title Agency, at 239-214-7009 or **Julie Scott** with Movement Mortgage at 239-209-2017.

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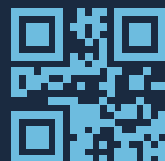
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DANIELLE

MEADY



A PERSONAL TOUCH

Danielle Meady has been drawn to real estate for as long as she can remember. Even as a child, she remembers looking at the houses in her neighborhood, wondering what it would be like to live inside them. This curiosity carried into her adulthood. Danielle would find herself driving around, looking at homes, admiring the construction techniques, and learning about different floor plans.

► featured agent

By Zachary Cohen
Photos by LaCasaTour





Danielle Meady is the team leader of the Danielle Meady Group with John R. Wood Properties.



Meanwhile, Danielle and her family moved to Florida in 1987 while she was in elementary school. Danielle fell in love with the Florida lifestyle, sticking around to attend Florida Gulf Coast University, where she earned a bachelor's degree in computer information systems. After graduating, she began her career with a software development company, but real estate continued to hold her interest.

Soon enough, opportunity came knocking at Danielle's door. In 2000, she was recruited to be a processor and closer for a title company.

"I always wanted to get into real estate, so I got excited about the opportunity," Danielle reflects. "So although title work wasn't the greatest fit, it gave me an entry into the business."

Two years later, Danielle began her career as a REALTOR®. She's now been thriving in the business for over two decades.

RIISING TO THE TOP

Danielle was lucky to enter a robust real estate market. Early in her career, she connected with a group of investors

looking to purchase condos in Cape Coral, which helped her get her business off the ground. Her propensity for building relationships and commitment to coming through for her clients allowed her to take the next step forward.

"By really taking care of my clients at another level, I was able to earn referrals, build relationships, and develop a strong business," Danielle explains. "I enjoy working with people on a personal level. When you put the personal touch on things, people get that feeling of caring. I'm very big on communication. If you're my client, you get me. You call me, and you get a response from me. So many people get brushed off. And however you want to communicate is how we communicate. Every client is important, and that goes a long way. People want to feel that personal touch."

BEYOND THE OFFICE

That personal touch extends beyond her work. When Danielle isn't selling real estate or running her team, she's with her family. She and her husband, Todd, have two teenage sons, Dominick (19), a sophomore in college, and Anthony (16), a high school junior. They

I enjoy working with people on a personal level. When you put the personal touch on things, people get that feeling of caring.

I'M VERY BIG ON COMMUNICATION.

also have a beloved French bulldog, Bruno. Both of Danielle's sons have been heavily involved in baseball, so traveling to support their love of the sport has been a big part of her life. Danielle also enjoys traveling with her husband and sons. "More than anything, I'm most grateful for my family," she says.

VISION FOR THE FUTURE

Today, Danielle leads the Danielle Meady Group with John R. Wood Properties, a group of four agents in total. Danielle holds her broker's license and GRI designation.

While running a team hasn't been without challenges, Danielle is excited about the possibilities the team model offers. Inspired to support more up-and-coming agents, she started the team two years ago. Now, she's looking to create one of Southwest Florida's most reputable brands.

"When people think of this area and real estate, I want them to think of my team. I want them to see us at the top of the market," Danielle says.

FUN FACT

"I laugh at my own jokes. I can crack myself up. I've got all kinds of humor, and I love making myself laugh — other people from time to time too."

—Danielle Meady



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EXPERIENCE THE DIFFERENCE

For 15 years, Mitchell Sherwood has been passionate about one thing: delivering the ultimate automotive experience. As the owner and general manager of Porsche Fort Myers, Mitchell has seen firsthand how the right car, combined with exceptional service, can change perceptions.

“There are many cars in the world, but there is truly only one Porsche,” he says.



A FOCUS ON SERVICE

Porsche Fort Myers specializes in retail sales and service of Porsche vehicles, with a strong emphasis on certified pre-owned cars. But it's not just about selling cars — it's about creating an experience.

“Owning a Porsche is more than just driving a car,” Mitchell explains. “It's about the premium experience we provide, from the moment a customer walks into the showroom to long after they've driven off the lot.” This focus on customer service and maintaining Porsche's prestigious resale value is what distinguishes Porsche Fort Myers in a crowded market.

A cornerstone of the dealership's success is the team. With 55 dedicated employees, Porsche Fort Myers prides itself on a personalized service approach, ensuring that each client receives top-tier attention. Mitchell's desire to bring more transparency and genuine care to the industry stemmed from years of seeing a lack of integrity at other dealerships. That's why, at Porsche Fort Myers, customer satisfaction is paramount. “We treat every referral like family,” says Mitchell.

RECIPE FOR SUCCESS

One of the things that makes Porsche Fort Myers unique is their GEN 5 Porsche building — the first of its kind in Florida. This state-of-the-art facility further enhances the luxury experience for customers, aligning perfectly with the exclusivity and high-quality vehicles they provide.

Mitchell attributes the dealership's continued success to a combination of factors. “It's the customers, the prestigious Porsche brand, and the thriving market here in Southwest Florida,” he reflects. “We're most passionate about how Porsche balances quality and performance.

These key ingredients have allowed Porsche Fort Myers to flourish and build lasting relationships with top producers, like real estate agents, who find value in aligning with a brand that represents excellence.

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By Jess Wellar



Photo by Michelle Reed

HAVING FUN AT THE TOP

A consistent top producer and owner of the Jack Mancini Team at Keller Williams Elite Realty, Jack is reluctant to talk about himself — but he'll brag all day long about his terrific team.

Formerly a mortgage loan officer, Jack was inspired to give real estate a go after realizing what a good time all the REALTORS® around him seemed to be having.

"I was just sitting behind my desk all day and Realtors would call me up from the golf course," Jack recalls. "I saw how much fun the agents were having selling houses, and I wanted to have fun too!"

FAMILY TIES

A true Floridian, Jack grew up in Clearwater and Jacksonville, eventually attending Florida State University, where he met his wife, Catherine. Before diving into real estate, Jack spent seven years in the mortgage industry, working as a mortgage loan officer for US Home Mortgage. It was during this time that Jack became intrigued with real estate, after noticing agents seemed to be having a blast while closing deals, and decided to make the leap himself in 2004.

"My mother was a real estate broker with Coldwell Banker in Bonita Springs when I got my real estate license, and my father owned title companies and mortgage companies. So I've always been around the business my whole life," Jack notes.

"However, my mom didn't want me to be an agent in her office, so I joined the Fort Myers office so there was no conflict of interest there," he continues. "Michael Patton, an agent who is now deceased, is the one who really taught me how to sell. I had the gift of personality, and he harnessed that gift."

JACK MANCINI



Photo by Michelle Reed



Top producer Jack Mancini leads the Jack Mancini Team at Keller Williams Elite Realty. (Photo by Michelle Reed)

A NATURAL FIT

Jack’s transition to real estate was relatively seamless, given his familiarity with financing and the relationships he had built in the mortgage business. Needless to say, it didn’t take long for his fun-loving spirit and work ethic to shine through, either. Jack quickly found his footing and says he is as passionate about his career now as he was when he started helping buyers and sellers two decades ago.

“I love the flexibility of my work while helping families. It’s great selling houses from my boat or from a tree stand while hunting,” Jack shares.

When pressed to elaborate on the many accolades he’s racked up over a fruitful career, Jack deflects with his trademark humility and humor.

“I may have won a bunch of awards, but let’s just say I don’t have any displayed in my office,” he chuckles. “My office is the breakfast bar on the far left side of my house, and only fish and animal taxidermy are on display.”

Jack’s success in real estate led him to establish the Jack Mancini Team at Keller Williams Elite Realty. The team, which includes seasoned mega-producers Shannon Shaffer and Tyler Mattingly, as well as highly motivated, newer agents Miranda Glover, David Coleman, and Chris Brady, operates smoothly and successfully with a unstructured culture. “I don’t have to babysit anybody, which is great — because I would be a terrible babysitter,” Jack jokes.

The Jack Mancini Team sold an impressive 109 units for \$62 million

in volume last year and is on track to match or exceed that sum in 2024. Jack is also quick to credit his amazing administrative support for the team’s success.

“Our fearless admin, Catherine, happens to be my loving wife. She does all of the grunt work to keep us on track and handles all the compliance until closing. She is truly wonderful at what she does and we would be lost without her,” he acknowledges.

GUIDING PRINCIPLES

For Jack, success is about consistency and putting clients’ needs first. He emphasizes his primary goal is not to earn a commission but to help families reach their goals while building genuine relationships that last long after the sale has come and gone. “I always put buyers’ and



sellers’ needs first, not my own. I’d rather have a conversation than say ‘Just sign here,’” Jack affirms.

Given his years of experience in what can often be a tough business, Jack has plenty of straightforward, practical advice to offer up-and-coming producers.

“First, and most importantly, new agents need to answer their phone!” he emphasizes. “Agents must take those calls and call people back — that seems so simple, but it’s crucial in this business.

“Agents also need to do whatever it takes to help accomplish the buyers’ or sellers’ goals,” Jack adds, referring to his own playbook. “Focus on building relationships and keep in contact with your past clients.”

TRUE FAMILY MAN

Outside of work, Jack thrives on spending time with his active family and getting outdoors. Celebrating 25 years of marriage to Catherine this August, the couple have three beautiful, intelligent daughters — Madeline (20), Ansley (19), and Kaitlyn (16). Madeline and Ansley currently attend FSU in Tallahassee, while Kaitlyn loves to play soccer. Jack’s loyal companion, Toby, an 8-year-old shih tzu, joins in on the family fun too.

OUR FEARLESS
ADMIN,
CATHERINE,
HAPPENS
TO BE MY
LOVING WIFE.



Photos by Ashley Roper with Grind & Press Photography



**IT'S GREAT SELLING
HOUSES FROM MY
BOAT OR FROM A
TREE STAND WHILE
HUNTING.**

Jack Mancini, an avid outdoorsman, enjoys fishing, spearfishing, and crossbow hunting whenever he can. (Photo by Michelle Reed)

In his spare time, Jack welcomes any opportunity to fish and spearfish, and absolutely loves hunting with his daughters. “I hunt turkey, deer, ducks, and feral hogs with a bow, and my daughters crossbow hunt,” he beams. “We’re just building memories together.”

In addition to family time, Jack is passionate about giving back to various charities. He believes in making a difference in the community and supporting causes that are close to his heart — too many to keep track of. “I donate to anybody and everybody that asks me,” he shrugs. “I just can’t say no... I’m that guy.”

As for the future, Jack’s plans include more hunting, fishing, scuba diving, and attending his daughters’ college home games.

“Our youngest is a great soccer player, and most Saturdays, you can find me on the sidelines eating sunflower seeds,” Jack concludes.

“Long-term, I just want to keep doing what I’m doing, building momentum with my team, and I plan on going to all 50 states with my wife. We love to travel — and if I can go fishing in that state, even better!”



Photo by Michelle Reed



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