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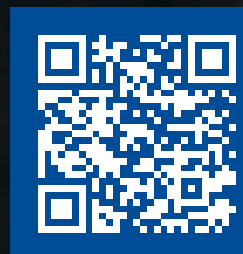
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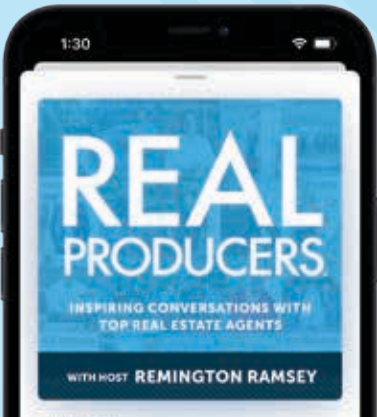
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RELATIONSHIPS

The Heart of Life



Dear Real Producers of Fort Myers,

In real estate, we often emphasize the importance of relationships and how they drive success in our industry. But today, I want to reflect on the value of relationships beyond business — the ones that shape our lives and define who we are.

Our connections with family, friends, spouses, significant others, neighbors, and the community, including charitable organizations we support, are the true fabric of our lives. Especially in challenging times — and we've certainly faced many recently — the strength and quality of our relationships become even more evident.

As 2025 gets into full swing, I encourage you to take stock of your relationships. Just as we nurture connections in real estate, let's ensure we're fully investing in the people who matter most. Recognize, support, and give to those who enrich your life. After all, we don't live to work; we work to live — and meaningful relationships make life worthwhile.

Over the years, our magazine has had the privilege of featuring many inspiring real estate relationships. From couples who work together to multigenerational REALTORS® passing down a love for the industry, these professionals show us how to weave personal bonds into thriving, relationship-driven businesses.

We'll continue to celebrate their stories and the powerful connections that fuel their success.

Enjoy your February as our 2025 winter selling season is in full swing. We look forward to seeing you all again at this year's kickoff event on February 6th at Margaritaville on Fort Myers Beach!

Very respectfully yours,



Andrew Regenhard
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DEAN CHIUSANO

From Finance to *freedom*

BY ZACHARY COHEN • PHOTOS BY LACASATOUR

Originally from upstate New York, **Dean Chiusano** first landed in Southwest Florida at 22 years old. After graduating from Stonehill College in Easton, Massachusetts, Dean received an opportunity to enter the financial industry with a small hedge fund. So he packed his bags and headed south to begin anew.



Dean Chiusano is a REALTOR® with John R. Wood Properties.

Naples was still a growing city in the early 2000s. Much of the population was advanced in age, but that didn't phase Dean; he's always considered himself something of an old soul.

"People always said it must be tough being 22 in Naples, but I come from a close Italian family where I spent so much time with my grandparents and their generation. I welcomed the opportunity. I loved the idea that I could make my own hours, play golf, and be in a beautiful place," Dean shares. "My boss gave me the opportunity to move back to New York, but I settled into the lifestyle and I found I loved it. I met my wife down here, and we built a life."

Career Shift

Dean devoted his professional energy to trading the domestic IPO market for the next decade. However, after more than 10 years in the industry, he was ready for a change. The IPO market became volatile, and the addressable market declined, leaving Dean — and his earnings — at the mercy of the

fluctuating economy. The uncertainty led him to consider a change toward a career in real estate.

"Around 2015, I noticed the IPO market shift. My wife works full-time at a nine-to-five job and wanted me to keep my flexibility. She said, 'How about a career in real estate?' She'd done it in Pittsburgh and thought it could be a perfect fit. I could still do my finance job and ease my way into selling homes," Dean explains.

It took Dean a couple of years to make the transition, but he was actively selling real estate by 2017. Over the ensuing years, he slowly reduced his finance work as his real estate business grew. While he still dabbles in IPO trading on the side, his primary focus is now real estate sales.

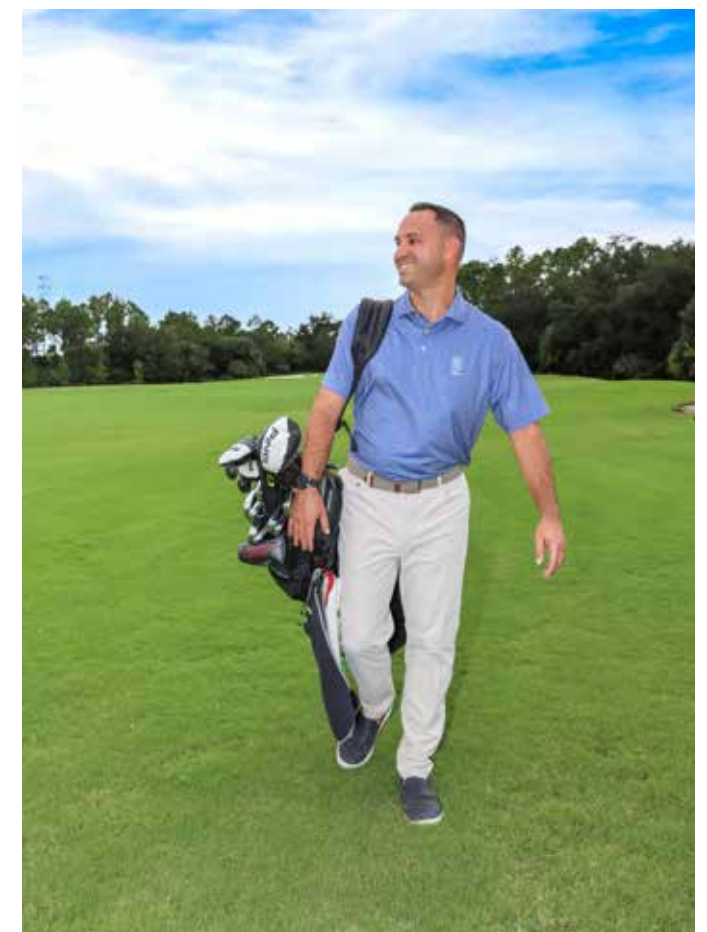
Making a Difference with Real Estate

Today, Dean is a full-time agent with John R. Wood Properties. He's on a small team led by his mentor, Dave Russ, who has taken Dean under his wings and given him the confidence to



“

I WELCOMED THE OPPORTUNITY. I loved the idea that I could make my own hours, play golf, and be in a beautiful place.”





Words of Wisdom

“If you get into real estate, find yourself a mentor, someone to help guide you when you get started.”
– Dean Chiusano

run a top business. Dean closed just over \$9 million in 2023 and was tracking to finish 2024 in the \$8 million to \$10 million range.

Over the past seven years, Dean has fallen in love with service and relationship building.

“Having the finance position be my first job out of college, I didn’t have a lot of personal interaction,” he reflects. “I was working with brokers in different cities and worked in a small company, so dealing with the general public wasn’t something I was used to. Getting to know people and learning how to work with them was exciting and eye-opening for me. In finance, you’re not really helping people. I was trading a security. In real estate, I’m actually making a difference in people’s lives. That’s what I like most about it. People need guidance as they

move to their next phase of life, and I’m able to provide that service. It’s very rewarding. I’m a people person, and I enjoy the social aspect. Real estate has connected me to so many wonderful people.”

Life in Southwest Florida

Dean currently resides in the beautiful Verandah Club. Outside of work, you’ll find him spending time with his wife, Melissa, playing guitar, golfing, enjoying new restaurants, and traveling. He’s fully embraced the Southwest Florida lifestyle and feels immensely grateful for the life events that led him here.

“I’ve been blessed when it comes to my work, my life, and my family,” Dean smiles. “I’m very blessed.”



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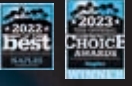
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▶ JOE TAYLOR AND DAVID A. BURT



DILIGENT MANAGEMENT GROUP LLC

Prioritizing Peace of Mind

BY JESS WELLAR • PHOTOS BY LACASATOUR

“The title business is so dynamic. A successful title closing consists of gathering, evaluating, and delivering hundreds of pieces of information from dozens of sources,” explains Joe Taylor, president of Diligent Management Group. “The more steps involved create chances for errors, but they also create opportunities to consistently do it more efficiently than other companies.”

For Joe and his business partner, Vice President and attorney David A. Burt, delivering peace of mind isn’t just a goal — it’s the keystone of their new business venture, Diligent Management Group.

A Shared Vision

Joe’s and David’s professional paths crossed a decade ago in

their shared office building. But Joe’s management career began in Arlington, Texas, where he started as a grocery bagger at Kroger at age 16. He became one of the youngest produce managers at just 19 and quickly rose the management ranks during his nine-year tenure. Reaching the position of store manager ultimately inspired him to seek new challenges, including serving as vice president of an oil and gas exploration company and founding and operating two mortgage brokerage firms, including Taylor-Made Mortgage Solutions in Southwest Florida.

In 2007, after attending hundreds of closings as a mortgage professional, Joe realized he could do better. He founded Marketplace Title to provide real estate

agents and their clients with exceptional closing experiences that enhance trust and generate referrals.

David’s background, on the other hand, lies in law. Born and raised in Michigan, he graduated from the University of Michigan before pursuing law school at Case Western Reserve University in Ohio. In 2001, David moved to Fort Myers to begin his legal career, specializing in real estate. In 2012, he moved his law practice to the same Estero office building where Marketplace Title is located and began working with Joe. David eventually joined Marketplace Title in 2016, bringing his legal expertise to enhance the company’s systems, compliance, and operations.

“When the industry went through major changes after the 2008 crash, including the implementation of the Dodd-Frank Act and best practices, operations became more complex. It was clear that having an attorney like David on board was invaluable,” Joe gratefully acknowledges.

Title Expertise Meets Management Innovation

Diligent Management Group was launched a year ago to manage their two title companies — Marketplace Title and Florida Property Title — more efficiently. Since 2007, Marketplace Title has been a trusted name in Southwest Florida’s real estate community, providing reliable title insurance and trusted settlement



Joe Taylor, president of Diligent Management Group LLC, founded Marketplace Title in 2007.



Attorney David A. Burt, vice president of Diligent Management Group LLC, teamed up with Joe Taylor at Marketplace Title in 2016.



services. Florida Property Title, established in 2022, offers real estate agents the opportunity to own an interest in an agency that employs the same proven service model.

David explains, “We started Diligent Management Group to centralize support services, streamline operations, and reduce overhead for both companies. By maximizing efficiencies, we can deliver better returns for our partners while maintaining the high standards our clients expect.”

What truly sets Diligent Management Group apart is its attorney-led daily operations. “Having an attorney like David managing the business not only ensures compliance but also provides peace of mind for agents and clients,” Joe points out. “David absolutely brings credibility, and he’s made us incredibly efficient.”

The new management company also serves as a hub for innovative services, including consulting, title company startups, and affiliated business arrangements.

“We want to expand our reach and help other title companies improve their processes and compliance,” David adds.

Efficient Peace of Mind

With two office locations in Cape Coral and Estero and a growing team of six employees, Joe and David have built their companies on a service model designed to provide peace of mind above all else. “Our motto is simple: ‘Your Peace of Mind is Our #1 Priority!’” Joe says with a touch of pride.

From the moment a transaction is received, their team initiates communication, obtains title commitments immediately, and goes to work to mitigate any issues well before closing. “We’ve invested in the latest technology to ensure efficient, secure, and streamlined operations,” Joe explains. “Real estate fraud is a major concern today, so we’re constantly implementing secure methods to protect our clients.”

“We also want agents to know that we’ve built our business on trust and exceptional closing experiences. When we work with them, they can expect real-time responses to calls and emails,” he emphasizes. “We’re here to enhance their reputation and support their success.”

Life Beyond the Office

While Joe and David’s work keeps them busy, they both value quality time with their loved ones. Joe and his wife, Autumn, who is a top-producing REALTOR®, enjoy spending time with Autumn’s two sons, Christopher and Alexander, and their Siberian husky, Niko. An avid tennis player, Joe also loves fishing, boating, and traveling.

A proud University of Michigan alum, David shares his love of Wolverine sports with his wife, Rachel Cooke, who is the chair of Research, Scholarship & Instruction at Florida Gulf Coast University Library, and their two children, Em (15) and Justin (13). He’s also active in Scouts with his son.



From left to right: Brandi Yerdon, Kristy Sutton, Joe Taylor, David Burt, Debbie Kennedy, Sarah Best-Purvis

On the Horizon

Having witnessed significant changes in the title industry since the 2008 market crash, Joe and David are no strangers to adaptation. From navigating the Dodd-Frank Act to offering drive-through closings during the pandemic, they’ve proven their resilience time and time again. “Local real estate has faced hurricanes, economic downturns, and rapid technological advancements,” Joe reflects.

“But through it all, we’ve stayed true to our mission of delivering exceptional service. The future looks bright for our industry here in Southwest Florida.”

With plans to expand their team and services, Joe and David are optimistic about what’s ahead. “In this business, if you put people first, profits will follow,” Joe concludes confidently. “That’s the key to building something that lasts.”

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JENNY BEACH

BY ELLEN BUCHANAN

AIMING FOR THE TOP

Jenny Beach, a dedicated real estate professional at John R. Wood Properties in Fort Myers Beach, Florida, leads a highly successful team with a client-focused approach. She is committed to providing exceptional service, going beyond typical real estate transactions to offer invaluable support during challenging times. For Jenny, real estate is about trust, relationships, and service.

“First and foremost, I want to provide the best service to my customers. I want to have the most knowledge and promote the best service,” she shares. This philosophy has helped her team thrive, earning recognition for their care and professionalism.

As a top producer, Jenny ranked number four in the Island Palm region for both 2022 and 2023 and number two in 2024.

In 2023, her team reached \$37 million in sales volume with 58 units sold. In 2024, that figure grew by 17 percent, reaching \$42 million and 55 units. She is also ranked in the top 1.5 percent of REALTORS® nationwide by *Real Trends*. Her continued success and leadership have earned her recognition at prestigious industry events, including the 2024 “Inspired” event for top female real estate professionals in Lee County.

Jenny’s Path to The Sunshine State

Jenny grew up in Clear Lake, Iowa, a charming resort town in northern Iowa nestled on a natural spring-fed lake. After earning a degree in education from the College of St. Benedict in Minnesota, she shifted career paths following an internship in human resources at a group home for individuals with developmental disabilities, a cause near and





Jenny Beach is a top producer with John R. Wood Properties in Fort Myers Beach. (Photo by Michelle Reed)

dear to her heart. Inspired by a mentor who influenced her understanding of people and hiring, Jenny spent a decade working in HR, specializing in staffing and employee retention, while focusing on raising her children.

In 2016, Jenny and her family relocated to Florida after her husband received a job offer. “We’ve always lived our life by, ‘Don’t miss an opportunity,’” Jenny recalls. Within three weeks, they had relocated to Merritt Island.

A New Career

After Jenny and the family were settled in Florida, her husband encouraged her, saying, “You’ve always wanted to try real estate... Now’s the perfect opportunity.” In 2017, she obtained her real estate license and joined Coldwell Banker Paradise, a brokerage with a family-like culture that resonated with her.

Two years later, her husband’s job prompted another move, this time to Fort Myers. Determined to maintain her client relationships, Jenny initially commuted daily between the Space Coast and Fort Myers until she could transition her clients to trusted agents. Once settled, she began building her business locally, first with Coldwell Banker Corporate. However, she soon missed the close-knit environment she had cherished at her previous brokerage. In 2020, she made the move to John R. Wood Properties, a brokerage known for its similar culture. There, she partnered with Veronique Pascual to build a highly successful team. After Veronique’s retirement in 2024, Jenny assumed full leadership, and the team will be renamed The Jenny Beach Team in 2025. Today, the team comprises four dedicated agents alongside Jenny, and under her guidance, they remain committed to delivering outstanding service to their clients.

Exceptional Service

Jenny’s team is known for their hands-on approach, especially when dealing with the challenges of coastal real estate. Their proactive stance during storm season is a defining feature. “When a storm hits, we’re often the first ones there, checking on properties, helping clients find contractors, or even pulling out drywall if needed,” Jenny says.

The aftermath of Hurricane Ian has presented unique challenges for Jenny’s team, especially with condos on Fort Myers Beach. “We’ve been dealing with properties that have



Jenny Beach (left) and Veronique Pascual (right) joined forces in 2020 and formed a team which they co-led until Veronique’s retirement in 2024. (Photo by Pure Fotografica)



The Jenny Beach Team (From left to right: Jeffery Turmell, Marija Vojnovic, Jenny Beach, Dave Nicely, Annie Nicely) (Photo by Pure Fotografica)

either been destroyed or severely damaged. There are a lot of issues right now — some of them could have a new lien, a new open permit, or new litigation that we didn’t know about,” she explains. Despite these obstacles, Jenny’s team has remained resilient. “We’ve been able to be successful in getting every transaction to close that we’ve gone under contract with, even with very last-minute issues that have come up,” she says.

Family Life

Jenny and her husband, James, are high school sweethearts. They have five children: Alexander (25), who lives in Minnesota with his two children, Oskar and Nikolai; Nathan (23), a recent college graduate working as a teacher in Fort Myers; Abigail (18), a talented dancer who attends Union University in Tennessee; Gabriella (17), a high school varsity volleyball player active in theater; and Jesslyn (15), a high school varsity and club swimmer who is also involved in theater.

The family enjoys spending time together, especially at the beach or the movie theater. They also share a love for theater, particularly Broadway and ballet performances. “Between work and the kids’ sports activities, we stay busy, but we always make time for family activities,” Jenny shares. The Beach family also has a soft spot for animals. They have a shih tzu named Jovie, named after the character in *Elf*; and two cats, Lucy and Nova.

Caring for Others: A Family Tradition

Jenny’s commitment to service comes from her childhood. Her mother suffered a head injury in a motorcycle accident when



Jenny Beach and her husband, James, celebrating their 25th wedding anniversary in Paris, 2023.

Jenny was 4. Her grandparents founded a support group for individuals with brain injuries and took on the responsibility of her mother's care, despite doctors recommending a nursing home. "We grew up where being around people with disabilities was the norm for us," Jenny recalls. This experience of caring for others, particularly those with disabilities, shapes Jenny's outlook on life and work, fueling her commitment to making a meaningful impact. Guided by Tom Brokaw's words — "It's easy to make a buck. It's a lot tougher to make a difference" — Jenny has sought opportunities to turn those values into action.

One such opportunity came through her role as board president for Imperial Dance Corps in Merritt Island, an organization whose motto is "Kids Helping Kids Through Dance." The group proudly included children from the Down Syndrome Association in their performances. "My daughter Abigail was dancing for the organization, and we would sell tickets for large-scale dance performances. We raised significant funds that made a big difference for local communities across the East Coast," Jenny explains.

Looking Ahead

On the home front, Jenny is focused on supporting her children's education and athletics and looks forward to continuing family travel. Professionally, Jenny is determined to keep advancing.

"I'm very competitive. I want to continue to be a top-producing agent with John R. Wood Properties and I want to be the agent with the most resources and knowledge on Fort Myers Beach," she asserts. Proud of her team's accomplishments, Jenny is committed to growing their volume and is open to adding agents who share her dedication to service and client care. "I don't want to be the largest team in Southwest Florida. I want to add team members who demonstrate the same commitment to our team values. This allows us to serve the people of Southwest Florida in the way they deserve," she says.

Jenny's relentless drive to be the best fuels her ambition for herself and her team. "My number one goal for my team is to provide the best real estate service," she says, "better than anyone else in Southwest Florida."



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