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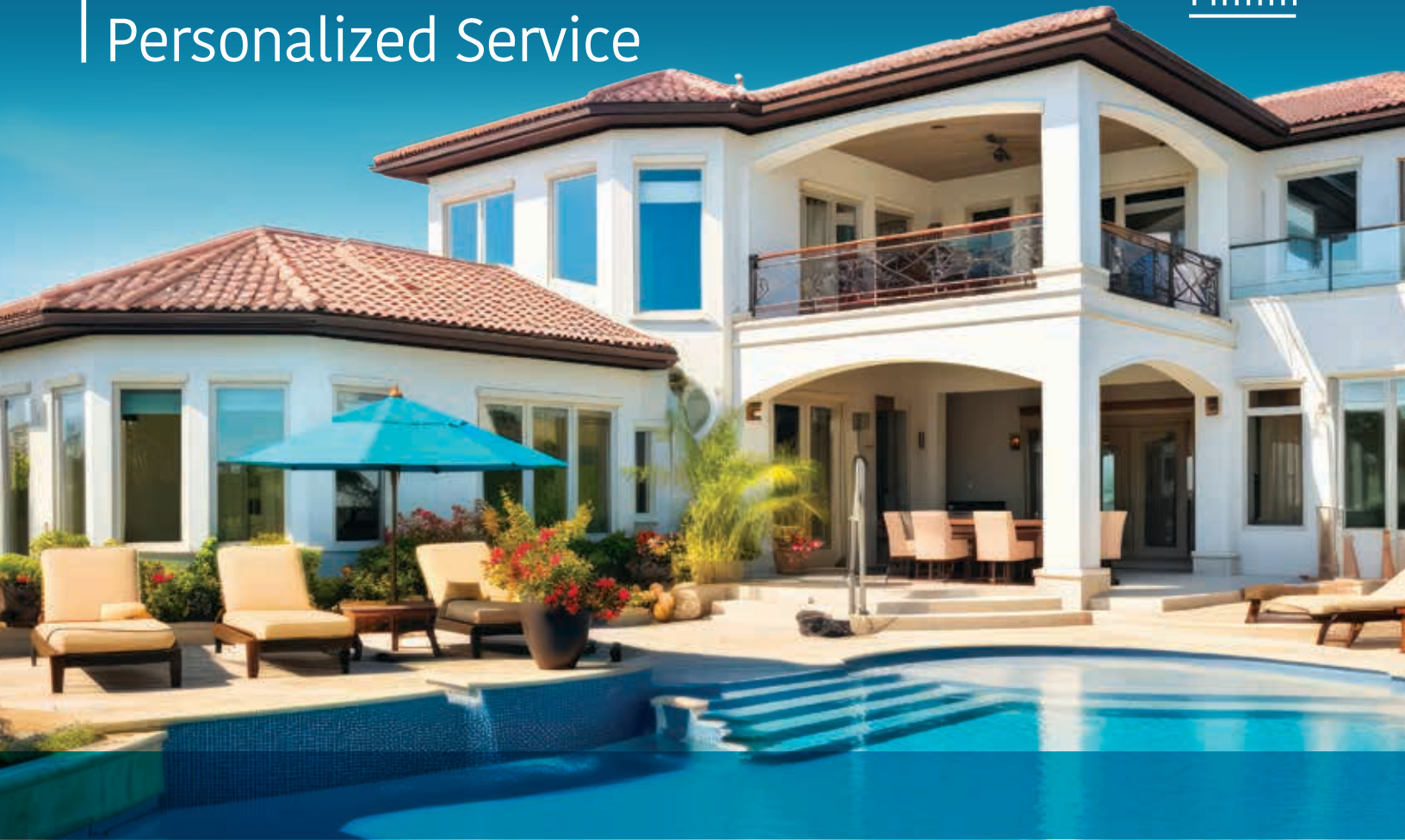


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The Heart of Life



Dear Real Producers of Naples,

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.

As February unfolds and the 2025 winter selling season is in full swing, I hope you enjoy every moment. If you haven't RSVP'd for our kickoff event on February 27th at the Naples Therapeutic Riding Center, there's still time — we can't wait to see you there!



Very respectfully yours,
Andrew Regenhard
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One Word to Shape Your Year

ANCHORING SUCCESS IN 2025

BY CARLENE MARIE

The start of a new year always holds a certain magic, doesn't it? It's a chance to begin fresh, full of hope and ambition. But let's be honest, how many times have we set long lists of resolutions, only to feel overwhelmed or lose momentum by February? What if this year, we tried something different?

What if you could anchor your goals and dreams with just one word? A single, meaningful word or short phrase that keeps you grounded and on track — a daily reminder of who you

want to be and where you want to go.

The Power of Simplicity

Science backs this idea in a big way. Studies in motivation and neuroscience show that when we simplify our focus, we're more likely to stay consistent. Think of it this way: our brains are incredible, but they can get overwhelmed by too many choices. Dr. Theo Compernelle explains in *Brain Chains*, that clear, singular goals create strong neural pathways,

allowing us to focus and build momentum.

Choosing one word or phrase eliminates decision fatigue and brings clarity to your actions. Each day, it becomes your guide — a small reminder to choose the path that aligns with your deepest values and desires.

One of my clients, a driven entrepreneur running a growing business, found herself struggling to balance it all — team dynamics, client expectations, and her personal life. Despite her outward success, she often

felt as though she was merely treading water, reacting to the constant demands of her role. During our coaching, she chose "Elevate" as her word for the year. For her, it symbolized rising above daily chaos and stepping into her role as a leader with intention and grace.

With her word as a guide, she began her mornings reflecting on how she could elevate her approach each day. In one particularly challenging moment, when her business faced unexpected obstacles, she

used her word to shift her mindset. Instead of reacting with frustration, she focused on solutions, empowering her team, and maintaining a big-picture perspective.

The results were transformative. Not only did she lead her business to its best year yet, but she also found renewed energy and purpose in her personal life. Her word became more than a mantra — it was the foundation for her growth and success.

How to Choose Your Word for 2025

This isn't about finding the "perfect" word. It's about choosing one that resonates with you. Here's how:

1. **Reflect:** Think about what you want to create, feel, or become this year. What's

been missing? Where do you want to grow?

2. **Distill:** Pick a word or short phrase that captures your vision. Words like "Thrive," "Balance," "Courage," or "Joy" can be powerful anchors.
3. **Embrace:** Place your word where you'll see it often — on your phone wallpaper, your desk, or even a sticky note on the bathroom mirror.

Science Meets Soul

Studies reveal that intentional reminders like this strengthen motivation. When your word is tied to your personal "why," it becomes a powerful tool for staying on track, even when life gets tough.

As Carl Jung said, "Your vision will become clear only when you can look into

your own heart." Your word is an invitation to check in with yourself daily. Are your actions matching your intentions? Are you moving toward the life you want?

What's Your Word?

This year, let's trade the pressure of endless resolutions for the simplicity of one guiding word. Your anchor and compass, as I like to call it, to both tether and guide you along the way.

Imagine looking back on 2025 and saying, "That was the year everything shifted because I kept coming back to this one word."

What will your word be? Let's make it a year of purpose, clarity, and unstoppable momentum — together. Cheering with you and for you in the New Year! —Carlene



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. CarleneMarie.com 513.383.5647



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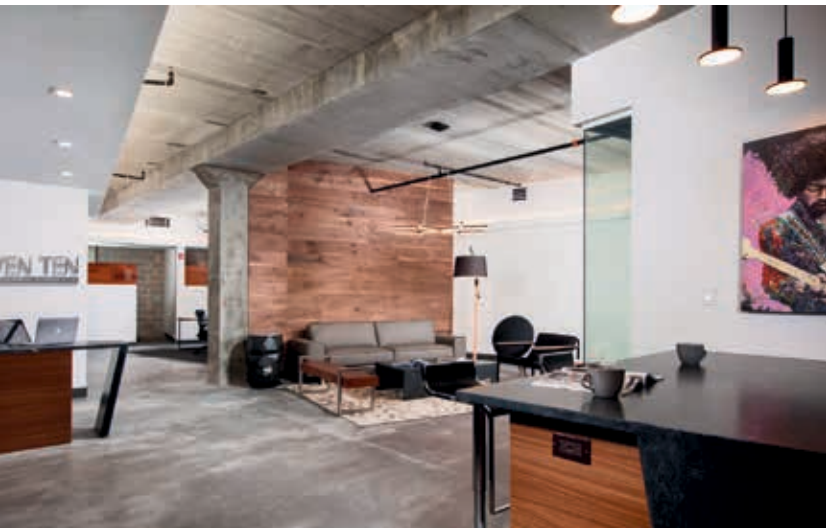
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JAMIE CHANG

AT THE FOREFRONT



BY ELLEN BUCHANAN • PHOTOS BY LACASATOUR

Jamie Chang, founder of The Chang Luxury Team at Premier Sotheby's International Realty, combines her extensive background in construction with her deep real estate expertise and innovative marketing strategies. This unique blend of skills has allowed her to excel in the competitive Southwest Florida market, where she has built a reputation for providing exceptional service and helping clients navigate the luxury real estate landscape with confidence. Jamie's

growth, determination, and focus on elevating the standards of real estate in Naples have positioned her as a leader in the field.

From the Ground Up

Jamie's path to real estate was deeply rooted in her early experiences with construction. Originally from Buffalo, New York, she started working at a young age for her uncle's construction company.

"Working for a family company, you get pulled in a lot of different directions," she recalls. "In New York

State, there are very strict timelines to get work done or get fined. So when we were short on people, I'd even drive the heavy equipment."

In 2003, a life-changing opportunity arose when Jamie's aunt, who was moving to Florida, asked her if she wanted to move to The Sunshine State too. Jamie took a leap of faith and began a new chapter. Once in Florida, she transitioned into real estate through an administrative position with a home builder.

"My background in admin with a home builder allowed

me to integrate with the sales team and discover my passion for helping people find their dream homes," she says.

That passion has now become the cornerstone of her work in luxury real estate. Combining her construction expertise with her understanding of the sales process, Jamie brings a unique perspective to her clients, offering guidance from the ground up — whether they're purchasing an existing home or considering a new construction project.





“If everyone’s doing something, I always want to pivot and say, ‘What’s next?’”

The Chang Luxury Team

The Chang Luxury Team, which comprises Jamie and two other agents, has quickly become a standout in Naples’ luxury real estate market. Specializing in high-end properties, the team’s success is driven by Jamie’s strategic marketing, deep industry knowledge, and unyielding focus on client satisfaction. In 2023, the team achieved \$16 million in sales and was tracking to reach \$20 million by the end of 2024. “We’re a small team, but we’re highly efficient,” Jamie explains. “We work closely together and focus on delivering the best possible service to our clients.”

In 2022, Jamie was named to Club 1744, an exclusive group of Premier Sotheby’s top 100 agents, recognizing her outstanding performance in luxury real estate.

The team’s latest venture, the Palazzo at Bayfront, is a set to redefine luxury living in Naples. The 35-unit development features three-bedroom ultra-luxury condos and two penthouses with four bedrooms with prices ranging from \$2 million to \$5 million. Located in the heart of downtown Naples, the Palazzo will offer the ultimate in convenience, within walking distance to the beaches, Gulfshore Playhouse, and the boutiques and restaurants of 5th Ave South.

A Digital Marketing Pioneer

Jamie’s commitment to staying ahead of the curve is a key factor in her continued success.

“I always say that I like to be on the forefront. So if everyone’s doing something, I always want to pivot



Jamie Chang leads The Chang Luxury Team with Premier Sotheby’s International Realty.

and say, ‘What’s next?’ For example, a few years ago, before COVID, no one was doing video on their listings. Now it’s a must,” she notes. “But if the market’s getting saturated with that content or that service, what’s going to be the next thing that pushes me over the line and helps me get business that no one’s even thought about yet?”

This forward-thinking mindset keeps Jamie’s marketing strategy fresh and cutting-edge. And while she fully embraces the modern tools, she also remains grounded in

more time-tested methods, such print media, direct mail, and traditional advertising as well.

Her relentless drive to stay ahead is a core part of Jamie’s philosophy, not only in marketing but in everything she does. This mindset shapes her advice for those entering the world of real estate or striving to reach the top: be innovative, “work hard, and then work harder.”

Life Beyond Real Estate

Alongside her professional success, Jamie prioritizes her family and personal passions. She and her

husband, Jason, are proud parents of two sons, Ethan (17) and Aaron (15), who have both played the piano since childhood. Ethan, a senior and dual-enrolled at FGCU, aspires to be an engineer, while Aaron volunteers at Moorings Park, helping residents with memory diseases by creating life stories to assist nurses in understanding patient histories. The family also shares their home with a sweet little Morkie named Joy.

The Changs enjoy traveling, particularly to Asia. “Travel is a big part

of our lives,” Jamie affirms. “We’ve been to Taiwan, Japan, and Singapore. I love Michelin Star dining, looking for fabulous restaurants, and great wine.”

Beyond travel, Jamie has a deep passion for luxury cars. She’s an active member of the Paradise Region Porsche Gruppe, an exclusive club for Porsche enthusiasts, and owns a 2024 Porsche Taycan GTS. “I always enjoy spending time with the car club members, and it’s even more exciting when I get the chance to tour a private garage and discover the rare treasures

inside!” she says. “Right now, I’m designing a custom 2025 Porsche GTS in a unique color. It’s a fun project.”

Jamie is also passionate about giving back to the community. The Chang Luxury Team hosts an annual Cars & Coffee event, where luxury car enthusiasts gather for an exclusive VIP experience. This year, the event benefitted Pace Center for Girls, an organization that supports underprivileged girls.

Looking Ahead

Jamie is committed to continually pushing the limits of her success. Her professional goal is to exceed \$20 million in sales this year. Long-term, she envisions not only further growing her business but also securing a strong financial future for her family to support her children’s education. On a personal level, Jamie is excited about seeing her vision for the custom 2025 Porsche she’s designing come to life.

As she looks ahead, the question for Jamie remains: “What’s the next pivot?” With her focus on continuously evolving, her marketing strategies will no doubt remain at the forefront of her strategy, blending innovative digital platforms with traditional methods to keep her business ahead of the competition.

“When I wake up every day, my goal is to be the best Realtor in Naples,” Jamie says with determination. “I put that up as my mission statement for me and my business. It’s always going to be a moving target ... and is never truly attainable ... but it always keeps me reaching.”

“
When I wake up every day, my goal is to be the best REALTOR® in Naples.
—Jamie Chang



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FROM THE DESK OF THE PRESIDENT

Like It or Not, You Are in Business...
So You Are in Politics

BY TIM WEISHEYER, 2025 PRESIDENT OF FLORIDA REALTORS®

As the Florida Realtors® Leadership Team engages with members across the state, we sometimes speak with members who are not aware just how much legislation is filed each year that could directly — and dramatically — impact their businesses, their livelihoods, and their ability to succeed as an entrepreneur.

Whether it has been defeating sales taxes being levied against real estate commissions, fighting rent control measures, protecting licensing laws, addressing insurance fraud, tackling the negative impacts of assignment of benefits, or having real estate services deemed an essential service during the global pandemic so we could continue to do our important work as REALTORS®, our association has stood as a sentry for our well-being and success as real estate professionals.

As a top producer, you know better than anyone just how much is at stake and how hard you have worked to create your success and your version of the American Dream. What you may not know is how much your state association, Florida Realtors®, values

your involvement in protecting your business, our profession, and the economic success of our great state.

As a business owner, you bring an incredibly important voice and perspective to our work in city hall, with commission and school board chambers, and certainly in Tallahassee. Even more so, our unified voice as “The Voice for Real Estate in Florida” is the strength that protects you, me, and the countless buyers and sellers we have the honor of serving.

It has been said people often do not get involved simply because they have not been asked or invited. So this is my personal and sincere invitation for you to join us in this important work. I welcome you to join me, the Florida Realtors® Leadership Team, and Realtor members from across Florida as we gather in Tallahassee for Great American REALTOR® Days on March 4–6, 2025. This gathering of some of the smartest and most successful real estate professionals at our state capital is where we bring your voice to lawmakers and regulators on issues important to you and your business.

Florida has a 60-day legislative session, and it moves fast, but this session is already gearing up to be impactful. As bills are being drafted and filed, we already know we will be addressing issues from insurance and condominium reforms to taxes on commercial leases, private property rights, and so much more.

I hope you will join us as we do the important work to protect our businesses, our economy and our way of life in The Sunshine State. Scan the QR codes below to learn more about:

2025 Legislative Priorities



Great American REALTOR® Days



By the age of 24, Tim Weisheyer was a multimillion-dollar producer and had become known for delivering excellence in every real estate transaction he was a part of. He quickly became a trusted resource for buyers and sellers throughout Central Florida and a sought-after thought leader and speaker on real estate matters across the United States. Tim has many awards and appointments to attest to his success as a leader, businessman, and real estate professional. Additionally, Tim has been inducted into the National Association of REALTORS® Hall of Fame. He is the youngest member ever inducted from his association and part of an elite group of REALTORS® from across the United States to earn such an honor, placing him in the top 1 percent of all REALTORS® nationwide.



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BLAKE BECKER CUSTOM BUILDERS BECKER

BY JESS WELLAR · PHOTOS BY NEW FRAME PHOTOGRAPHY

"I've been in this industry for a long time, and the most fulfilling thing is being able to bring creative designs to life and push the talents of our team to surpass client expectations," explains Blake Becker, owner and president of Becker Custom Builders in Naples, Florida.

For Blake, transforming spaces isn't just a business — it's a passion. His career has taken him from hands-on handyman work to creating some of the most beautiful custom homes in Southwest Florida.

From the Kitchen Back to Construction

Growing up in Illinois, Blake says construction was in his bloodline. "My grandfather and father were both in home building and construction," he shares. "I learned at a young age

how to work with my hands. I was always building something on weekends with my family — a deck or remodeling a bathroom. Eventually, I got into home building, developing, and spec homes."

Blake's life took an unexpected turn during his late 20s. He suddenly found himself struggling with alcohol addiction during a rough patch; but at age 30, he turned over a new leaf. Blake then decided to venture into a new industry: cuisine. He worked as a chef for nearly six years before realizing that while he enjoyed cooking, his true calling lay in the world of building and construction. "I learned a lot in the hospitality world being a chef, though," Blake recalls. "People like to feel like they are super important, and each client is the most important — even if you have 30 clients."



Blake Becker is the owner of Becker Custom Builders and Becker Home Maintenance.

“

THERE ARE AMAZING THINGS ON THE HORIZON. I WANT TO KEEP LIFTING UP THIS COMMUNITY AND THOSE AROUND ME.”

In 2015, Blake started Becker Home Maintenance, a local handyman business that quickly flourished with his expertise and devotion to customer service. The launch of Becker Custom Builders followed in 2022 and has been growing quickly ever since.

Building the Best

Blake’s vision for his company is to elevate custom construction in Southwest Florida with “The Becker Difference.” Located in Naples, Becker Custom Builders operates a showroom off Shirley Street, serving the area from North Estero to Marco Island.

“We offer custom home remodeling, high-end luxury condo renovations, additions, and new construction commercial build-outs,” he elaborates. “But what truly sets us apart is our focus on personal attention to detail and our incredible field team that sees and understands the vision of each project.”

Blake is quick to give credit to his awesome crew for their rapid growth. “I can’t do it without my team — I am only as good as my weakest team member,” he acknowledges. “Keeping a strong team that understands the vision and culture at both companies is crucial, not only to the job itself, but to each employee’s personal success.”

Among Blake’s team are three remarkable project managers: Donny Pratt, Josh Sniffen, and Scott Kelsey, who he praises as being on the front lines of making every project come to life. “I like to take people from the ground level and bring them up to upper management. That helps them grow, and it helps my business,” Blake emphasizes.

All in the Family

For Blake, Becker Custom Builders is more than just a business; it’s a family affair. “Our family businesses not only build amazing projects with some of the best REALTORS® and vendors in our area, but we build experiences with our clients, their Realtors, and other vendors,” Blake says with a touch of pride.

Blake’s wife Kristen is an essential part of marketing for both businesses, helping him balance the demands of work with quality family time. “When I’m not working, I love to spend time with my wife and daughter,” Blake shares. “We enjoy traveling together, dining out, and playing pickleball or golf. We go to Disney a few times a year, and in the summers, we head to Cape Cod. Italy might be next year!”

He adds with a grin, “My favorite spot to dine locally is Sails. It’s very elegant food, and as a former chef, I appreciate that.”

In a competitive, high-end market like Naples, standing out is key. Blake takes pride in the fact that Becker Custom Builders isn’t just another faceless contractor. “We’re a family-owned, local business,” he emphasizes. “We don’t just serve our clients and community for our own success; we are here to help our community grow and bring the level of quality and love that we have for our area to a higher level.”

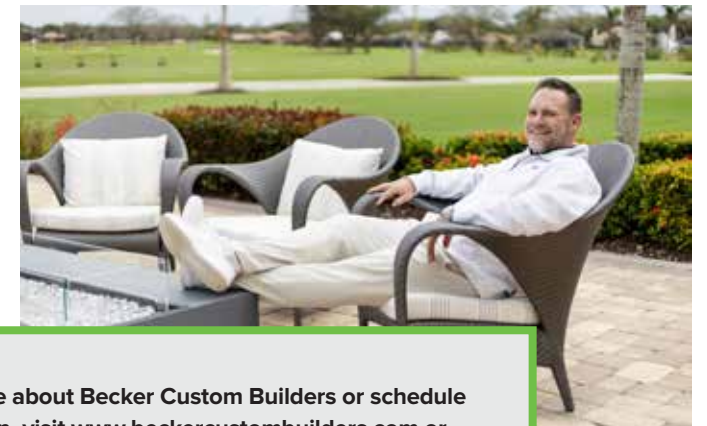
A vital part of that commitment is Becker Custom Builders’ involvement in the community. Blake and his team support 10 to 15 nonprofits annually, focusing on local causes, churches, and missions abroad.

On the Horizon

There’s no denying technology has quickly transformed the construction industry, and Blake is fully embracing it. “We use virtual design for renderings and vision meetings to really set the bar for our project’s expectations,” he notes. “Smart home systems are something we are enjoying in our latest projects. I’m looking forward to seeing what new materials will come out that are better for longevity and quality.”

Looking ahead, Blake couldn’t be more excited about the future of Becker Custom Builders. “We are definitely growing, and while there is no such thing as perfection, I’m always striving to do more and pushing myself to take my creative journey to the next level,” Blake says with conviction.

“There are amazing things on the horizon. I want to keep lifting up this community and those around me,” he concludes. “I want to keep challenging myself and my team to do more and reach that next level.”



To learn more about Becker Custom Builders or schedule a consultation, visit www.beckercustombuilders.com or call Blake Becker at 239-285-7174.





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BY MICHAEL DILL

I would like to share something that has had a big impact on my life. Forty-two years ago, I met a lovely lady named Susan Telford. We dated for six years before getting married. We just recently celebrated our 36th wedding anniversary. Now, for me to say that for over 42 years, everything has been perfect — anyone who's married knows that would be an outright lie. However, I reflect on when our last child, Zachary, left the home about three years ago and how my wife's and my relationship has reached a whole new level.

We reviewed our finances a few years back, going over our balance sheet, and we got on the same page, where she began to understand assets, liabilities, and how it all works. Shortly thereafter, we became debt-free and built additional wealth from that point forward. Susan is involved in my business, however, doesn't work in my business. She knows a lot of people in my business community, knows my clients, knows a lot of other coaches, attends conferences, and has a lot of fun. I cannot tell you the value it brings when you and your spouse are dialed in on how you serve each other and when you can look at each other and say, "We're a great team."

I have a particular client, Eric and Kristen, both attorneys. Eric has his practice and Kristen used to work for her father's practice. About a year and a half ago, they joined forces. Every once in a while, you witness a couple that make it work, both in business and life. My wife and I make it work in life. We don't work together in business, but Eric and Kristen make it work in business to the point that I was so impressed I called ActionCOACH and said, "We have to create a new award. It's 'The Power Couple Award,' where a husband and wife can work

together, live together, and make all things work cohesively." It's amazing. Not everyone can do it, but I can speak for myself: when my wife and I are on the same page, loving each other's company, and looking at each other during exotic vacations, we often ask, "Wow, is this real? Are we really here?" I'm incredibly grateful. Over 42 years, I've witnessed many relationships come and go, but we've weathered the good, the bad, and the indifferent, emerging stronger and closer than ever before.

Why do I share all this? I will tell you what type of impact it makes on me and how I show up in my business to be more of an asset to my clients. I'm here to share how important it is for a husband and wife to work on whatever you need to work on to be tight and leverage each other. Understand that you could not be here without the other. There is no way I could be who I am and enjoying success without her having been my biggest cheerleader over the last 42 years. No matter what happens in my life, as long as she's got my back, I'm good.

I just figured I'd put this out there and give all of you married men and ladies something to think about. We could all draw a line down the middle of a piece of paper, writing on the left everything about our spouse that we would like to knock them out and send them to the moon for, and on the right, every reason we married them and why we love them. I'm here to tell you to focus on the right side. Forget about the left as that side doesn't matter.

You get in life what you focus on. Focus on everything that made you want to spend the rest of your life with that person, and that's exactly what you'll get. With that kind of intentional focus, you'll be amazed at how it begins to spread to every other aspect of your 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, call 954-675-9536 or visit BusinessCoachMichaelDill.com.



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Turning Dreams
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DIANNA

Spinuzza



BY ZACHARY COHEN • PHOTOS BY NEW FRAME PHOTOGRAPHY

For Dianna Spinuzza, Marco Island wasn't just a place to visit — it was a dream waiting to come true. Born and raised near Pittsburgh, Pennsylvania, Dianna fell in love with Marco's white-sand beaches and swaying palm trees while visiting her father-in-law, who relocated there in 1999. A pivotal moment in her life story came in 2004. "I came over the Jolley Bridge in 2004 and fell in love," she recalls. "It was my dream to live here."

Five years later, that dream became a reality when her husband, Tom, secured a position as a radiologist in Naples. The couple moved to Marco Island, trading the rolling hills of southwestern Pennsylvania for the idyllic beauty of Southwest Florida.

From Healthcare to Real Estate
Dianna's path to real estate began in the healthcare industry. She worked as a radiologic technologist and later

transitioned to clinical applications and sales with GE Healthcare. Her experience in sales and clinical medicine helped her sharpen her ability to connect with people and offer solutions — traits that now define her real estate career.

"When I used to visit Marco, I'd enjoy going into open houses, imagining myself living here one day," Dianna says. "I got to know a few agents who became friends, and they encouraged me to



Dianna Spinuzza is a REALTOR® with Premier Sotheby's International Realty.

pursue real estate. They said I probably knew the island better than some agents working here.”

In 2010, Dianna made the leap into real estate, merging her natural warmth and sales acumen with a passion for Marco Island.

“Real estate became a way for me to share my knowledge of the island and help others achieve their dreams,” she says.

Building a Thriving Business

Dianna built her business with a smaller brokerage for 11 years before joining Premier Sotheby's International Realty in July 2021. The move was driven by her desire to transition into the luxury market.

The results speak for themselves. In 2024, Dianna is on track to close over \$20 million in sales, including the island's second-highest sale of the year: an \$11.1 million property.

“I'm very attentive. I treat people exactly how I would want to be treated. Real estate here is very expensive, and it's often the largest holding of people's net worth,” Dianna says. “I don't take that lightly. I answer my phone. I do my best to go above and beyond, and that's what separates me. People trust me.”

For Dianna, success isn't just measured in sales figures but in the relationships she builds and the joy she brings to her clients.

“When I have a closing, it's not about the commission check,” she explains.





Originally from near Pittsburgh, Pennsylvania, Dianna Spinuzza fell in love with Marco Island in 2004 and is now an expert on its unique charm.

“It’s about seeing the gratification on a happy buyer’s or seller’s face. That’s the most rewarding part of the job.”

A Balanced Life

Dianna’s dedication to her work is matched by her commitment to an active and fulfilling life outside of it. You’ll find her strength training at the gym or walking along the beach each morning. She also enjoys skiing, traveling, and cooking.

Dianna and Tom cherish their evenings, whether enjoying dinner out or sharing a happy hour. Family is another cornerstone of their life. With three grown sons and three grandchildren living in Texas and Louisiana, Dianna and Tom frequently travel to visit them.

Looking to the Future

As she reflects on her career, Dianna is content with the growth she’s achieved and excited about what lies ahead.

“I’m happy where I am and with how my business has evolved,” she says. “Joining Sotheby’s has helped me connect with luxury buyers, and I want to continue growing my business in that direction.”

Dianna hopes to be remembered as someone who brought kindness and fun to the real estate process. Her dedication to making the journey enjoyable for her clients is a hallmark of her career.

Marco Island captured Dianna Spinuzza’s heart long before she became a resident. Today, she channels that passion into helping others find their piece of paradise.

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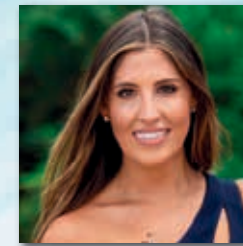
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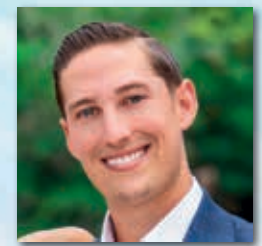


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MARIANO BERNHARDT

MI PAINTER

More Than Meets the Eye

BY ZACHARY COHEN
PHOTOS BY LACASATOUR

Growing up in Chicago, Mariano Bernhardt witnessed his dad thrive in the construction industry. Mariano’s father began in the carpet cleaning business and later expanded into water damage and restoration work, as well as light construction like drywalling, baseboards, painting, and flooring.

Some of Mariano’s earliest memories are working alongside his dad. As he got older, he officially joined the family business, taking on roles from office management to light carpentry.

“I enjoyed dealing with clients and getting to meet different people on a daily basis,” Mariano recalls. “We’d get to know our customers, which I really enjoyed. That was always my favorite part about the business.”

At 24 years old, Mariano decided to leave the harsh Chicago winters and



“IF I TELL SOMEONE I’M GOING TO DO SOMETHING, I DO IT.”

relocate to The Sunshine State. “My sister moved to Hollywood, and I would come down to visit. Each time, I would stay longer and longer, and eventually, I said, ‘I gotta get down here.’ So I relocated to Hollywood in 2000.”

Mariano and his wife, Krystal, lived in Hollywood, then Fort Lauderdale. In 2012, they relocated to Marco Island, choosing the barrier island for its safety, strong school system, and family atmosphere.

Upon landing in Florida, Mariano picked up where he left off professionally, taking on handyman work, real estate punch lists, home inspection repairs, and painting. Painting, in particular, caught his interest, and he founded MI Painter in 2016.

“I was working on a house for a while where the exterior was being painted, and the employees spent half their day in the shade on their phones. I figured if they were making money like this, I knew I could do better if I took a real go at it. So I applied for my licensing classes and began concentrating on painting,” Mariano explains.

Over the past eight years, MI Painter has become one of Southwest Florida’s go-to painting outfits. The team ranges from seven to 15 employees, depending on the season. Mariano and his team pride themselves on their technique, training, expertise, and focus on delivering the highest-quality results. MI Painter can handle any painting job — interior or exterior, new construction or remodels.



Mariano Bernhardt is the founder of MI Painter.



FAMILY SPOTLIGHT

Mariano and his wife, Krystal, a REALTOR®, live on Marco Island with their 13-year-old daughter, Kolbie. They enjoy boating, especially trips to the Keys.

“When I started, I figured anyone could paint, but I’ve learned so much over the last eight years,” Mariano continues. “Sure, anyone can take a roller and

paint a bedroom, but there are spaces that are a totally different animal. For example, new construction has all-new trim that needs to be prepped, sanded, and puttied. There are a lot of ways to do this work inefficiently or with the wrong product.”

Mariano reminds us that while just about anyone can grab a bucket of paint and a brush, there is more to painting than meets the eye. He says the primary goal of painting is not to change the color of a room but to add value to a home.

“When people buy and sell houses, they want to move in and don’t want dirty walls or scuffed-up baseboards. A new paint job is like a new outfit. It’s clean, freshly washed, and it makes you feel good to have something new on,” Mariano says. “I’m a hard worker. I’m honest. I think it’s important to keep your word. If I tell someone I’m going to do something, I do it. That’s what makes us such a strong resource.”



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Matt & Megan CHIONIS



“We had countless people telling us not to do real estate in Naples because of all the agents here. How would we stand out?” recalls Matt Chionis. It wasn’t just a question of market saturation; it was a question of whether a couple of professionals with no prior connections to the local real estate scene could make a name for themselves in one of the most competitive luxury markets in the country.

Today, as founding members of SERHANT, Naples, one of the most followed real estate brands in the world, Matt and his wife, Megan Chionis, are proving the doubters wrong. Together, they lead Naples Concierge Group, a powerhouse team that thrives on a commitment to excellence, collaboration, and cutting-edge technology.

A New Chapter

Before making their mark in Naples, Matt and Megan were living in the heart of downtown Chicago, where they ran a successful consulting business. Both had pursued higher education in the field of counseling — Matt attended

Baylor University, and Megan studied at Wheaton College, both earning master’s degrees. Their consulting work involved assessing organizational performance and coaching leaders, which gave them a strong foundation in the skills they would later apply to real estate.

The couple relocated to Naples to start their family, both obtaining their real estate licenses in 2018 and never looked back. While some might have viewed the oversaturated market as a deterrent, the Chionises saw it as an opportunity to prove themselves through hard work and a relentless focus on service.

“We didn’t want to become ‘real estate agents,’” Megan notes. “Instead,



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Matt and Megan Chionis with their son, Parker

we wanted to become real estate professionals and raise the level of service.” Matt nods in agreement. “We grew quickly because we treated it like a business,” he adds. “We had run a business before, so we had the right entrepreneurial mindset.”

Switching It Up

In 2023, Matt and Megan made the bold decision to leave their former brokerage and establish the SERHANT. Naples office. Launched in early fall 2024, this cutting-edge brokerage is already creating a local stir.

“SERHANT. is the most followed real estate brokerage in the world with seven million current followers,” Matt explains. “The exposure our listings get is unmatched, and the technology is unlike anything we’ve ever seen.”

The couple brings plenty of expertise to the launch party. In 2023, Matt and

Megan closed over \$33.6 million across 18 transactions, and as of late 2024, they had already matched that volume, with more in the pipeline.

Their formula for success is deceptively simple: “We only care about what is best for our customer,” Matt affirms. “This is where our mission was born — dedication to excellence. We love to compete, and we simply focus on outworking everyone.”

Leading Naples Concierge Group with siblings Greg and Vanessa Beretta, Matt and Megan are now focused on growing their team while maintaining the high standards they’ve set for themselves.

“We’re looking to add 10 more agents, but we want to scale appropriately,” Megan points out. “We’re not just looking for agents who want to be on TV because of SERHANT.’s media exposure. This isn’t about vanity. We want hard, experienced workers who fit our culture

of excellence and are looking for the missing piece to their existing business.”

Global Reach and Technological Edge

One of the main reasons Matt and Megan were drawn to SERHANT. was the brand’s impressive global reach and innovative use of technology. “SERHANT. gets 100 million impressions a month,” Matt notes. “Our listings are seen by more people, and the SERHANT. Referral Network extends to 133 countries.”

But it’s not just about exposure; it’s about efficiency and client experience. The AI technology used by SERHANT. has completely transformed the way the Chionises operate. “The AI assistant we have, called S.MPLE frees up hours every day,” Matt explains. “I can literally talk into my phone, describe what a client is looking for, and within minutes, the app pulls up available listings that fit the description and sends it to them in a

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customized email. It’s unbelievable and saves so much time.”

With such powerful tools at their disposal, Matt and Megan are able to focus more on building relationships with clients — something they believe is the key to long-term success.

“Our biggest piece of advice for up-and-coming agents is to be mindful of what’s worth outsourcing,” Megan advises. “That way, you can be in front of your clients building relationships instead of getting stuck behind a computer — which will cripple your business.”

Beyond the Brokerage

Outside of work, Matt and Megan are focused on their most important role: raising their two-year-old son, Parker.

“We’re big fans of happy hour, taking Parker to the park, and going on walks with him and our beagle-Labrador mix, Charlie,” Megan shares. The couple also enjoys outdoor activities like fishing, kayaking, and paddleboarding, though they joke that those hobbies don’t happen as often now with a toddler in tow. “With a two-year-old, it’s not exactly easy to go kayaking!” Matt points out with a laugh.

Giving back to the community is also a priority for the Chionises. They support several local charities, including STARability, a nonprofit that supports children with special needs, and Artis, a cultural center that houses the Naples Philharmonic. Additionally, they are active members of Covenant Church and aim to become even more involved in their community in the coming years.

On the horizon, Matt and Megan have plenty to look forward to. On the business front, they are focused on growing their team thoughtfully and maintaining their reputation for excellence while Megan is in the process of obtaining her broker’s license.

“We’re going to be one of the largest SERHANT. locations and among the most respected brokerages in Naples,” she remarks with a confident smile.

“SERHANT.’s technology is allowing us to gain back more of our time as well,” Matt concludes. “That means enjoying more time with Parker, going on more dates, and just being present for our family.”

Top producers Matt and Megan Chionis lead Naples Concierge Group with SERHANT. Naples.

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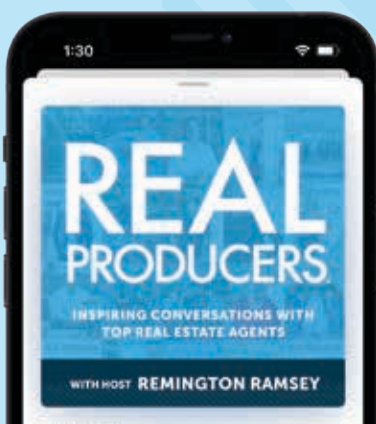
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