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If you are interested in nominating REALTORS® to be featured in the magazine, please email Wendy@RealProducersKBTeam.com.

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NOTE

PUBLISHER'S

Hello November, the Season of Gratitude!

As we welcome November, there's a crisp chill in the air and a sense of anticipation as the holidays approach. This is the month of gratitude, a time to reflect on all the blessings we've received throughout the year and to express our appreciation for the people and moments that have enriched our lives.

November is also a time for gathering, for cozying up with loved ones, and for savoring the warmth of home and hearth. It's the month of

Thanksgiving, a perfect opportunity to come together, share stories, and create new memories.

We're thrilled to announce our 2025 event schedule will be released soon! Stay tuned for more details—there will be fantastic opportunities to connect, learn, and grow together.

A warm welcome to our newest preferred partner, **With Heart Coaching, TD Bank, and Ryan Fuhs Videographer!** We're delighted to have them join our community and look forward to many fruitful collaborations.




Kristin Brindley
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As we move through November, let's keep this quote in mind: "Gratitude turns what we have into enough." Here's to embracing thankfulness and cherishing the abundance in our lives.

Wishing you all a November filled with warmth, gratitude, and joyful gatherings. Happy November, everyone!

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John T. Swartz, Jr.

It is with a heavy heart that we remember John T. Swartz, Jr., a dedicated family man, a beloved friend, and a cornerstone of our real estate community. As the co-leader of Premier Property Group with his wife, Lindsey, John's legacy is one of passion, resilience, and unwavering commitment to excellence. Known for his entrepreneurial spirit that started young and a dedication that earned him prestigious awards, John was more than a top-producing REALTOR®; he was

an inspiration. His work, alongside Lindsey, shaped futures and set standards, making a lasting impact on both his clients and team.

John's life was filled with love—for his family, his team, and the Philadelphia Eagles. His strength, humor, and devotion to those he loved will be forever remembered. We extend our heartfelt condolences to Lindsey, their children Avé and Jack, and all who were touched by his life.



partner spotlight

By George Paul Thomas
Photos by Chris Kellyman

CARLO VITALE VITALE INSPECTION SERVICES



Inspecting for the Future

Carlo Vitale is a man who not only envisions dreams but transforms them into reality. As the proud owner of Vitale Inspection Services, Carlo has been on a relentless pursuit of excellence since 2011, crafting a legacy with his innovation and deep commitment to clients as well as the community.



Early Roots

Carlo's venture into inspections and construction was a family affair. He studied architecture for a year, but his heart always led him back to construction.

"The construction industry was always in my life," Carlo recalls. "My

father's 40-year-long career as a contractor provided the foundation for my passion."

After working alongside his dad in the construction business for several years, the market slowed. Carlo finally decided to take the opportunity to plunge into the inspection industry, which turned out to be his true calling.

"I really loved it," Carlo admits. "What got me into it was a push from my father, Felix, and my mother, Maria, telling me you need to get out there and do what you really love.

"I loved talking to people and walking them through their homes. And it just went from there, and we started growing."

Always Available

Vitale Inspection Services stands out in the industry because of its exceptional communication and the comprehensive range of services it offers.

"The best thing that I would say sets us apart from other

businesses is our communication and our passion to give back to those who need it. Not only are we with you through the entire process, but we ensure that a portion of each inspection is dedicated to various charities and organizations monthly and throughout the year," Carlo notes.

Beyond residential and commercial inspections, the company excels in radon testing, wood-destroying insect inspections, sewer line inspections, invasive stucco inspections, mold testing, levels one and two chimney inspections, and lead inspections. It even offers drone services with FAA-certified inspectors.

"We want to make sure that the REALTORS® and buyers have their

community-driven one-stop place where they only need to go," Carlo adds.

Carlo understands top-producing Realtors are busy and ensures they get their undivided attention from him and his 20 employees.

"We are there when anyone needs us," Carlo affirms. "We pick up the phone, and my team is dedicated to scheduling inspections when needed and providing ongoing support throughout the transaction and beyond."

On the Horizon

In an ever-evolving industry, Carlo has witnessed plenty of significant changes over the last 14 years. He envisions a future where pre-listing inspections become more prevalent, making the



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 THE YEAR.**

selling process smoother for both agents and homeowners.

“As the market changes, sellers are going to have to be aware of what’s going on in their home and be ready to repair it before a buyer comes in,” Carlo predicts.

Carlo’s commitment to giving back to the community is as strong as his vision for the future. He established the Happy Smiles Foundation, a 501(c)3 charitable organization, in 2019, founded with kindness as its cornerstone. Through charity events, food and toy drives, anti-bullying campaigns, and support for various causes, the Happy Smiles Foundation is deeply involved in the community.

This past year, Happy Smiles Foundation has grown in its efforts to partner in a much larger capacity than the last few years. They held their first formal “themed” fundraising event, held their third annual golf outing, and sponsored and co-hosted events with the likes of multiple groups and like-minded organizations. They continue to plan and execute unique and family-oriented events to be able to give back on a larger scale than they could ever imagine.

“One kind word and one kind act can change somebody’s day or even life,”



Carlo remarks with a smile. “Each month, we donate a portion of each of our inspections to a different charity through our Happy Smiles foundation.

“We’re currently located in Robbinsville, and we just purchased a building in Hamilton. So we’re going to be moving one town over there within the month,” he continues. “It will be able to house not only Vitale Inspection Services but also our umbrella company Vitale+, which will include our handyman service, Home Services +, chimney services with Vitale Chimney Division, and Happy Smiles all under one roof.”

Looking forward, Carlo envisions not just a building but a grand symbol of his long-term perspective. This new structure will not only serve as his company’s base but will also become an educational space for the industry.

“I want to make sure that my employees have jobs and are able to grow their families,” Carlo explains. “That’s one of the most rewarding things for me as an owner.”

To learn more about Vitale Inspection Services and how they can help you and your clients with all your inspection needs, visit them online at WWW.VITALEINSPECTION.COM or call 609-751-8048.



FAMILY LIFE

Carlo’s close-knit family includes his wife, Katy, and their seven-year-old twins, Leo and Valentina.

The Vitale family cherishes traditions, from making homemade wine to crafting dried sausage and sauce.

“We have a lot of traditions,” Carlo explains. “It keeps us all together and gives us a chance to see each other.”

Giving Back Special Issue: THE RIPPLE EFFECT OF KINDNESS



South Jersey Real Producers is proud to highlight the inspiring stories of agents who are not only leaders in real estate but also in their communities. These individuals have gone above and beyond in their charitable efforts, dedicating their time, resources, and hearts to causes that make a real difference. From supporting local organizations to creating lasting change, they exemplify what it means to give back. We are honored to share their journeys and celebrate their commitment to making the world a better place, one act of kindness at a time.

Thank you for your dedication and for showing that real impact comes from caring for others!

Ripples of Change: Shawn Yunker 5 Years of Giving Back



A Message to Others: Shawn encourages others to get involved, whether through fostering or supporting rescue efforts. “If you are able to help, do it. There are bigger things than us, and animals are dying for our help,” he says.

Legacy and Motivation: Inspired by his own pets and the incredible work done by Philly Rescue Angels, Shawn is motivated to continue his involvement. His goal is simple but powerful: “If you can make a difference, do it.”

He believes that giving back to animals in need is one of the most rewarding things anyone can do.

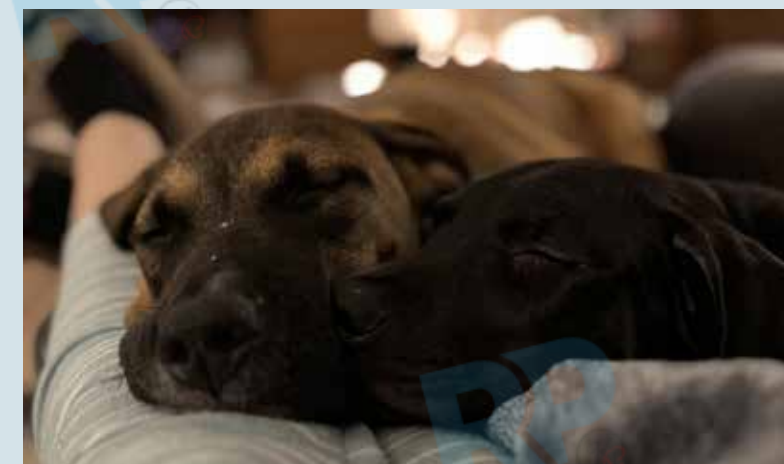
How You Can Help: To support Philly Rescue Angels and their mission to rescue dogs, visit <https://phillyrescueangels.org/>

Inspiration to Give Back: Shawn Yunker has spent five years in the real estate industry, but his heart has always been drawn to charitable causes, particularly animal rescue. “I’ve always had a soft spot for dogs, especially seeing how cruelly they are treated,” he shares, which inspired him to get involved in fostering and rescuing animals.

A Personal Connection: Shawn’s first experience with charity work was fostering his first dog—but instead of taking in just one, he and his wife ended up fostering four. “Just seeing their innocence and their want for love changed everything for us,” he recalls. Since then, the couple has fostered over 15 dogs and even adopted one themselves.

Balancing Charity with Career: Shawn’s charity work seamlessly blends with his real estate career. “Helping such amazing people doing such amazing things for free just makes you want to be part of it and help in any way,” he says, adding that the experience has only deepened his desire to contribute.

Proud Achievements: Fostering dogs is a particularly rewarding aspect of Shawn’s charitable efforts. “Seeing how happy these puppies are when they get adopted, feeling loved for the first time—it changes your life,” he reflects.



Happy Smiles Foundation: Spreading Kindness, One Act at a Time

Happy Smiles Foundation: Spreading Kindness, One Act at a Time

The Happy Smiles Foundation operates on the belief that a single kind word or gesture has the power to transform not just a person's day but potentially their entire life. Driven by this mission, the organization dedicates itself to spreading kindness and positivity within the community. With the support of a passionate team of volunteers and board members who embody compassion and service, Happy Smiles leads initiatives ranging from anti-bullying campaigns in schools to creative community drives. Through these meaningful programs, the foundation remains committed to making a lasting, positive impact.

Programs that Uplift and Inspire

They collaborate with public figures and community partners to create programs that unite people through kindness. This year, they started their Hope Totes Drive, which gathers comfort items for breast cancer patients undergoing chemotherapy in collaboration with Womens Council of Realtors Mercer, Weichert Realtors-Princeton Junction, and the YWCA Princeton Breast Cancer Resource Center. Also, one of their key initiatives, the **Anti-Bullying Campaign**, has featured prominent figures such as Darryl McDaniels (DMC) of RUN DMC, reaching children across various age groups to emphasize the importance of respect and empathy. Additionally, their **Dr. Seuss Book Drive** gathers books for children in underserved communities. Last year alone, over 1,000 books were collected and distributed to organizations such as the YWCA of Princeton, Millhill Child and Family Development, and the Miracle League of Mercer.

The foundation's annual **Thanksgiving Food Drive** helps families in need by providing complete Thanksgiving dinners in partnership with Grant Chapel AME Church and the Trenton Area Soup Kitchen (TASK). With over two tons of food collected, Happy Smiles ensures that everyone has access to a nourishing holiday meal. In addition to their Thanksgiving outreach, the Happy Smiles Foundation runs an ambitious **Holiday Toy Drive** aimed at collecting 1,000 new, unwrapped gifts to benefit children in need. The foundation encourages both local and distant supporters to donate, with options for dropping off items or donating via an Amazon wishlist. Local businesses can request donation boxes



and help spread awareness by tagging the foundation (@happysmilesinc) on social media. Donors are encouraged to email Happy Smiles to anyone who wants to coordinate pickups (within 15 miles of 08691), drop-offs, or recommend families in need.

Beyond its Thanksgiving efforts, the foundation extends its charitable outreach with two additional cornerstone initiatives—the **Back-to-School Drive** and the **Hope Tots Drive**. Happy Smiles partners with local businesses to host collection boxes for the Back-to-School Drive, gathering essential school supplies like backpacks, notebooks, pens, pencils, and calculators. They partnered with Vitale Inspections and invited participants to contribute school supplies during a special event featuring a breakout session on “Avoiding the Aggravations of Home Inspections.” Attendees brought donations or used the foundation's Amazon wishlist to support local students. The goal is to ensure that children from underserved families start the academic year equipped and confident, leveling the playing field and giving every student the tools they need to succeed. On the other hand, the Hope Totes Drive gathers comfort items for breast cancer patients undergoing chemotherapy in collaboration with the Women's Council of Realtors Mercer, Weichert Realtors-Princeton Junction, and the YWCA Princeton Breast Cancer Resource Center.

Happy Smiles Foundation maintains a diverse range of programs and events aimed at making a tangible

difference in the community. By allocating a portion of their revenue, Vitale Inspection Services, an active supporter of the foundation, and Happy Smiles contribute monthly to selected charities, underscoring their mission to uplift and empower individuals facing hardships.

Community Events with Purpose

Happy Smiles Foundation holds events that foster community connection and raise funds for vital causes. They hold an **annual golf outing at Mountainview Golf Club** to raise funds for the YWCA BCRC, which supports both men and women going through breast cancer, from consultation to beyond care, by providing free and discrete programs and services.

This year, the Happy Smiles Foundation hosted its inaugural major fundraising event, **Wonka's Wonderland**, honoring community partner Dan Sczweck from the Miracle League of Mercer County. This sweetest event raised funds through generous sponsors and Golden Ticket sales, which included food, an open bar with specialty drinks, interactive entertainment by magician and mentalist Matthew Swanson, and special appearances by the Oompa Loompas! Proceeds from the event benefit the Happy Smiles Foundation's community partners. Additionally, the event celebrated their collaborative efforts and included the **“Pitch-In: A Catch with the Commish”** event, which aims to raise funds for the Miracle League. Additionally, the foundation partners with Champs



Camp, inspired by Muhammad Ali, to educate and inspire underprivileged teens. Ali's Cherry Hill home and his former training camp in Deer Lake, PA, are key locations for these initiatives.

Creative Acts of Kindness: The Red Careplane Initiative

Their newest initiative, inspired by co-founder Carlo's son Leo, is the **Red Careplane Initiative**. Participants fold red paper into airplanes, write a motivational message inside, and send it flying toward someone nearby. The recipient finds a positive note, spreading kindness in a fun, unexpected way.

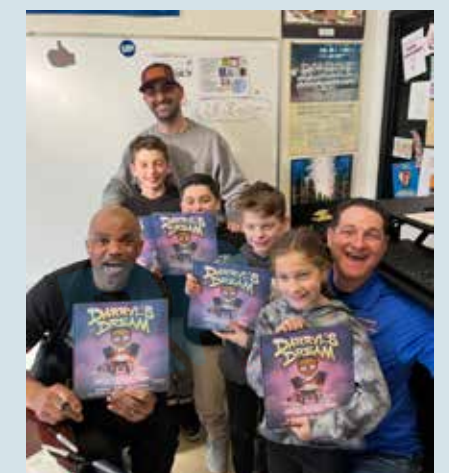
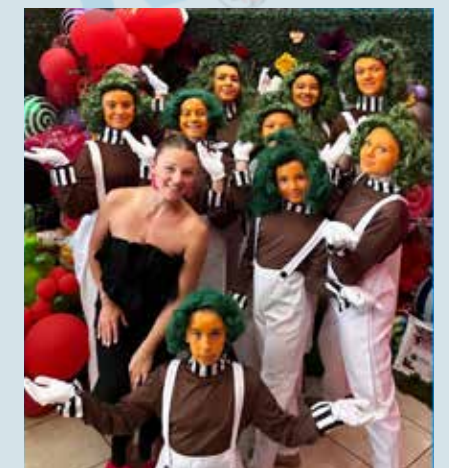
Creating Spaces for All to Enjoy

Through its partnership with the **Miracle League's Field of Dreams**, the Happy Smiles Foundation aligned with Home Services Plus and Borges Electric to construct an outdoor pavilion known as the “Happy Smiles Foundation 3rd Base Terrace.” This covered area offers spectators a comfortable, shaded space to enjoy the games. Happy Smiles volunteers frequently dedicate their time to volunteering on game day, demonstrating the foundation's commitment to fostering a strong sense of community.

The Heart of Happy Smiles

Happy Smiles Foundation strives to inspire and uplift, serving as a reminder that kindness can truly change lives. Through events, drives, and partnerships, they bring the community together to support those in need and encourage others to find joy in giving back. As they continue to expand their initiatives, Happy Smiles looks forward to creating even more smiles, spreading positivity, and embracing the power of small acts of kindness to make a big impact.

For more information on how to support the Happy Smiles Foundation and its initiatives, visit happysmilesfoundation.com or follow them on social media. To see how Vitale Inspection Services supports our community, follow @vitaleinspections on Facebook and Instagram.



► the ripple effect of kindness

Ripples of Change: Megan Balarezo 6 Years of Giving Back

Inspiration to Give Back: Megan Balarezo believes in the importance of serving her community. “It is always good to be part of something that helps improve the community,” she shares, expressing her passion for charitable involvement.

A Personal Connection: Megan’s journey into charity work was influenced by her parents’ generosity and care for others. “It helps us expand beyond our personal worldview,” she reflects. Megan is now on the board of the Perkins Center for the Arts, a place she first experienced as a child and later returned to as a teacher and board member.

Balancing Charity with Career: For Megan, balancing her real estate career with charitable commitments is all about planning. “How do we balance anything in life? Put it on the calendar!” she explains. Scheduling events and meetings in advance helps her manage her time effectively.

Proud Achievements: One of the most rewarding aspects of Megan’s involvement with the Perkins Center for the Arts is witnessing the joy it brings to the community. “Seeing the joy on people’s faces at an event, and knowing I’m part of that, is incredibly rewarding,” she says.



A Message to Others: Megan encourages real estate professionals to get involved in charitable activities. “We give a lot of time to our clients, but we also get paid well and should support causes that are close to our hearts,” she advises.

Legacy and Motivation: Megan’s charitable work is rooted in her love for art and personal discovery. “Don’t lose touch with your roots and what makes your heart happy,” she says. For Megan, it’s vital to make time for play, joy, and self-expression, which is why she’s so dedicated to supporting the arts in her community.

How You Can Help: To support the Perkins Center for the Arts and its mission to provide creative programming for all ages, visit <https://perkinsarts.org>.

Ripples of Change: Linda Marotta & The Giving Club 21 Years of Giving Back

Inspiration to Give Back: Linda Marotta’s charitable journey began through her involvement with her church. “I do a lot of charitable work with my church, and seeing the huge thankfulness from the people helped inspire me to do more,” she shares.

A Personal Connection: Linda has always donated to different charities, but a turning point came when she felt a calling to combine her love of cooking with her charitable efforts. “One Sunday, when I was leaving work, God told me to call my coworkers who also cook and ask them to get involved with a cookbook project,” she recalls. The cookbook initiative has since raised significant funds for charity.

Balancing Charity with Career: Linda credits her organizational skills and the support of her team of seven other realtors for helping her manage her professional and charitable commitments. “I’m organized, and I have seven other organized realtors that help!” she explains. The Giving Club is a group of eight South Jersey Realtors representing various companies who came together to give back to the communities where we serve and live.

Proud Achievements: One of Linda’s proudest achievements is creating the cookbook with her

fellow realtors, which raised over \$35,000. “We had no idea how to put together a cookbook, but we got it done,” she beams. The proceeds allowed them to fill six food banks and provide full turkey dinners for 420 families at Thanksgiving.

A Message to Others: Linda encourages other real estate professionals to get involved in charitable work. “Do it!” she says, emphasizing the ease with which her group, The Giving Club, made a difference.

Legacy and Motivation: Linda’s motivation to give back stems from her own experiences growing up. “I grew up without a father, and my mother struggled to raise us. I always said when I was little that I would work hard and be in want of nothing when I got older,” she reflects. She hopes to leave behind a legacy of action and determination: “The Giving Club got things done.”

How You Can Help: To support The Giving Club’s charitable work and learn more about their efforts, contact one of the members.



Lisa Ann Payne, Suzanne Cunningham, Janet Passio, Kristin Cregan, Linda Marotta, Linda Carbone, Lorena Lacobone, Colleen Dorrego

Ripples of Change

We proudly highlight real estate professionals and preferred partners who are making waves through their charitable efforts. These individuals go beyond the call of duty, dedicating their time and resources to causes that matter. Their commitment to giving back creates ripples of positive change in our community, and we are excited to share the impact they are making.



“After my dad passed away just 50 days after being diagnosed with MDS cancer, I made a commitment to host biannual blood drives through the American Red Cross. Each event averages 35 units of blood, potentially helping up to 105 hospital patients with every drive. I have been a member of the Richwood United Methodist Church in Richwood, NJ, for 25 years and have proudly served as a volunteer on the Church Council for the past seven years. Additionally, I am a certified Baby Cuddler and volunteer in the NICU at Inspira Hospital Network.”
— Amy Reuter, Berkshire Hathaway Fox & Roach



“I support LGBTQ+ and veteran organizations.”
— Timothy Belko, Berkshire Hathaway HomeServices Fox & Roach REALTORS®



“We proudly lend our support to local small community charities, as well as to Catholic Charities.”
— Ashley Knecht and Erin Cinalli, Keller Williams Realty



“I’m a sponsor for my daughter’s dance team at ZZ dance, and my donations go to the Make-A-Wish Foundation. I also volunteer for the JFCS (Jewish Family and Children’s Service) by helping with their fundraiser event.”
— Lori MacHenry, Weichert Premier



“When it comes to giving back, I have an ongoing drive to support autism groups. That is near and dear to our hearts. I also volunteered with the BookSmiles.org group — a nonprofit that collects children’s books and donates them to those in need. I also volunteer with my dog, who is a certified therapy dog, to visit the elderly.”
— Amy Rossano, Amy Rossano Group



“I serve as a committee member of the Marine Corps-Law Enforcement Foundation (MC-LEF), reflecting my commitment to giving back. The foundation establishes educational accounts for children who lose a parent serving in the Marine Corps, Navy Corpsman, or as a Federal Law Enforcement Agent.”
— Marc DiFrancesco, Prime Realty Partners



“As a proud supporter of both Puzzle Pieces Squared and Stand Up Survivor, I believe in the power of community and the impact we can make in the lives of those facing challenges. Puzzle Pieces Squared is dedicated to helping families with children on the Autism spectrum by providing essential financial support for therapies and services that enhance their development. Stand Up Survivor, meanwhile, is focused on empowering survivors of domestic violence through education, advocacy, and resources that help them rebuild their lives. Both organizations are creating brighter futures for those in need, and I’m honored to support their missions.”
— Connie Curci, RE/MAX of Cherry Hill / Preferred



“RE/MAX is involved with the Children’s Miracle Network.”
— Valerie Archer Belardo, RE/MAX at Home



“I am involved in my church with a clothing drive every year for women who need clothes for work. I also do some ministry work with the church.”
— Nicole Peranteau, REAL



“I founded SNJ Next, a nonprofit organization aimed at introducing young professionals to career readiness, entrepreneurship, and volunteerism. As a member of the Board of Education for Monroe Township Public Schools and the founder and president of SNJ Next, I support these organizations to serve my community.”
— Quandell Iglesia, Real Broker, LLC



“Shawn contributes to KW Cares, underscoring his commitment to giving back.”
— Shawn Yunkers, Keller Williams



“I’m with a nonprofit called Sports Unity. I have been there for about ten years, and it’s an organization where I teach kids with special needs how to play sports. I coach every sport throughout the year. Like I said, I’ve been doing this for about ten years now. Baseball. Basketball. Football. Soccer. Kickball. Volleyball. Track, you name it, we play it. I also coach in-town basketball for the town’s mainstream high school league.”
— Dante Casella, Pat McKenna brokered by eXp Realty



“We donate to several local charities anonymously. We also sponsor youth sports organizations.”
— David Ralic, Society Real Estate



“My team and I actively participate in numerous local charities. I am very involved with my nieces and nephews, donating several times a year to support their school activities and sporting or drama events. I love taking part in local community events, and you can often find an EXP Realty table set up as part of our sponsorship. I frequently donate baskets to local charity events. I’ve hosted a community shredding event at my office in Buena and, most recently, organized an ‘Ice Cream Friday’ every Friday in July, offering complimentary ice cream to the local community and our clients.”
— Carlo Drogo, EXP Realty



"I support my community as the vice president of the Gloucester City Irish Society, a local nonprofit organization that volunteers, donates, and gives scholarships to students from the two high schools in town."

— Kevin Brown, Keller Williams Realty Cherry Hill



"I support various organizations that focus on helping children overcome their circumstances by donating and sponsoring events."

— Garnett Briscoe, Keller Williams Realty



"I support organizations such as Fellowship of Christian Athletes, Pride Paws in Medford, and Kids Care."

— Jeff Baals, Keller Williams Realty



"In the spirit of giving back, my team and I collect food for Kings Things in Swedesboro, a charitable initiative that helps distribute food to those in need, reflecting our commitment to making a positive impact on our community."

— Haley De Stefano, Keller Williams



"I support my local community by being part of a women's nonprofit organization/dragon boat team that raises money for various charities every year."

— Kristin Fernandez, Garden Realty



"I support FAM Academy, an organization that helps educate and support children in the community."

— Stephaun Perkins, Better Homes and Gardens Real Estate



"I am actively involved in supporting organizations and charities such as the Waterford Township Board of Education and multiple animal rescues."

— Jay Galante, Hometown Real Estate Group



"I support the Gift of Life organization. My dad had a kidney transplant in 2011, and I learned the importance of being a living donor."

— Stephanie Krawiec, Keller Williams Realty Cherry Hill

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SOUTH JERSEY Real Producers' SEPTEMBER MAGAZINE PARTY

SEPTEMBER 19, 2024

The *South Jersey Real Producers Magazine* Party was truly amazing! We want to extend our sincerest appreciation to our features and partners for being a part of it. It was a pleasure to host this exclusive gathering at Blaise Menzoni's beautiful property, and we hope everyone enjoyed celebrating with us in such a stunning setting.

Her stunning photos perfectly reflect the essence of the celebration.

Thank you again for being part of this remarkable event and for your ongoing contributions to our Real Producers community. We look forward to celebrating more achievements together and continuing to grow as a collective of passionate professionals.

The event was a resounding success, and we are immensely grateful for the support of our featured agents and esteemed partners. Your involvement adds a special significance to everything we do, and we truly appreciate your continued partnership.

Wishing all of you continued success and prosperity.

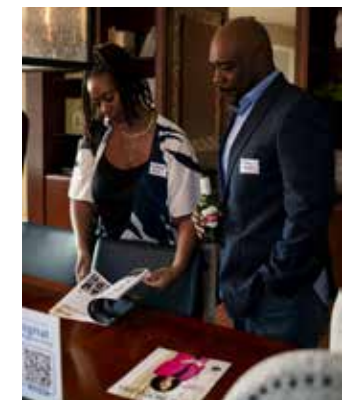
For more information on all South Jersey Real Producers events, please contact us at info@southjerseymag.com

A heartfelt thank-you to our amazing partner, Nation One Mortgage, whose contributions played a pivotal role in making this event such a success. We couldn't have done it without your support!

**Magazine parties are smaller gatherings where we celebrate all of the rock-star agents who have graced our pages in the past few months.*



We also want to express our gratitude to Michelle Douthott for capturing the evening's most memorable moments.





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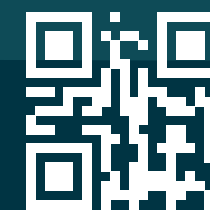
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