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publisher's note

Dear Real Producers of Naples,

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 *Naples Real Producers* and *Fort Myers 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
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We look forward to celebrating with you and recognizing the incredible talent within our community.

If you have any questions, please feel free to email us at swfl@n2co.com.

► from the desk of the president

AN IMPORTANT DISCUSSION ABOUT OUR ETHICAL OBLIGATIONS

By Gia Arvin, 2024 president of Florida Realtors

The NAR settlement has come and gone, and REALTORS® are doing a great job honing their skills to meet the new requirements to ensure consumers don't see a hiccup in buying or selling their homes or investment properties. Seeing our industry come together as a community and work through these changes in the best interest of our buyers and sellers is wonderful. Although we are clearly on a new path forward, challenges still pop up. One challenge we continue to encounter is buyers who don't understand the concept of an *exclusive buyer-broker agreement*.

Buyers are picky, and many are short on time. Unfortunately, I heard about one recently who called to see a broker's listing. Before the showing, the listing agent presented a Property Touring Agreement for the potential buyer to sign and asked if she was represented by another Realtor. Her answer? "I am not sure."

Article 16 of the NAR Code of Ethics emphasizes respecting the exclusive relationships

between other Realtors and their clients. It emphasizes not interfering with another Realtor's business. Specifically, Article 16, Standard of Practice 16-9 says: "REALTORS®, prior to entering into a representation agreement, have an affirmative obligation to make reasonable efforts to determine whether the prospect is subject to a current, valid exclusive agreement to provide the same type of real estate service.

The buyer above shared that she had signed an agreement. After she showed the listing agent a copy, they advised her that it appeared she had entered into an *exclusive agreement* and that she should contact her Realtor and have her come to show the listing. The buyer understood and contacted her Realtor, who met us at the listing. This scenario worked out for all involved, but it reveals a challenge Realtors need to address in all dealings with consumers. Ethically, we cannot interfere with an exclusive relationship. Further, we do not want to inadvertently obligate a consumer to two commissions

if they do not reveal they are exclusively represented when they contact us to see property. The best practice is to ask all potential buyers if they are a party to an exclusive agreement.

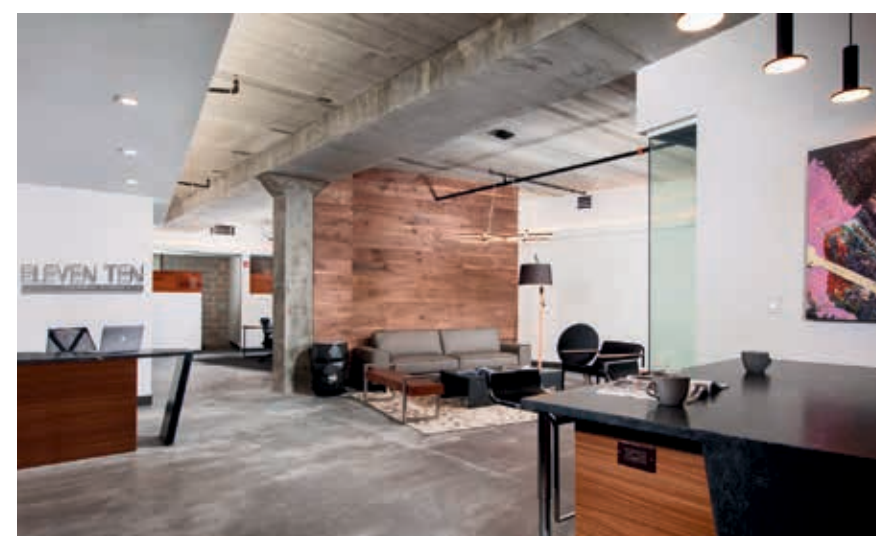
Not all agreements are exclusive, and the contract language matters. Exclusive agreements are sometimes verbal. We cannot provide legal advice to consumers, but if you need help with the purpose or impact of a Florida Realtors form contract, the Florida Realtors Legal Hotline is here to empower you! The Legal Hotline is accessible Monday through Friday from 9 a.m. to 4:45 p.m. or by email or phone. This service is free to all Florida Realtor members; you only need your license number.

I am so proud of our industry and how united we are standing through the changes brought upon by the new rules. I congratulate all of you for continuing to make Florida shine as you support our economy by selling real estate effectively and productively.



Gia Arvin, broker-owner of Matchmaker Realty in Gainesville, is the 2024 president of Florida REALTORS®, the state's largest professional trade association. She is active in her residential brokerage and is a leader in regional, state, and national real estate associations. Gia was the 2011 president of the Gainesville-Alachua County Association of REALTORS® and the 2017 Florida president of the Women's Council of REALTORS®, among multiple other previous leadership positions.

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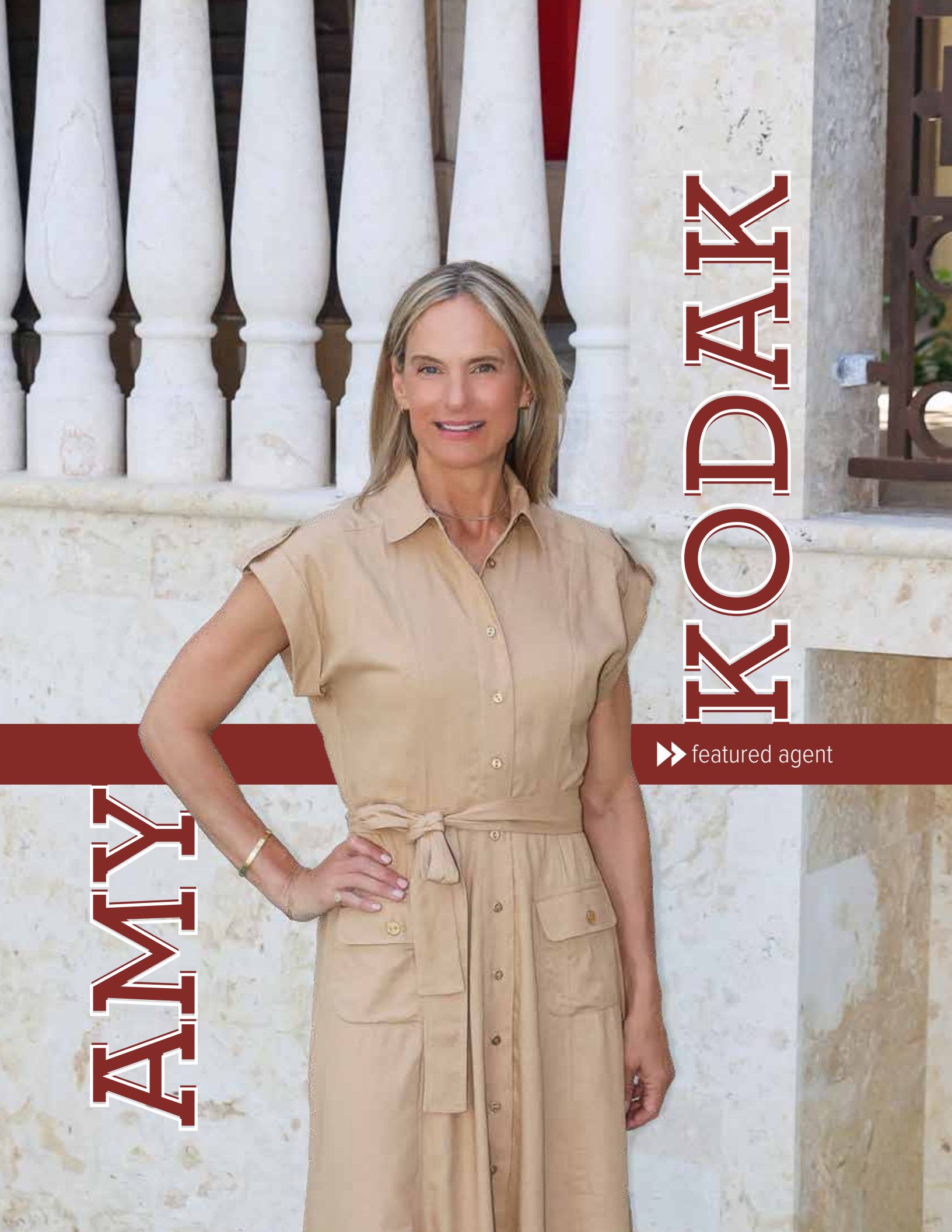


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AMY

KODAK

► featured agent

RIGHT AT HOME By Zachary Cohen | Photos by LaCasaTour

Before moving to Naples in 2010, Amy Kodak had built a successful career as an art director. Born and raised in Massachusetts, she graduated from the Rhode Island School of Design, began her career as a graphic designer, and worked her way up to the role of art director for two different companies, one in New York and another in Cambridge, Massachusetts. But after a few years at home with her children, during which she freelanced and sold art, followed by a relocation to Florida, she was tasked with beginning again.

Landing a role as an art director at the level she had previously held was out of the question; the firms she would be excited to work for simply didn't exist in Naples. So Amy got creative.

"I had to figure out what I was going to do," Amy reflects. "When I moved here, I had just gone through the process of selling a home that my husband and I had poured our time and love and energy into: an 1835 old captain's house on Cape Cod. During that process, I realized how much I enjoyed the process of selling that home, so I decided I would pursue real estate."

Amy took a chance on herself, and it's certainly paid off. She's now approaching 15 years in real estate, during which she's become one of Naples' top agents.

PAST AND PRESENT

Amy moved to Naples for the weather and stayed for the community.

"We started coming here and renting when my daughter was 2. We were snowbirds, and my parents lived here, so that's how we got here. When we decided to move here, we did our due diligence traveling the state, and we knew Naples was the place for us," Amy shares. "Every time we went back to Cape Cod, we couldn't wait to get back here. We knew we wanted to raise our family here."

Amy is right at home in Naples — and right at home in real estate. Her past experiences have provided the ideal backdrop for a successful real estate career. Her marketing background and ability to work on a team are essential to her business. Sales were even a part of her role as an art director, giving her a leg up when she launched her real estate career.





Amy Kodak is a Realtor with Gulf Coast International Properties.

“I was, in a sense, selling my designs to companies. I’d present them to marketing boards or CEOs, so it was an easy transition. Those same types of people became my real estate clients here,” Amy explains.

THE PROBLEM-SOLVING PRO

Amy’s business has steadily grown over the past 14 years, with a sales volume in excess of \$100 million to date.

Amy has discovered a love for helping her clients find the perfect match. She begins by determining their desired lifestyle — what type of community they desire, what style of home they desire, and what their hobbies are — and then sets off to find a match. Her ability to communicate and discover what clients *really* want is essential.



From left to right: Sam, Eliza, Tom, Amy, and Chadd Kodak





Amy Kodak travels throughout the state and beyond with her children, who are competitive golfers.

“Living in Naples is a lot like choosing the town you live in. Naples has specific areas — whether it’s a golf course or a high rise — and they are all like little towns. You need to figure out what little town you need to live in, and I can help make that happen,” Amy explains.

Amy’s business has evolved over the past 14 years, and so has her personal

life. She moved to Naples with three young children in tow; now, she’s an empty nester for the first time. After many years of centering her life on her children — traveling for golf tournaments, volunteering in school, and shuffling them from activity to activity — she now has more time than ever for herself. That’s allowed her to double down on her daily yoga practice, paint more often, and

explore new opportunities. Her three children are at prominent universities and remain a huge part of her life.

“I want to be known as a good mother, sister, wife, and a good citizen in my community,” Amy shares. “I want to continue to do what I’ve been doing. I want to continue to grow my business a little each year. I love doing this.”

“NAPLES HAS SPECIFIC AREAS — WHETHER IT’S A GOLF COURSE OR A HIGH RISE — AND THEY ARE ALL LIKE LITTLE TOWNS. YOU NEED TO FIGURE OUT WHAT LITTLE TOWN YOU NEED TO LIVE IN, AND I CAN HELP MAKE THAT HAPPEN.”



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Getting a Head Start

I was speaking to a client a few weeks back, and somewhere along the line in the conversation, we were talking about getting a head start. And I had a little aha epiphany. That phrase, “Get a head start,” has been around for a long time, but it finally occurred to me exactly what it meant.

Think about it: you’re in a race and someone gives you a head start, so you’re a couple of paces out in front of them before they shoot the gun or say go. Psychologically, you’re already out in front. You now have more confidence. It gives you an edge. You feel like you have a better chance of winning. That’s all in the head. That’s why they call it a head start.

So what are you doing to give yourself a head start in life? Are you affirming everything positive in the world? Focusing on only the good? Writing down your goals, creating plans, getting intentional on where to spend your time, energy, effort, and money? By consistently practicing these disciplines — setting goals, making plans, and committing to them — you’ll give yourself the advantage you need.

Are you in the gym taking care of yourself physically — getting stronger, getting leaner, keeping your cardio up, increasing your energy? These habits will give you a head start.

Are you feeding your mind? Reading the right books on whatever you’re looking for, whether it

be leadership, industry knowledge, communication, mindset, whatever it may be? Reading those books and taking in that knowledge while feeding your mind will give yourself a head start.

Are you surrounding yourself with people who move you forward, who make you feel uncomfortable, who force you to grow? Or are you hanging out with people who keep you in a mediocre state? Surrounding yourself with the right people will give you a head start.

Stay close to your family. Be grateful for all the good qualities they bring to the table. Love your

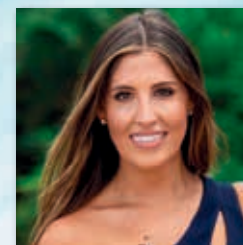
spouse and love your children. But don’t be too soft on your children. Challenge and encourage them so they, too, can begin to understand what it takes to get a head start.

My client and I were just talking about it when the epiphany came: a head start isn’t a physical thing where I’m out five paces in front of another person who’s behind me. That head start gives *me* a head start. It gives me the confidence that I now have the edge to win my race.

Do what it takes to get a head start for yourself so you can have the confidence to win the race of life.



Coach Michael Dill is an award-winning, certified business coach, global speaker, and published author. He is a proud ActionCOACH franchise partner, as well as the president of Power & Ice Wealth Creation, a strategic leadership company. Michael brings more than 40 years of business and entrepreneurial experience to his leadership, team training, and mentoring practice. To learn more, visit BusinessCoachMichaelDill.com.

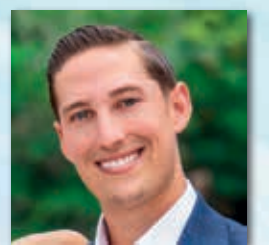


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JOHN PAOLINI

TailoredRisk Insurance Advisors



John Paolini co-founded Sentry Insurance Advisors with Josh White in 2021. The firm has since rebranded as TailoredRisk Insurance Advisors.

WHERE HE BELONGS

John Paolini's insurance journey began while he was attending the University of Rhode Island. What began as a job to pay for his books and bar bills transformed into a bonafide career.

More than 35 years later, John is thriving in the insurance business and the Southwest Florida community. His career has taken him all over the country, but one thing remains steady: his commitment to coming through for his clients and team members.

PUTTING THE PIECES TOGETHER

John's insurance career began with Chubb, one of the world's largest publicly traded property and casualty insurance companies. Chubb's U.S. headquarters was previously located in John's home state of New Jersey, and they were the biggest employer in town. John began as an intern, but

his role soon expanded. He went full-time after graduating from college, beginning his longstanding insurance career.

Over the ensuing decades, John rose through the ranks and took on varied roles within the industry. He spent 10 years in various underwriting and marketing positions with Chubb, then moved to AIG, Fireman's Fund, Frank Crystal, and ACE Insurance Co.

"While working for ACE Insurance Company, which has an annual senior tour golf event in Naples, I fell in love with Florida," John reflects. "I came down for six years in a row participating in that tournament when I realized, 'Why are we not living in Naples?' Our family had moved eight or nine times corporately, so we made the move in 2011."



IT'S ALL ABOUT THE PEOPLE

Although John loves insurance, for him, the business has always been about relationships. When he moved to Naples, he capitalized on the opportunity to further center his values, leaving the corporate environment and transitioning into insurance consultation.

"I wanted to work here in Naples and raise our two daughters here," John explains. "I wanted to build a business that would become a part of the community."

John was a licensed insurance broker and served as SVP, Private Risk Services with Gulfshore Insurance. In 2016, Stone Point Capital recruited him to serve as CEO of BridgePoint Risk Management, a national insurance agency with approximately 100 employees in five states. After successfully selling BridgePoint in December 2020, John eagerly co-founded Sentry Insurance Advisors alongside his partner, Josh White, in

2021. Now, John and Josh are rebranding the agency to TailoredRisk Insurance Advisors.

BUILT ON DOING THE RIGHT THING

TailoredRisk Insurance Advisors is built on a people-first approach to business.

"We truly appreciate the many local professionals who introduce their customers to our agency. We receive referrals from attorneys, REALTORS®, wealth advisors, accountants, and the like. It's a relationship business for us," John explains. "When they refer customers to us, their reputation is on the line. They want to be confident that we will tailor the best insurance solutions for each unique client they introduce us to. If we don't deliver, it not only looks bad on us, but for the partner too. We take that seriously. We want to make sure their trust and confidence is well earned by delivering custom solutions and personalized service for each client they entrust us with."



BEYOND THE OFFICE

John Paolini and his wife, Nicole, a mortgage lending professional, have two adult daughters. "I'm a big family values guy. We're blessed to have great friends. I love cooking and entertaining friends at our home. I enjoy ending most days with a bourbon and a cigar, appreciating all we are working to build."

John is committed to building an agency with five things in mind: community, family, clients, team-mates, and local business partners. He believes if he concentrates on those five groups, everything else will take care of itself.

"We are not trying to build the largest agency in town. We simply want to serve those five groups really well. If we do that, we'll have a happy existence here in Naples. I absolutely love being here," John beams. "I'm living the second chapter of my life centered on family and fun and this fantastic community."

For more information, please visit www.tailoredriskia.com.



Josh White (left) and John Paolini (right)



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Feeling BURNOUT?

Recognize the Signs & Reclaim Your Power By Carlene Marie



In our fast-paced, goal-oriented society, high performers often find themselves running a race with no finish line. Driven by ambition and the desire for success, they might push themselves relentlessly, often at the expense of their well-being. This pursuit can lead to burnout, a state of emotional, mental, and physical exhaustion caused by prolonged stress and overwork. Recognizing the signs of burnout is crucial to maintaining your health and continuing your path to success.

UNDERSTANDING BURNOUT IN HIGH PERFORMERS

Burnout isn't just about feeling tired or stressed; it's a chronic condition that gradually erodes your passion, enthusiasm, and capacity for joy. For high performers like yourselves, burnout can be particularly insidious. Your resilience, drive, and ability to handle stress can make it harder to recognize when you're overextending yourself. The very traits that make you successful, such as perfectionism, a strong work ethic, and a high level of commitment, can also make you more susceptible to burnout.

SIGNS OF BURNOUT

1 Emotional Exhaustion: You might start feeling drained, even after getting adequate rest. There may be a lack of enthusiasm for your work or life in general, feeling emotionally depleted and unable to recharge.

2 Reduced Performance and Productivity: Despite working long hours and putting in extra effort, you may find your productivity slipping. Concentrating, making decisions, or completing tasks efficiently becomes a struggle. This decline in performance can lead to frustration and a sense of inadequacy, further perpetuating the cycle of burnout.

3 Detachment and Cynicism: You may develop a negative, detached outlook, becoming cynical about your work, colleagues, or even yourself. This sense of detachment can manifest as a loss of passion for activities that once brought you joy and satisfaction.

4 Physical Symptoms: Burnout often manifests physically with symptoms like headaches, digestive issues, sleep disturbances, and a weakened immune system. You might ignore these signs, believing you can handle anything, but these symptoms are your body's way of signaling that it's time to slow down and take care of yourself.

5 Decreased Satisfaction: Burnout can cause a diminished sense of satisfaction in both your personal and professional life. You might find that despite achieving your goals, you feel unfulfilled or unsatisfied, leading to questions about your purpose and feelings of disillusionment with your achievements.

MINDPOWER: PAIN MEANS PAY ATTENTION

In my Mindpower coaching philosophy, pain is a powerful signal. It means "Pay Attention." It's your unconscious mind revealing what needs to come to the surface, to your awareness. This pain can also indicate where you're not aligned with yourself and may persist until you make a change. It's an invitation to pause and reflect on what your body and mind are telling you. When you feel that persistent ache or nagging thought, it's your inner wisdom guiding you to recognize areas where you might be straying from your true path or overextending yourself beyond healthy limits.

RECLAIMING YOUR POWER

As a high performer, recognizing these signs early and taking proactive steps to address burnout is crucial. Here are some practical strategies you can implement to reclaim your energy and realign with your true self:

1 Practice Self-Awareness: Start by tuning into your body and emotions. Pay attention to feelings of fatigue, stress, or disconnection. Take a moment each day to check in with yourself through mindfulness practices like deep breathing, meditation, or journaling. Ask yourself, "What do I need right now?" and allow yourself to listen to the answer without judgment.

2 Establish Clear Boundaries: Protect your time and energy by setting healthy boundaries. This might

mean saying no to additional projects that could overwhelm you or creating specific times for work and rest. Remember, boundaries are not about restriction but about creating space for what truly matters to you.

3 Engage in Restorative Activities: Reconnect with activities that bring you joy and replenish your energy. Whether it's spending time in nature, engaging in a creative hobby, or simply taking a long bath, make time for what nourishes your spirit and recharges your body.

4 Realign with Your Values: Take some time to reflect on your core values and assess whether your current path aligns with them. When we stray from what truly matters to us, burnout is more likely to occur. Realigning with your values can provide a renewed sense of purpose and direction.

5 Seek Support: Remember, you don't have to navigate burnout alone. Consider reaching out for support from a coach or therapist who can offer guidance and strategies to help you manage stress, build resilience, and achieve your goals sustainably.

As Oprah Winfrey wisely said, "You can have it all. Just not all at once." Embrace the power of pacing yourself, honoring your limits, and choosing alignment over achievement at all costs. By paying attention to the signals your body and mind give you, you can prevent burnout and sustain your passion, energy, and joy in both your personal and professional life.

Remember, true high performance is about thriving, not just surviving. It's about creating a life where success and well-being coexist, allowing you to live fully and authentically.



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.

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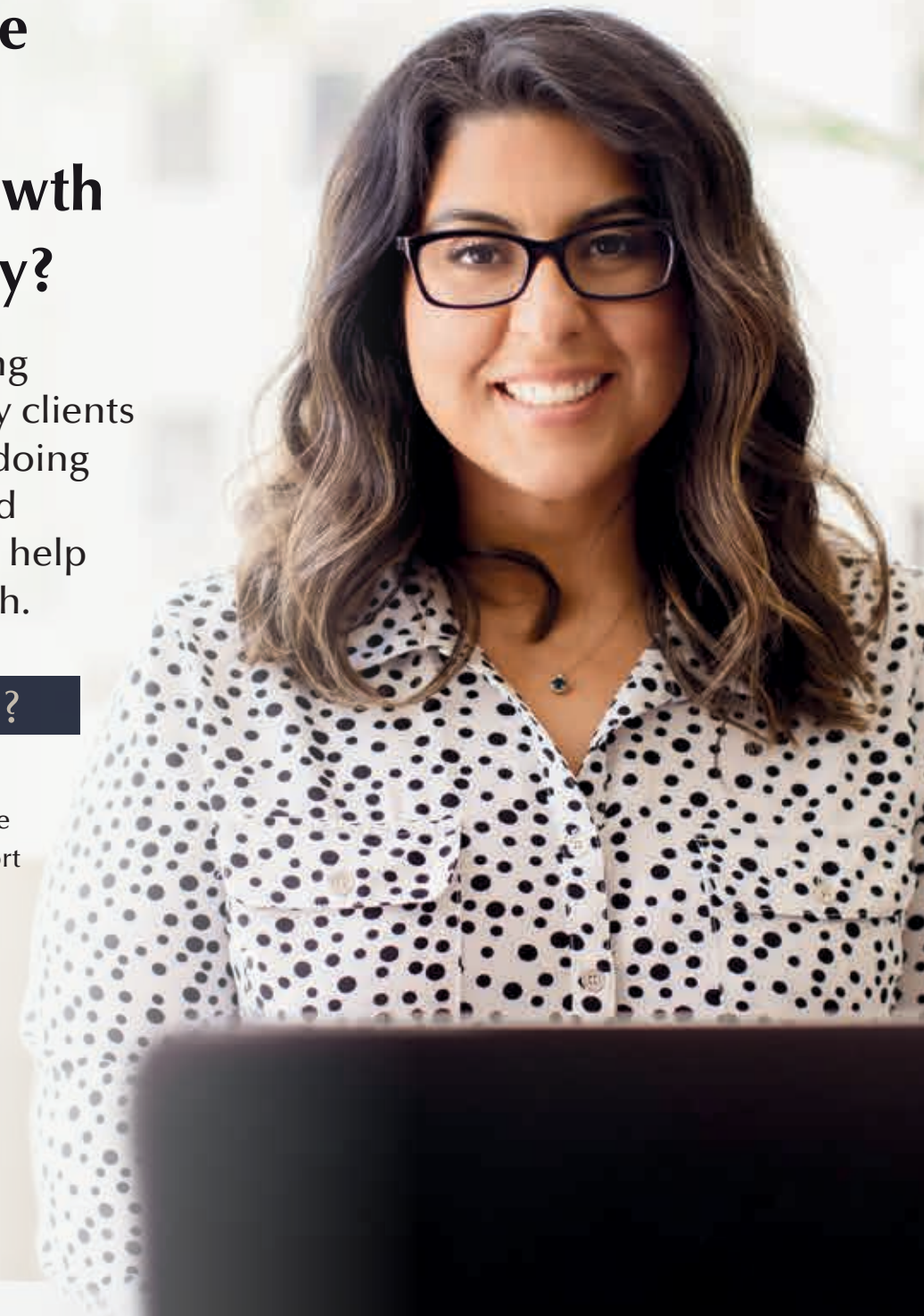
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TRACY

LeBaron

By Zachary Cohen
By New Frame Photography



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Leading with Authenticity

Since launching her career in 2014, Tracy LeBaron has been on a mission to build her real estate business with authenticity and genuineness at the forefront. Over the last year, Tracy has rediscovered spirituality and purpose, and she's now working to incorporate those elements into her business.

"The next step is finding deeper joy in this work," Tracy says. "The love, for me, comes from the connection with the client and the opportunity to be creative. So that's what I'm setting out to do."

One way Tracy brings her passion for creativity and connection into her work is by leaning into her love for staging and design. She's on the precipice of opening a staging and decorating company that will be used exclusively for her real estate clients. This new venture will allow her to transform homes into captivating spaces that appeal to potential buyers, enhancing the overall marketability of the properties she represents.

"The creative outlet brings me to life. I love making a home beautiful and figuring out how it will

sell best," Tracy beams. "Staging allows me to highlight a home's best features and create an emotional connection with the sellers and buyers. It's about creating a vision that helps buyers see themselves living in the space."

The Road Home

Tracy was born in New Jersey and raised in Louisiana. She has fond memories of her childhood: good food, good people, and a down-to-earth lifestyle. This set the stage for a life centered on connection and service.



Tracy LeBaron is a Realtor with John R. Wood Properties.

“
THE LOVE, FOR
ME, COMES FROM
THE CONNECTION
WITH THE
CLIENT AND THE
OPPORTUNITY TO
BE CREATIVE.”

Upon moving to Naples, Tracy became the first person in her family to own a home. It was a big deal for her, foreshadowing her eventual entry into real estate sales. Before becoming a REALTOR®, she spent many years working in a salon as a manicurist.

“I loved working for myself as a nail tech,” Tracy recalls. “I had studied psychology, and I became a confident sounding board to every person who came to me for their nail appointment. Clients came to love and trust me.”

At 40, Tracy realized it was time for a change of career. A friend had passed away, leaving Tracy her house and the guardianship of her

husband, who had Alzheimer’s. When Tracy went to sell that home, it hit her — real estate would be the perfect career choice.

“I had all these clients who loved me and trusted me with all their deepest, darkest secrets, but how was I going to get their husbands to sell a home with a manicurist who is now a Realtor?” Tracy reflects. “That was my biggest challenge, but it worked.

“One of my nail clients was my first client. They trusted me to list a million-dollar property in Pelican Bay. A developer bought that property, and they loved that I was genuine, so I became their Realtor. From there, my business took off.”

“
I BECOME THE
PERSON THAT MY
CLIENT NEEDS BY
LISTENING AND
CARING.”





Fueled by her passion for design, Tracy LeBaron is set to launch a staging company for her real estate business.

Living in Gratitude

Today, Tracy remains with John R. Wood Properties, the same brokerage she began with a decade ago. She has worked hard to build her career and become a top agent. In 2024, she's tracking to close \$20 million.

"My keys to success are simple," Tracy explains. "I'm really genuine, and I'm a really good listener. It doesn't matter if I'm working with a high-powered executive or a widow who needs emotional support to sell her lifelong home. I become the

person that my client needs by listening and caring."

Tracy has also found a passion for mentoring up-and-coming agents. Helping younger agents succeed is one of her greatest joys in real estate.

"I do it with joy because I know I'm making people's lives better," she smiles. "I'm always asking myself, 'What's one thing I can do today to better myself or make someone else feel special in this world?'"



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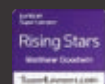




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By Zachary Cohen
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JOHN PRETE

HouseMaster

BEST IN CLASS

For John Prete and his team at HouseMaster, relationships come first. Since John took over HouseMaster of Naples in 2003, he has made relationships his number one priority, treating his clients and partners with kindness, honesty, and respect. This focus has been a winning method, helping him become the number one HouseMaster franchise.

“That didn’t happen overnight, and it didn’t happen by luck,” John says proudly. “It’s been 21 years of working at it, grinding, bumps, and bruises. Many great things have happened. I want to continue to grow. We have a great formula and a great company.”

POSITIVE PARTNERSHIPS

John’s father, Jack, previously owned the HouseMaster franchise in Naples. Jack was diagnosed with cancer in the late ‘90s, leading him to step back from the business’s daily operations and focus on his health.

“When he got back to it, he decided life was too short, and he’d rather be playing more golf at 70,” John reflects. “I had just

finished my MBA, and he said, ‘If you’d like to consider moving to Naples and giving this a try, let’s work something out.’”

In 2003, John took over the business operations. Since then, he’s fallen in love with the inspecting business. He strengthened the HouseMaster brand and helped make it one of Southwest Florida’s go-to home inspection providers.

To further this mission, John has been a dedicated supporter of *Real Producers* in Southwest Florida, frequently sponsoring their renowned networking events held at upscale local venues.

“I’ve said forever that my definition of success is not to meet 100 people. My definition is to get one-on-one with one, two, or three people during the night and have a good, solid conversation.

“I want to make sure REALTORS® know that I’m not the enemy. We’re not there to create a problem, and we want the sale to go through as much as you





do,” John shares. “After 21 years, I realize and feel their pain. I understand when you’ve worked with a client, the contract, do the negotiation ... and for us to cause a disruption in the process is upsetting to me. When someone searches for a house, we don’t want them to start all over again. We’re there to give an honest opinion about the home and help them get through the sale.”

Home inspectors are tasked with threading the needle. While they don’t want to blow up transactions, they are also responsible for providing an honest report on the home’s condition. John has perfected the art of balance; he is committed to providing the client with an honest, transparent assessment of the house and helping to ensure the deal goes through. As a licensed general contractor, he has the knowledge to help a client understand the inner workings of their home, as well as the scope of any challenges that do pop up during an inspection.

“When you see a problem, I’m happy to explain it to you,” he continues. “We want to speak honestly, follow up with calming language, and tell them, ‘This is normal. We see this all the time.’ We have the knowledge and experience to guide them through concerns, but we don’t back down from honest evaluation and reporting.”



John Prete assumed ownership of the Naples franchise of HouseMaster from his father in 2003.

“
We want
the sale to
go through
as much as
you do.
”

ALWAYS AVAILABLE

John has an intimate understanding of the real estate world, so he knows how important it is to prioritize responsiveness.

“One of the things that separates us starts with a phone call — to either engage us or ask about an inspection. I have two full-time people in the office. They answer that phone after hours, on weekends, and on holidays. I want people to know we are here. If there’s a problem or you need to get in touch, we’re here,” John explains.

All of John’s inspectors are employees, not independent contractors. That means they have more accountability and, thus, give better service. They also have general liability insurance and workman’s comp.

John and his team continue to work for the client after the sale. If there is an issue arising from the inspection, they’ll stand behind their work and do what they need to fix anything that’s missed.

“The inspection is three parts — before, during, and after,” John explains. “We give great service every step of the way.”

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5 Simple Tips to Stage Homes for *Max Value*

LUXURY IS IN THE DETAILS

By Luxure Lifestyle

Staging a home effectively is key to attracting potential buyers and maximizing sales value. A well-staged home allows buyers to visualize themselves living in the space, making it more appealing and likely to sell faster. The goal of staging is to enhance the home's features while creating a welcoming and aspirational environment. From decluttering to strategic use of decor, staging can highlight the best aspects of a home and encourage higher offers.

- 1

Welcoming Entry: Add a console table, a vase with flowers, and a mirror for a great first impression, & making the space feel spacious.
- 2

Lighting: Switch out dated light fixtures with modern ceiling, table, and floor lamps.
- 3

Depersonalize: Remove personal items to allow potential buyers to envision themselves in the space.
- 4

Neutral Colors: Neutral tones in paint, decor, and furniture to appeal to a wider range of buyers.
- 5

Textures: Use crisp white linens and add layers of pillows & throws with textures in neutral tones.



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cover story

By Zachary Cohen
Photos by Michelle Reed



MARC GALANTO & JUDY KEMBLE

One Vision, One Mission

Marc Galanto and Judy Kemble may come from different backgrounds, but their values and approach to real estate align perfectly. The pair first teamed up in 2015, forming the Naples Luxe Property Group with John R. Wood Christie's International Real Estate — a group that is now one of Naples' best.

Marc and Judy are always willing to go above and beyond for their clients, whether vacuuming before a house showing or sending a qualified referral. The most essential part of their business is their focus on building relationships. Marc and Judy treat every client like family.

“Our partnership has thrived and grown because we are not only partners but friends,” Judy shares.

TOGETHER AS ONE

Judy began her real estate career in 1983 while living in the Chicago suburbs. She worked for a developer focused on custom home building early in her career. When she moved to Naples in 1999, she transitioned into traditional residential real estate sales.

“I hate the cold. I always said after my last child graduated from college that I was moving to a warm state, and I have family here in Southwest Florida. So that’s what I did,” Judy reflects.

Marc began his real estate career in his home state of Connecticut in 2008 after many years in the

restaurant industry. Encouraged by a friend to leave the hustle and bustle of managing restaurants for the greener pastures of real estate, he launched his career amid a global recession. But that didn’t stop him from steadily growing his business through 2014 when he moved to Naples.

“I never wanted to do it in a traditional office setting; that didn’t appeal to me. I liked having personal interactions and getting to know people in the restaurant industry, so I parlayed my strengths in the service industry to a different service — real estate,” Marc reflects.

“After my folks purchased a place here in 2012, I moved to Naples. I saw real estate was doing better than in Connecticut, and I also wanted to get away from the cold winters.”

When Marc’s parents purchased a vacation home in Naples in 2014, Judy was their REALTOR®. Marc relocated to Florida, connected with Judy, and they began their professional partnership the following year.

Top producers Marc Galanto and Judy Kemble co-founded the Naples Luxe Property Group with John R. Wood Christie’s International Real Estate in 2015.



A COMPLEMENTARY PAIR

Marc and Judy have been thriving together for nearly a decade. While their skills are different, their values and approach to real estate are perfectly aligned.

“Quite honestly — and this is the absolute truth — there is nothing that doesn’t work,” Judy says proudly.

“We each complement each other in different areas,” Marc adds.

When Marc landed in Naples, Judy had already been here 15 years. She was more familiar with the communities, neighborhoods, and lifestyle, while Marc didn’t yet know the ins and outs. Her expertise helped him jumpstart his real estate business and gain more confidence.

On the other hand, Marc’s technical aptitude has helped Judy. He’s led the way in guiding their business through more modern marketing programs, thus growing their referral streams.

“But our philosophy is very similar when it comes to how we treat our customers,” Marc says. “We share the same core values and ethical beliefs. We always want to put our customers first.”

Marc and Judy pride themselves on serving clients at any price point. While many local Realtors only focus on higher-end listings, Marc and Judy will serve any client who trusts them. That approach has worked well for them, culminating in a 21-transaction, \$41.2 million year in 2023.

“We’ve been so blessed with so many customers who have continued to refer their friends and relatives. We don’t go searching for business; it just comes to us through referrals. The market here is a strong market. There is a strong demand here,” Judy explains.

“The most success for us is nurturing relationships with past and current clients. They are our number one champions, sending us business and referrals. So we just focus our time and money on that. For us, the legacy we want to leave is, there is nothing more important to us than the people we work with.”

“Quite honestly — and this is the absolute truth —
**THERE IS NOTHING THAT
DOESN'T WORK.**”



Prior to joining forces, Judy Kemble was Marc Galanto's parents' Realtor.

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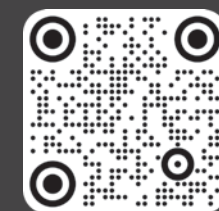
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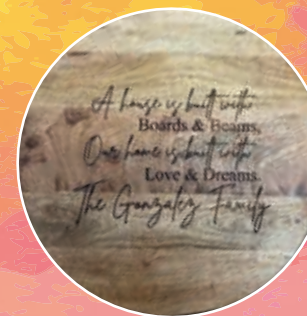
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