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Cover Story: Bryan Keane & Bryan David Keane

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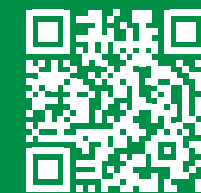
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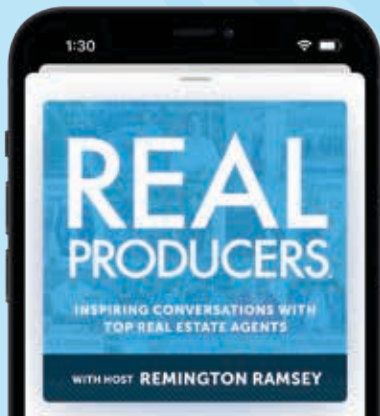
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►► publisher's note

OCTOBER: Setting the Stage for Year-End Success

Dear Real Producers of Fort Myers,

As October arrives and the busy real estate season ramps up in Southwest Florida, we're not just shifting gears; we're entering the critical fourth quarter of 2024. This month offers a chance for reflection and anticipation, much like the journey of every top-performing Real Producer in our vibrant Fort Myers real estate community. It marks our final push of the year, bringing renewed focus and energy as we assess our progress and prepare for a winning finish. October is a crucial time to consolidate our achievements and strategically position ourselves for end-of-year success, both professionally and personally.

With our inaugural Awards Gala just around the corner on November 8th at Elite Jets in Naples, let's seize this moment to recognize the exceptional efforts and results that define our industry. The gala will celebrate not only our business achievements but also the dedication and perseverance that drive us to excel in all areas of our lives. It's a chance to honor those who have set high standards and achieved

remarkable success. If you haven't RSVP'd yet, check your inbox and do so ASAP. It promises to be an unforgettable night of glamour and celebration. Looking forward to seeing you there!

Let October be a time to reflect on our progress as we enter Q4. Take advantage of the season's energy to drive forward and prepare for our major celebration. As we get ready for the gala, let's focus on finishing strong and celebrating our collective victories.

Here's to a successful October and a memorable awards gala that highlights the best of Southwest Florida real estate and the triumphs of our exceptional colleagues.

Very respectfully yours,

[Andrew Regenhart](#)

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Real Producers’ SOCIAL EVENT at PORSCHE FORT MYERS

AUGUST 22, 2024



We are thrilled to extend our heartfelt thanks to everyone who attended our event at Porsche Fort Myers on August 22, 2024. It was a remarkable evening filled with high-level networking, collaboration, and celebration, all in the company of the top real estate professionals and our esteemed preferred partners.

A special shout-out to our sponsors for making it all possible: our headline sponsor, **Lauren Maxwell, of Maxwell Mortgage Team**; our beverage sponsors, **Hartford Funding Ltd.** and **ONE Fort Myers**; our catering sponsor, **John Prete, of HouseMaster**; our photo booth sponsor, **Landsel Title Agency Inc.**; our espresso martini wall sponsor, **FirstSource Title**; our entertainment sponsor, **Be Your Gift Group**; and our high-top sponsors, **Venture Title Services**, **Medrano & Cail Bookkeeping Professionals**, and **Granite Garage Floors**. And to all of our Real Producers’ preferred partners — as the leading businesses in Lee County, your contributions to the community are invaluable.

A special thank-you to **Porsche Fort Myers** for hosting us! The setting perfectly complemented the caliber of professionals in attendance, making the night all the more exceptional.

We look forward to continuing to foster these powerful connections and seeing you at the Real Producers’ Awards Gala next month!

For information on all Fort Myers Real Producers events, email swfl@n2co.com.

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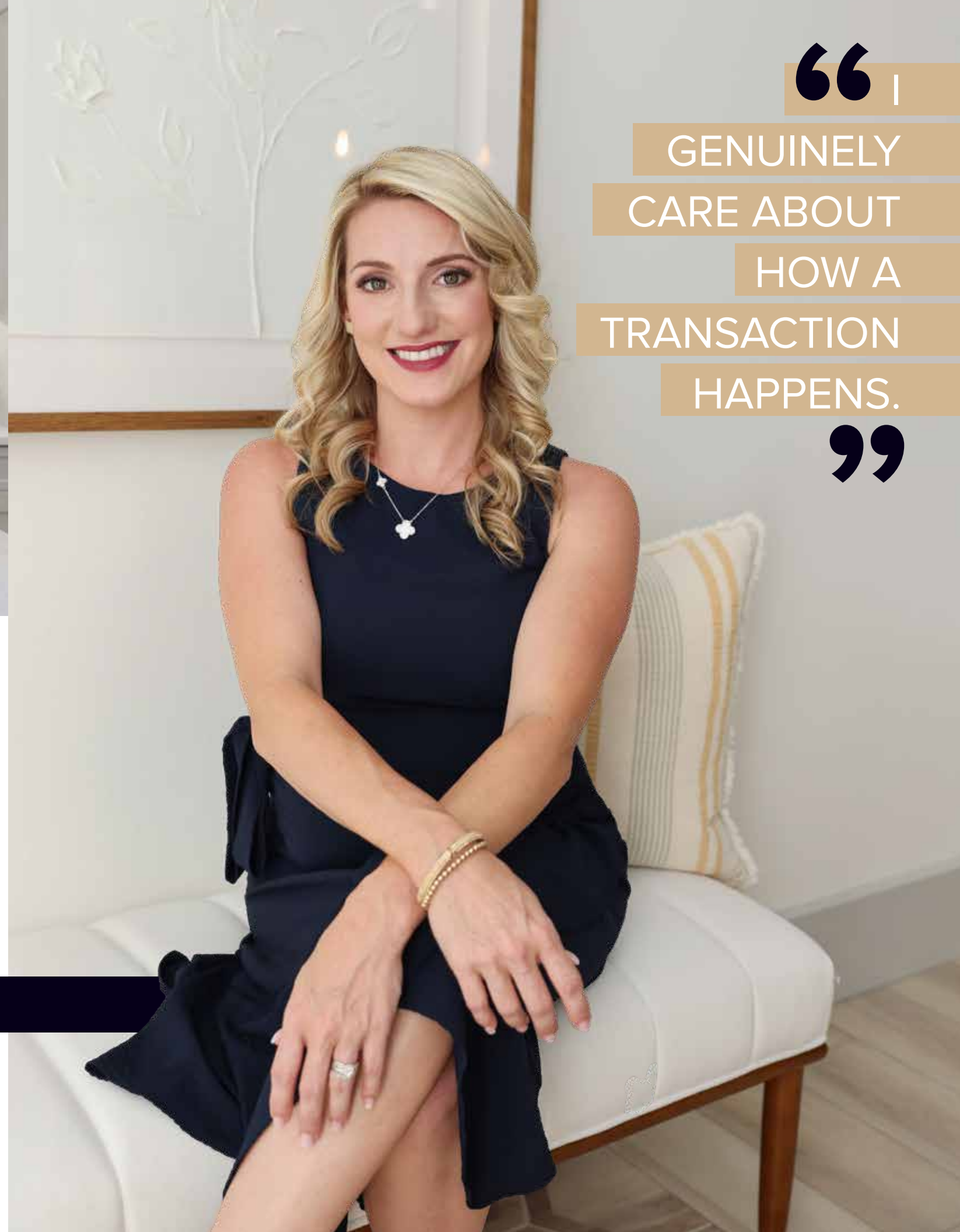
FROM CHANCE ENCOUNTER TO REAL ESTATE SUCCESS

“I didn’t wake up one day and say, ‘I want to be a REALTOR®. It fell into my lap, and I ran with it,” Mandy Dingle begins. “And I’m grateful I did.”

“ I

GENUINELY
CARE ABOUT
HOW A
TRANSACTION
HAPPENS.

”





“
CLIENTS
KNOW
THEY CAN
CALL ME
24/7.”



In early 2017, Mandy was on a flight from Florida to Asheville, North Carolina, when the plane had to make an emergency landing in Kentucky, forcing her to stay overnight before reaching her destination. As anyone who has experienced a flight delay understands, this could have been a stressful situation. Instead, it ended up being a life-changing time for Mandy. She hit it off with one of her fellow passengers, even having a pizza party in the hotel room as they awaited their morning flight. This woman ended up becoming one of Mandy's best friends. She was also the catalyst for Mandy's entry into real estate.



Mandy Dingle is an individual agent with Marzucco Real Estate.

“She was an assistant for a broker in Cape Coral,” Mandy explains. “While I didn’t start in real estate for another few months, this event eventually led me into real estate.”

Mandy already had some experience in apartment leasing, so later that year, she decided to bet on herself and enter the real estate business. She was licensed in late 2017, beginning a wildly successful career.

RISING UP

Born in New Jersey, Mandy had relocated to Florida the year prior. As she set out to build her real estate business, she focused solely on sphere-of-influence connections. Her personable nature and go-getter attitude proved to be the perfect fit for a career in real estate.

Seven years later, Mandy is thriving in business. As an individual agent with Marzucco Real Estate, she closed 18 transactions for \$8.5 million in 2023 and is tracking to close 25 homes for \$11.5 million in 2024. That’s off her career high of over 50 homes sold in 2021, but still quite impressive.

So what have been the keys to Mandy’s success? She says it’s a combination of genuine communication, a focus on relationships, and an honest assessment of how much work she can take on at once.

“I don’t give people any BS. I’m straightforward. I don’t hide anything. I don’t sugarcoat anything. Clients know they can call me 24/7, and that keeps them at ease,” Mandy shares.

“I sometimes get the feeling that I care too much and take situations too personally, but that also makes me personable. I genuinely care about how a transaction happens. I have never paid for a lead, never mailed mailers, or knocked on doors. Every one of my 150-plus sales has been a referral or sphere of influence.”

FAMILY FIRST

Real estate offers the promise of flexibility, but achieving that flexibility can be challenging. Mandy isn’t perfect at it, but balance is one of her top priorities. She and her husband, Scott, have a toddler, Kaylee (3), and another baby on the way. They especially enjoy traveling to Disney and visiting family up north.



“ MY
GOAL IS TO
JUST KEEP
BEING MY
GENUINE
SELF.
”

Originally from New Jersey, a chance encounter led Mandy Dingle to real estate in Southwest Florida.

“The key is that I’m careful about how much business I take on,” Mandy explains. “I don’t make false promises to people. I stay busy but know how much I can handle. I want my business to grow, but the reason I got into real estate is because I want to have time for my family.”

As she looks ahead, Mandy aspires to continue selling homes at about the rate she has been. It’s not small-mindedness that has her feeling content, but rather, a desire to enjoy the time and money freedom she has created.

“I’m happy; I’m not greedy,” Mandy says with a smile. “I want everyone to feel the power of homeownership, and I also want to be there for my family...”

“My goal is to just keep being my genuine self.”



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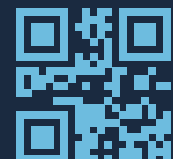
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For John Prete and his team at HouseMaster, relationships come first. Since John took over HouseMaster of Naples in 2003, he has made relationships his number one priority, treating his clients and partners with kindness, honesty, and respect. This 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."

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.



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

“
We have the knowledge and experience to guide them through concerns, but we don't back down from honest evaluation and reporting.
”

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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BRYAN KEANE & BRYAN DAVID KEANE

cover story

By Zachary Cohen
Photos by Michelle Reed

LIKE FATHER, LIKE SON



Originally from New Jersey, Bryan Keane launched his real estate career 32 years ago, shortly after relocating to Southwest Florida.

Before becoming a REALTOR®, Bryan worked for a hospitality management company, spending his days traveling the country and running the organization's food and beverage department for hotels. But when his company attempted to transfer him to Washington, D.C., he decided it was time to pull the plug.

"I didn't want to raise my kids in the D.C. environment," Bryan reflects. "I wanted to raise them down in South Florida. My folks had retired down here, and I thought it was an opportune time to move south and raise my kids near their grandparents."

Upon landing in Florida, Bryan assessed his professional opportunities. The hotel business in Naples was scant at the time, so instead, he turned to real estate. He was licensed in 1992, setting off what would eventually become a two-generation business.



FOLLOWING IN HIS FATHER'S FOOTSTEPS

Bryan's son, Bryan David, had the gift of growing up with not one but two parents in the business; both his mom and dad were successful Realtors. Their work made an impression on him early in life.

"Growing up in that environment made for a good childhood," he reflects. "My dad did well and also had a lot of flexibility. He was always around for me and involved."

After graduating from high school in 2011, Bryan D. bounced from job to job. He spent time in the fire academy, bartended, worked in security, and got experience in construction, but real estate was always in the back of his mind. In 2015, he was licensed, joining his parents in the business.

"I was 22, and it was time to do grown-up things. I've always had that drive to succeed, so I took things by the reins," Bryan D. says. "I started with 1-1 Mike Ferry coaching. I was really invested, going all in, really trying to succeed as fast as possible. I was in the office before the sun

came up and out of the office after the sun went down. I was grinding the phones, learning scripts, and listening to my coach. There was no hesitation in prospecting or worrying about objections. I was ready to jump-start my business, and it came together."

BUILDING LEGACIES: LIKE FATHER, LIKE SON

Today, Bryan and Bryan D. are both thriving at Miloff Aubuchon Realty Group. They each run their own

groups with their own culture. The elder Bryan closed 32 transactions for over \$26 million in 2023; Bryan D. runs a larger operation that includes five Realtors who closed 38 transactions for \$22 million in 2023.

While both men are cut from the same cloth, there are also differences in how they work. Bryan has over 30 years of experience in the business and brings a high level of expertise to any situation. Bryan D. delivers an



“We present ourselves in the most professional manner possible in front of our buyers and sellers.”



Bryan David Keane (left) joined his father, Bryan Keane (right) in real estate in 2015.

old-school work ethic combined with modern marketing technology.

“It’s amazing to see him be successful, and the excitement level he has with real estate is fun to see,” Bryan says of his son. “I told him this a long time ago, that one day he’d be one of the top Realtors here in town, and that’s true now. He has a great work ethic, a great balance between work and personal life.”

“I follow that same blueprint that my dad does,” Bryan D. adds. “There are a lot of real estate agents right now. I’d like to set an example for new Realtors who get into the business and try to hold myself to a higher standard than other agents.

“We present ourselves in the most professional manner possible in front of our buyers and sellers, and that’s one of the reasons why we do better. That goes a long way, and it will help us to continue growing.”



Bryan Keane (left) and his son, Bryan David (right), lead their own teams at Miloff Aubuchon Realty Group.



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